

**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,
Canned Goods and Food Stuffs Trades of Canada.

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, MAY 11, 1906.

NO. 19.

Robinson's Patent Barley

*Is a Steady Seller
With the BEST TRADE*

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

**ROBINSON'S
PATENT BARLEY**

Liberal sampling among your customers
on receipt of list addressed to

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



Raised on It.

"The Reason Why"

Yes, that's just what you want to say to your
customers - "The reason why" you handle

**Benson's "Prepared" Corn and
Edwardsburg "Silver Gloss" Starch**

*is that you have found them superior to all other brands
-Your experience has 50 years of the public's endor-
sation to back it.*

EVERY JOBBER SELLS THEM

EDWARDSBURG STARCH CO., Limited

53 Front St. East,
TORONTO Ont.

ESTABLISHED 1858
Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Large Soap Sales

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

Baby's Own Soap

is the most extensively advertised Soap in Canada—it is absolutely pure and is known throughout Canada as the best Soap for the Nursery, Toilet and the Bath because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

**THE ALBERT SOAPS, LIMITED
MONTREAL**



National Licorice Co.
Brooklyn, N.Y.

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

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

**CANADA SUGAR REFINING CO.
LIMITED**

Montreal

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

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

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

**Dominion Molasses Co.,
LIMITED**

Halifax, - Nova Scotia

Agents

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

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NOTICE !

Infringement of Trade Mark.



It having come to our notice that **CANNED HADDIES** and other Fish bearing the design of a "THISTLE" on the label, other than those packed and sold by the "THISTLE CANNING CO.," are being offered and sold, we hereby caution all persons against buying and selling, using or having in their possession, these goods without our permission, as we are the sole owners and proprietors of the said Trade Mark and shall take proceedings to protect our interests under the law governing Trade Marks and Industrial Designs.

ARTHUR P. TIPPET & CO.

Sole Agents, THE THISTLE CANNING CO.

17. Every person, other than the person who has registered the trade mark, who marks any goods or any article of any description whatsoever, with any trade mark registered under the provisions of this Act, or with any part of such trade mark, whether by applying such trade mark or any part thereof to the article itself, or to any package or thing containing such article, or by using any package or thing so marked which has been used by the proprietor of such trade mark, or who knowingly sells or offers for sale any article marked with such trade mark, or with any part thereof, with intent to deceive and to induce any person to believe that such article was manufactured, produced, compounded, packed or sold by the proprietor of such trade mark, is guilty of a misdemeanor, and liable, for each offence, to a fine not exceeding one hundred dollars and not less than twenty dollars— which fine shall be paid to the proprietor of such trade mark, together with the costs incurred in enforcing and recovering the same.

Manufacturers' Agents and Brokers' Directory

BARBADOES, W.I.

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

CALGARY

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

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

CHARLOTTETOWN, P.E.I.

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

HALIFAX, N.S.

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

MONTREAL

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

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

TORONTO.

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

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

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

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

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

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

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

MOOSE JAW.

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

QUEBEC.

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

WINNIPEG.

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

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

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

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

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

(Continued on page 52.)

Hamilton, Ont., April 24th, 1906.

Dear Sir:—

RE THE FOOD VALUE OF PEAS

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

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

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

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

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

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

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

Yours truly,

“CANADIAN CANNERS, Limited”

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IAW.

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MOOSE JAW, Sask
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page 52.)

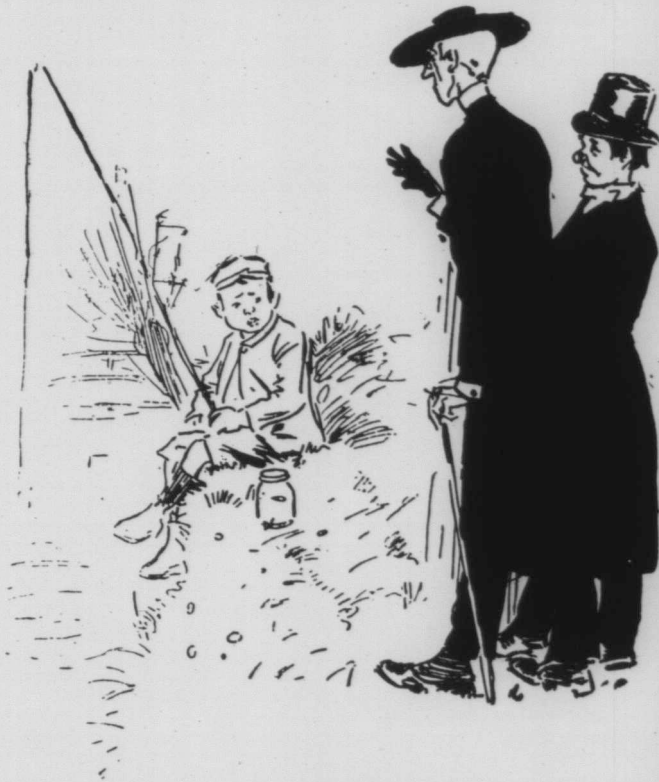
Ceylon Tea

the grocer's best.

Tea soil cannot be found anywhere. The best tea can only be found at certain altitudes. "Ceylon" has the finest soil for tea production and the healthiest altitudes in the East, reaching some 8,000 feet. The "Best" tea comes from plantations where soil and climate combine to give that aromatic fragrance and gentle stimulating exhilaration, which healthily grown tea always imparts. ¶ Did you ever hear of a grocer who sold only "Ceylon Tea" who didn't do a flourishing trade? Then why not share "Ceylon" success yourself?

Ceylon Tea

holds trade like the true British Bulldog. Sell only Ceylon Tea



Cured and Packed Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained. The "Thistle" Brand competes **on quality and not on price. It is the Highest Quality Standard Brand of Canned Fish!** Always.

Beware of Imitations!!!

None are genuine that do not bear the name of

ARTHUR P. TIPPET & CO., GENERAL AGENTS' Montreal

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"THE FAIRBANK PLAN"

LOOK INTO IT

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

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

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

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

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

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

*"To use with Lamb or Fish or Meat,
Queen Quality Sweet Pickles can't be beat."*



Some pickles are just for lunch; others for dinner.

Queen Quality Sweet Pickles

"fit in" at every meal. The truth of the matter is—at eating time there is a supreme relish goes with them, and, after eating time, no "bitter memories."

Remember Queen Quality Pickles are no experiment. We have been making them for ten years and they now have a "good hold."

We advertise to scatter their fame further.

We are anxious that Queen Quality Sweet Pickles shall get a try in your store.

A "Pickle Proposition" that benefits all three—buyer, seller, maker—is the kind you need and the kind we offer.

Taylor & Pringle Co., Limited
Sole Agents for "Perry's Worcestershire Sauce"
OWEN SOUND, ONT.

Tel. Main 3244

The Improved Match Co., Limited

Match Manufacturers

HEAD OFFICE :

**409 BOARD OF TRADE,
MONTREAL**

FACTORY :

**DRUMMONDVILLE,
QUE.**

Let us hear from you if
you want

**Best Matches
at
Right Prices**

To co
Ceylo
facto
man

Black, Mi
or Green

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**TEN SECONDS
IS AMPLE TIME**



To consider and decide in favor of "Salada" Ceylon Tea as the most profitable and satisfactory leader in the Tea department of any man's business.



The quality and value looms up conspicuously above a hundred rivals. "THAT'S WHY"



Black, Mixed
or Green

Sealed
Packets Only

Wholesale Terms from "Salada," Toronto or Montreal

**ROYAL
YEAST
CAKES**
MOST PERFECT MADE.

SOLD AND USED
EVERYWHERE.

E. W. GILLETT COMPANY
LIMITED
TORONTO, ONT.

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



NOTE THE LABEL ON EVERY
BOTTLE.

**Sterling
BRAND
Pickles**

You can bank on them. You
can recommend them to the
most exacting customer. He
will not be disappointed.

—Made in Canada's lar-
gest and best equipped
pickle factory.

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

MAPLE SUGAR

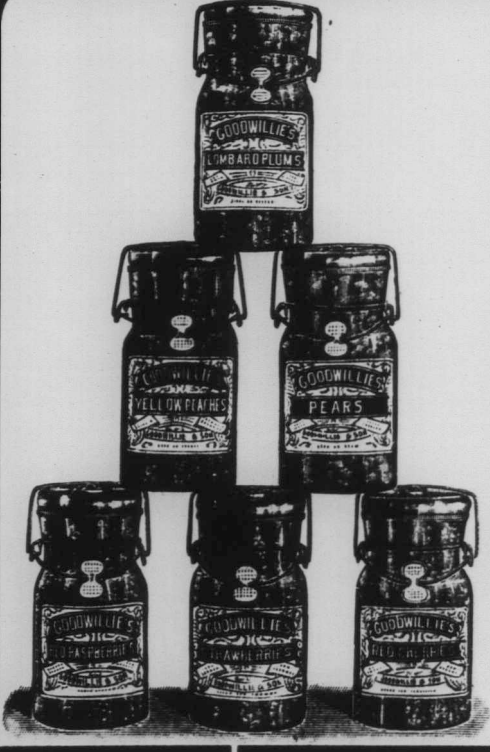
Largest Exporters of
PURE
BEAUCE COUNTY
SUGAR

D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA



THEY


Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

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



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

If you have made the mistake of not keeping

**Paterson's
Camp
Coffee
Essence**

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

ROSE & LAFLAMME, MONTREAL
AGENTS.

DURABLE
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THE CANADIAN GROCER



THE WELL KNOWN AND RELIABLE CAKE.

RISING SUN
STOVE POLISH

SUN PASTE

STOVE POLISH

TINS

GUARANTEED TO THE TRADE



UNSCRUPULOUS AND INEXPERIENCED MANUFACTURERS

make inferior stove polishes which are often inflammable, explosive, and dangerous, and the victim of accidents from those inferior stove polishes are often frightfully burned and suffer horrible disfigurement, if not death. No storekeeper can make friends of his customers by selling them inferior and dangerous stove polishes. **RISING SUN** and **SUN PASTE** are absolutely safe under all circumstances.

MORSE BROS., Props.,

Canton, Mass., U.S.A.

CROCKERY

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

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

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

THE JOHN L. CASSIDY
CO., LIMITED,
MONTREAL

RETURN
to
Cut Book No. 58
Page No. 58



Lorimer's Worcestershire Sauce

A High-grade English Sauce—good 25 cent value—to retail at 10 cents. Good money in it too for the grocer.

THE ROBERT GREIG CO., Limited
White Swan Mills
TORONTO

GALLON BEETS

We have a limited quantity of Gallon Beets that we offer at an exceptionally attractive figure to clear.

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

QUALITY—

that is, after all is said and done, what your customers want when buying **TEA**. Every customer whom you can please with the delicious, fragrant, nourishing and healthful

JAPAN TEAS

will be a grateful customer.

If you have not sold Japan Teas before, **DO SO NOW.**

ARE YOU A GROCER? YES.

Then write us at once regarding

OUR HONEST OFFER. FREE.

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

**MRS. RORER'S
SARATOGA CHIPS**

10c.
AND 20c.
MADE EXCLUSIVELY BY
Hamilton Saratoga Chip Co.
Three Sixteen King East
HAMILTON, - CANADA.

Send us your name and name of your jobber and we will surprise you.

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

Not a Cereal

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

THESE CANS CONTAIN

PURE MILK

REINDEER BRAND

JERSEY BRAND



Sweetened

Unsweetened

Every Can Guaranteed

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

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

SARDINES

King Oscar Brand— $\frac{1}{4}$ s and $\frac{1}{2}$ s.

Shipment of these fine goods just received.

Thomas Kinnear & Co.

WHOLESALE
GROCCERS

TORONTO AND PETERBORO

Make a Place in Your Store

for

IVORINE COLD-WATER STARCH

It doesn't matter what kind of starch you are now selling, some of your customers want "Ivorine" and will get it—from another Grocer if you do not keep it.

The feature about "Ivorine Starch" is the fact that it can be used so easily. The drudgery of "hot-water starch" days is a thing of the past when "Ivorine" appears.

Your jobber can supply you, and you should see that he does.

Case (40 pkgs.) \$2.50.

St. Lawrence Starch Co.
Port Credit, Ontario Limited

Purnell's Genuine Worcestershire Sauce



Shews a good profit

Never fails to
give satisfaction.

Do You Stock it?

If not, mail your order
to-day.

PURNELL, WEBB & CO.,
Limited
BRISTOL, ENGLAND
ESTABLISHED 1750

The Stove Polish You Want

is the one that your trade ask for. Wherever

JAMES' DOME BLACK LEAD

is known it is used to the exclusion of all others, Without doubt it is the best Stove Polish in the world. Stock it up, and look after this trade. It pays well.

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

Blue Ribbon Tea

Is the best advertised tea in Canada. The people know what a first-class tea **BLUE RIBBON** is.

We keep up the standard. Satisfied customers keep up your trade.

Always sell **BLUE RIBBON TEA**.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A. B. C. 4th and 5th editions, A1, Western Union. Highest References.

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

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

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

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

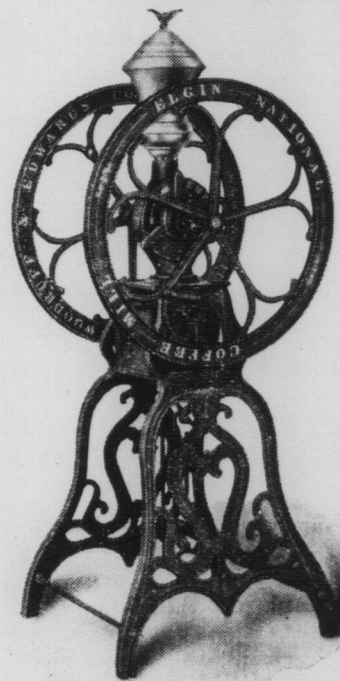
GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

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

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

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

THE ELGIN NATIONAL



is
the
**BEST
COFFEE
MILL**

on the
market

Has all the
good points
of all other
mills—with
some exclusive
features of
its own.

For prices, terms and full particulars, write

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

A Delicious Cup of Coffee

Our 1-lb. tin "**CLUB**" brand **COFFEE** at 33 cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"CLUB" BRAND. Try us,—that is all we ask to convince you of the superior value of "**CLUB**" COFFEE.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 533.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

ESTABLISHED IN 1842

1500 Cases due in Montreal in a few days.

Brussons Jr. French Alimentary Pastes

The finest quality that France can manufacture, Pure hard Wheat
"Russian Tangarock."

GOLD MEDALS

DIPLOMAS

SILVER MEDALS

FINEST ON THIS MARKET

L. CHAPUT, FILS & CIE

Importers, Wholesale Grocers, Wines and Liquors

MONTREAL

LEA AND PERRINS' SAUCE.

Lee & Perrins' Sauce.

The Only Genuine Worcestershire.

FOR FISH

GAME

SOUP

GRAVY

MEAT

SALADS ETC. ETC.

EVERYBODY'S FAVOURITE

SIGNATURE On Every Bottle

CANADIAN AGENTS,
J. M. DOUGLAS & C.
MONTREAL
P. Q.

G. C. KOOPMAN

Commission Merchant,
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

**All Products of the
Dutch Colonies (East Indian)**

AS

COFFEE, TEA

SPICES of all kinds

GUMS for Varnish Manufacturers

COCOA, COCOA BUTTER

**Cassia Vera, Chinchona-
barks, Rattans, Drugs, etc**

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

Agents wanted everywhere in Canada.

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

The Man of Enterprise

Such is the head of the

BODE'S GUM CO., Limited

That is why the trade follow the Bode's Gum Co., Ltd., because "goods well advertised are half sold," therefore if you have not already got them in stock order at once.

Bode's Menthol "Pepsin" Gum

Bode's Crushed Fruit Gum

Bode's Pepsin Gum

But don't overlook the important

LITTLE BODE'S GUM SLOT MACHINE

Everybody can afford to have one and they show a handsome profit. Guaranteed forever.

Order at once through your jobber, or direct from

BODE'S GUM CO., Limited **MONTREAL**

TORONTO OFFICE,
Pacific Building.

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65 Sparks Street.

QUEBEC OFFICE,
5 Dufort Street.

Watch the Bode Gum Co., Ltd., Advertising. It will interest you.

Here

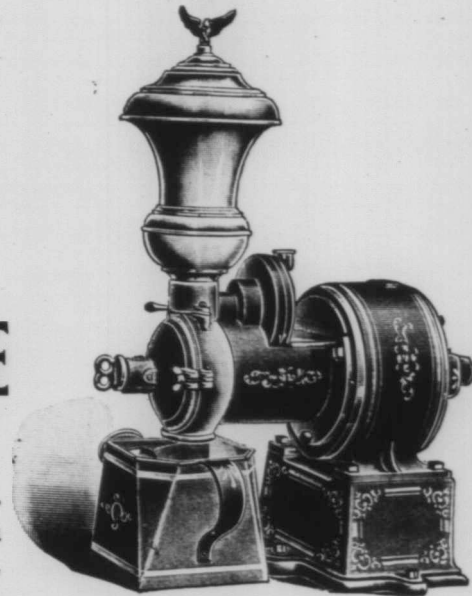
You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE
ENTERPRISE

Electrically Driven Coffee Mill

The $\frac{1}{4}$ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize $\frac{1}{4}$ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

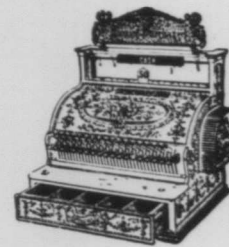
The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



Customers are Gained by

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

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



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

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

Tear off here and mail to us today

**N.C.R.
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Dayton Ohio

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

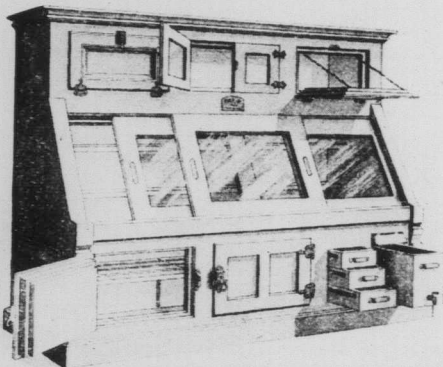
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No. of men

Aubin's Patent Refrigerators

GROCCRS should not be without one



Perfect Dry Air Circulation System
Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal Quebec Exhibition
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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 lbs. per minute.

Pulverizing 1/2 lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

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White and Colored Leaves

The feature of our new

Counter Check Book

is the SPECIAL DUPLICATING leaves. These are run alternate white and colored. One can be used for original, the other for duplicate. Liability of mistakes, fractional. Saving in labor, considerable.

We should like to have our Representative call on you. If you write, he will call.

The Carter-Crume Company, Limited
TORONTO and MONTREAL

We make all kinds of Counter Check Books.



CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

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

OAKEY'S 'WELLINGTON' KNIFE POLISH

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

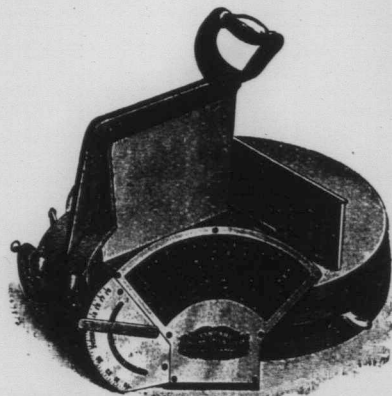
JOHN OAKEY & SONS, Limited
Manufacturers of

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

Wellington Mills, London, England

Agent:

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THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

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

Every grocer can afford it.

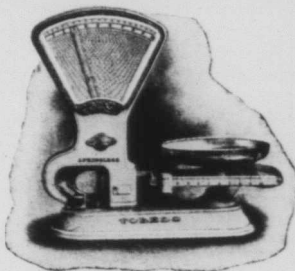
No grocer can afford to be without it.

Write for Folder, Price and Terms.

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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.
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 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...

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

Offices Throughout the Civilized World.

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

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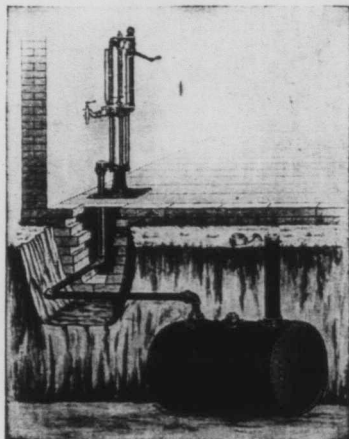
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CUT No. 42

Tank Buried, Pump in Store. One of Fifty.
 Good for Kerosene, too.

Is it economy for you as a dealer in gasolene to handle it in wooden barrels or faulty metal tanks when oil experts say that from **fifteen to fifty per cent** of all gasolene so stored is lost through evaporation, leakage and waste?

Is it economy for you to run the risk of an **expensive fire** which could have been prevented had you taken the precaution here mentioned?

Is it economy for you to consume ten minutes in getting a gallon of gasolene for a customer, when **ten gallons can be drawn in one minute** with a Bowser Gasoline Outfit? It's safe, convenient, economical and clean. The Standard Equipment for gasolene storage. Endorsed by experts. **Send for Gasolene Catalog "B"**

S. F. Bowser & Co. Inc. 530 FRONT STREET W. TORONTO, ONT.

STOCK NOW.



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

G. F. Sutton,
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King's Cross
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 154 Pearl St., Toronto
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The Nibble of a Mouse

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



IF A MAN WANTS CREDIT

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.

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ALLISON COUPON CO.,

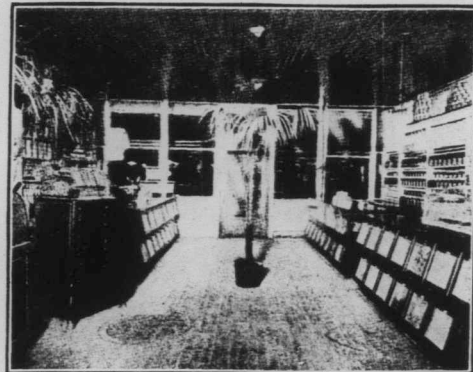
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Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.



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

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

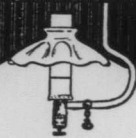
They not only increase business, but give CHARACTER to it.

WRITE FOR ILLUSTRATED BOOKLET, "Modern Grocery Fixtures"

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

Montreal Representative: - J. H. MAIDEN, 131 PLAGE D'YOUVILLE, MONTREAL, P.Q.

**100
CANDLE
POWER**



**1/2 ¢
PER
HOUR**

AUER GASOLENE LAMP

Gives more light than

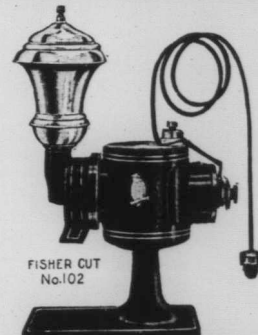
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

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

Catalog and discounts on request.

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

ELECTRIC POWER COFFEE MILLS



FISHER CUT No.102

This cut shows one of the designs we are making.

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

Granulates 1-lb. of Coffee a minute.

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

Write us for Prices.

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



BEWARE OF IMITATIONS

TWO BIG SELLERS

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

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

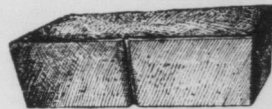
Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

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

Price per Case - **\$3.00**

Profit to Retailer in one

Case - **\$1.00**

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

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

Diamond E. Blend Coffee

**DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE**

is producing splendid results; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "Diamond E." on our guarantee, and have fully justified our enthusiasm for the genuine merit of this coffee, by their repeat orders—You cannot make a mistake in ordering a tin on a trial basis—If the coffee does not prove a convincing argument—We stand the expense—"Diamond E." will put new life into your Coffee trade—Try it—Backed by a reputation of over half a century.

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



The merchant who knows his business talks

QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

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

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

GROCERS

Ask your jobbers for our brand and compare with others.

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

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

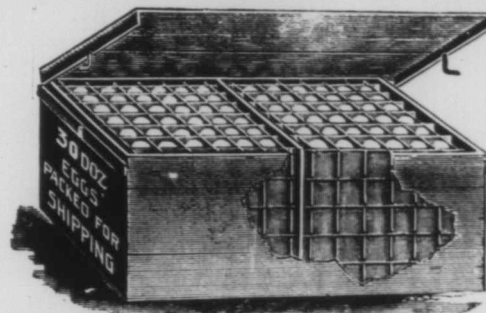
NICHOLSON & BAIN, Winnipeg and Calgary

Western Agents for

THE MANITOBA CANNING CO., LIMITED

GRANDE POINTE, MANITOBA

EGG CASE FILLERS



Extra Large Fillers

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

To Save Breakage in Eggs Use the XL Fillers

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

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

The Miller Bros. Co., Limited

30-38 DOWD STREET
MONTREAL

Board Mill and
Filler Factory at
GLEN MILLER, ONT.

Phones: 203 Main
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**ADVERTISERS ARE REQUESTED TO SEND IN CHANGE OF
COPY FOR "SPECIAL GROCER" BY RETURN MAIL.**

NO COPY RECEIVED AFTER MAY 14 CAN BE ASSURED INSERTION.

THE CANADIAN GROCER, 10 Front St. E., TORONTO.

Choice Line of Bulk Pickles

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

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

"GILLARD'S PICKLES"

Have you offered these to your customers yet?

W. H. GILLARD & CO.
WHOLESALE GROCERS
HAMILTON

Get Ready FOR Fly Season

**Tanglefoot
Wilson Fly Pads
Smith's Fly Paper**

LUCAS, STEELE & BRISTOL
Wholesale Grocers
HAMILTON, ONT.

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

A quick seller.

A pleasure to use.

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SYMINGTON'S

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COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALEERS
THOS. SYMINGTON & CO. - EDINBURGH

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BROOMS

Do not forget we are Broom manufacturers.

We have the right goods at the right prices.

We invite inspection. It will be worth your while to look at our samples and prices.

If we have not what you want, if it can be made, we can make it.

Our men have samples of our standard lines.

JAMES TURNER & CO., HAMILTON



TECA SALAD OIL

A pure delicious table oil that will please your customers and pay you a handsome return for handling.

Two dozen pints to the case.

Write for prices, mentioning the name of your jobber.

IMPORTED BY

Frank R. Oliver

11 Front St. E. - - Toronto

Tartan BRAND

The Sign of Purity

Salmon—We can interest you.

Pickles—Large assortment, special prices.

Selected Valencias—Get our prices.

Barbadoes Raw Sugar Special line.

Consult our travellers re. supplies of above seasonable lines, or 'phone 596, our expense

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

American Proclamation of Food Standards

A FULL DESCRIPTION OF PURITY AND ADULTERATION

The following "Supplemental Proclamation" has been issued from Washington by Secretary Wilson, in which is given the food standards of purity agreed upon by the Committee of Food Standards of the Association of Official Agricultural Chemists, in conjunction with Elton Fulmer, representing the Interstate Food Commission. The current statement is supplemental to that of December 20 last, and establishes the following standards:

Fruit and Fruit Products.

(Except fruit juices, fresh, sweet and fermented, and vinegars).

1. Dried fruit is the clean, sound product made by drying mature, properly prepared, fresh fruit (the subject of sulphurous acid in dried fruits is reserved for consideration in connection with the schedule "Preservatives and Coloring Matters") in such a way as to take up no harmful substance, and conforms in name to the fruit used in preparation; sun-dried fruit is dried fruit made by drying without the use of artificial means; evaporated fruit is dried fruit made by drying with the use of artificial means.

2. Evaporated apples are evaporated fruit made from peeled and cored apples, and contain not more than 27 per cent. of moisture.

(Standards for other dried fruits are in preparation).

3. Canned fruit is the sound product made by sterilizing clean, sound, properly matured and prepared fresh fruit by heating, with or without sugar (sucrose) and spices, and keeping in suitable (the subject of suitable containers is reserved for future consideration) clean, hermetically sealed vessels and conforms in name to the fruit used in its preparation.

4. Preserve products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration) is the sound product made from clean, sound, perfectly matured and prepared fresh fruit and sugar (sucrose) syrup, with or without spices or vinegar, and conforms in name to that of the fruit used, and in its preparation not less than 45 pounds of fruit are used to each 55 pounds of sugar.

5. Honey preserve (products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration) is preserve in which honey is used in place of sugar (sucrose) syrup.

6. Glucose preserve (products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration) is preserve in which a glucose product is used in place of sugar (sucrose) syrup.

7. Jam (marmalade) products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved

for future consideration) is the sound product made from clean, sound, properly matured and prepared fresh fruit and sugar (sucrose), with or without spices or vinegar, by bailing to a pulpy or semi-solid consistence, and conforms in name to the fruit used, and in its preparation not less than 45 pounds of fruit are used to each 55 pounds of sugar.

8. Glucose jam (glucose marmalade), products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration) is jam in which a glucose product is used in place of sugar (sucrose).

9. Fruit butter (products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration) is the sound product made from fruit juice and clean, sound, properly matured and prepared fruit, evaporated to a semi-solid mass of homogeneous consistence, with or without the addition of sugar and spices or vinegar, and conforms in name to the fruit used in its preparation.

10. Glucose fruit butter (products made with mixtures of sugar, glucose, and honey, or any two thereof, are reserved for future consideration) is fruit butter in which a glucose product is used in place of sugar (sucrose).

11. Jelly (products made with mixtures of sugar, glucose, and honey, or any two thereof, are reserved for future consideration) is the sound, semi-solid, gelatinous product made by boiling clean, sound, properly matured and prepared fresh fruit with water, concentrating the expressed and strained juice, to which sugar (sucrose) is added, and conforms in name to the fruit used in its preparation.

12. Glucose jelly (products made with mixtures of sugar, glucose, and honey, or any two thereof, are reserved for future consideration) is jelly in which a glucose product is used in place of sugar (sucrose).

Flavoring Extracts.

1. A flavoring extract (the flavoring extracts herein described are intended solely for food purposes and are not to be confounded with similar preparations described in the Pharmacopoeia for medicinal purposes) is a solution in ethyl alcohol of proper strength of the sapid and odorous principles derived from an aromatic plant, or parts of the plant, with or without its coloring matter, and conforms in name to the plant used in its preparation.

2. Almond extract is the flavoring extract prepared from oil of bitter almonds, free from hydrocyanic acid, and contains not less than 1 per cent. by volume of oil of bitter almonds.

2a. Oil of bitter almonds, commercial, is the volatile oil obtained from the seed of the bitter almond (*Amygdalus communis* L.), the apricot (*Prunus ar-*

menica L.), or the peach (*Amygdalus persica* L.)

3. Anise extract is the flavoring extract prepared from oil of anise, and contains not less than 3 per cent. by volume of oil of anise.

3a. Oil of anise is the volatile oil obtained from anise seed.

4. Celery seed extract is the flavoring extract prepared from celery seed or the oil of celery seed, or both, and contains not less than 0.3 per cent. by volume of oil of celery seed.

4a. Oil of celery seed is the volatile oil obtained from celery seed.

5. Cassia extract is the flavoring extract prepared from oil of cassia, and contains not less than 2 per cent. by volume of oil of cassia.

5a. Oil of cassia is the lead-free, volatile oil obtained from the leaves or bark of *Cinnamomum cassia* Bl., and contains not less than 75 per cent. by weight of cinnamic aldehyde.

6. Cinnamon extract is the flavoring extract prepared from oil of cinnamon, and contains not less than 2 per cent. by volume of oil of cinnamon.

6a. Oil of cinnamon is the lead-free, volatile oil obtained from the bark of the Ceylon cinnamon (*Cinnamomum zeylanicum* Breyne), and contains not less than 65 per cent. by weight of cinnamic aldehyde and not more than 10 per cent. by weight of eugenol.

7. Clove extract is the flavoring extract prepared from oil of cloves, and contains not less than 2 per cent. by volume of oil of cloves.

7a. Oil of cloves is the lead-free, volatile oil obtained from cloves.

8. Ginger extract is the flavoring extract prepared from ginger, and contains, in each 100 cubic centimeters, at 20 degrees C., the alcohol soluble matters from 20 grams of ginger.

9. Lemon extract is the flavoring extract prepared from oil of lemon, or from lemon peel, or both, and contains not less than 5 per cent. by volume of oil of lemon.

9a. Oil of lemon is the volatile oil obtained, by expression or alcoholic solution, from the fresh peel of the lemon (*Citrus limonum* L.), has an optical rotation (25 degrees C.) of not less than plus 60 degrees in a 100-millimeter tube, and contains not less than 4 per cent. by weight of citral.

10. Terpeneless extract of lemon is the solution prepared by shaking oil of lemon with dilute alcohol, and contains not less than 0.2 per cent. by weight of citral derived from the oil of lemon.

11. Nutmeg extract is the flavoring extract prepared from oil of nutmeg, and contains not less than 2 per cent. by volume of oil of nutmeg.

11a. Oil of nutmeg is the volatile oil obtained from nutmegs.

12. Orange extract prepared from orange peel, and contains not less than 3 per cent. by volume of oil of orange.

12a. Oil of orange is the volatile oil obtained, by alcoholic solution, from the fresh peel of the orange (*Citrus limonum* L.), has an optical rotation (25 degrees C.) of not less than plus 60 degrees in a 100-millimeter tube, and contains not less than 4 per cent. by weight of citral.

13. Peppermint extract is the flavoring extract prepared from peppermint, and contains not less than 2 per cent. by volume of oil of peppermint.

13a. Peppermint oil is the volatile oil obtained from peppermint.

13b. Oil of peppermint is the volatile oil obtained from peppermint, and contains not less than 2 per cent. by volume of oil of peppermint.

14. Rose extract prepared from rose petals, with or without sugar, and contains not less than 2 per cent. by volume of oil of rose.

14a. Otto of rose is the volatile oil obtained from rose petals, and contains not less than 75 per cent. by weight of cinnamic aldehyde.

15. Savoring extract prepared from savory, and contains not less than 2 per cent. by volume of oil of savory.

15a. Oil of savory is the volatile oil obtained from savory.

16. Spear extract prepared from spear, and contains not less than 2 per cent. by volume of oil of spear.

16a. Spear oil is the volatile oil obtained from spear.

16b. Oil of spear is the volatile oil obtained from spear.

17. Star extract prepared from star, and contains not less than 2 per cent. by volume of oil of star.

17a. Oil of star is the volatile oil obtained from star.

17b. Oil of star is the volatile oil obtained from star.

18. Sweet basil extract prepared from basil, and contains not less than 2 per cent. by volume of oil of basil.

18a. Sweet basil oil is the volatile oil obtained from basil.

18b. Oil of basil is the volatile oil obtained from basil.

19. Sweet marjoram extract prepared from marjoram, and contains not less than 2 per cent. by volume of oil of marjoram.

19a. Oil of marjoram is the volatile oil obtained from marjoram.

19b. Oil of marjoram is the volatile oil obtained from marjoram.

20. Thyme extract prepared from thyme, and contains not less than 2 per cent. by volume of oil of thyme.

20a. Oil of thyme is the volatile oil obtained from thyme.

20b. Oil of thyme is the volatile oil obtained from thyme.

21. Tonka extract prepared from tonka, and contains not less than 2 per cent. by volume of oil of tonka.

12. Orange extract is the flavoring extract prepared from oil of orange, or from orange peel, or both, and contains not less than 5 per cent. by volume of oil of orange.

12a. Oil of orange is the volatile oil obtained, by expression or alcoholic solution, from the fresh peel of the orange (*Citrus aurantium* L.), and has an optical rotation (25 degrees C.) of not less than plus 95 degrees in a 100-millimeter tube.

13. Peppermint extract is the flavoring extract prepared from oil of peppermint, or from peppermint, or both, and contains not less than three per cent. by volume of oil of peppermint.

13a. Peppermint is the leaves and flowering tops of *Mentha peperita* L.

13b. Oil of peppermint is the volatile oil obtained from peppermint, and contains not less than 50 per cent. of menthol.

14. Rose extract is the flavoring extract prepared from otto of roses, with or without red rose petals, and contains not less than 0.4 per cent. by volume of otto of roses.

14a. Otto of roses is the volatile oil obtained from the petals of *Rosa damascena* Mill., *R. centifolia* L., or *R. moschata* Herrm.

15. Savory extract is the flavoring extract prepared from oil of savory, or from savory, or both, and contains not less than 0.35 per cent. by volume of oil of savory.

15a. Oil of savory is the volatile oil obtained from savory.

16. Spearmint extract is the flavoring extract prepared from oil of spearmint, or from spearmint, or both, and contains not less than 3 per cent. by volume of oil of spearmint.

16a. Spearmint is the leaves and flowering tops of *Mantha spicata* L.

16b. Oil of spearmint is the volatile oil obtained from spearmint.

17. Star anise extract is the flavoring extract prepared from oil of star anise, and contains not less than 3 per cent. by volume of oil of star anise.

17a. Oil of star anise is the volatile oil distilled from the fruit of the star anise (*Illicium verum* Hook.)

18. Sweet basil extract is the flavoring extract prepared from oil of sweet basil, or from sweet basil, or both, and contains not less than 0.1 per cent. by volume of oil of sweet basil.

18a. Sweet basil or basil is the leaves and tops of *Ocimum basilicum* L.

18b. Oil of sweet basil is the volatile oil obtained from sweet basil.

19. Sweet marjoram extract (marjoram extract) is the flavoring extract prepared from oil of marjoram, or from marjoram, or both, and contains not less than 1 per cent. by volume of oil of marjoram.

19a. Oil of marjoram is the volatile oil obtained from marjoram.

20. Thyme extract is the flavoring extract prepared from oil of thyme, or from thyme, or both, and contains not less than 0.2 per cent. by volume of oil of thyme.

20a. Oil of thyme is the volatile oil obtained from thyme.

21. Tonka extract is the flavoring ex-

tract prepared from tonka bean, with or without sugar or glycerin, and contains not less than 0.1 per cent. by weight of coumarin extracted from the tonka bean, together with a corresponding proportion of other soluble matters thereof.

21a. Tonka bean is the seed of *Coumarouna Aublet* (*Dipteryx odorata* Aub. Will.)

22. Vanilla extract is the flavoring extract prepared from vanilla bean, with or without sugar or glycerine, and contains in 100 cubic centimeters the soluble matters from 10 grams of the vanilla bean.

22a. Vanilla bean is the dried cured fruit of *Vanilla planifolia* Andrews.

23. Wintergreen extract is the flavoring extract prepared from oil of wintergreen, and contains not less than 3 per cent. by volume of oil of wintergreen.

23a. Oil of wintergreen is the volatile oil distilled from the leaves of *Gualtheria pracumbens* L.

Edible Vegetable Oils.

1. Olive oil is the oil obtained from the sound, mature fruit of the cultivated olive tree (*Olea europaea* L.) and subjected to the usual refining processes; it is free from rancidity; has a refractive index (25 degrees C.) not less than 1.4660 and not exceeding 1.4680; and an iodine number not less than 79 and not exceeding 90.

2. Virgin olive oil is olive oil obtained from the first pressing of carefully selected, hand-picked olives.

3. Cotton-seed oil is the oil obtained from the seeds of cotton plants (*Gossypium hirsutum* L., *G. barbadense* L., or *G. herbaceum* L.) and subjected to the usual refining processes; it is free from rancidity; has a refractive index (25 degrees C.) not less than 1.4700 and not exceeding 1.4725; and an iodine number not less than 104 and not exceeding 110.

4. "Winter yellow" cotton-seed oil (the fixing of limits for chemical and physical properties is reserved for future consideration) is expressed cotton-seed oil from which a portion of the stearin has been separated by chilling and pressure.

5. Peanut oil, arachis oil, or earthnut oil is the oil obtained from the peanut (*Arachis hypogaea* L.) and subjected to the usual refining processes; it is free from rancidity; has a refractive index (25 degrees C.) not less than 1.4690 and not exceeding 1.4707; and an iodine number not less than 87 and not exceeding 100.

6. "Cold-drawn" peanut oil is peanut oil obtained by pressure without heating.

7. Sesame oil, gingili oil, or teel oil is the oil obtained from the seeds of the sesame plant (*Sesamum orientale* L.) and subjected to the usual refining processes; it is free from rancidity; has a refractive index (25 degrees C.) not less than 1.4704 and not exceeding 1.4717; and an iodine number not less than 103 and not exceeding 112.

8. "Cold-drawn" sesame oil is sesame oil obtained by pressure without heating.

9. Poppy-seed oil (the fixing of limits for chemical and physical properties is

reserved for future consideration) is the oil obtained from the seed of the poppy (*Papaver somniferum* L.) subjected to the usual refining processes and free from rancidity.

10. White poppy-seed oil or "cold-drawn" poppy-seed oil is poppy-seed oil of the first pressing without heating.

11. Coconut oil (the fixing of limits for chemical and physical properties is reserved for future consideration) is the oil obtained from the kernels of the coconut (*Cocos nucifera* L.), subjected to the usual refining processes and free from rancidity.

12. Cochin oil is coconut oil prepared in Cochin (Malabar).

13. Ceylon oil is coconut oil prepared in Ceylon.

14. Copra oil is coconut oil prepared from copra, the dried kernels of the coconut.

15. Rape-seed oil or colza oil (the fixing of limits for chemical and physical properties is reserved for future consideration) is the oil obtained from the seeds of the rape plant (*Brassica napus* L.), subjected to the usual refining processes and free from rancidity.

16. "Cold-drawn" rape-seed oil is rape-seed oil obtained by the first pressing without heating.

17. Sunflower oil (the fixing of limits for chemical and physical properties is reserved for future consideration) is the oil obtained from the seeds of the sunflower (*Helianthus annuus* L.), subjected to the usual refining processes and free from rancidity.

18. "Cold-drawn" sunflower oil is sunflower oil obtained by the first pressing without heating.

19. Maize oil or corn oil (the fixing of limits for chemical and physical properties is reserved for future consideration) is the oil obtained from the germ of the maize grain (*Zea mays* L.), subjected to the usual refining processes and free from rancidity.

Salt.

1. Table salt (dairy salt) is fine-grained crystalline salt containing, on a water-free basis, not more than 1.4 per cent. of calcium sulphate ($CaSO_4$), nor more than 0.5 per cent. of calcium and magnesium chlorides ($CaCl_2$ and $MgCl_2$), nor more than 0.1 per cent. of matters insoluble in water.

A CALLER AT OUR LONDON, ENG., OFFICE.

Alfred C. H. Froemcke, of Montreal, who has been making a hurried visit to the principal cheese centres in Great Britain, managed to find time to call at the London office of The Canadian Grocer. Mr. Froemcke is one of the best authorities on butter and cheese in Canada, and is well known amongst the trade in London, Liverpool, Bristol and Manchester, which cities he has just been visiting. Mr. Froemcke is a passenger on the steamship Canada, which left Liverpool May 5.

Merchants in the tourist areas of Ontario are anticipating a big season and are buying accordingly.

GOOD ADVERTISING

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

ABOUT NEXT WEEK'S ADVERTISING.

During the past week no great changes have taken place on the markets so that the safe policy to pursue will be the "pegging away" attitude.

The maple sugar season is just about over and the fresh fish season has just opened—i.e. at prices making continuous sales possible.

There is quite a demand for molasses and while prices are firm, a little speciality advertising could be done on this line.

In fresh fruit, strawberries and pineapples appear to have the run, arrivals being quite frequent. The Winter apple season is drawing to a close, so that, unless one had a good stock, "apple" advertising would be unnecessary.

Tomatoes and onions are deserving of mention as they are beginning to come in freely. Prices should soon be within the reach of the majority.

Keep your eye on sugar.

A Grocer's Jingle for the Children.

Kelly Liken, a grocer at Ashland, Ky., gets out a blotter with the following alphabetical jingle printed thereon. He offers a present to every child less than ten years old who will memorize the lines and repeat them at the store:

- A is for Apple, ripe and red,
- B is for Butter to put on your bread,
- C is for Candy, a large display,
- D is for Dinner-Basket, to fill for the day,
- E is for Eggs, pure and fresh,
- F is for Flour to increase your flesh,
- G is for Gloves, to save the hands,
- H is for Harps, that play like brass bands,
- I is for Ink, to write on your leaf,
- J is for a jar of our best Chipped Beef,
- K is for Kelly, who is here yet,
- L is for Likens, who will stay, you bet,
- M is for Molasses, Sorghum or Syrup,
- N is for New Things, we always stir up,
- O is for Oysters, now eat your fill,
- P is for Pickles, sweet, sour and dill,
- Q is for Quarter, that will buy a whole lot,
- R is for Red Horse, a plenty we've got,
- S is for Smoked-Bacon, by strip or slice,
- T is for Trap, to catch your sly mice,
- U is for Underwear, soft and warm,
- V is for Vegetables, fresh from the farm,
- W is for Woodenware, buckets and baskets neat,
- X is for Xcellence of which our stock is complete,
- Y is for Yeast, your bread to raise,
- Z is for Zu Zu, that's all the craze,
- & is for And-so-Forth, all we've missed and hundreds of things not on this list.

Customers' Names.

When you are approached about selling a list of your customers' names turn the offer down. It's not the right thing to do, and the person seeking the names is considering his own welfare, not yours, nor your customers.'

One or two merchants are said to have supplied a manufacturer of instruments with a couple of thousand names and these people were then pestered with mail order literature. Think what would have happened to the merchants if the story had leaked out.

Trade Tempters.

A grocer in Atlanta on the Thursday of one week gave away with every 25 cent purchase (or more) a novel hatchet with thermometer attached.

Another grocer ran this ad for a week: "Purchase one dollar's worth of anything in our store and get a half-pound box of ——— candy absolutely free."

Wishing to push the sales of a new blend of tea a western supply store offered with each pound three triple-plated, coin-silver spoons.

This in a New Haven paper: "Health first of all. Free this week—with every 12-pound bag of ——— whole wheat flour a half-pound box of ——— baking powder, worth 15 cents."

The photograph scheme turned in quite a number of new orders for a Spokane grocer. He advertised that with every purchase in his store there would go a ticket entitling the holder to have a plain photograph, or a distinct tintype, enlarged, and a sample was kept in the store to show that the work was not "cheap."

The Better Way.

The general public is not foolish. It is growing wise and is needing more seductive bait every day to induce it to buy.

Your circular letters—What do you do about them? How do you feel toward them? Does each one interest you? Or, do you look on them with indifference? Do you treat them ill-manneredly? If you do, beware! It means money out of your pocket, loss of prestige, gain to your competitor.

I know of a concern sending out fairly good circular letters, that has the man taking care of that department sitting with his letters and typewriter directly where he can be seen by every person coming into that office. I can read the thoughts that pass through the minds of

each man who enters that office in response to an advertisement as he gazes upon the means that brought him there. "Baited, eh! Thought I had a personal letter, and that man there is sending the same thing to other people just as fast as he can print the names. I don't like it," and he goes away disgusted with the firm and its methods.

I know of another firm, up-to-date, progressive and far-seeking. Each circular letter has a personal aspect and finish. When a client calls, in response to a letter, the manager grasps him cordially by the hand and says: "Why, yes, I couldn't see why no answer came to my first letter, so I thought I would write to you again, and I know our business transactions are going to be pleasant."

There is no way of telling that each circular letter of that firm is not personal, except by, perhaps, a shade of color in the filling-in ribbon. What the letter says is bona fide, every promise is kept, every statement true, so that there is no reason under the sun why it cannot be called a "personal letter" instead of the somewhat opprobrious "circular letter."

Can yours be thus termed? Do you go farther than filling in names and changes? Do you meet every promise, every statement, every wish, conveyed in your letters? If not, why, revise your letter to what you actually can and will do and then go ahead to live them—and your circular letters will become real personal letters.—A. H. W.

A traveling agent for a large wholesale grocery house was selling a bill of goods to one of his customers, a grocer in a little village. "Now," he said, "to wind up with, don't you want a few cans of our maple syrup? You'll find it the best you ever kept in stock."

"No," said the grocer. "I've got plenty of maple syrup."

"When did you get it? I don't remember selling you any when I was here on my last trip."

"You didn't. I got this in the country."

"Is it the real stuff?"

"That's what it is. My brother made it in his own camp. He's got 500 trees."

"I'd like to taste it."

A sample of the country maple syrup was brought out. He tasted it, and took the grocer to one side.

"Say," he said, in a low tone. "I'm not going back on the strictly pure goods I sell, of course, but I want a gallon of this stuff for my own use."

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The decorative seems, is look point of expense and not from may accrue; yet been convicted one of the l tract and main has been prov ers who have the practice. vined until t method a like

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WINDOW AND INTERIOR DISPLAYS

A BRIGHT, ATTRACTIVE WINDOW.

The decoration of show windows, it seems, is looked upon from the standpoint of expense by very many grocers and not from any beneficial results that may accrue; in fact, they have not as yet been convinced that it pays, that it is one of the best advertisements to attract and maintain trade there is, which has been proven time and again by grocers who have made a thorough test of the practice. Neither will they be convinced until they, too, have given the method a like test.

Looked at as an Investment.

Of course, it is good business to take into account the cash expense of outgoes, but it is equally good business to consider the financial benefits derived from investments, whether it be two dollars or two thousand, and the time expended in arranging a window display is an investment, likewise the stock and fixtures. But the above class of grocers are not yet ready to look at it that way and whatever display they do chance to make is just so much time lost to no object, or at least no more so than sweeping the floor or keeping the stock in place. But those are essentials which facilitate trade; other grocers there are who consider window displays in the same light as hanging up pictures at home or decorating the mantleshelf with evergreens, while others follow the practice simply because the neighboring dealers do so or because it is the custom, losing sight of or ignoring the main count in the transaction, that it is an investment and pays. But the old saying has it that "ignorance is bliss and it is folly to be wise," so we presume this sentiment must be admitted until the dawn of light, yet it is pretty hard medicine to swallow and those who are enlightened have a duty to perform in delivering their fellow-tradesmen from this fallacy.

As a Suggestion of Prosperity.

The up-to-date business man tries to see his store as strangers see it and realizes that a bright business place suggests prosperity while a dismal store gives an impression of a failing business and the desirable customer shuns it as a place not only gloomy but unlikely to be properly stocked.

Arrests Attention.

Notice how the brightest store in the block attracts the attention of the people passing along the street. Even the man in a hurry will unconsciously turn his face toward the bright places along his route, and if he remembers anything at all about the way he has come it is of those cheerful spots that flashed across the sidewalk and attracted his attention.

OUR ILLUSTRATION.

The illustration given this week is that of the store of R. S. Jones, Wel-

lington street, Stratford, Ontario. The interior shown is one of those long, narrow stores, somewhat difficult to display to good advantage. Mr. Jones, however, has made an excellent showing. He has made ample use of the several kinds of movable fixtures, which are readily pushed to and fro as occasion requires. Behind the counter is arranged a good long row of store bins for handy service. One of the great features of this store is the amount of canned goods carried, a trade which Mr. Jones has specially thrown himself open to cultivate; these lines, therefore, take a prominent place in the display. Mr. Jones has been in his present store some six years, and the illustration is given as showing more what can be done with

light and we kept them clean and full of good goods with the prices on them, and they made money for us; but plate glass, of course, is the thing and we had to have it. All the neighbors and our competitors were ahead of us getting it, but we had been so busy getting the business that we hadn't found any time to tear the front of the store all to pieces until last week. We didn't really have the time. We took it.

"When it came to putting in the new windows, the boss wanted to know what I thought of running them clear down to the floor. Lots of the windows nowadays, you know, are right on the ground.

"People used to have their windows up high. You had to stand on your tip-



An Interior Display of R. S. Jones, Stratford.

simple, inexpensive fittings under ordinary conditions rather than as showing the more elaborate and expensive fixtures.

REMODELLING THE WINDOW.

Remodelling a show window is the subject of an interesting bit of suggestive talk by Frank Farrington, who writes to Brains thus:

"We have been putting plate glass windows in our store this week. I say 'we,' but I mean the boss and the carpenters. They say it's a good sign if a new clerk calls the firm 'we' the first day he works for them. I'm not a new clerk, but I'm a 'we' clerk just the same. I'm just as much a part of the concern as if I got a slice of the dividends each year.

"The old windows were pretty fair. They were big and let in a good deal of

toes to see in. Then they all got an attack of the notion that low windows were the thing, and most of the later-build windows represent the notion gone to seed. Window panes that rest right on the sidewalk. You have to get down on your knees to see what the goods really look like if they are small things.

"The boss said he was going to put in one of those get-down-on-your-knees windows. I told him to think it over a while first. He wanted to know what my objections were. He said that nobody put their windows up high nowadays, not even as high as your knees.

"I told them that if I were in his place it wouldn't make a bit of difference to me what nobody or anybody was doing, because I would want windows the way I wanted them and that would be the way I would have them.

"I said that my idea of the right

height for a window was, with regard to the inside appearance or the arrangement, to choose a height that would let every one outside see the goods with the least effort. That meant that the bottom and floor of the window must be low enough for the smallest person to see in and yet high enough so that no one would have to bend down to examine the goods or to read the price cards.

"About nine people in ten are more or less off in their eyesight and have to get rather close to things to see them well. Make the bottom of the window about two feet from the ground and you will suit every one.

"Well, he heard my story and thought it over a few days and ordered the windows up to 24 inches, and now that they are in we are all stuck on the height. It's just right. The windows dress up to the best possible advantage with any kind of small goods.

"Hundreds of fine show windows are spoiled by being lighted wrong at night, and in the daytime, too. Some dealers seem to think that the idea is at night to get all the light they can to shine out at the windows on the street, so that every one going by will say, 'My, what a bright light!'

"That's all right if you want people to remember your store simply as the store with the bright light, but if you are to sell the goods, the goods are what you want to show. The goods themselves have to be the attraction. If that is the case, the goods must be lighted whether the pavement outside is or not. Arrange your lighting scheme so that the light will fall on the goods."

WARREN BROS. & CO. TO RE-ORGANIZE.

The old established wholesale grocery firm, Warren Bros. & Co., Toronto, is about to be reorganized and converted into a joint stock company. The business was a part of the Canada Grocers, Limited, from the directorate of which company Mr. W. A. Warren resigned in February with the intention of retiring from the grocery business. When the various firms comprising the Canada Grocers dissolved that arrangement and bought back their businesses, the Warren business, had Mr. Warren continued in his intention of retiring, would have had to be wound up, unless another purchaser could have been found by the Canada Grocers. Members of the staff urged Mr. Warren to reconsider and this week he consented and it was decided to reorganize. The new company will consist of Mr. Warren and seven members of the staff, two inside men and five travelers. Mr. Warren will be president and manager. Application for the charter will be made next week.

CANNED GOODS LOSSES.

The latest estimates of the loss of canned goods in the San Francisco disaster place the total loss of salmon at 225,000 cases (at least 200,000 cases of this was red Alaska tall salmon). Canned fruit loss in first hands is approximately 180,000 cases. (This does not include jobbers' loss). Tomatoes, 80,000 cases; sundry vegetables, packers'

hands, 20,000 cases; sundry vegetables, jobbers' hands, 250,000 cases. This does not include the corn which was held in large blocks by the San Francisco jobbers, and which was bought early at a low price.

Much tin for the Alaska salmon canners is said to have been destroyed and cannot be replaced in time so that this year's pack may be a half to three-quarters of a million cases short. That with the expected general shortage will greatly enhance the price of salmon abroad.

AMERICAN TOMATOES.

Maryland packers have packed in the last fifteen years about one-third of the output of the United States, and are known to nearly every buyer in the United States. The climate of Maryland is particularly suitable for the growth of the tomato as regards yield, flavor and texture, the packers are considered the most experienced, hence are able to cater to the wants of buyers located in various localities. Maryland packed tomatoes are largely used by buyers to be marketed under their own (buyer's) labels.

FREIGHTS AND CHARTERS.

From this on to the end of the shipping season The Canadian Grocer will endeavor to give a brief summary each week of the shipping trade, through the port of Montreal, of interest to the grocery trade. This has been usually done after opening of navigation each year.

The Allan liner *Virginian* reached port last Saturday, being the first turbiner of the season. The trip was made in seven hours better time than the initial trip last year. The *Virginian* carried a large and varied cargo.

The Dominion liner *Dominion* cleared Montreal for Liverpool Saturday, May 5, with a general cargo including meats, cheese, and other products. Quite a lot of western goods were shipped, including 500 boxes of Quaker oats.

The Dominion liner *Turcoman* also cleared on Saturday with Bristol for her destination. The cargo was even more varied than that of the *Dominion*, grain, hay, meats, dairy products, flour, lard and Grape Nuts being included. A good sized shipment of cream separators was also made.

It is rumored in shipping circles that the Allan Company will shortly build a new boat without turbines which will run between British ports and the St. Lawrence ports.

There is some talk also of the C. P. R. Co. building two new boats of the *Empress* type.

There is a possibility that before the shipping season is over the St. Lawrence route will be used by two steamers at present engaged in the Liverpool-New York service. In London there is at present considerable attention given to the Canadian freight, as well as passenger service, and in Liverpool there is said to be a rumor to the effect that two combine steamers are to be taken from the Liverpool-New York service to be placed on the Liverpool-Montreal route.

The F. F. Dalley Co. have closed their Winnipeg branch and will in future handle their western business from Hamilton, Ont.

VISITOR FROM SPAIN.

E. H. Morgan, representing Rein & Co., Malaga, Spain, was a visitor to Montreal trade this week in company with the firm's local representative, Alex. Hendery. Mr. Morgan has been making a tour of the principal Canadian and United States cities, visiting representatives and the grocery and fruit jobbing trades. He reports very favorable reception and the gratifying information that Rein & Co.'s brands are taking a prominent position in buyers' orders. After a trip to Quebec and the Maritime Provinces Mr. Morgan returns to Malaga.

CAMPBELL, WILSON & HORNE.

The Calgary branch of Campbell Bros. & Wilson has been separately incorporated and will be known as Campbell, Wilson & Horne. The Canadian Grocer extends congratulations to John Horne, the Calgary manager, who has thus been admitted to the firm. Mr. Horne is an experienced commercial traveler and last year was president of the Northwest Commercial Travelers' Association. In January last he resigned his position as sales manager in the Winnipeg house to become manager in Calgary.

NEW MONTREAL ADDRESS.

Sutcliffe & Bingham, manufacturers of Kkovah jellies, have moved from their Montreal premises on St. John street to larger and more modern quarters at 30 William street, where in future their business will be transacted, under the managership of G. H. Bradwell as heretofore.

CALIFORNIA PRUNE CROP.

A prominent American dried fruit dealer writing from California is quoted as saying that in his opinion the prune crop of that valley will not be more than 25 per cent. heavier than that of last year, which would make it 50 or 60 per cent. of a full crop. In his opinion the opening price will remain at 3c. f.o.b. bag basis for but a short time, advancing to at least 3½c. basis. On account of the earthquake labor is likely to be scarce and packers are desirous of selling 50-lb. rather than 25-lb. boxes.

A. E. Roy, who was formerly connected with the Winnipeg branch of the F. F. Dalley Co., is commencing business as a manufacturer of grocers' sundries on Portage avenue east.

MACHINES MAKE GLASS JARS.

For the first time glassware is now being turned out completely by automatic machinery. It is being done in Muncie, Ind., U.S., at the big fruit jar factory of Ball Brothers, and the success of the process is due to A. L. Bingham, of the factory, whose inventions of labor-saving machinery have been largely instrumental in giving Ball Brothers the control of the world's fruit jar market.

Although jars have been turned out by machinery for many years it was not until the present that machinery has been made to take the place entirely of human intelligence in their manufacture. One man now operates the machine that turns out the ware.

EARNING,

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IDEAS FOR THE INDUSTRIOUS

FROM SPAIN.

presenting Rein & was a visitor to week in company local representative, Morgan has been principal Canadian ties, visiting repro- cery and fruit job- orts very favorable tifying information rands are taking a in buyers' orders. c and the Maritime an returns to Ma

SON & HORNE.

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AL ADDRESS.

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PRUNE CROP.

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E GLASS JARS.

glassware is now completely by auto- is being done in at the big fruit jar hers, and the suc- is due to A. L. tory, whose inven- g machinery have ntal in giving Ball of the world's fruit

e been turned out any years it was nt that machinery take the place en- telligence in their nan now operates ns out the ware.

EARNING, SAVING AND SPENDING MONEY.

According to the proverb, "an empty bag cannot stand upright"; neither can a man who is in debt. A man in debt cannot be relied upon to tell the truth; hence it is said that lying rides on debt's back. The man who owes money generally has to make excuses for not paying it when due, and in many cases has to lie about it. The first step in debt is like the first step in falsehood—almost involving the necessity of proceeding in the same course, debt following debt, as lie follows lie. Many a man can date the beginning of the failure of his life from the day he first borrowed money, and realizes when too late the force of the proverb, "who goes a-borrowing goes a-sorrowing."

The Best Test of Character.

The way a man uses money—makes it, saves it and spends it—is perhaps one of the best tests of character. Money should by no means be regarded as the chief end of life; neither should it be held in contempt, as it represents to a large extent the means of physical and mental comfort. Some of the finest qualities of human nature are intimately related to the right use of money—generosity, honesty, justice and self-sacrifice.

An Inferior Class.

The class of men who live from hand to mouth will always be an inferior class. They necessarily remain impotent and helpless, hanging on to the skirts of society—the sport of time and seasons. Having no respect for themselves, they fail in securing the respect of others. In commercial crises they invariably go to the wall.

The Law of Nature.

The world has always been divided into two classes—those who have saved and those who have spent—the thrifty and the extravagant. The building of all houses, the mills, the bridges, the railroads, the ships, and the accomplishment of all the other great works which have done so much for man's advancement and happiness have been done by the savers; and those who have wasted their money have always been their slaves. It is the law of nature that this should be so.

Loose Cash Thrown Away.

Lord Bacon's maxim, that when it was necessary to economize it was better to look after the petty saving than to descend to petty gettings, is a good one to follow. The loose cash that many persons throw away uselessly would often form the basis of fortune and independence. These wastes are their own

worst enemies, and are generally found in the ranks of those who are constantly railing at the injustice of the world.

Keep Accounts.

John Locke, the great English philosopher, strongly advises this course: "Nothing," said he, "is likelier to keep a man within compass than having constantly before his eyes the state of his affairs, in a regular course of account." The great Duke of Wellington kept an accurate detailed account of all the moneys received and expended by him. "I make a point," said he, "of paying my own bills, and I advise everyone to do the same: formerly, I used to trust a confidential servant to pay them, but I was cured of that folly by receiving one morning, to my great surprise, duns of a year or two's standing. The fellow had speculated with my money and left my bills unpaid." Talking of debt, his remark was: "It makes a slave of a man. I have often known what it was to be in want of money, but I never got into debt."

Washington was as particular as Wellington in matters of business detail, and it is a remarkable fact that he did not disdain to scrutinize the smallest outgoing of his household—determined as he was to live honestly within his means, even when holding the high office of president of the United States.

Riches no Proof of Worth.

Worldly success, measured by the accumulation of money, is no doubt a dazzling thing, and all men are naturally more or less the admirers of worldly success, but though men of sharp, dexterous, and unscrupulous habits, ever on the watch to push opportunities, may get on in the world, yet it is quite possible that they do not possess the slightest elevation of character, nor a particle of real goodness. Riches are no proof of moral worth, says Francis Collins, and their glitter often serves only to draw attention to the worthlessness of their possessor, as the light of the glow worm reveals the grub.

Men of Sterling Worth.

The power of money is, on the whole, overestimated. The greatest things which have been done for the world have not been accomplished by rich men, but by men generally of small means. Christianity was propagated over half the world by men of the poorest class. And the greatest thinkers, discoverers, inventors, artists, and authors have been men of moderate wealth, many of them little raised above the conditions of manual labor in point of worldly circumstances. The making of a fortune enables some people to "enter society," as

it is called, but to be esteemed here they must possess qualities of mind, manners, or heart, else they are merely rich people, nothing more. There are men in society now as rich as Croesus who have no consideration shown them, and elicit no respect. Why? They are but money bags; their only power is their money. The men of mark in society—the guides and rulers of opinion—the really successful and useful men—are not necessarily rich men, but men of sterling character, of disciplined experience, and of moral excellence. The poor man in the joy of a cultivated nature, of opportunities used and not abused, of a life spent to the best of his means and ability, can look down without the slightest feeling of envy upon the person of mere worldly success—the mere man of money.

WHEN TO RAISE SALARIES.

Asked recently the question, "How often and at what time of the year do you give your employes a raise in wages?" the head of one of the largest and best known publishing companies in the world made this reply: "We raise our employes on the civil service basis. We have over one thousand two hundred employes in our Chicago offices alone. If we attempted to raise them at a certain time and on a certain basis, there would be endless confusion. Besides, I believe in compensating an employe according to what he is worth. We train them for a certain duty. After they have become competent to discharge it we pay them accordingly. This makes a man self-reliant, for if he is interested in his work he will fight for higher wages. He will work harder and better."

When They are Worth it They get it.

Another extensive employer of labor in the west gave this answer to the same question: "We pay salaries on the 'selling basis.' We raise them likewise. We know that our different departments will stand a certain percentage in salaries—varying from 3 to 5 per cent. The employe who can produce the biggest sales gets the best salary that that department can afford to pay for salesmen. We have no particular time for raising employes' wages—just when we ascertain that they are worth it they get it. Pay your help a living, fair wage and raise them just as soon as they deserve it; then you will get good work out of them."

Show Appreciation by Raising Salary.

Here is another reply: "We have a fixed time for raising salaries—at Christmas. We pay our help good salaries and just as soon as they become fitted to discharge the duties without having someone around all the time instructing them, we raise—and raise to the limit, too. You must show your appreciation of the employe's efforts by paying him. He will do your work then."

Little Sermons on Advertising

Delivered by John C. Kirkwood.

The Handicap of Being Unknown.

I REMEMBER that when I was a retailer, a traveler called on me to sell a line of laundry soap. He said he had sampled the town; that there would be a big demand in consequence; and he wanted me to order five cases. Prior to his coming I had never heard of his firm or his soap, and I was not ready to take up his soap on short notice. Moreover, I had had experience in just such cases as the one in question—sometimes costly experience—and I was deaf to all arguments. The soap salesman became angry. He said that he had sampled the town; that he was not leaving all the work of introduction to the grocery trade. He said that his house was co-operating with the trade in the most practical manner. I didn't buy.

I do not say that the firms one never heard of are on that account unreliable, unworthy of confidence. But I do say that the firm that solicits the retailer's favor and co-operation, owes it to the retailer to establish and maintain an acquaintance. And I say furthermore, that this acquaintance is best developed through the medium of the retailer, trade newspapers; granted, of course, that this newspaper is reputable, widely circulated and a recognized authority in the trade or interests it claims to serve. A trade newspaper of this description comes to be looked upon by the retailer as his work of reference. What he fails to find there is lacking in importance, and so is unworthy of his serious attention. This applies not only to editorial departments and kindred matter, but also to the advertising section. A retailer is warranted in looking for the advertisements of the firms he deals with, in the advertising section of his trusted trade newspaper. A right appreciation of this point would lead some non-advertisers to become advertisers with resulting gain.

A wholesale or manufacturing firm may be 100 years old, and yet be unknown to the trade that distributes its goods. I have in mind a firm of clothing makers, an old

and honorable firm, having a very large factory, and known to the jobbing trade as providing certain grades of goods unexcelled anywhere for quality and value. This firm has been forced through competition to brand its product and to go direct to the retail trade. It recognizes the handicap it is under in being practically unknown to the retail trade.

Even though it can say to the retailer, "you have handled thousands of dollars worth of our goods without knowing it," this firm is facing the problems of the future with no confidence, no reliance in its long years of successful manufacturing. It has to begin afresh as it were, and one of the first things it is doing, is to begin advertising in the trade newspapers circulating among the retailers selling its class of goods.

It takes a situation of this sort to bring home neglected or forgotten truth. This firm of clothing makers is vainly wishing now that it had begun years ago to establish an acquaintance with the final distributor of its merchandise. It was urged to advertise time and again, but its steadfast reply was, "No. We sell only to the jobbing trade. We know all the firms we care to see to. What's the use of our advertising?"

This situation brings into clear relief the fact that to be known and favorably known is a business asset of untold value. The cost of getting and keeping known, is in reality a very small annual charge, too small to be seriously considered by any firm with a heart bigger than a mouse.

These sermons are supposed to be short, and so it is necessary now to close.

The application is: Non-advertisers will find it prudent and profitable to develop an acquaintance with the trade through advertisements in the right trade newspaper; and advertisers should maintain their advertising without a lapse.

The Canadian

Baking Powde
Gillett, E. W., C
McLaren's, W.

Biscuits, Confi
Canadian Shre
Falls, Ont.

Cowan Co., Tor
Jacob, W. & R.
Kingery Mfg.
McLaughlan,
M. clure & L.
Mooney Biscuit
Mott, John P.,
National Licori
Stewart Co., T

Brooms and B
Nelson, H. W.
Woods, Walter

Canned Good
Balfour & Co.,
Canadian Cann
Manitoba Can
Man.

Turner, James
Cash Register
National Cash

Cash Sales Bo
Carter-Crume

Cheese Cabine
Walker Pivote
Co., Toron

Cigars, Tobac
American Tobo
Empire Tobaco

McDougal, D.
Payne, J. Bru
Sherbrooke Cl
Tuckett, Geo.

Clothes Lines
Hamilton Cott

Cocoas and C
Baker, Walter
Benedect, F.

Cowan Co., Tc
Dunn, Wm. H
Epps, James

Lowney, Walt
Maclure & La
Mott, John P.
Peter's Chooc
VanHoutens-

Computing Sc
Computing Sc
Toledo Compt

Concentrated
Gillett E. W.

Condensed M
Borden's—Wn
Truro Conden

Consulting C
Kaufmann, W

Counter Chec
Allison Cupon
Carter-Crume

Cordials.
Montserrat Li

Crockery, Gl
Campbell's, B
Cassidy, John
Gowans, Ken

Dairy Produ
Clark, Wm., I
Dawson Com
Fearman, F.

MacLaren, A
Toronto.
Montreal Pac
Park, Blackw
Power, B. H.

Adam Geo
Adamson, J.

Albert Soaps
Allison Coupp
American To
Auer Light C

Baker, Walte
Balfour & Co
Bickie, John

Bidwell, W.
Blue Ribbon
Bode's Gum C

Bowser, S. F.
Bradstreet's
Braid, Wm.,

Campbell's, I
Canada May
Canada Pape
Canada Suga

Canadian Ca
Canadian Pr

Canadian Sh
Capetan Ma
Carman, Jot

Carrier, P. V
Carter-Crum
Cassidy, Joh

Ceylon Tea
Chaput, L.
Cheyne, J. J

Church & Dr
Clark, W....

Codville-Gec
Coles Manuf
Colson, C. E

Computing S
Connors Bro
Cowan Co....

Cox, J. & G.
Davenport,
Davidson &
Dawson Co

Distributors
Dominion B
Dominion M

Baking Powder.

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

Biscuits, Confectionery, Etc.

Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLaughlan, Sons & Co., Owen Sound.
M. Clure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.

Nelson, H. W. & Co., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.

Balfour & Co., Hamilton.
Canadian Cannery, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.

National Cash Register Co., Dayton, O.

Cash Sales Books.

Carter-Crumme Co., Toronto.

Cheese Cabinets.

Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.

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

Clothes Lines.

Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.

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

Computing Scales.

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

Concentrated Lye.

Gillett E. W., Co., Toronto.

Condensed Milk and Cream.

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

Consulting Chemists.

Kaufmann, W. P., Toronto.

Counter Check Books, Etc.

Allison Cupon Co., Indianapolis, Ind.
Carter-Crumme Co., Toronto.

Cordials.

Montserrat Lime Juice, Montreal.

Crockery, Glassware and Pottery.

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

Dairy Produce and Provisions.

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

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

Financial Institutions & Insurance.

Bradstreet Co.

Fish.

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

Flavouring Extracts.

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

Fly Pads.

Wilson, Archdale, Hamilton, Ont.

Foreign Importers.

Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vicentelli, P. & F., Awtwrp.
Wickes, Hamilton & Co., London, Eng.

Fruits—Dried, Green, and Nuts.

Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinross, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Lafamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.

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

Grain, Flours and Cereals.

American Pure Food Co., Montreal.
Frontenac Cereal Co., Kingston.
Greig, Robt. Co., Toronto.
Kironac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Quance Bros., Delhi, Ont.
Saratoga Chips Co., Hamilton, Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.

Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinross, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.

Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague, Canning Machinery Co., Chicago.

Hides, Skins, Etc.

Page, C. S., Hyde Park, Vt.

Infants' Foods.

Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.

Metal Shingle & Siding Co., Preston, Ont.
Walker Pivoted Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.

Batger's—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal.
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.

Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.

Crain, Rolla L. Co., Ottawa.

Manufacturers' Agents, Brokers and Commission Merchants.

Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax, N.S.
Hazard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McLaughlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.

Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Perse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Calgary.
Western Cartage Co., Calgary, Alta.
Wiseman, R. B., & Co., Winnipeg.

Matches.

Improved Match Co., Montreal.

Mince Meat.

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

Oils.

Queen City Oil Co., Toronto.

Oil Tanks.

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

Pass Books, Etc.

Allison Cupon Co., Indianapolis, Ind.

Patent Medicines.

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

Pickles, Sauces, Relishes, Etc.

Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Farrow, J. & Co., Peterborough, Eng.

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

Polishes—Metal.

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

Polishes—Stove.

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

Refrigerators.

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

Salt.

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

Soap.

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

Soda—Baking.

Church & Dwight, Montreal.

Starch.

American Pure Food Co., Montreal.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.

Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Kenney, T., & S. M., Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.

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

Vinagar and Cider.

Wilson, W. H., Co., Killsonburg, Ont.

Washing Compound.

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

Woodenware.

Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Twine, Etc.

Canada Paper Co., Toronto.
Hamilton Cotton Co., Hamilton, Ont.

Yeast.

Gillett, E. W. Co., Toronto.

INDEX TO ADVERTISERS.

Adam Geo & Co.	2
Adamson, J. T., & Co.	2
Albert Soaps	inside front cover
Allison Cupon Co.	17
American Tobacco Co.	53
Auer Light Co.	13
Baker, Walter & Co.	57
Balfour & Co.	21
Bickle, John W., & Greening	53
Bidwell, W. E.	13
Blue Ribbon Tea Co.	52
Bode's Gum Co.	14
Bowser, S. F., & Co.	17
Bradstreet's	17
Braid, Wm., & Co.	63
Campbell's, R., Sons	inside back cover
Canada Maple Exchange	57
Canada Paper Co.	52
Canada Sugar Refining Co.	inside front cover
Canadian Cannery	3
Canadian Press Clipping Bureau	inside back cover
Canadian Shredded Wheat Co.	47
Capstan Manufacturing Co.	16
Carman, Joseph	2
Carrier, P. W.	2
Carter-Crumme Co.	16
Cassidy, John L., Co.	9
Ceylon Tea Association	4
Chaput, L., Fils & Cie	13
Cheyne, J. A.	52
Church & Dwight	inside back cover
Clark, W.	45
Codville-Georgeson Co.	41
Coles Manufacturing Co.	16
Colson, C. E., & Son	outside back cover
Computing Scale Co.	16
Connors Bros.	53
Cowan Co.	54
Cox, J. & G.	57
Davenport, Percy P.	41
Davidson & Hay	9
Dawson Commission Co.	51
Distributors Co.	51
Dominion Brokerage Co.	2
Dominion Molasses Co.	inside front cover

Doughty, A. C., & Co.	12
Douglas, J. M., & Co.	13
Dunn, Wm. H.	56
Eby, Blain Co.	12
Eckardt H. P., & Co.	40
Edwardsburg Starch Co.	outside front cover
Empire Tobacco Co.	59
Enterprise Mfg. Co.	15
Evas & Sons	53
Ewing, S. H. & A. S.	19
Ewing, S. H., & Sons	12
Fabien, C. P.	16
Fairbank, N. K. Co.	6
Fearman, F. W., Co.	42
Fisher, A. D., Co.	18
Gaitskell, J. H.	12
Gillard, W. H., & Co.	20
Gillett, E. W., Co., Ltd.	7
Gillett, E. W., & Co.	2
Gowans, Kent & Co.	outside back cover
Greig, Robt. Co.	9
Hall, R. C., & Co.	41
Hamilton Cotton Co.	41
Hazard, Horace	2
Improved Match Co.	6
Jacob, W. & R., & Co.	56
James, F. T., Co.	51
James Dome Black Lead	11
Japan Teas	2
Jones & Swan	2
Kaufmann, W. P.	17
Koopman, G. C.	15
Kingery Mfg. Co.	57
Kingston "Gleaner"	inside back cover
Kinnear, Thos., & Co.	41
Kironac, Nap. G., & Co.	43
Kyle & Hooper	2
Lambe, W. G. A.	2
Little, Geo.	12
Lucas, Steele & Bristol	20
Lytle, T. A., Co.	57
McDougall, D., & Co.	9
McFall, A. A.	48

McLaren's Cooks' Friend Baking Powder	inside back cover
McLaughlan & Sons Co.	57
McLeod Milling Co.	48
McWilliam & Everist	50
MacLaren's Imperial Cheese Co.	2
Maclure & Langley	54
Maconochie Bros.	60
Magor, Frank	outside front cover
Manitoba Canning Co.	19
Marshall, James	12
Mengert, Gagnoli & Cie.	29
Methven, J., Sons & Co.	12
Miller Bros.	19
Millman, W. H., & Sons	2
Montreal Packing Co.	42
Mooney Biscuit and Candy Co.	55
Moose Jaw Fruit and Produce Co.	2
Morse Bros.	9
Mott, John P., & Co.	54
National Cash Register Co.	15
National Licorice Co.	inside front cover
Nestle's Chocolate	56
Nicholson & Bain	41
Nicholson & Brock	47
Nickel Plate Stove Polish Co.	47
Oakey, John, & Sons	16
Oaklea Baking Co.	50
Oliver, Frank R.	21
Ontario Sugar Co.	62
Page, Carroll S.	45
Park, Blackwell Co.	42
Patrick, W. G., & Co.	58
Payne, J. Bruce	47
Peterboro' Cereal Co.	44
Power, B. H.	11
Purnell, Webb & Co.	11
Quance Bros.	48
Queen City Oil Co.	52
Rapp, Herman & Co.	12
Rattray, D., & Sons	8
Robinson, O. E.	50
Rose & Lafamme	8, 62
Rutherford, Marshall & Co.	44

Ryan, Wm., Co.	42
"Salada" Tea Co.	7
Saratoga Chips Co.	10
Sawyer Crystal Blue Co.	41
Scott, David, & Co.	12
Smith, E. D.	72
Southwell & Co.	56
Sprague Canning Machinery Co.	57
Stevens, H. J.	2
Stewart Co.	54
St. Lawrence Starch Co.	11
Stringer, W. B., & Co.	51
"Sugars" Limited	18, 55
Sutton, G. F., Sons & Co.	17
Symington, T., & Co.	20
Tanguay, Alf. T., & Co.	48
Taylor, W. A.	52
Taylor & Pringle	6
Tees & Perse	52
Thompson, G. B.	2
Tippet, Arthur P., & Co.	1, 5
Toledo Computing Scale Co.	17
Toronto Salt Works	44
Truro Condensed Milk Co., Limited	10
Tuckett, Geo. E., & Son Co.	53
Turner, James, & Co.	21
Upton, Thos., & Co.	57
Vicentelli, P. & F.	12
Walker, Hugh, & Son	52
Walker Pivoted Bin and Store Fixture Co.	16, 18
Watson, Stuart	2
Western Canada Flour Mills Co.	47
Western Cartage Co.	42
Wethey, J. H.	outside back cover
White & Co.	51
Wickes, Hamilton & Co.	12
Wilson, Archdale	44
Wilson, W. H. Co.	43
Windsor, J. W.	53
Wiseman, R. B., & Co.	2
Wood, Thomas, & Co.	64
Woods, Walter, & Co.	44
Woodstock Cereal Co.	48

THE CANADIAN GROCER

Established 1886

The **MacLean Publishing Co.**
Limited

JOHN BAYNE MACLEAN President

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G. T. PACIFIC PROSPECTS.

When in Winnipeg last week, F. W. Morse, vice-president and general manager of the Grand Trunk Pacific Railway made a statement concerning the early construction of the railway which will be hailed with delight throughout the west. Every added facility for handling the wheat crop in a hurry each Fall is of almost inestimable value to the farmers and business men of the west and there is therefore general satisfaction with the authoritative announcement of Mr. Morse which was as follows:

"The contractors have the work well covered for the Grand Trunk Pacific, and we expect to, as formerly stated, be a factor in handling the wheat crop of 1907 from this country to our Lake Superior port, Fort William, unless there should be delay in the construction of the Government end of the line from here to Lake Superior Junction."

The hope is general throughout the west that Mr. Morse's expectations may not prove to be too sanguine.

EDITORIAL

MONTREAL BOARD OF TRADE MEMBERSHIP.

It is pleasing to note the success of the council of the Board of Trade, of Montreal, in their efforts to increase the membership of the board. At the beginning of 1906 an alarming state of affairs was revealed when it was made known that the membership of the board had been declining almost steadily since 1887. A statement issued by the secretary on February 13 showed that the membership, which in 1887 was 1,362, had fallen to 976. It at once became apparent that something must be done to check this downward movement. The council took measures not only to stop the falling off, but also to increase the membership.

The success with which their efforts have met is illustrated by the fact that no less than one hundred and ten new members have been enrolled since the present council assumed office in February last. This makes the total membership nearly eleven hundred, which must be encouraging, not only to the council itself, but also to the members as a whole. It is the intention of the board to bring the membership up to the two thousand mark, and if the present good work is continued, which is to be hoped, their efforts will be crowned with success.

A WINNIPEG PUBLICITY BUREAU.

There is sound sense in the proposal of F. W. Henbach that the city of Winnipeg should raise, in part from the civic funds and in part by subscriptions, a sum of \$25,000 to be expended by a publicity bureau in making known the advantages of the city as a manufacturing centre.

The project for supplying the city with cheap motive power from the waterfalls at Lac du Bonnet is now well under way and the transmission lines of the private development company are already in St. Boniface, across the river from Winnipeg. The municipal enterprise will, in all probability, be under way in a few months; and there is every reason to believe that the chief impediment to Winnipeg's growth as a manufacturing city will then be almost immediately removed.

Nevertheless it has long been accepted as indisputable that Winnipeg is laboring under grave disadvantages in her efforts to promote manufacturing and some special effort is necessary to advertise properly the fact that the handicap has been removed.

A manufacturer or a merchant may have a reliable line of goods to sell, but unless he lets his customers know their merits the goods are apt to remain on his hands. In the same way, Winnipeg

The Canadian Grocer

may offer many advantages to the manufacturer, but they must be made known. A publicity bureau in charge of a competent man could do great things for Winnipeg.

GROCER THE GREAT TEACHER.

Who is the arbiter of quality in food-stuffs?

"This is a market for price, not for quality," said a Toronto importing broker the other day. Reminded that the wholesale grocer made the same complaint against the retailer, he admitted, "Yes, of course the wholesaler is in the hands of the retailer."

In whose hands is the retailer? The consumer's, certainly; but only to an extent. A grocer has two kinds of sardines. He has made it his business to know something about sardines. He tells his customer the cheap, flashy can contains sprats seasoned in smoke and oil but having in themselves no more flavor than blotting paper, and that the dearer can contains real sardines, packed in real olive oil and having the delicate flavor and texture which only the sardine possesses. He might tell him a lot more and the customer would be interested and in most cases would give the few extra cents and take the better article and go away with the impression that the grocer knows his business. The grocer probably has a larger profit than had he sold the inferior article, and anyway he has the satisfaction of knowing that he has sold good stuff and not an imitation.

Did the consumer handle the retailer or did the retailer handle the consumer?

The entire food-consuming public is always at school to the grocer. He is the real professor of dietetics and the man in the best position to tell people what foodstuffs are pure and what are not.

That is why there is force in the proposal put forward by A. McGill, analyst of the pure food branch of the Department of Inland Revenue, that the retail grocer should assume responsibility for the purity of the goods he sells.

THE GOLDEN RULE.

It's a poor rule that doesn't work as well in business as in other walks of life, and the Golden Rule is not a poor one. But it is undoubtedly forgotten by many a man who has gained a little authority and who enjoys lording it over those who do business with him.

Few men are more frequently the victims of this kind of thing than commercial travelers. No one who has not been on the road can realize the extent to which the traveling salesman is compelled to take insults from the different buyers and proprietors he visits. It is

The Canadian

a most difficult secure an audience who often deli enough to ma by missing a buyer or mer in this man "row" to every from him, in t der to do obe Golden Rule life? Even from the baso chant should has many oppo one way or an

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"Travelers during busines erally in his o from 2 to 6 p please telepho before coming.

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ORGANIZAT

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a most difficult thing for him to even
secure an audience with the great man,
who often deliberately neglects him long
enough to make him lose a whole day
by missing a train. How would the
buyer or merchant enjoy being treated
in this manner? Would he like to "kow
tow" to every customer who buys goods
from him, in the way he expects a trav-
eler to do obeisance to him? Is not the
Golden Rule of some value in business
life? Even considering the question
from the basest standpoint, the mer-
chant should remember that a traveler
has many opportunities to benefit him in
one way or another.

In pleasing contrast with this all too
common thing is the treatment accorded
commercial men in one of Canada's finest
stores, located in Montreal. Just at the
entrance to the office is a sign which
reads:

"Travelers are welcome at any time
during business hours. Mr. L.— is gen-
erally in his office from 9 to 11 a.m. and
from 2 to 6 p.m. Foreign travelers will
please telephone and make appointment
before coming."

There is something for every merchant
to learn in that notice. Perhaps this
unfailing courtesy serves to explain much
of the success attained by the firm men-
tioned.

ORGANIZATION FOR THE GROCER.

What would it profit the retail gro-
cery trade to organize? A very great
deal if the object were for improvement
instead of to seek class legislation and
eliminate fair competition. Only by or-
ganization, pooling of experience for
common knowledge and concerted ac-
tion, can the retail grocery trade be
placed upon the high level it ought to
be. The tendency is ever towards
cheapness; the best interest of the
grocer and the best interest of the pub-
lic is to be found in betterment, better
stores, better goods, better methods,
better treatment of customers, are the
words that spell solid success for the
grocery trade. The grocer handles
foodstuffs. So many grocers seem to
forget that. A man may carry a poor
umbrella, and wear cheap boots and
sleep on a cheap bed, but if he knows it
he doesn't want inferior food. Of course
in ninety-nine cases out of a hundred he
doesn't know. Often the most inexpen-
sive foods are the best. Why, if the
grocers of this country would take an
interest in canned salmon, for instance,
they would create a demand that would
multiply the demand ten times. There
are few more delicious dishes, and none
more easily and quickly prepared or
more nutritious.

It is knowledge the grocer needs, and
organization would help him to it—

knowledge of goods, of better methods,
of what the manufacturer and whole-
saler are doing, the knowledge of what
other men in the trade are thinking.
Men with common interests can get a
great deal of inspiration and help by as-
sociation, by getting together and talk-
ing things over. It is utilizing the
social side of human nature for the im-
provement of business. Organization,
and only organization, can do it.

BANKS AND BUSINESS VEN- TURES.

Banking methods, like everything else
in this progressive age, are undergoing a
process of evolution. It is not so very
long ago that bankers felt it infra dig
to depart from certain clearly defined
customs. Like the doctors, they must
not advertise for business, while to can-
vas for customers was almost a sin.
These days are departing.

In the United States many of the
banks are adopting aggressive and pro-
gressive methods of advertising and some
of the best advertising that is being done
is by the banks. In Canada the spirit of
evolution is also abroad. Some of the
banks are advertising, and advertising in
a way that shocks the decorum of the
old-timers. Not only are they advertis-
ing, but many of them have inaugurated
systematic methods of door-to-door can-
vas in residential parts of cities for de-
positors.

It is possibly almost unnecessary to
say that this progressive spirit is born
of competition. New banks are coming
into existence almost every month and
in order to get business these are natu-
rally driven to employ more progressive
methods than their older confreres.

The business men of the country natu-
rally gain by this more modern condi-
tion of affairs. It will not be so diffi-
cult for them to get accommodation and
they will not have to pay as high a
price for that accommodation as is now
too frequently the case. The banks get
their money from depositors at less than
half what they, in many instances,
charge their customers for accommoda-
tion.

Just as agriculture is the backbone of
industrial life in Canada, so the banks
are the backbone of trade and commerce.
There is in our mind at the moment a
certain small town in Canada whose
manufacturing industries are the envy of

many larger towns. This enviable posi-
tion is directly traceable to the encour-
agement which manufacturers who locat-
ed in that town received from a particu-
lar bank whose headquarters were sta-
tioned there. There is in fact scarcely
an industry there which does not owe its
success to the assistance it received
from that particular bank. The bank
was not careless. It thoroughly investi-
gated the affairs of every client and if
his business promised well and the man-
agement was honest, enterprising and
competent, they lent liberal assistance.

With the development of the modern
tendency now in evidence on the part of
the banks of this country the experience
of this particular town will become more
general. There is every reason why this
should be so, for like a business man
with good prospects, the outlook for the
industrial development of this country is
most auspicious.

WHAT THE RETAILER CAN DO.

One of the leading spice millers in
Canada told The Canadian Grocer this
week that the reason for the present ad-
vancing market in spices was the pure
food movement in the States. The use
of real spices in place of adulterants had
occasioned such a phenomenal demand as
to increase prices in all lines. One natu-
rally exclaims, "What immense quan-
tities, proportionately, of adulterants
must have been used!" It is not to the
advantage of the retailer to handle im-
pure goods. But what can the individual
retailer do in the face of the manufac-
turer? Organize. Organize in the inter-
ests of the trade and of the customers.

A CAN OF CORN.

A traveler was in a grocery store the
other day when a child brought back a
can of corn. It was a cheap grade the
grocer was selling at 5 cents.

"Mamma got two cans," she said.
"The other one was all right but she
said this was rotten and wants the
money back."

"The other one was all right, eh?"
answered the grocer. "Well, I can't give
you the money back. Tell mamma she
only paid the price of one good can."

How is that for a method of increas-
ing a grocer's popularity and building up
his trade. He saw a chance to get some
cheap corn and bit. Instead of drawing
custom he drove it away.

OUR SPECIAL SPRING AND EXPORT NUMBER

In another week the Special Spring
and Export Canadian Grocer will be in
your hands. This number will be one of
the finest ever issued. Our arrangements
are all well ahead. The amount of ex-
tra work entailed in its production has

been very great. NOW is the last mo-
ment to receive copy for your advertise-
ment. All copy in order to insure inser-
tion must reach the Toronto office not
later than Tuesday morning, the 15th
inst.

MARKETS AND MARKET NOTES

Quebec Markets.

FLUCTUATIONS—
 Ginger, Cochín—Added to list, 12c. to 17½c.
 B. C. salmon—Declined 1c.
 Lake trout—Added, 9c.

Montreal, May 10, 1906.

Business during this week has been very good when considered generally. Collections are coming in fairly well. Farmers in the country are too busy to do very much buying, and the country trade has been affected to a certain degree by this fact. After Spring work is well under way, however, and the farmers are able to get into town more frequently, there is likely to be a better all round trade. There is little new in prices this week, practically no changes having taken place. Sugar in some quarters is selling very well, while other houses say that grocers are holding off to a certain extent. Teas are better this week than they have been for the past two or three weeks. The market in Japan opened on about the same basis as last year, the teas being a little better in quality. Ceylon greens are scarce. China greens are reported as being subject to better inquiry. Molasses is unchanged locally, but reports from the Barbadoes say that the market there is very strong at an advance of one cent. Canned goods are unchanged. Spices are a little better than they were last week. Ginger continues to advance at primary markets, but the prices here have not yet been affected. The coffee market is none too strong, but more encouraging reports are coming from Brazil, and it now looks as if the crop will be much better than at first anticipated. Evaporated apples are still high and held in limited quantities.

CANNED GOODS— In the market there is nothing particularly new to report. The demand is very good, taken generally, but no individual lines can be said to have the lead in the market. At the advance noted last week tomatoes are moving freely. Canned fruits are having a fair sale all round, and vegetables are also meeting with very good sale.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted.....	2 12½	2 10
2's, red, not pitted.....	1 67½	1 65
2's, black, pitted.....	2 12½	2 10
2's, black, not pitted.....	1 67½	1 65
2's, white, pitted.....	2 32½	2 30
2's, white, not pitted.....	1 92½	1 90
Currants—		
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
Gal. apples.....	2 77½	2 75
Gooseberries—		
Heavy syrup.....	1 90	1 87½
Preserved.....	2 12½	2 10
Lawtonberries—		
Heavy syrup.....	1 77½	1 75
Preserved.....	1 95	1 92½
Peaches—		
Yellow, flats, 1½.....	1 70	1 67½
" " 2.....	1 90	1 87½
" " 2½.....	2 80	2 77½
" " 3.....	2 85	2 82½
whole 2.....	2 37½	2 35

White.....	2	1 75	1 72½
" " 2.....	2	2 50	2 47½
" " 3.....	2	1 70	1 67½
Pie, not peeled, gal.....	2	2 57½	2 55
Pie, peeled.....	4	4 52½	4 50

Pears—			
Flemish beauty 2.....	1 65	1 62½	
" " 2.....	1 95	1 92½	
" " 3.....	2 12½	2 10	
Bartlett.....	2	1 77½	1 75
" " 2.....	2	2 17½	2 15
" " 3.....	2	2 30	2 27½
Pie, not peeled, 3.....	1 27½	1 25	
Pie, not peeled, gal.....	3 81	3 77½	
Pie, not peeled, gal.....	3 27½	3 25	

Pineapples—			
2's, sliced.....	2	2 25	
2's " grated.....	2	2 35	
3's " whole.....	2	2 50	

Plums—			
2's, Damsón, light syrup.....	1 00		
2's " heavy syrup.....	1 20		
2½'s " " ".....	1 57½		
3's " " ".....	1 85		
Gals. " standard.....	2 95		
2's " Lombard, light syrup.....	1 05		
2's " heavy syrup.....	1 35		
2½'s " " ".....	1 62½		
3's " " ".....	1 90		
Gals. " standard.....	3 15		
2's " Green Gage, light syrup.....	1 15		
2's " heavy syrup.....	1 47½		
2½'s " " ".....	1 72½		
3's " " ".....	2 00		
Gals. " standard.....	3 45		
2's " Egg, heavy syrup.....	1 52½		
2½'s " " ".....	1 80		
3's " " ".....	2 10		

Raspberries—			
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	
Strawberries—			
2's, heavy syrup.....	1 52½	1 50	
2's, preserved.....	1 67½	1 65	
Gallons, standard.....	5 27½	5 25	

VEGETABLES

Asparagus—			
2's, tips.....	52½	2 50	
Beets, sugar.....	0 85	0 95	
Beans—			
2's, wax.....	\$0 82½	\$0 80	
2's, refugee.....	0 85	0 82½	
Corn—			
2-lb. tins, per doz.....	0 85		
Gallons, per doz.....	5 00		
Peas—			
2's, standard (No. 4).....	0 62½	0 60	
2's, early June (No. 3).....	0 70	0 67½	
2's, sweet wrinkled (No. 2).....	0 82½	0 80	
2's, extra fine sifted (No. 1).....	1 22½	1 20	
Pumpkins—			
3-lb. tins.....		0 80	
Rhubarb—			
2's, preserved.....	1 17½	1 15	
3's, preserved.....	1 92	1 90	
Gallons, standard.....	2 65	2 62	
Spinach—			
2's, table.....	1 42½	1 40	
3's, table.....	1 82½	1 80	
Gallons, table.....	5 02	5 00	
Squash—			
3-lb.		1 00	
Tomatoes—			
3-lb. tins, per doz.....		1 30	
Gallons, per doz.....		3 02½	

FISH

Lobster, talls	3 50	
" 1-lb. flats.....	3 85	
" ½-lb. flats.....	2 00	
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf		
1-lb. Tails, 5 cases and over, per doz.....	1 55	
1-lb. " less than 5 cases, ".....	1 57½	
1-lb. Flat, 5 cases and over, ".....	1 67½	
1-lb. " less than 5 cases, ".....	1 70	
Arrow brand, 7½ cents less, ".....	1 00	
½-lb. " 5 cases and over, ".....	1 02½	
½-lb. " less than 5 cases, ".....	1 02½	
Low Inlet		
½-lb. Flat, 5 cases and over, ".....	0 95	
½-lb. " less than 5 cases, ".....	0 97½	
" Thistle" haddies, 4 doz 1-lb. flats, per doz.....	1 20	
Canadian kippered herring, 4 doz. ovals, per doz.....	1 00	
" fresh herring in tomato sauce, 4 doz. ovals, per doz.....	1 00	
Canadian plain herring, per doz.....	1 00	
Scotch kippered herring, per doz.....	1 35	1 40
" herring in tomato sauce, per doz.....	1 39	1 35

SUGAR— Since the recent advance in sugar there has not been anything new. Business, according to some wholesale houses, is very good, while other firms state a poor demand prevails. Taken

generally, however, very fair business is being done. Many merchants have bought the best part of the Spring requirements in sugar, while others are holding off as if waiting for something further to develop. In jobbing circles there was a rumor current that some foreign sugar was due to arrive in Montreal at the beginning of the week, but it has not arrived so far, and it is probable that the report was nothing else than a rumor.

Granulated, bbls.	\$4 10
" ½-bbls.....	4 25
" bags.....	4 00
Paris lump, barrels	4 65
" half-barrels.....	4 75
" boxes, 100 lbs.....	4 85
" boxes, 50 lbs.....	4 75
Extra ground, bbls.	4 50
" 50-lb. boxes.....	4 60
" 25-lb. boxes.....	4 70
Powdered, bbls.	4 30
" 50-lb. boxes.....	4 40
Phoenix	3 95
Bright coffee	3 50
" yellow.....	3 85
No. 3 yellow	3 85
No. 2	3 70
No. 1	3 60
No. 1 " bbls.	3 50
No. 1 " bags.	3 50

SYRUPS AND MOLASSES— Molasses is having a fair demand at present, and orders received are easily filled by both importers and jobbers. Spring buying has been better since the boats began to run, and grocers throughout the country are gradually receiving their supplies.

Advices from the Barbadoes state that there has been an advance of one cent, the price now being 17c., including puncheon. The market is very strong.

Barbadoes, in puncheons	0 30
" in barrels.....	0 32½
" in half-barrels.....	0 33
New Orleans	0 22
Antigua	0 30
Porto Rico	0 30
Corn syrups, bbls.	0 62½
" ½-bbls.....	0 63
" 34-lb. pails.....	1 30
" 25-lb. pails.....	0 90
Cases, 2-lb. tins, 2 doz. per case	1 00
" 5-lb. " 1 doz. ".....	2 25
" 10-lb. " ½ doz. ".....	2 25
" 20-lb. " ¼ doz. ".....	2 10

TEA—			
Japans—Fine.....	0 25	0 20	
Medium.....	0 20	0 15	
Good common.....	0 13	0 10	
Common.....	0 13	0 10	
Ceylon—Broken Pekoe	0 25	0 20	
Pekoes.....	0 17	0 10	
Pekoe Souchongs.....	0 15	0 10	
Indian—Pekoe Souchongs.....	0 15	0 10	
Ceylon greens—Young Hysons.....	0 17	0 15	
Hysons.....	0 16	0 15	
Gunpowders.....	0 13	0 10	
China greens—Pinguay gunpowder, low grade.....	0 19	0 20	
" " pea leaf.....	0 19	0 20	
" " pinhead.....	0 28	0 30	

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Valencia Rais	
Fine off-stalk	
Selected, per	
Layers	
Dates—	
Dates, Hallow	
Californian E	
Apricots, per	
Peaches	
Pears	
Malaga Raisi	
London layer	
" Connoisseur	
Royal Buck	
" Excelsior W	
Californian I	
Loose muscat	
" ".....	
" ".....	

Prunes—	
30-40s.....	
40-50s.....	
50-60s.....	
60-70s.....	
70-80s.....	
80-90s.....	
90-100s.....	
Oregon prune	

Oregon prune	
" ".....	
Currants—	
Filiatras, unc	
Fine Filiatras	
" ".....	
Finest Vostiz	
Amalias	
Sultana Rais	
Sultana raisi	

Eleme Table	
Six crown, e	
Four crown, l	
Three crown,	
Glove boxes,	
Fancy washe	
" pulled	
" stuffed	
12-oz. boxes,	

SPICE

on the c

The Canadian Grocer

Congous—Moring, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Packing, boxes	0 15	0 20
" fine	0 21	0 30

COFFEE—The market is in about the same condition as it was last week. The speculators are still busy with their reports, but latest advices from Brazil state that the crop now amounts to 12,000,000 bags, which is at least two millions higher than was estimated by speculators. The market is none too strong, but it is better under this condition than it would otherwise be. Javas and Mochas are firm.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 18½	0 19
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Marcacibo	0 11	0 13½

FOREIGN DRIED FRUITS—There is not much that is new in dried fruits this week. As reported last week, the crops in California are just about cleaned up. What was held in stock there has been used up by the great demand for everything eatable for the earthquake sufferers. Practically nothing is now obtainable from that region but a few lots of raisins. Some houses are making quotations and taking orders for the new crop already, early as it is. Prunes to hand are not the best quality although a few good lots are in stock locally. Reports from Greece say that the market continues firm for currants. Some good business is being done in nuts, but stocks are not the largest.

Some dealers have received quotations for new California raisins in 1 lb. cartons on the following basis: Fancy seeded, 6c.; choice seeded, 5½c.; fancy seeded, 4½c.; choice, 4½c. These prices are all f.o.b. coast.

Valencia Raisins—		
Fine off-stalk, per lb.	0 04	0 04½
Selected, per lb.	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Halloweens, per lb.	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb.	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters",	2 50	
" boxes	0 80	
Royal Buckingham Clusters, "	1 10	
" boxes	3 50	
"Excelsior Window Clusters",	4 50	
" boxes	1 3	
Californian Raisins—		
Loose muscatis, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" choice seeded, in 1-lb. pkgs.	0 08½	0 09½
" 2 crown	0 07½	0 08
" 3 crown	0 06	0 08½
" 4 crown	0 08	0 08½
Prunes—		
30-50s	0 09½	0 09½
40-50s	0 08½	0 09
50-50s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s	0 06	0 06
Oregon prunes (Italian style), 40-50s	0 08½	
" 50-60s	0 07½	
Oregon prunes (French style), 60-70s	0 07½	
" 90-100s	0 06	
" 100-120s	0 05	
Currants—		
Filiatras, uncleaned, barrels	0 05½	
Fine Filiatras, per lb., in cases	0 06½	0 07
" cleaned	0 05½	0 06
" in 1-lb. cartons	0 07	
Finest Vostizzas "	0 06½	0 07½
Amalias "	0 06	
Sultana Raisins—		
Sultana raisins, per lb.	0 06½	0 08
" 1-lb. carton	0 06	0 09
Elem Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	0 11	
Fancy washed figs, in baskets, per basket	0 20	
" pulled figs, in boxes, per box	0 22	
" stuffed figs	0 28	
12-oz. boxes	0 06½	0 07

SPICES—Peppers, which have been on the quiet side at primary markets

THE MARKETS—QUEBEC

for some little time past, are now moving better. Ginger continues to advance at primary markets. What was bought a while back for 9½c. to 10c. is now obtained at no less than 16½c. to 17c., while importations at 5½c. to 6c. now cost 8c. to 9c. Nutmegs are unchanged.

Peppers, black	Per lb.	0 16	0 22
" white	0 25	0 30	
Ginger, whole	0 16	0 24	
Ginger, Cochín	0 17	0 17½	
Cloves, whole	0 17	0 32	
Cream of tartar	0 25	0 30	
Allspice	0 12	0 15	
Nutmegs	0 30	0 55	

RICE AND TAPIOCA—Jobbers report very good business in rice at present. Orders that have been slowly coming in from country points are being shipped every day, and city orders are keeping fair. Tapioca remains at 6½c., with a demand which would be much better if the price were lower.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06½

BEANS—The market remains about the same. Prices quoted do not show any change over last week.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

HONEY—The market remains very quiet at unchanged prices. There is very small demand from any quarter.

White clover, extracted tins	0 07½	0 08
Buckwheat	0 06	0 06½

MAPLE SYRUP—Orders are still being shipped by manufacturers, although their books are rapidly becoming clear of orders booked for the new stock. A good local business continues to be transacted.

Maple syrup, in wood, per lb	0 06	0 08
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 08
Pure Beauce County, per lb	0 08½	0 09

EVAPORATED APPLES—There is not a great deal being done these days in evaporated apples, as the price, which is still 12½c., is altogether too high to permit of profitable trade. The scarcity continues and the few lots required are very hard to obtain, when of the best grade such as we quoted above.

FISH—Fresh fish continue to arrive and are now coming in in greater quantities. Fresh halibut is coming in by express every day, and the quality of shipments received is said to be very good. Fresh lake and brook trout are now quoted, and from this time they are likely to be very much in demand. Fresh haddock has advanced one cent, while B.C. salmon has declined one cent. Salt and pickled fish have fallen off considerably since the new stock be-

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, May 10, 1906.

BUTTER—Market is steady. Prices a shade higher, 19c. being asked in most cases.

CHEESE—Market steady in tone. Prices for both white and colored remain unchanged.

EGGS—Firm market. Receipts fairly large. Prices a little higher.

PROVISIONS—Good local demand continues. Hogs still scarce. Abattoir dressed selling \$10 to \$10.25 per 10 lbs.

gan to arrive, until now these lines are not often asked for. Smoked fish remain unchanged as to price.

Fresh haddock, per lb.	0 05
Fresh steak cod	0 06
" halibut	0 08
" grass pike	0 06½
Lake trout, per lb.	0 09
Whitefish, per lb.	0 09
Dressed bullheads, per lb.	0 10
" perch	0 10
Weakfish, per lb.	0 08
B. C. Salmon, per lb.	0 16
Lake trout	0 09
Fresh frozen fish—	
B. C. salmon, per lb.	0 08
Dore, per lb.	0 07
Large frozen Halifax herring, per 100 fish	2 00
Smelts, No. 1, per lb.	0 06
" large	0 08
Mackere, per lb.	0 09
Sea trout	0 07
Dore or pickerel	0 07
Smoked fish—	
Haddies, fresh cured express, 15 and 30-lb boxes, per lb.	0 07
Kippered herring, per box	1 00
St. John bloaters, 100 in box, per box	1 00
New smoked herring, in small boxes, per box	0 13
" salmon	0 20
Oysters and Lobsters—	
Standards per imp gal	1 40
Oyster pails, pinta, per 100	0 90
" quarts	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 06
" fish, 1 and 2-lb. bricks, per lb.	0 05½
" fish, 25-lb. boxes, per lb.	0 04½
Skinless cod, 100-lb. cases, per case	5 75
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl.	3 50
" per pail	0 80
" salmon—	
" in bbls.	13 00
" in ½ bbls.	7 50
" B. C. salmon, bbls.	12 50
" half bbl	7 00
" mackerel, per pail	1 80
" large green cod, per lb.	0 05
" medium, "	0 04
" small, "	0 03

Ontario Markets.

FLUCTUATIONS—

Valencia raisins higher.
Carolina rice advanced.
Tapioca dearer.
Smoked meats higher.
Butter easier.
Eggs firm.

Toronto, May 10, 1906.

GROCERIES—Business this week has been pretty good, but nothing to boast of. The market fluctuations have not been of a kind to arouse great interest. The canned goods situation is about as last week with corn and peas a little firmer. The sugar market is quiet again and the outlook does not betoken anything different. Valencia raisins have advanced. Evaporated apples are practically unprocurable. Carolina rice and tapioca are higher. Spices are firm, due, it is said, to the pure food regulations. The fish supply is still short. Olives have advanced 15 to 25 per cent., due to a crop shortage.

CANNED GOODS—The firm tone continues, but no further advances are recorded this week. There has been no recession from the advance made by tomatoes, but speculative interest in the vegetable is said to have subsided for the moment. It may be just to take breath, but there are a few less enthusiastic dealers who incline to the opinion that there are more tomatoes in the country than some people think. One prominent broker said he knew of 15,000 cases held among three or four individuals beyond their requirements.

Peas are firmer but prices remain as before. There is said to be a lot of sour corn on the market and not the product of any packer in particular. One dealer explained it by saying that in the rush

entailed by last year's very large pack there was some carelessness, due perhaps to haste.

Strawberries are getting very scarce and the quotation now for 2's in heavy syrup is \$2.

Beets are entirely sold out.

Northern River salmon are firmer in sympathy with the remainder of the market.

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

FRUITS.

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

Raspberries, Black—		
2s, black, H. S.	1 62½	1 60
2s, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Strawberries—		
2s, heavy syrup		2 00

VEGETABLES.

Asparagus, California—		
2½s		3 90
2s, Canadian		3 00
Beets—		
2s, sliced, sugar and blood red	0 87½	0 85
2s, whole	0 87½	0 85
3s, sliced	0 97½	0 95
3s, whole	1 00	
Beans—		
2s, golden wax	0 82½	0 80
2s, refugee	0 85	0 82½
3s	1 27½	1 25
Gals.	3 77½	3 75
2s, crystal wax	0 95	0 92½
2s, red kidney	1 02½	1 00
2s, Lima	1 12½	1 10
Gals., standard	4 52	4 50
1s, Baked, plain	0 40	
1s, " tomato sauce	0 45	
1s, " chili sauce	0 50	
2s, " plain	0 70	
2s, " tomato sauce	0 75	
2s, " chili sauce	0 75	
3s, " plain (flat or tall)	0 87½	
3s, " tomato sauce (flat or tall)	0 95	
3s, " chili	1 00	
Cabbage—		
3s	0 87½	0 85
Carrots—		
2s	0 92½	0 90
3s	1 02½	1 00
Cauliflower—		
2s	1 42½	
3s	1 82½	
Corn—		
2s	0 85	0 82½
Gal., on cob	4 52½	4 50
Paranips—		
2s	0 92½	0 90
3s	0 92½	1 00
Peas—		
Extra fine sifted, 2s	1 25	1 22½
Sweet wrinkle	0 85	0 82½
Early June	0 72½	0 70
2s, standard	0 65	0 62½
Pumpkin—		
3s	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2s, preserved	1 17½	1 15
3s	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2s	1 42½	1 40
3s	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3s	1 02½	1 00
Succotash—		
2s	1 17½	1 15
Tomatoes—		
3s, all kinds	1 25	1 30
Gal., all kinds		3 75
Turnips—		
3s	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1s.	0 50
" 2s.	0 78
" 3s.	1 00
Chili sauce same as tomato sauce.	
Catsups, tins, 2s.	0 75
" 3s.	0 90
" jugs.	7 70

FISH.

Lobster, talls.	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel.	1 00
" Scotch	1 45
Salmon, Fraser River Sockeyes—	
1-lb. Talls, 5 cases and over, per doz.	1 65
1-lb. " less than 5 cases, "	1 62½
1-lb. Flat, 5 cases and over, "	1 75
1-lb. " less than 5 cases, "	1 77½
½-lb. " 5 cases and over, "	1 10
½-lb. " less than 5 cases, "	1 12½
Northern River Sockeyes.	1 55
Cohoos, per doz.	1 30
Humpbacks.	0 25
Sardines, French ½s.	0 14
" ¾s.	0 23
" Portuguese ½s.	0 08
" P. & C. ¾s.	0 25
" P. & C. ½s.	0 35
" Domestic, ¾s.	0 03
" Mustard, ¼ size, cases 50 tins, per 100.	3 75
Haddies, per doz.	1 05
Haddies, per case.	4 00
Kipper herrings, domestic.	1 00
" imported	1 45
Herrings in tomato sauce, domestic.	1 00
" imported	1 40

MEATS, ETC.

Beef, corned 1s, per doz.	1 35
" 2s.	2 40
" 3s.	7 20
" 1s.	16 80
Chicken, 1s, boneless.	3 20
Turkey, 1s.	3 20
Duck, 1s.	3 20

Tongue, 1s, lunch	2 85	2 75
Soup, 2s, giblet	2 05	1 95
" 2s, tomato	1 00	
" 3s, "	1 45	
Pig's feet, 1s, boneless		1 65
" 1½s	2 40	

SUGAR—The market is not showing activity this week. In Europe raws are a shade lower, but in America the tone in cane is firm, though there is little business doing. Prices of granulated continue firm. Locally business is reported quiet after the advance of last week which stimulated buying, though one refinery representative claimed that sugar was going out quite freely.

There are no special indications for the immediate future, but opinion inclines to an even level of prices for a time at least. Last week the European raw market for beet showed a decline of 3d. "The special reasons for this European decline and easier tendency," say Willett & Gray, "are because of the closing of May contracts and the continued favorable grinding of the Cuba crop, which maintains its prestige up to the full number of centrals, 180, with larger receipts for the week at 52,000 tons, and with indications that favorable weather will continue to enable estates to grind their cane, of which there is still plenty in the field, according to information given us to-day by prominent sugar merchants just returned from the island."

The world's visible supply at the end of last week was, according to Willett & Gray, 3,955,776 tons, against 2,776,005 tons last year, an increase of 1,179,771 tons.

F. O. Licht reports the probable European beet area this year as from 1,741,000 acres to 1,836,500 acres, as against about 1,891,235 acres in 1905. That would mean a decrease from the average of about 5½ per cent. and a decrease in the sugar product of 1,035,000 tons.

Paris lumps, in 50-lb. boxes.	4 83
" in 100-lb.	4 73
St. Lawrence granulated, barrels.	4 18
Redpath's granulated	4 18
Acadia granulated	4 13
Berlin granulated	4 08
Phoenix	4 18
Bright coffee	3 98
Bright yellow	4 03
No. 3 yellow	4 08
No. 2 "	3 88
No. 1 "	3 78
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES — The market continues firm.

Syrups—		
Dark	0 33	0 35
Medium	0 38	0 42
Bright	0 28	0 35
Corn syrup, bbl., per lb.	0 02½	
" ½-bbls.	0 02½	
" kegs	0 03	
" 3 gal. pails, each	1 30	
" 2 gal.	0 90	
" 2-lb. tins (in 2 doz. case) per case	1 90	
" 5-lb. " (in 1 " " " " " "	2 35	
" 10-lb. " (in ½ " " " " " "	2 25	
" 20-lb. " (in ¼ " " " " " "	2 10	
Molasses—		
New Orleans, medium	0 30	0 35
" ¾ bbls.	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	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. " per case	5 10	
½-gal. " " " "	5 60	
Qts.	6 60	

TEA—Latest mail advices from London show the market waiting for the British budget to see if the duty will be lowered. The tendency is a little lower for commoner teas and a stronger tone for the better grades. Locally there has been a little movement lately without quotable change in prices.

COFFEE—The market has not devel-

aped marked & Gray say:

"April receipts were 170,000 last year, bringing for ten 75,000 bags in last year. The crop of about 12,000,000 bags expected by me generally stated the falling of turning was very March, and in quarters that this account a out as large estimated. As turn, opinion the principal June and July "While the 000,000 bags are actually 3 conclusive that ed all possible future and had favorable feat decrease of su ble.

"The large s of higher price current crop consumption. may be overle staple article length of time largely in ex

DRIED FRU buy select Va recently were extremely high apparently ha 5 shillings per that a good d by brokers be general harder those who are their own re been able to their neighbor

"The curran strong," said Watt & Scott by speaking ea higher priced the advance h today stands a point."

In other im little new to there is no re the market, small sizes of exhausted. S street has any there are non

Fresh offers his for Fall sl what the br en tempting taking hold some are buy seems to be for prunes ar last year's op at about the

Prunes, Santa Clara	
90 100s, 50-lb boxes	
80 90s	
70 80s	
Note—25 lb. box Candied and Drain Lemon..... 0 Orange..... 0	

2 85	2 75
2 05	1 95
1 00	.....
1 45	.....
2 40	1 65
.....

is not showing Europe raws are America the tone there is little of granulated business is re-advance of last buying, though ive claimed that ite freely.

l indications for but opinion in- of prices for a ek the European owed a decline of is for this Euro- tendency," say because of the ts and the cong- of the Cuba is prestige up to trals, 180, with week at 52,000 ions that favor- tinue to enable cane, of which the field, accord- n us to-day by ts just returned

pply at the end ling to Willett & gainst 2,776,005 ase of 1,179,771

e probable Euro- as from 1,741,- cures, as against in 1905. That om the average nd a decrease in 135,000 tons.

..... 4 83
..... 4 73
..... 4 18
..... 4 13
..... 4 08
..... 4 18
..... 3 98
..... 4 03
..... 4 08
..... 3 88
..... 3 78
5c. less than bbla.

..... 4 83
..... 4 73
..... 4 18
..... 4 13
..... 4 08
..... 4 18
..... 3 98
..... 4 03
..... 4 08
..... 3 88
..... 3 78

LASSES — The

.....	0 33	0 35
.....	0 28	0 42
.....	0 02 1/2	0 02 1/2
.....	0 03	0 03
.....	1 30	1 30
.....	1 90	1 90
per case.....	2 35	2 35
.....	2 25	2 25
.....	2 10	2 10

.....	0 30	0 35
.....	0 30	0 35
.....	0 40	0 50
.....	0 45	0 60
.....	0 30	0 35
.....	0 87 1/2	0 95
.....	1 00	1 00
.....	0 75	0 75
.....	4 50	5 10
.....	5 10	5 60
.....	6 00	6 00

ices from Lon- waiting for the the duty will be is a little lower a stronger tone locally there has lately without s.

has not devel-

oped marked change this week. Willett & Gray say:

"April receipts at Rio and Santos were 170,000 bags larger than in April last year, bringing the total crop movement for ten months of the season about 75,000 bags smaller than the same time last year. This still points to a total crop of about 10 million bags, and not 12,000,000 bags, which was so positively expected by many a year ago. It is generally stated by good authorities that the falling of the beans of the July flowering was very general in the month of March, and it is admitted in all fair quarters that the next Santos crop, on this account alone, is not likely to turn out as large as many had expected or estimated. As to the final result or out- turn, opinion can only be formed after the principal harvesting months of May, June and July are passed.

"While the world's visible is about 2,- 000,000 bags less than a year ago, prices are actually 30 points lower, a proof conclusive that the market has discount- ed all possible unfavorable events of the future and has overlooked entirely the favorable features, including the steady decrease of supplies, visible and invis- ible.

"The large stocks had been in the way of higher prices, notwithstanding the current crop is so much smaller than consumption. The decreases in stocks may be overlooked for awhile, but no staple article can be kept down for any length of time where the consumption is largely in excess of the production."

DRIED FRUITS—Some attempts to buy select Valencia raisins in London recently were met by counter offers at extremely high prices, the market there apparently having advanced by at least 5 shillings per cwt. The result has been that a good deal of selling has been done by brokers between houses and there is general hardening of prices on spot, as those who are carrying more stock than their own requirements demand have been able to transfer their surplus to their neighbors who had less.

"The currant market abroad continues strong," said Mr. J. L. Watt, of J. L. Watt & Scott, yesterday, "and generally speaking each new purchase is a little higher priced than the previous one, but the advance has been very gradual, and today stands about 1/2c. above the lowest point."

In other imported dried fruits there is little new to report. Except in raisins there is no really cheap cooking fruit on the market, figs, evaporated apples, small sizes of prunes, etc., being quite exhausted. Scarcely a house on the street has any evaporated apples left and there are none to be got.

Fresh offers for California seeded raisins for Fall shipment have been made at what the brokers term "satisfactory, even tempting prices." Buyers are not taking hold very greedily, however; some are buying, but on the whole it seems to be a little early. The prices for prunes are about on a parity with last year's opening prices and for raisins at about the present level.

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

Note—25 lb. boxes 1/2c. higher.	
Candied and Drained Peels—	
Lemon.....	0 11 0 11 1/2
Orange.....	0 11 1/2 0 12 1/2
Citron.....	0 18 0 20

Figs—	
Elmes, per lb.....	0 10 0 14
Tapneta, ".....	0 04
Apricots—	
Californian evaporated, in 50-lb boxes.....	0 13 1/2 0 15
Peaches—	
Californian evaporated, " ".....	0 14 0 15
Pears—	
Californian evaporated, per lb.....	0 13
Currants—	
Fine Filistras.....	0 25 1/2 up
Vostizaa.....	0 07 1/2 0 08 1/2
Patras.....	0 07 1/2 0 06 1/2
Cleaned 1/2c. more.	

Raisins—	
Sultana.....	0 05 1/2 0 07
" Fancy.....	0 10 0 14
" Extra fancy.....	0 15 0 16
Valencia, selected.....	0 05 1/2 0 06
Seeded, 1-lb packets.....	0 09 0 10 1/2
California, loose muscatels—	
3-crown.....	0 07 1/2
4-crown.....	0 09
Dates—	
Halilwees.....	0 04 1/2 0 04 1/2
Fards new choicest.....	0 09 0 10 1/2
Mairs.....	0 03 1/2 0 04
" new choicest.....	0 09 1/2
Domestic evaporated apples.....	0 12 0 12 1/2

NUTS—The market is without quotable change. Mail advices from Marseilles state that shippers there are buying almonds in Tarragona, indicating the extreme scarcity of the French variety.

Almonds, Tarragona, per lb.....	0 13 0 14
" shelled Valencia.....	0 16 0 23
Walnuts, Grenoble, ".....	0 14 1/2 0 15
" Bordeaux, ".....	0 10 1/2 0 11
" shelled.....	0 26 0 28
Filberts, per lb.....	0 10
Pecans, per lb.....	0 14 0 17
New Brazils, per lb.....	0 14 1/2 0 15

SPICES—The market is firm for all spices. A prominent manufacturer yesterday expressed the view that the pure food regulations had so increased the consumption of spices in place of adulterants as to cause the present general upward tendency.

Spices—	
Peppers, blk.....	Per lb. 0 18 0 19
" white.....	0 27 0 28
Ginger.....	0 18 0 25
Quassa.....	0 21 0 25
Nutmeg.....	0 45 0 75
Cloves, whole.....	0 25 0 35
Green of tartar.....	0 22 0 23
Allspice.....	0 15
Mace.....	0 80 0 90

RICE AND TAPIOCA—Carolina rice has advanced and new shipments are coming higher. Tapioca continues firm with a further slight advance.

Rice, stand. B.—	
Rangoon.....	Per lb. 0 03 1/2 0 03 3/4
Patna.....	0 03 1/2 0 03 3/4
Java.....	0 05 0 05 1/2
Japan.....	0 06 0 07 1/2
Java.....	0 06 0 07
Sago.....	0 06 1/2 0 07
Carolina rice.....	0 07 1/2 0 11
Tapioca, medium pearl.....	0 06 1/2 0 07
" double goat.....	0 07 1/2

FISH—The cold weather has retarded the supply and it is not yet equal to the demand, meaning continued high prices.

Fresh halibut.....	0 17 0 13
Haddock, fresh caught, per lb.....	0 06 0 06 1/2
Fresh cod, per lb.....	0 17 0 08
Fresh lobsters, boiled, per lb.....	0 20 0 25
Shrimps per gal.....	1 25
Whitefish, per lb.....	0 10
Salmon trout, per lb.....	0 19
Pinnan haddies.....	0 08
Ciscoes.....	1 25
Perch, per lb.....	0 05 1/2 0 06
Herring, large per lb.....	0 08
" medium per lb.....	0 04

DRIED AND CURED FISH—Quota- tions are unchanged from last week.

Boneless fish, per lb.....	0 05
Cod fish, 1-lb. bricks.....	0 07
Quail-on-toast, per lb.....	0 05 1/2 0 06
Filched cod fish, cases of 100 lbs.....	6 50

BEANS—The bean market is firm and advancing owing to smaller stocks in first hands than anticipated and the movement north with the opening of navigation.

Beans, handpicked, per bush.....	1 85 1 90
" prime, No. 1.....	1 70 1 75
" Lima, per lb.....	0 06 1/2 0 07

HIDES—Prices are firmer on country hides, dekins, sheep skins and horse hides. The supply is still very light. Wool is moving a little more freely.

Hides, inspected, steers, No. 1.....	0 11
" " " " No. 2.....	0 13
" " cows, No. 1.....	0 10 1/2
" " " " No. 2.....	0 09 1/2
Country hides, flat, per lb.....	0 09 0 10
Calf skins, No. 1, city.....	0 14
" " " " No. 1, country.....	0 13
Dekins.....	0 80 0 90
Sheep skins.....	1 50 1 85
Horse hides, No. 1.....	3 15 3 60
Rendered tallow, per lb.....	0 04 1/2 0 05
Pulled wool, super, per lb.....	0 25
" extra.....	0 27
Wool, unwashed fleece.....	0 16 0 17

A CANNING FACTORY AT LONDON

A project is on foot for establishing a canning factory at London, Ont. Mr. Allen, of the Bates Manufacturing Co., Toronto, is one of the chief movers in the undertaking, and it is understood that the work of erection will start at once.

"Our building will be 600 feet by 240 feet," said Mr. Bates, "and we will do about \$700,000 worth of business annually. At present we are simply occupying temporary quarters in Toronto. We know that we are going to enter into strong competition with canning factories on all sides, but we believe that we will make good."

The company is assured of water at cost price, and it is understood an amie- able arrangement as regards assessment will be arrived at.

STRAWBERRY PLANTS DESTROYED

There will be few or no strawberries in the Ottawa district this year. The unusual Winter has completely destroyed the plants, and immense beds are a total ruin at the Central Experimental Farm and in private gardens.

The fate of the orchards will not be known for two or three weeks yet. All exotics are also destroyed.

The Ottawa market for small fruits will be dependent on importation, and fortunately, reports received at the farm indicate a bumper crop of berries in the west.

In the Montreal district the crop is reported as one-half ruined.

N. S. Markets.

Halifax, May 9, 1906.

The local grocery markets are in a healthy condition, and collections continue good. Trade in all quarters is satisfactory, and travelers continue to send in substantial orders. Prices generally are firm throughout the list. The supply of hams and bacon is very limited. The season is now approaching when the demand for both will increase, and as the local dealers have only a limited stock of their own cure, they will have to purchase elsewhere. Canned goods are selling freely, the stocks of tomatoes becoming somewhat light. Other canned goods are in good supply, and can be bought at more reasonable prices than ever before.

SUGAR—The Acadia Sugar Refinery Co.'s announcement of an advance of

ten cents per hundred pounds on all grades of refined sugar, came as a surprise this week. The local refinery's move is considered most unusual, coming, as it did, so close after the announcement of a decline of ten cents per hundred pounds in Montreal. The local market is usually governed by New York and Montreal, and in this instance a departure has been made from the custom. Prices quoted here are as follows:

XXX granulated, \$4.30; Austrian granulated, \$4; bright yellow, \$4.10; No. 1 yellow, \$3.80; unbranded yellow, \$3.65.

The steamer Canada Cape, from Demerara and Barbadoes, will land 13,000 bags of sugar here this week, and she has about 11,000 bags for Montreal.

FRUIT—The local dealers are beginning to stock up with fruit, and trade is good. The Jamaica oranges now arriving are of better quality, though most of them are quite green. Bananas are in good supply; the quality is up to the average and the demand is good, now that apples are about over. Bananas range in price from \$1.75 to \$2.25. Besides the steamers running direct to the fruit ports, large quantities of bananas are imported here by the weekly boat from Boston, and also by the tri-weekly steamers running from Boston to Yarmouth, and brought here over the D.A.R. Strawberries of good quality are quoted at 30c. per box; tomatoes at \$4.50 per crate, and pineapples from \$2 to \$2.25 per dozen.

VEGETABLES—Vegetables are in good supply and the demand is fair. The quality of the stock now on the market is exceptionally good for the season of the year. New Brunswick potatoes are quoted at \$1.50 per barrel, and Prince Edward Island Calicoes at \$1.35 per bag. Turnips are worth 90c., parsnips at \$1.95, and beets and carrots at \$1.50. Egyptian onions are quoted at 2c.

BUTTER—The receipts of butter from local points are somewhat disappointing. It was expected that the supply would increase with the fine, mild weather, but so far only a small quantity is marketed, and therefore the price keeps up. Prices are unchanged.

EGGS—Nova Scotia eggs are firm at 18c. The receipts have improved slightly but not sufficient to affect prices any. Prince Edward Island eggs are worth 16c. to 17c. here. The receipts from Island points have decreased somewhat, owing to the bad condition of the roads. The farmers are unable to reach the market to dispose of their stock.

FISH—There is a bountiful supply of fresh fish on the market, the varieties being cod, haddock, herring, cusk, halibut, gaspereau, bass, salmon, trout and lobsters. Oysters are becoming very scarce. Heavy shipments of live lobsters from this port continue to the American market. The Plant liner Halifax on her last trip took 600 crates to Boston. They are quoted there at \$13 per crate.

SALT—The Danish steamer Brattinsborg has arrived here from Iviza with a record cargo of salt. She is now discharging 4,650 tons, which is consigned to A. W. Whitman.

Fire last week did considerable damage to the large warehouse and grocery

store of Nickerson, Grant & Co., corner of Bronn and Hawthorne streets, Yarmouth. The fire originated in hay in the banana room, caused, it is supposed, by a plumber's candle, who was fixing the gas pipe. The loss to the building and stock is covered by insurance in the Commercial Union, Nova Scotia, Home Guardian, and North British and Mercantile.

"The White Store" on Gothering street is now open for business. The proprietor is C. E. Choate, who for a number of years has conducted an extensive retail business on the street mentioned. Just as his business was well established, he learned one day through a mercantile report that his place of business had been leased for a term of five years. The new parties to secure the store were A. F. Doyle & Co., and it is stated that it took a couple of hundred dollars a year more than Mr. Choate was paying to secure the premises, and a five years' lease. It is understood that Mr. Choate was not even consulted in the deal. He at once set out to secure other quarters, and succeeded in purchasing a building two doors north of his former store, which he has since had converted into a modern grocery, and business is going on just the same in the new stand as in the old. The interior of the store is finished in white enamel, and it is quite attractive.

Another firm which has been compelled to change quarters is that of C. & W. Anderson, a name which has been connected with the grocery business of this city for half a century. For the past ten years this firm has conducted a fancy grocery on Granville street. The store occupied by the firm was among the number purchased by the Bank of Commerce for their new building. In consequence Messrs. Anderson had to move, and they are now located on George street in an up-to-date store. All the fittings of the interior are brand new, everything being imported from a firm in Berlin, Ont., and when they arrived were all ready to set up. The store is lighted throughout by electricity.

N. B. Markets.

St. John, May, 1906.

The figures for the Winter port business of the past season show a great increase over any previous year. They are most encouraging. When you remember that practically all the facilities have been provided by the city to prove that St. John is without doubt the Winter port of Canada, being so situated as to successfully handle both the import and export business, is it not now time, when success is assured, for the Government to see that the further facilities which are a necessity if this magnificent business is to be held, should be at once provided? They must be provided in time for the coming season, for best results.

It is now a national matter. This is the tenth year, with one exception, the imports have shown an increase, but we want the Government to see that Canadian trade is held to Canada, and that the British preference is confined to goods imported via Canadian ports. This

would mean full cargoes inward as well as outward. This year we had 113 sailings, twelve more than last season. Grain shipments were over 7,000,000 bushels. Canadian exports over \$13,000,000 of value and United States goods over \$9,000,000, a total of over \$23,000,000. There were 34,000 cattle shipped. Outward tonnage was 275,000 tons, passengers to arrive 19,912. As compared with last season the freight handled shows an increase of upward of 110,000 tons, an increase in value of about \$10,000,000. It has been a record of steady improvement each season, and as a result of which St. John is proud.

OIL—In burning oil values are unchanged. Business at this season is light. Attention is now given to lubricating and paint oils, particularly is there a greatly increased sale for gasoline. Paint oils keep high. Cod oil firm.

SALT—Sales of Liverpool coarse salt are active, prices are firm. In fine salt there is improved business at even prices.

CANNED GOODS—One of our importers received last week a large shipment of corn, some three thousand cases, prices unchanged. Peas are low. Tomatoes are firm at the advance. Peaches and strawberries are in rather light supply. Gallon apples are firm at the advance. Some American canners are pushing very strongly for business in canned meats. Oysters are firm. Domestic fish quiet. A fair stock of sardines held.

GREEN FRUIT—There is large business. Oranges begin, in some grades, to show less. Bananas are the large line, waste. Some nice Jamaicas now offered, prices are firm. Lemons, a fair sale at even prices. Apples dull, best stock is held at high figures. Some native rhubarb is seen, price is high. Few strawberries imported, price too high. A few tomatoes and cucumbers seen.

DRIED FRUIT—Prunes scarce and high. Seeded raisins firmer. Loose unchanged. Currants are firm, market is really higher, but price here unchanged. Peels, particularly citron, high. Dates firmer. Evaporated apples are extreme. Dried are scarce. Onions are easier.

SUGAR—After the advance of last week the situation is much better, market being considered quite firm. There is quite a large sale here for Barbadoes sugar, which is low and good.

MOLASSES—Already the imports of Barbadoes this season are equal to the full quantity imported last year, and there is still a large quantity to arrive. Prices are higher. In Porto Rico some old still held. One small cargo of new here and at least two more afloat.

FISH—Gaspereaux continue a light catch. There is a good supply of halibut. A few shad are seen, but it is early. In dry fish, while market is easier prices still quite high. Pickled herring still very scarce. Smoked somewhat easier.

FLOUR, FEED AND SEED—In flour prices are held firm, good steady business. Feed is scarce and high. Oats held at full figures. Oatmeal is firmer, sales not large. Cornmeal is unchanged. Beans rather dull, prices at least no lower. In barley some lower figures have been quoted. There is little sale for peas. Seeds are selling freely, prices are high.

WE

Office

Officers Retail
President J. F.
deuts, R. Bogue, M.
monton, Alta.; sec.
Baine, Boissevain,
Boissevain
Officers Western
hardwaremen in J.
Souris, Man.; vic
Sask.; H. C. Ham
Coulson, Winnipeg
reg. Man.; auditor
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Partial li:
Arcola E.
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vice-president
secretary.

Arnaud—W
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Brandon—
Boissevain
chairman; I
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Birtle—H.
Cartwright
Edmonton

W. G. Harr
Estevan—
Hamiota—
Indian He
man; J. Tu

Kirkella—
president; A
secretary.

Esterhazy;
C. Paynter,
carres; F. C.

Killarney—
P. K. Rolli
Moose Ja

J. McCamr
Morden—I
Melita—W

Napinka—
Portal—N
chairman; J
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Red Deer—
Regina—J
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WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

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

Officers of the Association.

Officers Retail Merchants' Association of Western Canada.
President, J. F. Hunter, Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Partial list of sections organized:
Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Creelman, secretary.

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

Brandon—A. Grant, secretary.
Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.
Cartwright—R. F. Moore, secretary.
Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—Arthur Kelly, secretary.
Hamiota—Wm. Chambers, secretary.
Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

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

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.
Moose Jaw—R. Bogue, chairman; T. J. McCammon, secretary.

Morden—Harry Meikle, secretary.
Melita—W. Hamelin, secretary.
Napinka—J. Kaiser, secretary.

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

Red Deer—L. C. Fulmer, secretary.
Regina—J. W. Smith, chairman; T. B. Patton, secretary.
Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.
Shoal Lake—C. E. McGrath, secretary.
Virden—E. J. Scales, secretary.

The following communication signed by J. F. Hunter, president of the Retail Merchants' Association of Western Canada, has been received at this office:

The Retail Merchants' Association of Western Canada.

"We do not always agree on what is of benefit to ourselves.

"I think we will agree that the miners' unions, the brotherhoods of engineers, firemen, brakemen, trackmen, carpenters and unions of various kinds have advanced the interests of their membership.

"The bankers' associations have benefited bankers; loan companies have agreed upon uniform rates of interest;

the Grocers' Guild have advanced their interests, and so on all through the list—"In union there is strength."

"Does the Retail Merchants' Association of Western Canada benefit you or if successful is it likely to do so?"

"Are there any matters detrimental to the trade that might be adjusted to our mutual benefit if we were united and as a unit would work to further our common interests?"

"Is it possible to advance our interests in regard to legislation regarding the assessment of stocks, the collection of debts, preventing false advertising of goods, to abolish the fee now charged for the inspection of weights and measures? Are our interests always safeguarded by railways when they are changing their classification and freight tariffs, when they say what goods shall and shall not be allowed in mixed carloads?"

"Could we do anything to prevent price-cutting and a thousand and one other matters?"

"I think without a doubt at least 90 per cent. of the retail merchants will agree—yes, there is ample scope for work in our common interests.

"If this be so, is it not a fact that we have a very much better chance of accomplishing these and similar matters if our requests are backed up by the united force of retail merchants?"

"The manufacturers are alert when anything affecting their interests is brought up. The railway interests, the steamboat companies, the manufacturers and similar organizations do not stand idly by and see their interests infringed on. They are thoroughly organized and use their organized force. Why should we not be equally alert and by thorough organization be in a position to stand up for our interests?"

"The Retail Merchants' Association is intended to look after these and many other matters of equal importance.

"In order that we may be successful in doing so, it is necessary that we have the earnest and cordial support of the entire retail trade if possible.

"Will you give us your support?"

"Some few say, 'Oh, it did not benefit me any last year, I will not continue my membership.' Is that a fair way of estimating results? Did you ever know of an organization which from its very inception showed results—that returned dollar for dollar?"

"What the Retail Merchants' Association of Western Canada has accomplished for its members during the past year:

"1. Securing legislation in 'An act respecting the taxation of personal property in incorporated towns and villages,' whereby taxation is equalized. Previously only a portion of the business men were taxed. Under the present bill secured by us, all classes will be assessed alike according to the rental value, instead of the assessment being on amount of stock carried. This new bill will reduce the general merchants' assessment to less than one-half of former assessments.

"2. The passing of the Trading Stamp Act, and the successful prosecution under the provisions of this act.

"3. Early closing by-law in the majority of the larger towns in Manitoba, Saskatchewan and Alberta.

"4. The establishment of a credit reporting and collecting department which is open for the free use of the members of this association.

"5. A credit protecting or coupon system.

"6. The successful opposition of Dominion legislation respecting the amendment of the Postmasters Act in which permission was asked to compile a directory of all the post office patrons for the purpose of selling same to mail order houses and like concerns.

"Also several other matters that could only be righted by securing Dominion and provincial legislation.

"Review, railroad companies, insurance, new merchants starting up in a place, all have their up hill and usually unprofitable experience during the first years of their inception. If you, as a business man, see an opportunity to buy a piece of property which you think likely to advance in value and buy it, do you become discouraged and sell out next day or so or lose your first payment and let it go, simply because you cannot at once turn it over at a profit? Certainly not. If you consider that there is merit in the proposition you hang on content to let time work the advance. Use the same consideration for our association, and I have no doubt the final results will be equally gratifying and profitable.

"Be fair. Does it not require time and hard work to effect thorough organization? This costs money. Is not thorough organization and your honest, hearty and continued moral and financial support necessary to put us in the most advantageous position to achieve results?"

"It is your and our interests we are aiming to advance; you should be equally anxious and willing to lend your influence and funds. If all get in line success is assured; the quicker we get in line the sooner will we see unmistakable signs of success. You have an individual part and responsibility in assisting or in rendering the work more difficult.

"We ask for and hope to receive your hearty and cordial support in a good, honest, fair trial.

"A letter to our secretary signifying your interest and co-operation would be very cheering and beneficial. Head office, 53 Scott block, Winnipeg."

The merchants in Arnaud, Man., have agreed to close their stores during the Summer months at seven o'clock. This is a step worthy of imitation in other western towns.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 10, 1906.)

FLUCTUATIONS—

Apricots advanced 2½c. per lb.
Peaches advanced 2½c. per lb.
Plums advanced 1½c. per lb.
Nectarines advanced 2c. per lb.
Prunes advanced 1½c. per lb.
Evaporated apples advanced ¾c. per lb.

Business continues very brisk, the turnover for the first four months of the year having been considerably in excess of the sales for the same period in 1905. Sugar very quickly recovered the recent 10c. decline, and those who bought during the few days of lower

per lb.	0 05
per lb.	0 06
cleaned, per lb.	0 07
per lb.	0 06
per lb.	0 05
per lb.	0 06
per lb.	0 05
boxes, per lb.	0 16
per lb.	0 15
per lb.	0 15
per lb.	0 16
per lb.	0 15
per lb.	0 12
per lb.	0 14

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pples are now sell
lb. in 50-lb. cases.
ly held at 9 1/2c.
ite beans are quot
hel, and No. 2 at

per lb.	0 12
per lb.	0 28
per lb.	0 10
per lb.	0 10
per lb.	0 12
per lb.	0 15
per lb.	0 13
per lb.	0 30
per lb.	0 16
per lb.	0 15

SPICES.

per lb.	0 18
per lb.	0 25
ins, per lb.	0 20
per lb.	0 22
per lb.	0 12
per lb.	5 11
per lb.	0 13
per lb.	0 20
per lb.	0 70

SPICES.

per lb.	0 13
per lb.	0 25
per lb.	0 18
per lb.	0 24
per lb.	0 25
per lb.	0 14
per lb.	0 25
per lb.	0 10
per lb.	0 10
per lb.	0 70
per lb.	0 12
per lb.	0 75

a case, per doz	2 00
case, per tin	0 50
per tin	1 00
per tin	0 07
the case, per doz	2 50
per case	4 75
case, per case	6 75
per case	6 40
per case	0 10

1/2 pints, per doz	\$3 65
pints, " "	6 00
1/2 pints, " "	0 90
1/2 pints, " "	0 90
1/2 pints, " "	1 75
pints, " "	3 00
per doz	1 90
(ckhouse), per doz	1 90

AND SAGO—

per lb.	0 05
per lb.	0 05
per lb.	0 04
per lb.	0 04
per lb.	7 25
per lb.	0 04

BARLEY—

per lb.	2 20
(lb).	1 65
per lb.	3 30

CORNMEAL—

per lb.	2 05
per lb.	1 05
per lb.	0 54
per lb.	0 25
per lb.	2 55
per lb.	2 55
per lb.	1 67

r and confectioner,
as sold out to Mar

Expert Bookkeeping

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

PERCY P. DAVENPORT
Chartered Accountant
371 Elgin Avenue, Winnipeg

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them

Sawyer's 50 Years the People's Choice.

CRYSTAL

See that Top **Blue.**

SAWYERS CRYSTAL BLUE SAFETY BOX

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.

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

BUSINESS NOTES.

It is rumored that J. J. McCabe, of W. B. Stringer & Co., Toronto, is to be married next month.

Thomas Smith, formerly eastern representative of the W. B. Stringer Company, of Toronto, has severed his connection with that firm to join the staff of McWilliam & Everest, wholesale fruit brokers, in Toronto.

Commercial travelers did not enjoy the taste they got of local option at Stouffville, Ont., this week. The hotels were both closed. Travelers had to go to private houses for meals and there was no such thing as staying over night.

H. A. Rutherford & Son, Bolton, Ont., to meet the increased demands of their business are building a considerable addition to their store. They began their present business in Bolton only two and a half years ago and this is the second time they have had to enlarge.

W. B. Stringer, of W. B. Stringer & Co., wholesale fruit brokers, Toronto, was in Montreal during the week. Mr. Stringer is reorganizing his Montreal office which has been put in charge of a new representative, R. M. Stephens. The new offices are located at 17 St. John street.

Caster & Davey, of Aurora and Schomberg, Ont., have painted their Schomberg store inside and out and greatly improved the appearance of the premises. They bought out M. Manning's business in Schomberg a couple of months ago and are very well pleased with the branch undertaking.

NEW QUARTERS.

The Canada Maple Exchange, Montreal, has removed from 118 King street to 618 Beaudry street.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

YEARLY CONTRACT RATES.

100 words each insertion, 1 year	\$30 00
" " " 6 months	17 00
" " " 3 months	10 00
50 " " " 1 year	17 00
" " " 6 months	10 00
25 " " " 1 year	10 00

BUSINESS CHANCES.

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

COMMISSION LINES WANTED.

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



AND HOW ABOUT YOUR

FLAVORING EXTRACTS?

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

GOLD STANDARD FLAVORING EXTRACTS

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

WRITE US FOR QUOTATIONS

The Codville-Georgeson Co.
Limited
Winnipeg, Man.

FOR OVER 20 YEARS

in the Commission Business in

WINNIPEG

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

NICHOLSON & BAIN

WINNIPEG and CALGARY

Wholesale Commission Merchants and Brokers. Est'd 1882

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

Easter

Your Easter trade requires

THE REAL THING

In mild cured

HAMS

AND

BREAKFAST BACON

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

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

COOKED MEATS

Warm weather is coming slowly, but it's coming, and you might as well be ready for its demands. Order now weekly shipments of Cooked Hams, Brawn, Potted Tongue, Potted Shanks, Beef Bolognas, Summer Sausage and Frankfurters.

F. W. FEARMAN CO.,
HAMILTON LIMITED



DO YOU SEE THESE LABELS?

One of them is on every Ham and Shoulder of Bacon that we send out.

If you are always careful to look for the Label you will be sure to get the highest grade of

HAMS and BREAKFAST BACON

We have a large packing plant at Fergus, Ont., and so get our hogs right from the farm—to factory.
Direct cold storage car service with our warehouse at Toronto.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.



"CORONA" MEATS

**Fresh Beef, Fresh Pork,
Mutton, Lamb,
All kinds Smoked Meats,
Cooked and Jellied Meats**

Butter, Cheese, Eggs

Correspondence solicited
We have no retail stores We sell to the trade only

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

If you are not receiving our price list, send for one.

Business interest has shown an interest was prices obtained for export, the leading of the high pr judged by the the United K cheese boards colored, while lowing the t reported last going at 10 1/2c 11 1/2c, this l export margi last Saturd 10 15-16 to 1 10 1/2c. At Wi was obtained week locally sity of certai for orders on ing up well have come in are expected. what backwa grass goods :

The butter our view last tendency has the market b per lb. The that 19c. was and that deal This has eve sized lots we 18c. Finest ery was sold at 18c. The for export. 18 1/2 to 19c., no margin to port the Eng favorable for sent indicatio will be done night. As so more freely o ers can obtai usually held account, mor A large make

THE PR

There has change in th the week und conditions r net, arrivals and packers greatly curta; domestic dema develop stren ally moving prices of live possible to s English marl has develope mediatly aft cent business fancy brands and of the

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

Business in cheese during the week has shown an appreciable improvement. Interest was centered around white and prices obtained have been high, too high for export, in the opinion of some of the leading operators. In their opinion the high prices are not warranted, judged by the position of the market in the United Kingdom. Reports from the cheese boards show a preponderance of colored, while white is sought after, following the tendency of the market as reported last week. Colored cheese is going at 10½c. to 11c., and white 11c. to 11½c., this latter figure allowing little export margin. At the Belleville board last Saturday prices ranged, white 10 15-16 to 11c., and colored 10 9-16 to 10½c. At Winchester 1-16 to 1-8 higher was obtained. The strong position this week locally is attributed to the necessity of certain exporters to secure stock for orders on hand. Receipts are showing up well and when the grass makes have come in more freely lower prices are expected. Pastures have been somewhat backward this season and full grass goods are slow coming in.

The butter market remains weak and our view last week indicating downward tendency has been verified, as since then the market has declined from 2 to 2½c. per lb. The view was expressed then that 19c. was high and being overlooked and that dealers expected to buy at 18c. This has eventuated and several good sized lots were turned over this week at 18c. Finest Eastern Townships creamery was sold at 18½c. and several lots at 18c. The quality was hardly suited for export. Ontario finest was sold at 18½ to 19c., but at these figures leaves no margin to dealers. Since our last report the English market has been more favorable for dealers here and the present indications are that heavy shipping will be done during the coming fortnight. As soon as full grass butter is more freely obtainable and English buyers can obtain their favorite June makes usually held for storage here for their account, more activity will be noticed. A large make is looked for this season.

THE PROVISION SITUATION.

There has been practically little change in the general situation during the week under review. As regards the conditions ruling in the live hog market, arrivals still show great deficiency, and packers have, in consequence, to greatly curtail their output. The domestic demand for bacon continues to develop strength, and prices are gradually moving upward. At present high prices of live hogs packers find it impossible to sell at old figures. In the English market the demand for bacon has developed unexpected strength immediately after the resumption of recent business, and while holders of the fancy brands quoted prices open till the end of the week others put up their

limits 2s. per cwt., and the basis on which business has been done during the week has been quite* that much. The Danish supply is much shorter and the arrivals from Ireland, while short at the present show no sign of getting larger in the immediate future. Canadian landings are limited and agents of all imports are very confident. The market closed firm, with prices 2s. to 4s. per cwt. above those of previous week.

The Chicago market denotes a substantial degree of strength. One report remarks: "There has been no grumbling over the degree of activity in merchandise in this country for a year or more. All European markets, also, are well situated in trade activity."

"Firmness as to prices of hog products had been based, chiefly, upon the liberal rate of consumption of them here and in Europe, with the closely sold up productions.

"There is no reason for apprehension of diminished demands for supplies or for statistical positions more in favor of buyers than they are at present for the period this side of at least July. Therefore, from a supply and demand basis the hog products market should be highly encouraging for selling interests. Yet for the near future it is not probable that there will be any very marked bulges in prices.

"The receipts of hogs at the packing points continue moderate, and are, most of the time, under estimates. The shippers continue in competition with the packers for the hog supplies, and their prices are well maintained. The packing is generally insufficient for the current needs for consumption. There is little prospect of a material further, or burdensome, accumulation of hog product supplies for at least a few weeks more."

OUR LONDON LETTER.

(By Our Own Correspondent.)

Some change has come over the position of the butter market in London, and there has been a noticeable improvement in the demand for both first and second grades. This is evidently due to the fact that retailers have found it advisable to reduce their prices. There is still a shortage of choicest colonial brands, and values have gone up for Australian choicest from 1s. to 2s. For the secondary quality the price has gone away up 2s. and 3s. It certainly does seem hard upon the retailer that, just when he has to lower his own prices, sellers should raise theirs. The latter people evidently consider themselves in a strong position. As a matter of fact, no New Zealand butter has been received for considerably over a week. On Sunday, April 29, 36,000 boxes are due. The total imports of butter, according to statistics, for the past week (April 21-27) have been 24,000 cwts. less than for the corresponding week last year. Since July

last, something over one million boxes of colonial butter have been imported into the United Kingdom. Supplies due from Australia next week will be on a limited scale. Quality is being well maintained, there being a very noticeable improvement in shipments from Queensland.

The market for Canadian cheese is not at present on a very firm footing, and the public demand has shown a slight falling off. Choicest quality Canadian cheese is realizing 68s. per cwt. for colored, and 62s. to 64s. for white. New Zealand cheese is also quiet at prices ranging about 3s. less than Canadian for choicest colored, and about 62s. for choicest white. The imports of cheese from Canada for the last three weeks has averaged 9,000 cwts., and from New Zealand 8,000 cwts. These quantities have been about on a par with the consumption.

The Danish consul in London has issued his annual report, and it goes almost without saying that he has some interesting facts to state in regard to the position of Danish produce over here. His opinion on the standing held by Canadian bacon, supported as it is by statements of many well known importers and buyers, cannot fail to be of value to Canadians. Canadian bacon, it is admitted, is certainly a keen competitor, probably the keenest, for the great popularity which Danish bacon enjoys, but apart from certain shortcomings which will probably be remedied in course of time, the Dominion product is at a disadvantage on account of the regular steamship connections and the shorter distance which Danish shippers enjoy. The latter are thus able to put their produce on the market in a more finished condition. Then there is the question of packing. Some Canadian houses have adopted the Danish method of packing in bales instead of boxes, "but with doubtful success, owing to the want of cooling chambers in the steamers." The bacon, the consul says, is not quite satisfactory. It is perishable and has to be sold at once on arrival.

As a rule Danish bacon is from 3s. to 8s. per cwt. dearer than Canadian, although the latter has been known to cost just as much. "As regards London and the south of England, Canadian bacon shows a diminished consumption, as buyers who have once got used to Danish and Irish bacon do not find Canadian satisfactory. Elsewhere it gains ground, ousting the inferior American article." Wales is certainly Canada's best market for bacon, and one Welsh wholesaler has stated that he prefers Canadian to Irish, and that he is able to sell twenty times as much.

There are many dealers, however, who declare that they have handled Canadian bacon second to none, and the general opinion seems to be that the great failing with Canadian bacon is the too free use made of borax. Maize-fed bacon could, if it were properly treated, compete with the best brands of Danish.

ED TS

s coming
ing, and
ready for
ler now
Cooked
l Tongue,
Bolognas,
d Frank-

N CO.,
LIMITED

EATS

Pork,

Meats,
Meats

Eggs

the trade only

ng Co.,
Limited

end for one.

BUTTER, CHEESE, EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

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

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



**WILSON'S
Fly Pads**

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

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

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—There is a good demand for provisions generally this week, and packers report good business both locally and with country trade centres. Hams and bacon are still going out well. Bacon has advanced to 18c., but at this figure good business is being done. Pure lard is moving very well, although a decline of ¼c. in prices might indicate that the demand is not large enough to suit all. Pork has advanced since last week.

Lard, pure tierces	0 11½	0 11¼
" "	56-lb. tubs	0 11½
" "	20-lb. pails, wood (10½)	0 12½
" "	cases, 10-lb. tins, 50 lbs. incase	0 12½
" "	5-lb.	0 12½
" "	3-lb.	0 12½
Lard, Boar's Head brand, tierces, per lb.	0 08	
" "	¾-bbl., per lb.	0 08½
" "	tubs	0 08½
Cases, 30 3-lb. tins, per lb.	0 09	
" "	12 5-lb. tins	0 08½
" "	6 10-lb. tins	0 08½
20-lb. wood pails, each	1 70	
20-lb. tin pails, each	1 60	
Wood net, tin gross weight—		
Canadian short cut mess pork	\$22 50	\$23 00
American short cut clear	21 00	22 50
American fat back	22 50	23 00
Breakfast bacon, per lb.	0 13	0 18
Hams	0 13½	0 15
Extra plate beef, per bbl.	12 00	13 00

BUTTER—The past week end prices have been advanced at country points, more as a result of competition between some of the buyers than of the market conditions. Doubtless some of the purchases will be exported, which will have a firming effect locally, so that prices may not decline further for a few weeks. With the advent of the grass goods shortly, the export trade will open up in earnest, but according to reports from England prices will have to be about the present range to admit of much being done.

CHEESE—The feature of the market is the scarcity of white cheese. Owing to the higher prices obtainable for colored earlier in the season, all the factories were coloring their make, resulting in a dearth of the white article. The latter is at present bringing ¼c. more than the colored, rather an unusual occurrence, but with the factories making white now, the position will probably be reversed in two weeks. Shipments last week were very heavy, 44,435 boxes going forward, compared with 10,891 the same week last year. The English market is gradually declining for the old cheese, while the foders, being cheaper, are in fair demand.

EGGS—The market is firm at present and dealers are asking 16½c. for cases. This price is a little high, and is caused by the accumulative tendency on the part of the egg merchants, as the market is kept very nearly clear of eggs. It is hard to tell what the conditions will be next week, but it is thought that there will be an easier feeling towards the middle of the week.

TORONTO.

PROVISIONS—The market still continues very firm, with slight upward movements in spots. Receipts of hogs continue light; stocks are said to be small, and as the season of largest consumption of smoked meats is beginning there is practically no likelihood of

lower prices for some time to come. Smoked breakfast bacon, roll bacon and medium hams, have moved up ¼c., and the top on backs is advanced a cent. Business is reported fair to good.

Long clear bacon, per lb.	0 12
Smoked breakfast bacon, per lb.	0 14½
Roll bacon, per lb.	0 12
Small hams, per lb.	0 14½
Medium hams, per lb.	0 14½
Large hams, per lb.	0 13½
Shoulder hams, per lb.	0 11½
Backs, per lb.	0 16
Heavy mess pork, per bbl.	20 50
Short cut, per bbl.	23 00
Lard, tierces, per lb.	0 11½
" tubs	0 11½
" pails	0 12
" compounds, per lb.	0 09
Plate beef, per 200-lb. bbl.	12 00
Beef, hind quarters	8 00
" front quarters	5 25
" choice carcasses	7 00
" common	5 50
Mutton	0 08
Yearling lamb	0 12
Veal	0 10
Hogs, street lots	9 50

BUTTER—The market continues weak, but considerable variation is noticeable in quotations on the street. Most dealers are inclined to keep their selling price at last week's level, for creamery prints 20c. to 22c., but some are quoting 19c. to 21c. The same variations characterize quotations throughout the list. Bakers' butter, quoted 15c. to 16c. by some, is 13c. to 14c. with others. Quality, doubtless, has much to do with it. The supply continues to increase, though the cheese factories are doing much to curtail it.

Creamery prints	Per lb.
" solids, fresh	0 19
Dairy prints, choice	0 18
" large rolls, choice	0 16
Baker's butter	0 13

CHEESE—The market has responded to the firm feeling in Great Britain, and last week's prices are pretty well maintained, with a slight shading off for twins.

Cheese, large	Per lb.
" twins	0 14
New cheese, large	0 11
" twins	0 11

EGGS—The market continues firm and higher than a week ago. The supply is said to be large, but evidently the demand for pickling and storage is large. With the picklers and stores it is May and June eggs or none, so that they usually have not much choice. Probably a million dozen are required for storage in Toronto alone, and there are large plants throughout the province.

WINNIPEG.

BUTTER—Prices are still maintained for creamery butter, as follows:

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 22
" " in 14-lb. boxes	0 21
" " in 1-lb. bricks (eastern)	0 27
" " (western)	0 23

Local produce houses are paying 14c. to 15c. per lb. for No. 1 dairy butter delivered in Winnipeg, and 10c. to 12c. for No. 2.

CHEESE—

Finest Ontario, large	0 15
" Manitoba, large	0 15
" twins	0 15
" small	0 15

LARD—

Tierce basis, per lb.	0 11½
Small packages take the following advance:	
50-lb. tin cans, per lb.	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " in 60-lb.	0 00½
5-lb. " "	0 01
3-lb. " "	0 01
20-lb. net white wood pails, per lb.	0 00½

CURED MEATS

Beams, selected stock	
Bacon	
Backs	
Hams, light, 10 to 12	medium, 14 to
" heavy, 20 to 30	heavy, 30 to 40
" heavy, skinned	
Picnic hams, light	
Shoulders light, cho	
Breakfast bacon, cle	
" cle	
Clear backs, b bacon	
" b bacon	
Picked rolls, long if	short...
Pried beef ham, sets	
Smoked hams bon	

PICKLE

Heavy mess pork, b
Standard mess pork,
Pig's feet
Pig's tongues
Boneless hocks
Sweet pickled spare
hocks,

PROVISION

beef, particu still firm, sal high; there market is ag; comparatively Smoked meat firm, a fair s; scarce and hi; and for some Pork a little

Mess pork, per bbl Clear pork, " Plate beef, " Domestic beef, per Western beef, " Mutton, " Veal, " Lamb, " Pork, " Hams, " Rolls, " Lard, pure, tubs, " pails, " Refined lar, tubs, " pails.

BUTTER

and full price easier.

Creamery butter... Best dairy butter... Good dairy tubs... Fair

EGGS—Pri

tained. Eggs, strictly fresh. Eggs, fresh... case stock...

CHEESE

are lower th and tendency demand; at bought to su quantity wu Cheese, per lb....

MOIS

Canadian b ago advised put a larger their butter cession of th the British l show that it this questio show also tl is popular at dryness, is before being difficult to h kept high un adulteration

FLOUR AND CEREAL FOODS

There is practically nothing to report since our last issue. There have been slight fluctuations on the market, but at the close no material change from our last quotations. Farmers are now engaged in seeding so that there are very few deliveries of wheat at mills, which is a great factor in keeping all local prices firm.

Advices from Manitoba say: "The wheat is nearly all in. Another week of fine weather enabled farmers to get ahead rapidly with this work and by Saturday night from eighty to ninety per cent. of the wheat seeding was done. At a number of points in the older parts of Manitoba the work was entirely completed. Already some of the wheat is above ground. A fine warm rain on Wednesday gave it a good start. No more favorable season has been experienced in Manitoba for a long time."

Export inquiry for flour has generally been disappointing, bids being much below what dealers are prepared to accept. Montreal reports, however, that bids of 22 shillings for 90 per cent. Winter wheat flour have been accepted. Millers, on the other hand, are not showing great readiness to offer freely at prices to let out at that.

It is understood that the Canadian Northern Railway will begin very soon the construction of its proposed grain line from the French River to Montreal. This road, which will run through Ottawa and down to Hawkesbury, will, as a matter of fact, constitute Mackenzie & Mann's first link of the system which, within a comparatively short time, will extend from the St. Lawrence to Port Arthur, and then to the Saskatchewan River.

The first shipments of Manitoba wheat across the lakes have been received at all the ports except Collingwood and Meaford, and the grain is now being rapidly hurried forward to the mills throughout the country. Some of them were shut down for want of it, and it is well for them that navigation opened a couple of weeks earlier than it did last year, or they might have been seriously inconvenienced.

MONTREAL MARKETS.

FLOUR—Flour continues to move in a way that means good business for all concerned. Since the opening of navigation there has been a good steady business. Trade with Newfoundland is now well under way and good shipments are being made daily to the United Kingdom and other points throughout the world. Royal Household has been advanced to \$1.60, but otherwise the prices do not show any change.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00

Royal Household.....	4 60
Glenora.....	4 10
Manitoba spring wheat patents.....	4 50
" strong bakers.....	3 90
Buckwheat flour.....	2 00
Five Roses.....	4 50

GRAIN—Grain generally is moving very well. Peas are perhaps as good as any other grain as far as demand goes. They are now up to 78½c. Oats, while not in great demand, are firm. Corn is very quiet in most quarters.

No. 4 barley.....	0 50
Rejected barley.....	0 48½
No. 2 white oats.....	0 41
No. 3 white oats.....	0 40
No. 4 white oats.....	0 39
No. 3 yellow corn.....	0 58
No. 2 peas, basis 78 per cent. points.....	0 78½

ROLLED OATS—There is practically nothing new to be stated in connection with the rolled oats market. Conditions prevailing show no change and it is still very hard to obtain uniform prices.

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

FEED—Bran has experienced its annual "Spring drop" and is now obtainable from \$18 to \$18.50, for either Ontario or Manitoba. Some millers are asking a little higher but they state their intention of coming down to the present prices any day. Bran is naturally slow at these prices since the grass has begun to grow. Shorts and feed are going very well.

Ontario bran.....	18 00	18 50
Ontario shorts.....	20 00	21 00
Manitoba shorts.....	20 00	21 00
" bran.....	18 00	18 50
Moullie, milled.....	21 00	24 00
" straight graded.....	25 00	28 00
Feed Flour.....	1 20	1 25

HAY—The market is very little changed since last week. Shipments continue to go out now that navigation is in full swing and trade is rather good all round. Reports from the United Kingdom state that there is a steady market and quotations range from 60s. to 61s. c.i.f. Liverpool.

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

TORONTO MARKETS.

FLOUR—The local trade has been continuing good; prices remain firm at previous quotations. There have been some slight fluctuations during the week, but at finish prices recovered and remain at previous week's quotation.

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

GRAIN—Market has been more steady since our last report. There is very little wheat in millers' hands; practically all is held by farmers, and deliveries are slow on account of seeding operations.

(F.o.b. elevator; Fe. more N. Bay)	
Manitoba wheat, hard, No. 1, nominal.....	0 86
" Northern No. 1.....	0 84
" No. 2.....	0 81
" No. 3, nominal.....	0 81½

Red, " per bushel, 78 per cent. points.....	0 80
White, " " " ".....	0 80
Mixed, " " " ".....	0 79
Spring, " " " ".....	0 75
Go-se, " " " ".....	0 75
Barley, No. 1, " " " ".....	0 51
" No. 2, " " " ".....	0 46
" No. 3, " " " ".....	0 46
Oats, white, " " " ".....	0 37
" mixed, " " " ".....	0 36

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

Oatmeal, standard and granulated, carlots, on track, per bbl.....	nominal	4 50
Rolled wheat in boxes, 100 lbs.....	"	2 25
" 50 lbs.....	"	1 20
Rolled oats, standard, carlots, per bbl., in bags.....	"	4 60
" " " " in wood.....	"	4 25
" " " " for broken lots.....	"	4 20

BUSINESS PERSONALS.

Fred Fowler, produce merchant, Montreal, has returned from England.

T. H. Ryan, of D. A. Macpherson & Co., Montreal, is back from New York.

Mr. Ganong, M.P., of Ganong Bros., manufacturers of Surprise soap, St. Stephen's, N. B., was in Toronto last week.

J. Bailey, Lindsay, Ont., is seriously ill with stomach trouble, and Mrs. Bailey is in the hospital suffering from an attack of pneumonia.

Thos. Haywood, of Orillia, Ont., is away with his usual party of good fellows on their annual ten days' fishing trip. One of the number is J. B. Tudhope, M.P.P.

Mr. Lovegrove, of Lovegrove & Scratch, Amherstburg, Ont., was in the city this week. He is on his usual three weeks' fishing vacation. Here's hoping he had a fine run of luck with the speckled beauties.

Robert Greig, of the Robert Greig Co., Limited, Toronto, was in Montreal this week on his way to the Maritime Provinces. In an interview with The Canadian Grocer Mr. Greig stated that business was excellent up west and that new agencies introduced were booming.

A. T. Claxton, the western representative of H. P. Eckardt & Co., Toronto, has arrived back from a three months' trip and reports business very brisk all over the west. Settlement is progressing most actively, he says, along the railway between Calgary and Edmonton.

James Vair, Barrie, Ont., one of the best known grocers north of Toronto, has returned from a visit to his son William in California. Wm. Vair, who was associated with his father's business for some years, found better health in the west and has started business there.

Mr. Heath, of Rodewell & Heath, tea brokers, Colombo, Ceylon, was in Toronto last week. He was on his usual biennial trip to America. Mr. Heath is one of the best informed men in the tea business anywhere, and his visit is always a pleasure for the tea houses on this continent.

Fred Grasley, for some years chief clerk in James Vair's big grocery, Barrie, Ont., has gone on the road. He will represent McLaughlin & Co., of Owen Sound, on the north shore route. No one who knows him doubts Mr. Grasley's success, but they just all hope it will be so great as to surprise even himself.

B. E. Miller made a pioneer trip into Muskoka, Ont., for Red Rose tea. He

per cent. points	0 80
"	0 80
"	0 79
"	0 75
"	0 75
"	0 51
"	0 46
"	0 46
"	0 37
"	0 36

REALS—Little of red since our last been only of mod-ces continue merely

ated, carlots, on	nominal 4 50
"	2 25
"	1 20
er bbl, in bags	4 60
"	4 25
for broken lots	4 20

PERSONALS.

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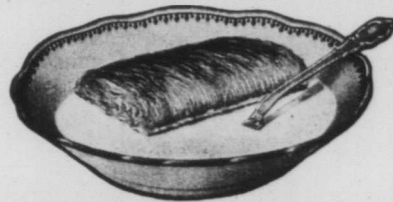
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"It's All in the Shreds"

SHREDDED WHEAT TALK

By AN UP-TO-DATE GROCER

Shredded Whole Wheat is the one staple cereal food better known than all the others.

You can grind up any old thing and call it a "breakfast food," but you can't make Shredded Whole Wheat that way.

It keeps better than any other cereal. It is not "treated" or "flavored" with anything and hence does not deteriorate.

It is ready-cooked and ready-to-serve, requiring only a slight warming in the oven to restore crispness.

It is economical. Contains more nutriment than meat or eggs and costs much less.

The shredding process makes it the most easily digested of all the cereal foods.

It is good for any meal any day in any season in any climate.

It has larger culinary uses than any other cereal food. Hundreds of dainty and palatable dishes may be made with it.

It is the purest and cleanest cereal food, made in the cleanest and finest industrial building in the world.

"Made in Canada"

The Canadian Shredded Wheat Co.,

NIAGARA FALLS, ONT.

Limited

The food most suited to the brainy Canadian is

CANADA FLAKES

To produce the clear head and the strong arm nothing equals our Canadian Wheat properly prepared for the stomach. It is said that a diet of white bread alone will starve a dog to death—because the best part of the wheat has been fed to the cattle and the bread got only the white refuse.

Every atom of the good wheat goes into Canada Flakes. The Malt Extract and Maple Syrup add to the palatability and the tonic effect.

You know Canada Flakes must be good. Recommend it.

Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Sales Agents

71 Jarvis Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT

OFFICES

WINNIPEG
GODERICH
BRANDON

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

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR



When your Customers ask for Mince Meat give them

NICHOLSON'S MINCE MEAT

They will then come back to your store for the second order.

NICHOLSON'S MINCE MEAT is in greater demand than ever: which shows that the people will have the pure goods, doesn't it?

Where do you stand as regards—

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

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL JOBBERS

3/4-lb. tins—3 doz. in case.

left his footprints on the rocks all right and labeled them for the tourists to read as they row. This is the travelers' season in Muskoka. When he blew into Rosseau, D. W. Grant welcomed him with "Well, I'm glad you're not a confectionery man. I think I've had 15 of them here this week already."

THE BREECHING BROKE.

John Hegdon, of John Sloan & Co., met with an accident while driving between Paisley and Chesley Tuesday of

last week that kept him in the house ten days. He was driving and going down a hill the breeching broke, letting the rig onto the horse's heels. The animal proceeded to demolish the buggy, and having effected that to its liking, ran away. Mr. Hegdon was thrown out and his leg was injured. The driver was able to go after the horse. Mr. Hegdon is one of the most popular men on the road and his genial smile and sunny

CANADA IN TRINIDAD MARKETS.

In their March 30 review of the Trinidad markets, the latest mail advices here, Gordon, Grant & Co., of Port of Spain, say:

"New York millers seem now to recognize that Canadian and other flours are becoming serious competitors, and in consequence have recently materially reduced their quotations. Canadian milling, particularly, is working its way into public favor, and if keeping quality is improved the demand for it is sure to increase."

"Quotations (cargo prices, duty paid, wholesale rates):

Flour, family, per barrel...\$5.65 \$5.80
Flour, extra 5.40 5.60
Flour, superfine 4.00 4.40
(Duty .80 a bbl.)

"Oats are saleable at quotations.

"Quotations, (duty paid, wholesale rates):

Oats, white, 4 bush. bag
160 lbs.\$2.80 \$2.85
(Duty, .08c. per bush.)

"Lumber and Cooperage Materials—Stocks of all kinds low and prices ad-

vancing. Although several shipments of Nova Scotian pine and spruce have been offered from Barbadoes, no sales have resulted.

"Quotations (duty paid, wholesale rates):

Lumber, W. P.—N.S., per
M ft..... \$26.00 \$27.00
Lumber, spruce, per M ft. 18.00 20.00
Lumber, P. P., assorted
sizes, per M. ft..... 40.00 45.00

"Last sales of potatoes were at 85c. ex Liverpool steamer, and up to \$1.50 for choice Canadian. Stocks of onions and garlic are light, and last sales for the former from Bermuda were at \$2.50 to \$2.50 for loose.

"Quotations (duty free):

Potatoes, per 100 lbs.....\$0.80 \$1.00
Onions, per 100 lbs..... 2.00 2.50

Canada last year imported 2,431,622 cocoanuts, equal to more than two-thirds of the Trinidad crop, and got them nearly all from the West Indies. Gordon, Grant & Co. say: "A good demand still continues, but there is little of the fruit available, the bulk of the year's output being already under contract for shipment to America."

But a comparatively small proportion of Canada's supply of cocoa and its products comes from the West Indies—\$62,620 out of \$744,637. Gordon, Grant & Co. say of the Trinidad cocoa crop and outlook:

"Deliveries still continue very meagre and the almost entire absence of rain in most districts, besides having the effect of withering the young fruit, delays the ripening of the larger pods and makes crop prospects generally disappointing. Under most favorable weather conditions from now onwards, important supplies cannot be forthcoming for months to come, and the extent of next regular picking is likely to fall short of what appearances indicated earlier in the season. Quotations for any little lots offering are firmly maintained at \$11 to \$11.25 for ordinary to good red grades, and up to \$11.75 for fine estate descriptions. Exports during the fortnight amount to 3,850 bags, of which 1,114 went to the U.S., and from 1st October to date, shipments total 126,143 bags, as compared with 95,020 bags for the corresponding period of last year."

DANGER FROM FIRE.

The ripening rooms for fruit at Bonsecours market, Montreal, were discussed at a meeting of the market committee of the Montreal council this week. The chief of the fire department and the city building inspector claimed that these rooms, twenty-nine in number, presented a danger through fire. In these rooms fruit is placed to ripen, the process being aided by the use of gas, wherein lies the danger. It was recommended that cement floors and asbestos walls be used if these rooms are to be allowed. Steps will be taken to see what can be done in this direction.

WILL HAVE A GOOD EXHIBIT.

It is the intention of Bode's Gum Co. to make their exhibit at the pure food show to be held in Montreal this month one of the finest ever seen in Canada and every effort is being made to bring about this end.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The McLEOD MILLING CO., Limited
Stratford, Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

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

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. **DELHI, ONT.**

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

Rolled Oats—Prompt Delivery
We deliver your order to the railway the same day we receive it and we trace the shipment if you want your Rolled Oats quick.
Woodstock Cereal Co., Ltd.,
WOODSTOCK, ONTARIO.

BUSIN

- E. T. Yates,
- A. Absalom
- E. B. Buty,
- Beckett Br
- N. & A. I
- have dis
- Hunter Bro
- have obtained
- D. S. Shaw,
- retiring from l
- T. H. Gotha
- out to C. O.
- Heroux & (
- Rivers, Que.
- Oliver Rich
- Que., sold to l
- Duncan Me
- Wyoming, On
- Charles Lo
- Dauids, Ont.,
- W. H. Bam
- sold out to A
- Joseph D'A
- Rimouski, Qu
- Tellier & l
- Berthierville
- Joseph Bou
- Les Ebouleme
- Hilliker Br
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- Moore &
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- The Ontario
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BUSINESS CHANGES.

E. T. Yates, Elfrida, Ont., succeeded by A. Absalom.

E. B. Buty, grocer, Toronto, has sold to Beckett Bros.

N. & A. Lalonde, bakers, Montreal, Que., have dissolved.

Hunter Bros., Limited, Barrie, Ont., have obtained charter.

D. S. Shaw, grocer, McLean, Sask., retiring from business.

T. H. Gothard, Trenton, Ont., has sold out to C. O. Simpson.

Heroux & Gauthier, grocers, Three Rivers, Que., dissolved.

Oliver Richard, grocer, Sherbrooke, Que., sold to Phil Zakaib.

Duncan McIntyre, general merchant, Wyoming, Ont., sold out.

Charles Lowery, Kingston and St. Davids, Ont., has sold out.

W. H. Bannister, Waverley, Ont., has sold out to Anderson & Co.

Joseph D'Anjou, general merchant, Rimouski, Que., assets sold.

Tellier & Farley, general merchants, Berthierville Que., assets sold.

Joseph Boudreault, general merchant, Les Eboulements, Que., assets sold.

Hilliker Bros., general merchants, Renfrew, Ont., retired from business.

Moore & Hall, general merchants, Olds, Alberta, sold to L. S. Doyle.

The Ontario Cuban Fruit Co., Limited, London, Ont., have obtained charter.

Magog Restaurant, groceries, etc., Magog, Que., Louis Brouillette registered.

James Andrew, baker, Toronto, Ont., has admitted J. Aitken to partnership.

Jones Bros., general merchants, Ninga, Man., have removed to Saskatoon, Sask.

The Farmers' Economic Supply Store, Waskada, Man., have gone out of business.

W. F. Abbott & Co., produce, etc., Winnipeg, Man., have gone out of business.

W. L. Cherry, general merchant, Gordon Lake, Ont., business advertised for sale.

W. R. Lee, confectioner, Norwood Grove, Man., is advertising business for sale.

Jos. Hadden, general merchant, Bethany, Ont., has assigned to Richard Tew.

Geo. Rotarn, grocer, Regina, Sask., stock advertised for sale by sheriff, 1st prox.

C. W. Clifton & Co., general merchants, Beulah, have sold to W. J. Shepard.

J. A. Hewson, general merchant, MacLeod, Alta., selling out to J. H. Peard.

F. W. Giles, general merchant, Pettapiece, Man., succeeded by Giles & Barnes.

A. Gray Nelson & Co., grocer's specialties, Montreal, Que., have dissolved partnership.

Lecours & Frere, general merchants, Levis, Que., dissolved business continued

by Jos. Adelard Lecours, style unchanged.

J. Legault, grocer, St. Genevieve, Que., assets were to have been sold on the 9th inst.

Draper & Mitchell, grocers, Brandon, Man., have sold out to A. Coates, Brandon, Man.

W. E. Hippey, grocer and baker, Indian Head, Sask., has been succeeded by G. Widner.

G. W. Kemp, general merchant, Smith's Falls, Ont., assets to be sold by tender.

Fawdrey & Rogers, general merchants, Innisfail, Alta., have assigned to A. A. Carpenter.

Wm. Lowery, general merchant, Westboro, Ont., has been succeeded by Hamilton & Hill.

P. Laberge & Co., hay, grain, etc., Montreal, Que., Adelard Laberge, of Beloeil, registered.

Balgonie Trading Co., general merchants, Balgonie, Sask., has sold out to Brotman & Cahan.

Fanny Brotman, general merchant, Balgonie, Sask., has been succeeded by Brotman & Cahan.

Lyseng & Hendrickson, general merchants, Camrose, Alta., have sold out to Charles Peterson.

J. Aronovitch, general merchant, Hamiota, Man., has been succeeded by Mrs. E. J. Abbott.

Joseph St. Amant, general merchant, Tetu, Que., assets were to have been sold on the 11th inst.

Wilson Knapp, grocer, Smith's Falls, Ont., meeting of creditors was to have been on the 4th inst.

Masterson, Griffith & Co., general merchants, Trout Lake, B.C., are advertising business for sale.

Bell Bros., general merchants, Kazabazua, Que., offering to compromise at 40 cents on the dollar.

R. T. Holman, general merchant, Summerside, P.E.I., has been succeeded by R. T. Holman, Limited.

Buffalo Lake Trading Co., general merchants, Lamerton, Alta., creditors to file claims before June 15.

Gibson, Bray & Porter, general merchants, Shebo, Sask., have been succeeded by the Great West Trading Co., Limited.

N. Quintal & Fils, wholesale grocers, Montreal, dissolved, business continued by N. Quintal & Fils, Limited, J. Edmond Quintal, president.

Barlow Coates, Robert McMurray and James H. Saunders have registered under the style of McMurray, Saunders & Co., general merchants, Lenoxville, Que.

COMPANIES INCORPORATED.

Provincial charter has been granted to the J. W. Young Company, Limited, to buy, sell, manufacture and deal in animal by-products, and to carry on a general abattoir business, oil refinery and reduction works. The share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head of-

office of the company to be at the city of Toronto, and the provisional directors of the company to be James William Young, George Arthur Young, Thomas Maloney, Charlotte Elizabeth Young and Thomas Alfred Rowan.

Provincial charter has been granted to Rutledge & Jackson, Limited, to purchase, acquire and carry on the business now owned and carried on by Rutledge & Jackson at the town of Fort William and to assume the indebtedness thereof, and to manufacture, buy, sell and deal in goods, wares and merchandise. The share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to be at the town of Fort William, and the provisional directors to be Clarence Hugh Jackson, Albert Ernest Rutledge and Hugh Jackson.

Provincial charter has been granted to Bartle Fruit Growers' Syndicate, Limited, to carry on the business of fruit growers and to deal in all kinds of fruits, with incidental and subsidiary powers. The share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be John Frederick Holliss, Thomas Hubert Wilson and Gordon Richard Brady.

FIGURES FOR RUSSIAN TRADE.

Russia in 1903 was the third largest contributor to the world's supply of foodstuffs, following the United States with the British Empire an easy first. But as a seller of grain and grain products, Russia stood pre-eminently first.

Russia's trade returns were not included in the report of the Department of Trade and Commerce for 1905, but they have since come in and will be published in the next monthly report of the department. The figures are for 1902 and 1903, and evidence a very large increase in trade both in imports and exports, over 16 per cent. in the latter and about 14 per cent. in the former.

Russia imported in 1903 goods to the value of \$351,060,050. The principal articles in the order of value were: Raw cotton, tea, metal manufactures, agricultural machinery, wool, coal, India rubber and gutta percha, fish, raw silk, woolen yarn, chemicals, and plants and seeds.

The exports were larger by \$164,547,135, the amount being \$515,607,187. Chief of these was breadstuffs aggregating \$247,312,785, including 152,969,400 bushels of wheat at 73 1-2 cents a bushel; flax, \$41,081,550; eggs, \$26,310,835; oil and petroleum, \$27,133,805; wood of all sorts, \$34,148,620; sugar, \$12,966,155; butter, \$16,501,115.

Russia's principal customer for both selling and buying is Germany; Great Britain comes next and Holland third.

These returns show Russia before the war and the political upheaval. The returns for 1904, 1905 and 1906 will be still more interesting.

PINE APPLES

Our shipments are sure money makers, **EVERY PINE** being in shape to **SELL**.

LEMONS

This week's Montreal Sales ex S.S. Bellona will be personally attended. Particular attention will be paid to selections bought. We want your Lemon business this summer. Write for prices.

McWILLIAM

Mc. AND E.

EVERIST

STRAWBERRIES—Fresh daily.

TOMATOES—Fancy Floridas.

CELERY—Last car of Florida stock.

CABBAGE, POTATOES.

ONIONS—Egyptian, 112-lb. sacks.
Texas Bermudas, 50-lb. crates.

25-27 Church St., TORONTO

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.
INGERSOLL

Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

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

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

THE...

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The general condition of trade has shown little change since our last review. The present time is one of between seasons. Citrus fruits are now drawing near a close, but are still in good supply, with prices well maintained. Oranges have, this season, had an exceptionally good run; quality has been uniformly good, and prices right for encouraging trade.

Montreal has kept steadily ahead right through. Strawberries are arriving in fair quantities and commanding good prices.

Receipts of California citrus fruits on the New York market was of fair quantity during the past week. The total sales were 175 cars, of which 168 were mixed oranges, navels and bloods; one car was grape fruit and six were lemons. A good portion of this week's receipts of navels showed age and decay. The market has been very weak on poor stock, but firm on good, sound fruit. Friday's sale showed considerable improvement, and there were some advances recorded.

The apple season has, of course, closed, but a limited quantity is seen on market. Many of the export buyers are taking their usual trip to the European Continent, previous to opening of the new season.

It is very doubtful whether many people in Canada whose attention has not been specially called to the subject are aware of the value and possibilities of development in the trade in apples, and also of the fact that any negligence, much less suspicion of fraud, on the part of exporters, is almost certain to result in the loss of several millions a year, falling chiefly on the farmers of the Dominion of Canada.

Many portions of Canada are peculiarly adapted to the growth of apples of very superior quality, and yet it is a fact that to-day many thousands of farmers hardly make out of their orchards enough to pay the cost of picking and packing the fruit, whereas under proper management they might easily be put in possession of an income of from two to five hundred dollars each. We do not now speak of fruit farmers, but of the products of the ordinary orchards of fairly good size, such as exist to-day in many portions of Canada, and especially of Ontario and Nova Scotia.

It is hardly too much to say that Canada is capable of producing an almost unlimited quantity of the best apples in the world, or at least apples that would certainly stand in the very front rank. In 1904 our export of apples amounted to not less than four and a half millions of dollars, which might easily be doubled or trebled. Here is a

trade which ought to amount to eight or ten millions a year.

CANADIAN APPLES IN LONDON, ENGLAND.

The Nova Scotia apple season is now near its close, and in a few weeks the shipments from the Antipodes will be in possession of the market.

"As the Canadian season is on the wane, I obtained from a leading London, England, importer, his views on the results obtained. As regards the Ontario apples, he said, the earlier varieties were in many cases badly packed. Where they were tightly packed they realized very fair prices. The later varieties, such as Baldwins, Spys, Greenings and Ben Davis, have, on the whole, obtained high prices. Of course, as usual, the great bulk of the Ontario apples have been sent to Liverpool, and London appears to be handicapped by the apples not being delivered in such a good condition here as they get them in Liverpool. In some varieties the prices in London have been equal, if not higher, than those in Liverpool, but in the other sorts, especially for the late apples like the Golden Russet, Liverpool has ruled higher than London. This is to be attributed, I think, to the fact that the Liverpool consignments have arrived in a better condition than those coming direct to London. There has been a noticeable improvement in the quality and condition of the Kings arriving from Ontario this season. It has rather decidedly been on the increase to ship No. 3 variety (single X). In a season like the one we have just finished, when there has been a great shortage of home grown fruit, it may possibly pay the shippers to send the No. 3 variety. It is a question as to whether in a moderately cheap season it will pay them to send common grade apples such as these.

To Prevent Bruising.

"As regards the packing, there has been a greater use this season of the corrugated pulp heads in the barrels. This is the finest thing which could possibly be used to prevent the bruising of the fruit, especially for the soft varieties. Taking the Nova Scotia apples altogether these have been rather disappointing, not so much as regards price as quality. This, of course, has more particularly affected the trade here, for London is by far the largest receiver of Nova Scotia fruit. The Gravensteins started off very badly, and I should say they were the worst quality of this variety seen in London. It appears almost as if this variety were deteriorating. The Ribstons were mostly fair, but a great

number of the The Kings, as a rule, is not so very little of greenings have, many of them, and we can't say. It seems when in this case. We can't say. We can't say.

"There is no doubt for cultivating are successful. There have been of Wellingtons these were kept should be sent. The Ben Davis medium quality been very inferior. Ben Davis from Nova Scotia.

CAR STR.

At a fruit auction April 30, a car from 19c. to 2

MONTRE

GREEN FRUITS. S.S. Bellona and lemons from countries has consisted of lemons were in excellent condition. Berries have been present indicate

Messina blood oranges
Navels, per doz.
Dates, per lb.
Bananas, per doz.
Cocoanuts, per bag of
Pineapples, per doz.
Apples, per doz.
Lemons, per box
Jamaica oranges, per
Spanish onions, cases
Egyptian onions, per
New South Wales berries, per

VEGETABLES

ing very good large shipment quickly cleared. Market in general, this week, little more rest. Florida cabbages are in count of increase.
Potatoes, per bag ...
Parsley, per doz. bunch
Spinach, per doz.
Savory, per doz.
Green peppers, per lb.
Home-grown cabbage
Cabbage, Florida, lb.
Tomatoes, Florida ...
Egg plant, per doz.
Red onions, bl.
Turnips, bag, per doz.
New turnips, per doz.
Water cress, per doz.
Grand Rapids lettuce

Boston lettuce, per d
New Bermuda potato
Florida celery, per on
Spinach, per bbl.
Cucumbers, per doz.
New potatoes, per bush
Mushrooms, per lb.
Carrots, per bag.

number of them showed signs of spot. The Kings, as a rule, were very good indeed. I am glad to notice that sun scald is not so prevalent, for there was very little of it to be seen this year. Greenings have been very unsatisfactory, many of them having been held too late. Manns have not been satisfactory and we consider this a dangerous apple. It sometimes turns black, and when in this condition it is almost unsalable. We consider the Stark a far more preferable apple.

A Departure.

There is now a movement in progress for cultivating some of the sorts which are successfully grown in England.

There have been a few good samples of Wellingtons arriving, but many of these were kept too late. The apple should be sent in not later than Christmas. The Baldwins have been of a medium quality whilst Ben Davis have been very inferior indeed. The Ontario Ben Davis is far ahead of those from Nova Scotia.—Acadian Orchardist.

CAR STRAWBERRIES SOLD.

At a fruit auction held in Montreal on April 30, a carload of strawberries sold from 19c. to 22c.

MONTREAL MARKETS.

GREEN FRUITS—The arrival of the S.S. Bellona with a cargo of oranges and lemons from the Mediterranean countries has brought changes in the state of the fruit market. The cargo consisted of lemons and oranges which were in excellent condition. Strawberries have taken quite a drop. Prices will be unsteady for some few days from present indications.

Messina blood oranges, half box.....	1 65	1 80
Navel.....	3 75	
Dates, per lb.....	0 04	
Bananas.....	1 85	2 25
Cocconuts, per bag of 100.....	3 25	
Pineapples.....	3 00	3 25
Apples.....	4 00	6 00
Lemons, per box.....	2 75	
Jamaica oranges, per bbl.....	4 50	
Spanish onions, cases.....	2 75	
Egyptian onions, per 112-lb. bag.....	2 50	
New st awberries, per small basket.....	0 11	0 15

VEGETABLES—Business is continuing very good. Dealers are receiving large shipments every day and these are quickly cleared out. Canadian vegetables are now beginning to come on the market in greater quantities, and, of course, this will help to make prices a little more reasonable than they now are. Florida celery is cheaper and cucumbers are also down a little on account of increased arrivals.

Potatoes, per bag.....	0 70	0 80
Parsley, per doz. bunches.....	0 40	
Sage, per doz.....	1 00	
Savory, per doz.....	1 00	
Green peppers, per basket.....	1 00	
Home-grown cabbage, per bbl.....	0 75	1 25
Cabbage, Florida, bbl. crates.....	3 25	3 50
Tomatoes, Florida.....	4 50	5 00
Egg plant, per doz.....	2 00	3 00
Red onions, bbl.....	2 75	3 00
Turnips, bag.....	0 50	0 60
New turnips, per doz.....	1 50	
Water cress, per doz.....	0 75	
Grand Rapids lettuce, per box.....	2 00	2 25
per doz.....	0 60	0 75
Boston lettuce, per doz.....	1 40	1 60
New Bermuda potatoes, per bbl.....	7 00	8 00
Florida celery, per crate.....	3 50	
Spinach, per bbl.....	2 50	2 75
Cucumbers, per doz.....	1 00	
per basket.....	4 00	4 25
New potatoes, per bbl.....	7 00	7 50
Mushrooms, per lb.....	6 80	
Carrots, per bag.....	0 50	

Texas Bermuda Onions

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

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

EGYPTIAN ONIONS

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

WHITE & CO., LIMITED

TORONTO and HAMILTON

LOOK—AHEAD

ST. NICHOLAS NOVEMBER OUTS

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

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

Keep Trade Alive With New Goods

BERMUDA ONIONS (better than Spanish), per case (50-lb.) \$2.00
PINEAPPLES, 36, 30, 24 (ripe and sound), per case, \$3.25.
STRAWBERRIES (large quart boxes, 32 to case), per quart, 13c. to 17c.
 Full lines of all Fruits, Vegetables and Fish in season.

THE F. T. JAMES COMPANY, Limited

76 Colborne St. TORONTO Wire, Phone, or Mail your Orders
 33 Church St.

EGYPTIAN ONIONS—Two carloads due.

STRAWBERRIES—Carloads every few days. **PINEAPPLES**—Carloads weekly.

Quality the best. Prices right.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

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

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

CABBAGE, LETTUCE, RHUBARB, Etc.

DON'T BE DECEIVED

by the plausible arguments of salesmen into buying what will not be the best for you. Any Jam not labelled "compound" is supposed to be pure, but this is not always the case.

What then are you going to do for protection? —Demand a guarantee as to purity within the meaning of the Adulterated Foods Act.

I am prepared to give such a guarantee and to stand by every package of my goods sent out, the seal of which is unbroken.

The Government Analyst has pronounced the E. D. S. Brand to be pure.

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.



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

PINEAPPLES

In Beautiful Condition.

18s, 24s, 30s, 36s and 42s.

HUGH WALKER & SON

ESTABLISHED 1861

GUELPH, ONT.



This design a guarantee of quality.

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STRONG, TOUGH AND STIFF
Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

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Winnipeg Storage in BOND or FREE

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

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PRATTS ASTRAL LAMP OIL

Sold in all countries and recognised as the
highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

New carrots, per doz.	6 75
Horse radish, per lb.	6 15
Radishes, per doz.	4 50
New beets per doz.	5 00
Green spring beans, per basket.	5 00
Wax beans.	6 00
Asparagus, per doz.	7 00 50

ONTARIO MARKETS.

GREEN FRUITS—The fruit trade, which basked in last week's sunshine, this week is a little chilled and not quite so active. Strawberries and pines are however, coming forward in earload lots, so that consumption must be pretty general. The fruit this year is of fine quality. Car lots of berries are arriving daily and auctions are held every morning. The orange market is slightly firmer for Californias as the season is nearing a close. The first auction of a fruit cargo this season in Montreal was held yesterday on arrival of the S.S. Bellona with direct importations from Messina with Messina, Maiori and Sorrento lemons, Cantania, Sorrento, bloods and oval oranges.

Oranges, California, 96's to 216's, per box	4 00
" " 250's to 324's, per box	3 75
" Mexican, 126's to 250's, per box	2 75
" Valencia, ordinary 420's.	4 75
" " large, 420's and 714's	5 75
" " Blood, 200's, 324's.	3 50 4 00
Lemons, Messina, 300's 360's, per box	2 75 3 25
Limes, per crate	1 25
Apples, Spies XXX, per bbl	5 00 5 50
" " XX, per bbl	4 00
" Baldwins, XXX, per bbl	4 50
" " XX, per bbl	3 75
" other Winter varieties, XXX, per bbl	4 00
" " XX, per bbl	3 00 3 50
" farmers', per bbl	2 00 3 00
Bananas, per bunch,	1 75 2 35
" green, loose	1 50 1 75
Red bananas per bunch	2 50 2 25
Strawberries 32 quart crates, per quart box	0 14 0 16
Strawberries, pints, Louisiana	0 13
Pineapples, Cuban 18's, 24's, 30's, 36's, per case	3 50
" " 42's, per case	3 00 3 25
Grape fruit, Florida, 28's to 64's, per box	5 50 6 00
Cherries, California white heart, 30-lb. box	3 00

VEGETABLES—As the season advances and production increases, prices tend inevitably downward. This week has brought lower prices for new potatoes, new carrots, celery, asparagus and tomatoes. The Canadian asparagus is in and is quickly displacing the imported. Texas onions, grown from Bermuda seed, are on the market and constitute the only addition to the list besides the Canadian asparagus. Vegetables are moving freely into consumption. White old potatoes are marked 15c. higher and new cabbage is up.

Potatoes, kiln dried sweet, bushel hamper	2 00
" Delaware, per bag	1 00 1 15
" Silver Dollar, per bag	0 75 0 80
" Ontario, per bag	0 75 0 80
New potatoes, Bermuda, per bush	2 50
Onions, per bag	1 00 1 15
" Egyptian, per sack 100-115 lbs	2 50
" Bermuda, 50-lb. crates	2 25
" Texas Bermuda, 50-lb. crates	2 25 2 50
" green, per doz. bunches	0 12
Cabbage, per bbl	1 50 2 50
" new South Carolina, per crate	2 75 3 25
Wax and green beans, per bush, hamper	3 00 4 00
Beets, per bush el.	1 00 1 25
" new, per doz. bunches	0 40 0 50
Carrots, per bag	0 40 0 50
" new, 5 to 6 doz. in box	2 25 2 50
Lettuce, per doz. bunches	0 35
Radish, per doz.	0 45 0 50
Cucumbers, Boston, per doz	1 75 2 00
" Florida, per hamper, 5 to 7 doz	4 50
Mushrooms, 1-lb. boxes, per lb	0 80
Celery, Florida, per case	3 50 3 75
Asparagus, per doz. bunches	1 00 1 50
Beans, white, prime, bush	1 75
" hand-picked, bush	1 50
" Lima, per lb.	0 07
Tomatoes, Florida, 6 basket crates	4 00 4 50
Rhubarb, 1 doz. bndls	0 90 1 20
" bush, box	1 75
Spinach, bush	0 75 1 00
Leeks per doz	0 25
Artichokes, per bag	0 50 0 90
Parsnips,	0 50 0 75
Watercress, per doz. bunches	0 20
Egg plant, per doz	1 55
Peppers, green, per small basket	0 75 0 85
Parsley, per doz	0 30
Turnips, per bag	0 35
Mint, per doz	0 25

HEADQUARTERS

For Canned Goods and Jams

ALL KINDS OF CANNED FISH, FRUITS, VEGETABLES, JAMS AND JELLIES

CONSTANTLY IN STOCK
PROMPT SHIPMENT. CLOSE PRICES

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NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

- ¼ Oils, Sanitary Can, 100 tins to case
- ¼ Oils, Handmade Can, 100 “
- ¼ Mustard, 100 tins to case
- ¼ Tomato, 100 “
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Connors Bros., Limited

Black's Harbour, N. B.

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King Oscar Sardines



Choicest Small Fish
Pure Olive Oil
No Scales or Bones

Handsome Package
Moderate Price
Quick Seller

THE ORIGINAL AND THE BEST.
OBTAINABLE THROUGH MOST WHOLESALE HOUSES

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MAKING IT EASY FOR THE DEALER

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

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

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

Insist on your wholesaler sending you

MONTERRAT LIME JUICE

**You Cannot
Ignore Profit**

Tobler's Chocolate

yields you, by the case, in one instance 33% and in the other 78%.

As the consumer gets 100% for his money you can readily understand why Tobler's sells and sells and sells, while other makes simply sell.

If profit is the point with you

Tobler's Chocolate

will head your order sheet every time.

Remember, "wherever there's a desire for chocolate there's need for Tobler's."

STOCK UP!

Maclure & Langley

AGENTS Limited

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

FOR

**QUALITY,
TASTE,
FINISH AND STYLE**

**STEWART'S
Chocolates and Bon-Bons**

Are Positively Unequalled.

THEY ARE IN A CLASS BY THEMSELVES.

MADE ESPECIALLY

for you and your trade.

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

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STEWART COMPANY
LIMITED
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CANADA:
No better
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MOTT'S:
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Chocolate

Bought for Quality

because
QUALITY has always
been the principal
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MOTT'S

"Diamond"
and
"Elite" brands of

Chocolate

Sold throughout Canada
by all jobbers, or

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

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COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

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Cream Bars, and

**Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

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The pean called groun the French, doubtful na tivated in t posed to be Africa.

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BISCUITS AND CONFECTIONERY

THE COMMERCIAL VALUE OF THE PEANUT.

The peanut, *arachis hypogaea*, also called groundnut, pinder, gouber and by the French, pistache de terre, is of doubtful nativity, being generally cultivated in tropical countries, but is supposed to be indigenous to Western Africa.

The Way the Fruit Forms.

The plant is a trailing, diffusely branched annual. After the flower falls away the forming pod is forced into the ground by the elongation of the rigid deflex stalk to which it is attached, but this stalk is not perceptible at flowering time, but appears later, and curves in such a manner as to push the young pod quite below the surface of the ground. If by accident this is prevented the fruit ceases to grow, but when covered with earth it rapidly enlarges and forms a thick-shelled pod, with toughly-netted surface an inch or more long, often contracted between the seeds, of which it generally contains two and sometimes three.

Principal Places Grown.

This nut is of great commercial importance; immense quantities are produced on the western coast of Africa to supply the European demand. It is largely cultivated in South America and in our southern states, from Virginia southward, it is an important crop.

The Way of Cultivation.

For its cultivation here good corn land is required, not reddish, as that would stain the shells and diminish the price. The furrows should be three feet apart, and two seeds, deprived of their shells, dropped at intervals of eighteen inches and covered to the depth of an inch and a half. The crop should be cultivated until the pod begins to form, when it can be left alone. The harvesting is done after the first frost; the vines are dug up with pronged hoes and left for a couple of days to dry, they are then stacked or taken to a shed to cure. Two weeks later the pods are picked from the vines, rejecting the "pops," as the empty pods are called, and cleaned for market. The picking is slow work, experts being able to handle only three bushels a day. Machinery is now used with fair success. The pods are cleaned by being fanned by a mill, and as the price somewhat depends upon their appearance, they are often placed in a revolving cylinder, where they are polished by mutual attrition, and the very white pods are made so by the use of sulphur fumes.

A Good Crop.

A good crop will yield about a hundred bushels to the acre. It is more profitable than cotton or tobacco. There are two varieties of peanuts, the Virginia brand being larger than the North Carolina or Africa.

Peanut Oil.

The chief use of the nut is for the oil it gives, yielding from forty-two to fifty per cent. It is colorless, bland, fixed and resembles that obtained from the olive; non-drying, changing slowly by exposure to the atmosphere, and remaining fluid at thirty-two degrees Fahrenheit. The best is obtained by cold pressure, but an inferior quality is secured in large quantities by heating the nuts before pressing. The principal consumption of the oil is in making soap. The nuts are frequently used in the manufacture of chocolate, and large quantities are eaten roasted.

Rich in Food Properties.

Analysis by Dr. Muter shows that the residue after the expression of the oil far exceeds peas as an article of food, and is even richer than lentils in flesh-forming constituents, while it contains more fat and phosphoric acid than either of them. On these grounds its adoption as a food is urged, it being superior in richness of all important constituents to any other vegetable product of a similar nature. Although in its raw condition it has a harsh odor, this entirely passes away in cooking. It can be made into a porridge by boiling in water and eaten with milk, but makes an excellent custard and is very palatable in similar dishes; it can also be used as a beverage, as a substitute for cocoa.

The Salted Peanut.

The salted peanut is now a fashionable substitute for the salted almond, and it is claimed that it is more delicate in flavor and much more delicious. It is prepared by taking the green, unparched nuts and gently crushing the shell to avoid breaking the kernels; they are then blanched by pouring boiling water over them or by parboiling them in a pan on the fire; then treated to a dressing of butter and placed in the oven until they are nicely browned, then taken out and salted.

Sundry Facts.

Almost fabulous amounts of the goubers are shipped from Africa to France. They are grown in northern gardens as a curiosity, affording amusement to those watching the singular habit of the plant pushing the pod under the ground to ripen; but they will not come to maturity in a temperate climate.

How it is Done

Out of moisture-proof packages on to the table, with "oven" fragrance, is the journey of



You see, we make it a point to pack the flavor of the biscuits as well as the biscuits.

That is why the oven delicacy never leaves

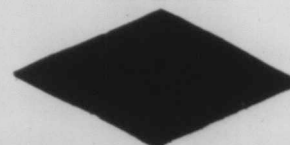
Perfection Cream Sodas

That is why there is none of that "dead taste" so common in other sodas.

Transferring "oven effects" into tins is an art. It belongs to the Mooney factory, so Perfections will always be best.

THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.

DIAMOND Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal



DONT WAIT!
ACT!

The longer you wait before starting to sell

Southwell's Jams and Marmalades

the longer you will wait for sure profit. The sale of Southwell's Jams and Marmalades has been so indicative of permanent favor that a grocer could almost aver that he could sell so many jars in so many days.

Why shouldn't you be getting that "SOUTHWELL" trade?

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A LINE THAT WILL PLEASE YOUR CUSTOMERS



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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**
THE CANADIAN GROCER
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BISCUITS--PLAIN--SWEET--FANCY

No matter for what class of buyers you are catering, there is something in our line of biscuits to tempt and satisfy. Keep it always before you that our biscuits are of Irish manufacture and are different enough from ordinary makes to establish a standard of their own.

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"Eagle" Condensed Milk and "Peerless" Evaporated Cream

the most reliable and absolutely Pure Milk products. For sale by all jobbers and

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Registered,
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costs less than one
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Wrappers and
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Europe and America

Walter Baker & Co., Ltd.



The Oldest and
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PURE, HIGH GRADE
COCOAS
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CHOCOLATES

No Chemicals are used in their
manufacture.

Registered,
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Their **Breakfast Cocoa** is abso-
lutely pure, delicious, nutritious, and
costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue
Wrappers and Yellow Labels** is the best plain
chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat
and good to drink. It is palatable, nutritious and health-
ful; a great favorite with children.

Buyers should ask for and make sure that they get the
genuine goods. The above trade mark is on every
package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

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MAPLE
SYRUP

THAT'S ALL

SYRUP

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

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

You certainly have a first-class

line.—WOOD & STEVENS, New York.

Is superior to anything I have

seen on the market.—H. Mock-

FORD, London, Eng.

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**
MONTREAL

THE EVOLUTION OF A. F. Mac-
LAREN I. C. CO.

With a capital stock increased from
\$100,000 to \$400,000, the MacLaren Im-
perial Cheese Co., Limited, will take
over the business of the A. F. MacLaren
Imperial Cheese Co., Limited, with the
same officers and staff, and conducting
business at the same points as before.
The uniform excellence of this firm's
products has made their progress and
expansion so rapid that this change has
been necessary in order to keep pace with
the business. The increased capital has
been largely furnished by the former
shareholders, and the men whose energy
and enterprise have placed the company
in the position of one of the most pro-
gressive of its kind in Canada, will con-
tinue in control. In the new premises
at 69 Front street east, Toronto, greater
facilities will be afforded for meeting
the increasing demand for MacLaren's
Imperial Cheese, the merit of which has
caused it to be known the world over as
one of the most nourishing as well as
the daintiest and most economical food
obtainable.

DRIED FRUIT HARMED.

A Vocaville, Cal., firm writes: "It
will be of interest to you to know that
considerably more than one-half of the
stocks of dried fruits on this coast were
destroyed in the fire of San Francisco.
The only warehouse remaining is Rosen-
berg's. Nearly all the packers and job-
bers had concentrated their stocks in
San Francisco with a view to making as-
sorted carloads. Of course there are
some prunes outside of the city, and also
some few lots of peaches, but every groe-
ry jobbing house and commission house
lost every pound. We are receiving or-
ders from Seattle, Portland, Sacramento
and San Francisco for all lines of dried
fruits for immediate necessities. Every-
thing has advanced in price."

SPRAGUE

CANNING MACHINERY CO.

CHICAGO, ILL., U.S.A.



Money Getters

Peanut, Popcorn and Com-
bination Machines. Great
variety on easy terms
Catalog free.

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

Known and
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**SIXTY
YEARS**

COX'S GELATINE
needs no introduction.

It is one of the old institutions of all English-
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PURITY and STRENGTH are the watch-
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Jams, Jellies
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Orange
Marmalade

have the true fruit flavor.

The wise grocer always
keeps them in stock, as they
will please his most particular
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Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

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



Did You Ever Light a Cigar and Find That it Really Wasn't Lit ?

You blamed it on the match and the failure of your lips to "get in" the timely draw. But the real culprit was the tricky cigar. It wasn't made right. The leaves were either rolled too tight or too loose, and as the flame couldn't induce the air to come through in proper quantity, it (the flame) refused to act. Simple, isn't it?

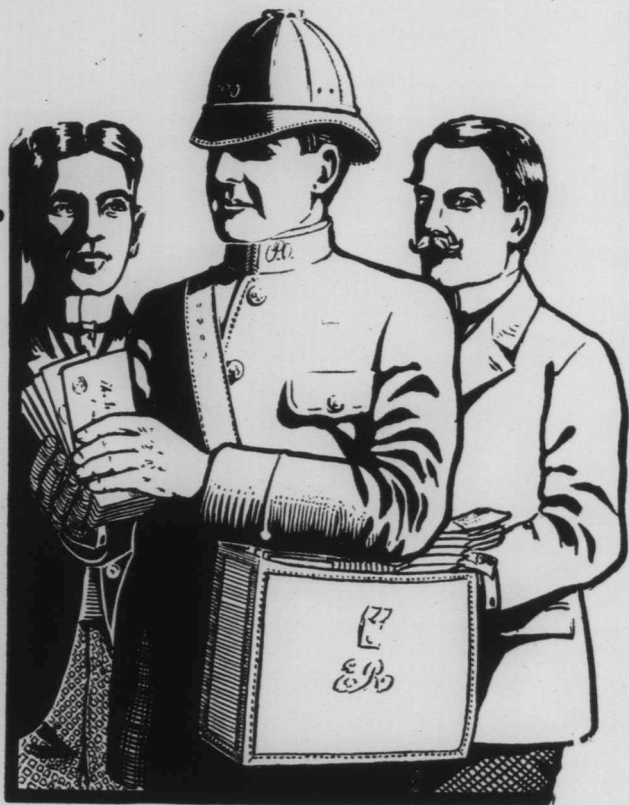
Did You Ever Have a Cigar Trade and Find That You Really Didn't Have It ?

You attributed the paucity of business to want of "push" on the part of your clerks, the store's situation, etc. But the real preventer of sales was the brand of cigars you handled. If **PEBBLE** and **PHARAOH** cigars had been in that same store of yours, with those same clerks, your sales would have been **Big**. Why? Because the man who makes the **Pebble** and **Pharaoh** puts his heart and his money into the work, and when the match has been applied, his light shines before men. Payne's employees would just as soon cheat themselves as cheat their task. They move in an atmosphere of honesty—feed on it.

The **Pebble** cigar sells at 5c., the **Pharaoh** at 10c., though both of them are worth a good deal more. On the 5c. and 10c. basis you get highest profit. An order for 1,000 assorted will prove this.

NOW, SEND ON THE ORDER

J. BRUCE PAYNE, Limited, Mfrs., GRANBY, QUE.



They're All for Tuckett

That pile of letters are orders for

T & B

The postman doesn't ask the reason why, because, you see, he smokes **T. & B.** himself, at night.

He gets his package from his grocer with the provision order. Hundreds of others do the same.

Is your letter amongst the pile ?

Do you think it is profitable to avoid profit ?

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

TOBACCOS, CIGARS AND ACCESSORIES

GIVE MORE ATTENTION TO TOBACCO.

Grocers should at least pay more attention to their tobacco department. There are many reasons why, outside of the money-making element which is a powerful factor. Tobacco is a very sensitive plant and even in its manufactured form will impart and attract peculiar colors readily. As a rule what sort of a department does the average grocer make? He has a few boxes of plug tobacco, chewing and smoking, and these are set up on a counter shelf with the lids of the boxes removed and the sides also partially taken off, making it handy to remove the plugs as they are required. Probably in the next department of his shelves there may be candies and all kinds of little grocers' sundries like gum and novelties usually classed in the luxury column of purchases. Butter and cheese are very often not far away, and these commodities are also very sensitive, and then bread and flour, also sugar and other of the innumerable eatables that stock a grocery shop.

A Show Case for Cigars.

The stock of cigars is usually very limited and as a rule (not always, by any means) are thrown carelessly into an old-time show case that might have been fashionable when Julius Caesar was on earth. The cigars are permitted to get dry and some fine evening when some young man takes an expensive notion, or there may be a function of some kind such as a political or other banquet, the grocer is called upon to serve cigars and he is absolutely unable to cope with the best chance he had for months of making what is called a "hit" in the community.

The moral attached to this is to be up-to-date. Your neighbor, the barber, will outdo you in the tobacco business, as sure as fate if you drift the slightest bit. Ask some of the enterprising tobacco manufacturers to make you a gift of a nice zinc lined show case and see that it is used for tobacco purposes only. Numbers of tobacco manufacturers are giving such things to druggists and they would be glad to give them to grocers if they could be assured of some concentrated effort on the part of the grocers to make a push on the lines that should attract.

Give Accessories a Good Show.

It would be wise also to have cigar cutters in the shop; get some small boxes of matches made with your name on them and give them out to your plug smokers if there are not many cigar men coming along.

Be alive and get in some novelties in the way of smokers' sets, tobacco jars, pipe racks, nice cigar holders and trays for smokers' tables, etc. Lay out to have some fine rubber pouches and some novel match boxes, all of which will go

a long way towards stamping you as a leading grocer and one who looks well after the up-to-date.

A UNIFORM STAMP WANTED.

Tobacco growers have started an agitation to secure reform in the regulations of the Inland Revenue Department, claiming the present system is cumbersome and occasions expensive operation. The growers are demanding a uniform stamp for tobacco. Under the present regulations there exist three different classes of tobacco, foreign, combination and Canadian, each of which is required to be manufactured under a separate license, and distinguished by different colored stamps—black for foreign, pink for combination, and green for Canadian.—London Free Press.

EXPERIMENTAL STATIONS IN VIEW.

The Ontario Government has finally decided to establish two experimental stations in the western section of the province.

South Essex is to have a vegetable and tobacco experimental farm, and E. Adams, of Leamington, and N. Peterson are spoken of as the superintendents.

North Essex is to be provided with a fruit experimental station. L. Wigle, ex-M.P., South Essex, and H. S. Clements, M.P., West Kent, state that this will be a popular move on the part of the Government and that, when the proper time arrives, there will be a

most vigorous effort to have a higher duty placed on tobacco.

The Canadian product, properly cured, is said by western men to be as good as any grown in the United States.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all leading Wholesale Houses.

CLAY PIPES

None equal. Insist upon McDougall's.
There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Crisp as the Fresh Gathered Vegetable!

Every bottle of

MACONOCHIE'S

"EXTRA SPECIAL," "SUFFOLK" & "WHITE & CO." BRANDS

IS EXACTLY DESCRIBED by the line at the top of this page
and this means

Perfection

in

PICKLES

YOUR Profit is assured.

Order from your wholesale grocer.

AGENTS :

THE A. F. MacLAREN CHEESE CO.
TORONTO

Quotation
The follo
responsible for
grocer, at our

Baking
Cook's Friend—
size 1, in 2 and 4 doz
" 10, in 4 doz, boxe
" 2, in 6 "
" 12, in 6 "
" 3, in 4 "
Round tins, 2 doz. in
12-oz. tins, 1 "
5-lb. " 1 "

W. H. GIL
Diamond—
1 lb. tins, 2 doz. in ca
1 lb. tins, 3 "
1 lb. tins, 4 "

IMPERIAL B
Cases. 8
1 doz. 1
3 doz. 1
1 doz. 1
3 doz. 1
1 doz. 1
1 doz. 1

OCEAN
Ocean Baking Powd
" "
" "
Borax, 1 lb. p
Cornstarch, 4
Freight paid



ROYAL B
Sizes.
Royal-Dime
" 1 lb.
" 8 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When pa
cent. discount v

CLEVELAND'S
Sizes.
Cleveland's-Dime.
" 1 lb. ..
" 8 oz. ..
" 1 lb. ..
" 12 oz. ..
" 1 lb. ..
" 3 lb. ..
" 5 lb. ..

Barrels—When pa
cent. discount v

T. KINN
Crown Brand—
1 lb. tins, 2 doz. in c
1 lb. " 2 " "
1 lb. " 4 " "

"Batger's"

**Lime Juice
Lemon Squash**

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful summer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them. They are put up in two sizes—pints and quarts—two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

Rose & Laflamme
Montreal - Toronto

**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

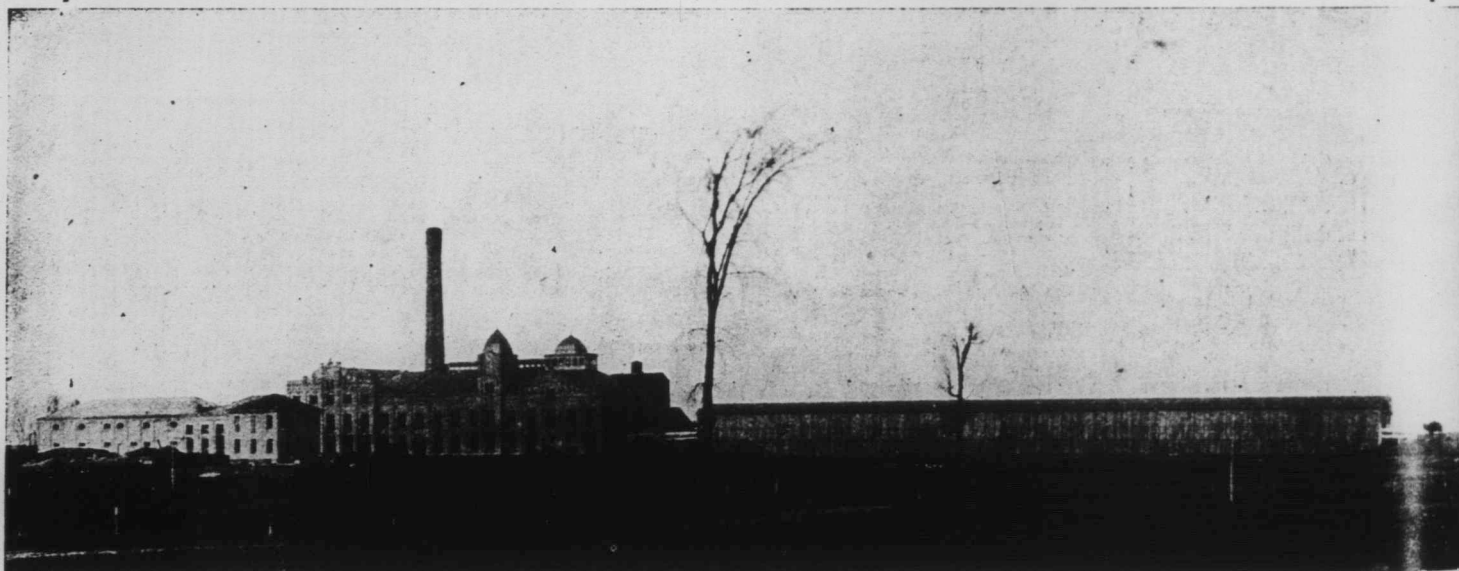
Which "half" are you selling?



$\frac{1}{2}$

ROSE & LAFLAMME, Agents, Montreal

**GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT**



*As Pure as the Purest
As Sweet as the Sweetest*

*Equal to Any for All Purposes
ASK FOR IT*

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

W

W

Coupon Book
For sale in Canada
Limited, Toronto
File, Montreal.
\$1, \$2, \$3, \$5, \$10

In lots of less than
books, 1 kind each
100 to 500 books
100 to 1,000 books ...

Allison's Co
\$1.00 to \$3.00 books
5.00 books
10.00 "
15.00 "
20.00 "
25.00 "
50.00 "



The Davidson &
Infan
Robinson's patent b
" " g
" " g
Jams
SOUTH
Frank Ma
Orange marmalade
Clear jelly marm
Strawberry W. F. J
Raspberry " "
apricot " "
Black currant



WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



There is that "something" about

Braid's Best Coffee

that tickles the palate.

It is Winning Popularity on Merit

Why not give it a trial?

WM. BRAID & CO., - Vancouver, B.C. BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Montreal

Standard

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un-covered and numbered.	Covers and numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3c.

Allison's Coupon Pass Book.

\$1.00 to \$3.00 books	3 cents each
5.00 books	4 "
10.00 "	5 "
15.00 "	6 "
20.00 "	7 "
25.00 "	8 "
50.00 "	12 "



	Per doz.
4-oz. cans	\$ 0.10
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1.25
" "	1-lb. tins	2.25
" "	groats	1.25
" "	1-lb. tins	2.25

Jams and Jellies.

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	1.90
Red currant jelly	2.75	

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1.00
2-lb. tins, 2 doz. in case, per lb.	0.07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0.06 1/2
7 and 14-lb. wood pails, per lb.	0.06 1/2
30-lb. wood pails, per lb.	0.06 1/2

Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1.00
2-lb. tins, 2 doz. in case, per lb.	0.07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0.06 1/2
30-lb. wood pails, per lb.	0.06 1/2

30-lb. wood pails, per lb.	0.06 1/2
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	\$1.45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0.09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0.09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	\$0.08 1/2
1-bbls.	0.08 1/2
Tubs	0.09 1/2
Cases, 3-lb. tins	0.09 1/2
" 5-lb. "	0.09 1/2
" 10-lb. "	0.09
20-lb. wooden pails	1.83
20-lb. tin pails	1.73
Wood net, tin gross weight.	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	\$0.40
Fancy boxes (36 or 50 sticks), per box	1.25
" Ringed " 5-lb. boxes, per lb.	0.40
" Acme " pellets, 5-lb. cans, per can	2.00
" (fancy boxes 40) per box	1.50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2.00
Licorice lozenges, 5-lb. glass jars, per jar	1.75
" " 20 5-lb. cans, per can	1.50
" Purity " licorice 10 sticks, per box	1.4c
" " 100 sticks, per box	0.75
Dulce large cent sticks, 100 in box, per box	

Lye (Concentrated).

GILLET'S PERFUMED.	Per case.
1 case of 4 doz.	\$3.50
3 cases of 4 doz.	\$3.50
5 cases or more	\$3.40

Mince Meat.

Wethey's condensed, per gross net	\$12.00
per case of doz. net	3.00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 4-lb. tins, per doz.	\$1.40
" 1-lb. tins, per doz.	2.50
" 1-lb. tins, per jar.	5.00
Durham 4-lb. jar, per jar.	0.75
" 1-lb. jar, per jar.	0.35
F.D., 4-lb. tins, per doz.	0.85
" 1-lb. tins, per doz.	1.45

E. D. MAROEAU, Montreal.

"Condor" 12-lb. boxes—	
1-lb. tins, per lb.	\$0.35
1-lb. tins, per lb.	0.35
1-lb. tins, per lb.	0.32 1/2
4-lb. jars, per jar	1.20
1-lb. jars, per jar	0.35

Old Crow, 12-lb. boxes—

1-lb. tins, per lb.	25
1-lb. tins, per lb.	0.23
1-lb. tins, per lb.	0.22 1/2
4-lb. jars, per jar	0.70
1-lb. jars, per jar	0.25

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass, per doz.	\$1.50
" quart gem jars, per doz.	5.40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	\$1.00
Home-made, in 1-lb. glass jars	1.40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0.06 1/2
Golden shred marmalade, 2 doz. case, per doz.	1.75

Saratoga Chips.

MRS. ROBER'S SARATOGA CHIPS.	
36 large size pkgs., per case.	\$1.40
72 small " " " " " "	5.40
Assorted 18's and 30's, per case.	5.40
In bulk—Bbls., 50-lb., per lb.	0.25
" " " " " " " "	0.25
Terms 30 days net or 1 per cent. 10 days.	

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, \$3.00.	
Case of 1-lb. (containing 120 pkgs.) per box, \$3.00.	
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3.00.	
Case of 50 pkgs. containing 96 pkgs., per box, \$3.00.	

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	\$2.75
No. 2, " 120 1-lb. "	2.75
No. 3, " (30 1-lb. ")	2.75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2.85
2 cases	2.75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	\$10.20
" " black, per gross	15.30
Oricle soap, per gross	10.20
Gloriosa soap, per gross	12.00
Straw hat polish, per gross	10.20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	\$0.05 1/2
No. 1 " " 3-lb. "	0.05 1/2
Canada laundry, per lb.	0.05
Silver gloss, 5-lb. draw-lid boxes	0.07 1/2
Silver gloss, 5-lb. tin canisters	0.07 1/2
Edward's silver gloss, 1-lb. pkg.	0.07 1/2
Kege silver gloss, large crystal	0.06 1/2
Benson's satin, 1-lb. cartons	0.07 1/2
No. 1 white, bbls. and kegs	0.05
Canada White Gloss, 1-lb. pkgs.	0.05 1/2
Benson's enamel, per box	1.25 to 2.50

nt truth that the
 efficient enterprise.
 d you will raise a
 ES will make one
 ROOM :
 MONTREAL.



1-lb.....	\$0 35
1/2-lb.....	0 35
1-lb.....	0 35
1/2-lb.....	0 35
"CROWN" BRAND	
Wholesale. Retail	
1-lb. and 1/2-lb.....	\$0 35 \$0 50
1-lb. and 1/2-lb.....	0 28 0 40
1-lb.....	0 19 0 25
1/2-lb.....	0 30 0 35
1/2-lb.....	0 19 0 25

MARQUEAU, Montreal.	
I 40-lb. boxes.....	\$.....
II 40-lb. boxes.....	.....
III 80-lb. boxes.....	.....
Japan, 40 lb "at.....	.....
40 ".....	.....
Packet Brand Japan, 70 lbs.,	.....
IV 80-lb. ".....	.....
V 80-lb. ".....	.....
XXXX 80-lb. boxes.....	.....
XXX 80-lb. ".....	.....
XX 80-lb. ".....	.....
XX 80-lb. ".....	.....
XX 80-lb. ".....	.....
LX 80-lb. per case, lead	0 27 1/2
packets (25 1's and 70 1/2's)	
Ceylon black tea in lead packets	
bel, 1/2, 1/4 and 1/8	
se.....retail	0 27 1/2 at 0
el, 1/2, 1/4 and 1/8	
es.....retail	0 30 at 0 25
abel, 1/2 and 1/4	
se.....retail	0 35 at 0 26
el, 1/2, 1/4 and 1/8	
es.....retail	0 40 at 0 30
el, 1/2, 1/4 and 1/8	
es.....retail	0 50 at 0 34
bel, 1/2, 1/4 and 1/8	
se.....retail	at 0 40
"Old Crow" blend—	
bins of 10, 25, 50 and 80-lb.	
.....per lb.	0 35
.....	0 30
.....	0 25
.....	0 30
.....	0 17 1/2

Tobacco.	
THE TOBACCO CO., LIMITED.	
Empire, 4s, 6s and 12s.....	\$0 46
Number, 8s. and 3s.....	0 60
Y, 7s.....	0 50
Sebud, 7s.....	0 51
Irrency, 12s. and 6s.....	0 46
Ed Fox, 12s.....	0 48
Lowhoo, 6s.....	0 51
My Roll, 7s.....	0 56
Ag, 10 oz.....	0 45
Obs, 6s. and 12s.....	0 45
" 10 oz. bars, 6s.....	0 45
Mr Play, 8s. and 12s.....	0 53
ub, 6s. and 12s.....	0 46
niversal, 12s.....	0 47
ixie, 7s.....	0 56

Vinegars.	
MARQUEAU, Montreal. Per gal	
Distilled, highest quality..	\$0 32 1/2
Distilled.....	0 27 1/2
.....	0 25 1/2
Prices to buyers of large quantities	
Yeast.	
3 dos. 5c. pkgs. in case.....	\$1 00
1m yeast, 3 dos.....	1 65

Our strongest argument in asking you to buy



"Cow Brand" BAKING SODA

that its absolute purity and strength are unequalled by any other brand.

CHURCH & DWIGHT, Limited MONTREAL.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified
The most Comfortable and Sanitary Bed Pan ever made
 Recommended by all Physicians and Trained Nurses

MANUFACTURED BY
R. Campbell's Sons
 Hamilton Pottery HAMILTON, ONT.

TEA HINTS FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

- HOW TO TEST TEAS.
- WHERE TO BUY TEAS.
- BULK V. PACKAGE TEAS.
- HOW TO ESTABLISH A TEA TRADE.
- TEA BLENDING, ETC., ETC.

275 pages; Cloth. Price, postpaid, \$3.00

BOOK DEPT.
THE CANADIAN GROCER
 10 Front Street East, - - Toronto

THE PEOPLE OF **JAMAICA**

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, \$ 5.00	
250 " "	12.00
500 " "	22.00
1,000 " "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
 232 McGill Street, MONTREAL, QUE.
 Telephone Main 1255.
 10 Front St. E., Toronto. Telephone Main 2701

McLAREN'S



Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of keeping it always in Stock.

Last Chance

We have to stop making our "Rosedale" Flowerpots because they take up too much room in our decorating shops, which are now crowded with Opal and Glass orders. If you want a big, showy hand-painted **Jardiniere**, six inches high and eight inches across top, to retail for 25c. each, order a barrel at once.

2 doz. at \$1.50 doz.	\$3.00
Barrel - - -	.25
	\$3.25

We haven't a hundred barrels left, so send a post card at once.

GOWANS, KENT & CO.
TORONTO LIMITED

FOR A YEAR PAST

we have been quietly but firmly establishing ourselves in the manufacture of

CANNED FRUITS AND VEGETABLES

having, as our superintendent one of the ablest processors in America.

LAUREL CANNED GOODS

are now an assured success.

(Both consumer and grocer agree there.)

We have still some choice fruits on hand.

Write us.

J. H. WETHEY, Limited, St. Catharines
MANUFACTURER CANNERS
Wethey's Mince Meats Laurel Canned Goods



C & B

Crosse & Blackwell's Pickles

Mixed, Chow Chow, Walnuts,
Girkins, and Onions

Corked 1/2 pts. and pts., and Octagon 1/2 pts. and pt. bottles

C. E. Colson & Son, Montreal
Agents

