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THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, JANUARY 26, 1906.

NO 4.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH, or Better Mustard than COLMAN'S D.S.F. MUSTARD.

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

Selling Syrup is easy when it's

"Crown"  Brand

Table Syrup

PUT UP IN TINS

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

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

"Quality the Purest and Best" has been the reason for its popularity and success. Made from the finest selected corn.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

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

**“QUEEN'S
LAUNDRY BAR”**

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

**THE ALBERT SOAPS, Limited
MONTREAL.**

Redpath

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CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

**THE
CANADA SUGAR REFINING CO.
LIMITED**

Montreal

**Y. & S. SCUDDER AND M. & R.
STICK LICORICE**

**ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.**

and a complete line of
Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

**National Licorice Co.
Brooklyn, N.Y.**

R. S. Moindoe
Selling Agent, 120 Church St., Toronto

Molasses

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

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

**Dominion Molasses Co.,
LIMITED**

Halifax, - Nova Scotia

Agents

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

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You want the best

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—*the highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it*.

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. Ask your wholesaler. *Insist* on having the "Griffin" Brands. *They satisfy*.

Sold by Leading Wholesalers.

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

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

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

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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.

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J. W. GORHAM & CO.

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Domestic and Foreign Agencies solicited.
Highest references.

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

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Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

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Beans, Boiling Peas, Flour, Oats

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Established 1885.

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Calling on best Grocers and Mfg. Confectioners.

Could handle another first-class specialty for Manufacturers.

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Manufacturers' Agents

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Highest references Commissions solicited

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and
Importers

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A. F. MacLAREN IMPERIAL CHEESE CO.

Limited

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Correspondence solicited. Address all communications to our head office.

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W. H. MILLMAN & SONS

Grocery Brokers

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Let me quote a price on a car of my celebrated
Selected Delaware Potatoes
Delivered at your station.

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In a new brick block centrally located

Dingle & Stewart

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Agent, Member Western Wholesale Brokers'
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Canned Goods Agency

Correspondence
Solicited.

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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

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Merchant

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Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

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Solid brick and stone Wholesale Warehouse
to let in Calgary, on Stephen Avenue, just about
completed. Two stories and basement 100 x 25,
cement cellar, steam heated, electric elevator,
track facilities at back, and driveway at side.
Wired for electricity and piped for gas. Rent
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Avenue, just about
basement 100x25,
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Apply to

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Ceylon Green Tea

A
Comparison
of
Ceylon GREEN Tea
with
Other Green Teas
will convince you
that they are
Incomparable.

Ceylon Black Tea

Ceylon BLACK Tea
is
Second
to
NONE.

Made in Canada

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

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

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

Why not help build up Canada by using

Canadian Salt

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

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

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

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FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

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

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We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

This space \$30 per year.

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

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

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

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

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GEO. R. MEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. ENGLAND. European representatives and distributors, Earl Fruit Co., California, U.S.A.

SPECIALTIES, FRESH, DRIED AND CANNED FRUITS T.A.. Emulate. Codes, A. B. C. and Lieber's.

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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.

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

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

The recent analyses made by Dr. Scherer of New York
 and the foremost analytical chemists and specialists in
 foods, place teas of Japan and Japanese made teas in the
 front rank of purest and least harmful teas—

GROCERS,

you hear and read a lot these days of “Tea Talks”—
 Why are these Talks (?) necessary? A good thing needs
 no “bolstering-up” but does its own talking; this is what

JAPAN TEAS DO,

they speak for themselves and for more than
1000 Years

have proved

healthful, nourishing and **beneficial**
 and a blessing to a people who have recently
 made the world “sit up and wonder.”

Sell 

JAPAN TEAS

and make your customers “sit up and wonder” why they
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 Best prices—prompt
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W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.



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wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

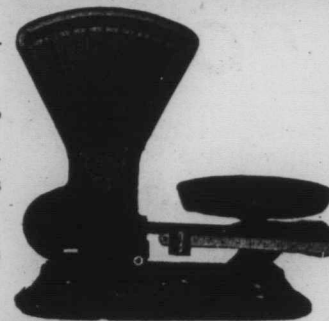
or \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.**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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
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WM. T. SLOANE, WINNIPEG, MAN.
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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 prices to slide, or prices to set.
A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.
It is honest both to the merchant and customer.
The Toledo system costs you nothing because it is paid for with the money you are now losing.
For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

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PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

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

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

AUER LIGHT CO., MONTREAL
Sole Makers.

ELECTRIC POWER COFFEE MILLS

This cut shows one of the designs we are making.

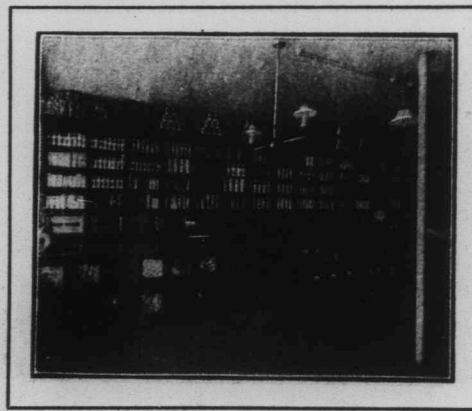
Fitted with 1/4 H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

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

Write us for Prices.

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



"WALKER BINS"
"Modern Grocery Fixtures."

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

All grocers who are building, re-modelling or contemplating changes in store interior are invited to write for a copy of "Modern Grocery Fixtures." Sketches and estimates of cost will be furnished upon application.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.
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January 26,
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Every Coles
Mill has a Bre
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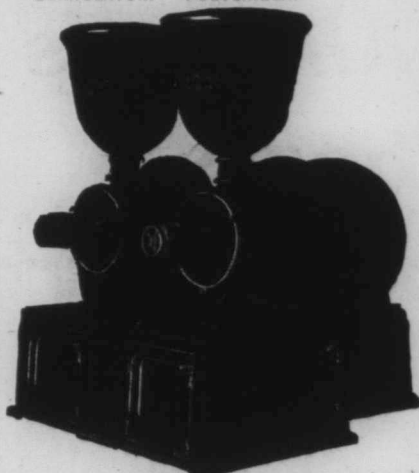
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COLES Electrically Driven
 Coffee Mills.

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 pounds per minute. Pulverizing 1/2 pound per minute.
 Capacity of Iron Hoppers, 5 lbs. of Coffee.
 We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
 Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.
 AGENTS:
 Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
 Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.



Just a Splendid Line to Stock This Year

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for Tea or Coffee on the market.

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

Retalls at 10c. pkge.

Mokara Mills

21, 23, 25 Cosford Street, - - MONTREAL

\$2000 Lost

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

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

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

N. C. R.
Company
 Dayton Ohio

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

Tear off here and mail to us today

Name

Address

No. of men

... and ...
 mile walk to Broadway.

A SURPRISING FIND

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

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

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

THREE NEW ORANGE 1000CS

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC

Montreal

OTTAWA

People
 who
 have once used
**PATERSON'S
 CAMP
 COFEE
 ESSENCE**

want it always. That is why it sells so well.

ROSE & LAFLAMME,
AGENTS, MONTREAL.



"KLAUS'S"
**IMPROVED
 SWISS
 MILK
 CHOCOLATE**

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

Don't Be Without It.

Agents for Canada :
 ROSE & LAFLAMME, - Montreal

READY? GO!

They're off. Who's off?

You, for one.

The race of 1906 is now begun. Where will you come in at the **close** of 1906?

If you intend to be among the **leaders** you will have to sell **only the Best**.

When you buy **Canned Goods**, for example, you should select **reputable**, long **established brands**.

Keep these facts in mind, and preach them to your customers:

- 1st. The Canadian Cannery's Fruits and Vegetables are grown in the immediate neighborhood of factories.
- 2nd. Are packed only when best suited for table use.
- 3rd. Are packed the same day as picked.
- 4th. Are subject to rigid inspection, and under perfect sanitary conditions.
- 5th. **ARE ABSOLUTELY PURE.**

The reputation of the **CANADIAN CANNERS, Limited**, the **largest packers in the world** of canned fruits and vegetables, is behind their brands.

Remember the brands, if you would be first in the race:

Aylmer, Log Cabin, Little Chief, Bowlby, Auto, Grand River, Kent, Lion, Lynnvalley, Maple Leaf, Thistle and Lakeport.

Cut Prices on MYERS' HORSE and CATTLE SPICES

While they last, almost 50% off usual list. Ask our travellers or write us direct.

Bags, 25 lbs. Myers' Horse and Cattle Spice, \$4.50 per 100 lbs.	Cases, 1 gross Hog Powders, - \$2.40 gross.
Sacks, 30/5 lb. bags " " 6.00 "	Cases, 1 " 1/4-lb. Poultry Spice, - 6.50 case.
Cases, 3 doz. 2-lb. pkts. " " 4.00 per case.	Cases, 3 doz. 26 oz. " - 4.00 "

These are highly recommended goods. Being out of our regular lines we wish to close them out.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

NATURAL TURKISH FIGS

We have just passed into stock a large consignment of Solari's Natural Figs. These goods are superior to the Commadre, and the price we are quoting an abnormally low one.

See Our Travellers, or Write or Phone Us.

James Turner & Co., Hamilton, Ont.

OIL.

How ESSENTIAL to get a **PURE OIL**

How VALUABLE to have a **PURE OIL**

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

Write for
Price Lists to

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

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



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Here's a pickle that stands in popular favor with grocers in all parts of Canada.

STERLING
Brand
PICKLES

the kind of pickle that keeps up an even, good quality whenever you buy—in a word, a pickle that can be depended upon.

From All First-Class Jobbers.

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

EVERY CAN GUARANTEED



Unsweetened

JERSEY
STERILIZED
CREAM



Sweetened

REINDEER
CONDENSED
MILK

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

YES SIR!
THATS
THE
RESULT
OF
THE
KING'S
FOOD
ITS A
GREAT
MUSCLE
AND
BRAIN
BUILDER
THE ROBERT CREIC CO LIMITED
WHITE SWAN MILLS
TORONTO

25-Cent Japan Tea

Are you looking for the finest value in Japan Tea that can be bought in Canada to-day to retail at 25 cent? We have it—at 18½ cents—that could not be sold (if bought on to-day's market) at less than 20 cents.

If this interests you write

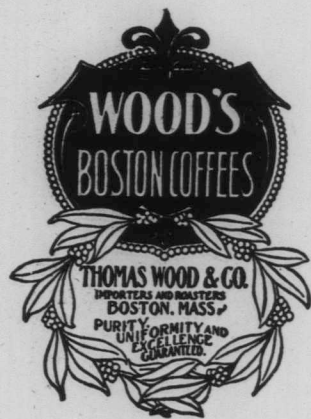
Also a nice sweet drawing Gunpowder in Caddies, at 11 cents.

And exceptional values in low-priced Ceylon and India Teas.

We are headquarters for tea values.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



RIGHT IS RIGHT

The right soil,
The right climate,
The right slope of land,
The right distance above the sea.

Under these conditions alone is the best Coffee grown.

Add to these:

The right selection,
The right roasting,
The right blending,
The right classification,

And you have

WOOD'S COFFEES

Whose wonderful success marks an Era in the Coffee Trade of this country.

CANADIAN FACTORY AND SALESROOM

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

Handle Only the Best!

GILLETT'S PERFUMED LYE

is the **Standard** article



There are many imitations of it being offered, **Refuse Them** and handle only the original and **Best**, the kind that pleases your customers and gives you no trouble to sell.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng.

Toronto, Ont.

Chicago, Ill.

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

TEAS Our Blends in Bulk **TEAS**
Coronation
and **King's Royal**
have won for us the
Confidence of the Trade.

Warren Bros. & Co.

TORONTO

Our Blends in Packages
"Ceyloya" Ceylon Tea
are Trade-makers
because the best
value in
Packets. **TEAS**

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Pork Packers and Their Difficulties

The condition of the packing industries continues to develop. The latest features of the situation, whilst being no more than has been fully expected, are none the less alarming. Several factories have closed down in part.

The George Matthews Company, the big pork packing establishment of Hull, announce that they are compelled to curtail the output of their factory owing to restrictions imposed by the Dominion Government regarding the importation of hogs from the United States. About forty men are thus thrown out of employment.

The F. W. Fearman Company and the Fowlers' Canadian Company say that they have been unable to get enough hogs, and have been forced to lay off many of their men owing to the recent order made by the Department of Agriculture.

The Ingersoll Packing Co. have also had to seriously curtail, whilst from all sides reports are of increasing difficulty in obtaining hogs.

The meeting suggested by Mr. Wm. Davies to go into the allegations of a buying combine has at last been held, and whilst not actually accomplishing anything of a definite nature, has been useful as marking another mile-stone of the situation.

The meeting was held in the board room of the company. Mr. Flavelle sat at the head of the table, Mr. William Davies sitting at his right, but taking no part in the meeting. To his right was Hon. Nelson Monteith, Minister of Agriculture, and Hon. John Dryden; other Government officials present being F. W. Hodgson, Dominion Live Stock Commissioner; Geo. A. Putnam, Superintendent of Farmers' Institutes; A. P. Westervelt, Secretary of Live Stock Associations; and Prof. Day, of the Agricultural College, Guelph. Mr. Duncan Anderson, Rugby, and Mr. Thos. McMillan, Seaforth, represented the farmers in person, while the newspaper commentators present were Messrs. W. L. Smith, Weekly Sun; J. W. Wheaton, Farming World; Arthur Hawke, Toronto Daily World; and W. D. Albright, Farmers' Advocate. Mr. R. H. Davies was also present.

At the opening Mr. Flavelle said the meeting had been held at the company's offices to suit their convenience for referring to their books. He desired first to meet the charge that there was a combine among the pork packers, and read extracts from some of the papers represented at the board. In reply to these statements, Mr. Flavelle made a sweeping denial of any combine or understanding in any shape or form.

Mr. McMillan and Mr. Wheaton raised the question of paying for hogs according to quality, and Mr. Flavelle said they did it sometimes, but there were difficulties in the way, and it could not become general under the fierce competition.

"Is not a combination likely to come?" asked Mr. Smith.

"Not unless we get into much worse stress than we are now," Mr. Flavelle replied. Referring to the bonding privilege, he read from instructions to his Montreal agent, who met Mr. Fisher, that while he believed the slaughtering of United States hogs here would do no harm, yet if the Minister of Agriculture decided otherwise that company had no fault to find in the matter whatever. With some heat Mr. Flavelle asked for fair treatment from the press, and in passing said that whatever might have been said against the Ross Government, its Department of Agriculture under Mr. Dryden was always right.

Mr. Dryden and Mr. Monteith moved a resolution which, while giving no opinion, expressed their appreciation of the candor of Mr. Flavelle in laying his case before the conference, and the proceedings then terminated with every evidence of good will.

Mr. Wm. Davies, in a letter to the Toronto Globe recently gave expression to some very instructive remarks. He said:

A misleading statement can be repeated so many times that it grows to have all the force and effect of a true recital. This seems to be the case covering the character of criticisms passed upon pork packers during the past two years by papers having large circulation among farmers. It has been insistently charged that packers have secured improper and greedy gain through combination; that the farmer has suffered and been bled through this selfish greediness, and that in self-defence he ought to terminate an intolerable situation by reducing the supply of hogs.

Though the statements are untruthful in every particular, they have apparently been repeated sufficiently often to convince the farmer that they are true. Thus a great industry is jeopardized, the value of large packing houses and equipment threatened, work people distressed through short time, and interests which should work in harmony are estranged while farmers are told that the packer is their enemy, seeking only to reduce them to being mere hewers of wood and drawers of water for his benefit.

Whether the cultivation of hogs and their marketing in Ontario has been profitable or unprofitable is a matter which can be fairly discussed on its own merits. The statement that it has been rendered unprofitable, and that farmers have suffered through greedy and selfish combination, is untrue in every particular. The writer is under the impression that probably of no business in Canada could it be so properly said that for a long period of years there have been no artificial conditions making for profit or loss. Competition for hogs has been unrestricted, the one governing factor being belief in the market or otherwise on the part of the individual packer.

Unlike the purchase of grain, which can be manufactured into flour or meal,

or which can be sold in the condition in which it has been bought, and in either case stored for weeks or months, at the option of the buyer, hogs must be killed on arrival at the packing house, and if the trade which is being done is an export one on absolutely true dates the meat must be taken out of salt and forthwith forwarded to Great Britain. On its arrival there it must be sold, no matter what may be the condition of the market. Hence the buying price of hogs must ebb and flow according to the conditions of the market upon which the product is sold. In naming his buying price weekly the packer seeks to interpret the market conditions, and to decide what will be the probable value of the bacon from the hogs he is then buying some six weeks hence, when the cured product is placed on the market. These considerations take the form of seeking to measure how large are the killings in Ireland and Denmark, and what is the buying price in those countries, what have been the arrivals of American bacon in Liverpool, what quantity of cured product has been carried over the week end unsold, what is the forecast of available supplies of hogs in Ireland and Denmark, and the probable buying price for the following week.

All these items of information reach this house by cable weekly, and, we presume, to a greater or lesser extent, the office of every export bacon curer in Canada.

These items, arising out of the experience of many years, read wisely or unwisely constitute the data making for the judgment weekly as to what buying price will be named for hogs. During fourteen years this method has been followed, and during all that period without conference or counsel, by telephone or telegraph, by letter or personal contact—without any association with other packers or combination with them, actual or implied, we have fixed the price at which we hope to buy hogs the following week.

It has been charged that if such independence of conduct takes place, how does it come that the buying price is so nearly common at all points. A little reflection will show why this occurs. After fixing what is considered a reasonable or necessitous buying price for hogs an added factor is, what course are other packers following? The ramifications of this company for the purchase of its hogs extend over the entire province, from Napanee west. If the buying price we name is lower than the price at which others are buying, as ascertained through actual competition, we hear of it by telegraph or telephone from our buyers from all points, and we must authorize an advance in price or accept the penalty of greatly reduced quantities. We, as well as other packers, must therefore elect to pay the same price or do with a lessened number of hogs.

Sometimes we adopt one course, sometimes the other.

It has been frequently urged upon us that no more improvident and stupid way of buying in the interests of the packer could be conceived than the one we have described, that it placed the business under the unreasonable situation of compelling the packer to advance prices, not on his judgment, but by the competition set up by irresponsible drovers, who pit packer against packer, that if there were only some reasonable understanding between the packers these mistakes could be corrected without doing injustice to any one. While admitting the soundness of this general statement, this company has persistently refused to adopt any other course than the one outlined above. We have believed that even under such unfavorable conditions, industry and intelligence were better weapons than combination between packers.

It is therefore apparent if the statement we make is a truthful one, that the campaign of the last two years, so persistent and so violent against packers, and in which apparently all the charges were based upon the statement that there was a combination between the packers, which included this company, was wrong in every particular.

It has frequently been charged that because the buying price sometimes goes to a very low point it proves that such a drop in price can only be the result of an understanding between packers. No statement which has been made is more misleading than this, or farther from the truth. The plain fact is that Wiltshire bacon, which is the export article produced by Canadian curers, is subject to great fluctuations in value, and as the bacon is marketed, as above stated, every week on its arrival, the product has to be sold subject to the price obtainable at the time of its delivery in Great Britain. This prompt sale is fundamental to the business, so much so that this company, which during its history has handled from three-quarters of the whole quantity of export bacon, down to the present, when its shipments represent one-quarter, has at no time during its history put a box of bacon into store in Great Britain. We have taken the market price at the time of the arrival of the product on the market, no matter how bitter the punishment. The bacon is cured for immediate consumption. If it is carried it deteriorates in quality, and if marketed in a deteriorated condition it injures the reputation of the brand. Hence the rise and fall in the price of hogs is primarily determined by the price at which bacon is cleared weekly in Great Britain, and by the judgment with which the packer reads a market six weeks hence as to what he thinks will be the then selling price in Great Britain.

We have believed, we believe now, that both the packer and the farmer must judge the value of the hog and bacon industry by the average results secured during the year, or over a period of years, and that the bitter must be taken with the sweet. If losses have to be borne over considerable periods of time, the more reason for farmers and packers remaining in the business to reap the advantage of the inevitable return to a period of high prices.

Service of real value could be rendered to farmers by journals having circulation among them if they carried on an agitation to increase the quantity of hogs at the time there is the greatest demand for bacon in Great Britain, and to decrease the quantity at the time there is the least demand in Great Britain. It will not do to raise hogs only at stated periods. English merchants and consumers who are handling a brand of Canadian bacon want it twelve months in the year. The farmer and curer must therefore have fresh landed bacon on the market every week in the year, but if the farmer will increase his quantity of hogs at the time when the market wants quantity, and decrease at the time when the market does not want quantity, he will contribute to the prosperity of both himself and the curer. The opposite, however, has generally been the case in Canada. Frequently there have been heavy deliveries of hogs when the demand was poorest in Great Britain, and light deliveries when the demand was the best.

This company has not killed a hog in bond in Toronto during the above period of fourteen years. We have believed that the shipment of Wiltshire sides made out of American hogs in Canadian curing houses, without the sides having a brand burned into the skin indicating that the product was from American hogs, endangered the reputation of Canadian bacon on the English market.

Immediately after the first shipment of these American sides was made to Great Britain last year, we urged upon the Minister of Agriculture at Ottawa to make it imperative that all such sides should be skin-branded "American sides." If this course had been adopted we think no injury would have been done to Canadian bacon, no injury would have been done to Canadian farmers, and that the continuance of the bonding privilege would have been wise for all concerned. It would, when Canadian hogs were in short supply, make possible the employment of men in the packing houses on full time—would enable fixed charges to be reduced, and to keep general expenses, so heavy in the packing business, under control. If skin branding were not made obligatory upon all packers, our judgment was, and we so represented it to the Minister of Agriculture, that it would be wiser to cancel the bonding privilege altogether than permit the possibility of American bacon being sold as Canadian, not by the packers' agents in Great Britain, but by the retailer, a substitution which has undoubtedly been practiced during the past six months. That the cancelling of this privilege, however, constitutes any important factor, is shown by the above figures to be quite in error, and the many newspaper statements and comments may fairly remind your readers of "Much cry and little wool, as the man said who clipped the sow."

CHINA TEA TRADE.

Mr. Walter J. Ballard, of Schenectady, N.Y., has sent to the Department of Commerce and Labor an opinion as to why China's tea trade has declined to such an extent in the last few years. He declares that there was a day when the only good tea was supposed to be that which came from China, but it is not so

now. For instance, Great Britain used only 5,600,000 pounds in 1905, against 9,900,000 pounds in 1904 and 12,700,000 pounds in 1903. In like manner American imports of Chinese tea decreased from 55,000,000 pounds in 1903 and 53,000,000 pounds in 1904 to 43,000,000 pounds in 1905. At the same time American imports of Japanese tea increased from 37,000,000 pounds in 1903 to 42,000,000 each in 1904 and 1905. American imports of East Indian tea, chiefly from Ceylon, also increased from 6,700,000 pounds in 1903 to 7,600,000 pounds in 1904 and 7,800,000 pounds in 1905. The past ten months Great Britain took 123,500,000 pounds of Indian tea, 74,800,000 pounds of Ceylon tea, and 10,400,000 pounds of Java tea.

Japan exports 40,000,000 pounds of tea this season, against 47,000,000 pounds last season, nearly all of which is used in the United States and Canada. Japanese tea is not popular in Great Britain. The lessened use of Chinese tea is due to two causes: First, a deterioration in its quality; second, the difficulty of obtaining any considerable quantity of good Chinese black tea. A correspondent of the London Times says: "One important result of the lower cost of production has been that, whereas in the beginning India and Ceylon teas displaced China tea by virtue of superiority alone, now they have almost driven it out of the market here by being able to sell it at a price with which the Chinamen can not compete."

VISITOR FROM FORMOSA.

Mr. Matthew Woodley, Formosa Oolong buyer for Jardine, Matheson & Co., made a visit to Montreal this week and called upon the trade with Mr. W. H. Halford, of S. H. Ewing & Sons, who are Canadian agents for Jardine, Matheson & Co. Mr. Woodley has been buyer in the Far East for 22 years and as Jardine, Matheson & Co. are one of the largest operators in Formosa Oolong, he is naturally a very busy man. Mr. Woodley was much pleased to meet Montreal buyers, but expressed the regret that, contrary to the United States trade, more of these delicious Formosa teas are not used in Canada. Mr. Woodley leaves for England, via New York, to visit the London house, and after a three months stay there he will return home via the United States.

TO ENCOURAGE PURE FOODS.

At the annual meeting of the Retail Grocers' Section of the Retail Merchants' Association of Canada, held in Toronto, it was decided to prepare a card to be sent to every retail grocer in the city detailing the main provisions of the Pure Food Act, so that both the consumer and the retailer might become better acquainted with the law regarding adulteration. The following officers were elected: Chairman, M. Moyer; first vice-chairman, J. H. Walker; second vice-chairman, A. Snuggs; treasurer, John Bond; secretary, F. C. Higgins; auditors, George Good and A. F. Albright. The chairman, the secretary and the general secretary of the association, Mr. E. M. Trowen, were appointed delegates to the convention of the National Retail Grocers' Association of the United States, to be held at Niagara Falls, on the 23rd, 24th and 25th of the present month.

The thirty-ninth Western Dairyman in the town had 1867, the first in Canada was the first which was the first of western... stated by the various sessions crowded to the bit of space by the platform by the general public were devoted to evening meetings nature of enter delighting the humor.

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The judges at very highly of bits. The cheese were: J. Cameron, Hags, Sebringvi Kintore. In bu Strathroy; Th W. Waddell, Ke Underwood.

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Mr. Charles I dress on the in stock. This ha male. He spok records, and to milking by mac will come," he will be able to turn over and l when you wake be milked"

Mr. J. H. M mark, advised

THE WESTERN ONTARIO DAIRYMEN'S CONVENTION.

The thirty-ninth annual meeting of the Western Dairymen's Association opened in the town hall, Ingersoll, where, in 1867, the first Dairymen's Association in Canada was formed. The unusual interest which was evinced in the convention of western dairymen was demonstrated by the large attendance at the various sessions. The meetings were crowded to the doors and every available bit of space was utilized, the back of the platform being occupied largely by the general public. The day sessions were devoted to practical talks, but the evening meetings partook largely of the nature of entertainments, the speakers delighting the audience with plenty of humor.

An important point was raised by Professor McKay in regard to the possibility of increasing the percentage of moisture in butter, but the prevailing opinion seemed to be that it would be unwise to attempt this until further investigation into the matter has been made.

The judges at the Winter Fair spoke very highly of the quality of the exhibits. The principal prize-winners in cheese were: Jas. Paton, Newry; Geo. Cameron, Hagersville; John Cuthbertson, Sebringville; Alex. McCallum, Kintore. In butter—Fenton E. Brown, Strathroy; Thos. Malcolm, Kinlough; W. Waddell, Kerwood, and Wm. McKay, Underwood.

James Paton won the cheese buyers' trophy, and special prizes were taken by John Cuthbertson, J. S. Izard, Paisley, and H. Weston Parry, Preston.

Hon. Nelson Monteith, Minister of Agriculture, delivered a long and interesting address treating of many problems. The Minister expressed his interest and sympathy in dairying. The dangers from paternalism were also pointed out. Allusion was made to the importance of the bacon industry, and he regretted that there was a disposition on the part of farmers to rejoice that American hogs had been shut out. He thought that this was not the spirit in which this matter should be regarded, but that there should be co-operation between farmers and packers in advancing the hog and bacon industry.

He hoped that the two parties might get together and arrive at a satisfactory understanding.

Mr. Charles F. Whiteley gave an address on the improvement of the dairy stock. This had to be done through the male. He spoke of the value of keeping records, and touched upon the subject of milking by machinery. "I hope the time will come," he said, "when you farmers will be able to wake up, press a button, turn over and have another snooze, and when you wake up again the cows will be milked."

Mr. J. H. Monrad, a native of Denmark, advised the farmers not to go in

for the purchase of pedigrees which they were not sure would give performance. In regard to breeding, if one farmer could not afford to keep an expensive sire for his herd, he could at least join with others to do so. He argued strongly in favor of co-operation and instanced the good results thus produced in Denmark.

The report on cheese factories was brought up by Chief Instructor George H. Barr. The report recorded a satisfactory amount of work done, but called attention with regret to the objection of some makers to instructors visiting the patrons. There was still a great quantity of tainted and over-ripe milk sent to the factories. "I regret to say" Mr. Barr remarked, "that the number of patrons who have added water or taken off cream is greater than any previous year. I am sorry to have to say that. I think it is a reflection on the farmers of Western Ontario that we should have to make this statement from a public platform." Mr. Barr, however, was of the opinion that the farmers would do better, now that attention had been called to the matter.

Prof. H. H. Dean opened a discussion on Canadian cheese on the British market. Dealing with the cheese required for English markets, Professor Dean said of all kinds they do not require there a hard, dry, bony cheese. Opinions differed, however, as to the size a cheese should be, and on other points. The body of Quebec cheese was softer and suited English markets better, so Ontario must turn attention to that point.

In his report on instruction at creameries during the past year, Chief Instructor Geo. H. Barr recorded a rapid increase in the creamery industry in Western Ontario, there being now 71 creameries in operation, as against 59 last year. There was also improvement in the quality of butter, speaking generally. There was a considerable quantity of mottled butter during the early portion of the season. This, he considered due to lack of working. Some creameries turned out butter equal to Danish, and why should not all do the same? It was plain from last year's work that the finest butter was made in creameries where the pasteurizer was used properly. He advocated four points—first, every effort to get patrons to send sweet cream; second, cream must be properly pasteurized and cooled; third, a pure culture must be used in cream; fourth, butter must be kept at 40 degrees or under.

J. A. Ruddick and J. A. McFeeters spoke on the subject of Canadian butter on the British market, and attention having been called to a case where mouldy butter had arrived in the Old Country, Prof. Harrison, Guelph, said moulds required air to grow, so the tighter the butter was packed the less

chance there was of mould. He advised the use of paper on which was strong formaline to prevent this mould.

The necessity for every care to preserve purity and delicacy of flavor in cheese and butter made cold storage and curing rooms a very important factor in dairying. He had, he said, plans for cold storage plants which could be obtained by any dairymen desiring them, these plans giving best results of some experiments conducted by the Dominion department.

Election of Officers.

The following officers and directors were appointed for the ensuing year: Thomas Ballantyne, Stratford, president; John McQuaker, Owen Sound, first vice-president; A. F. MacLaren, Stratford, second vice-president; John Brodie, Mapleton, third vice-president. Directors—G. E. Gardbrand, Milverton, Listowel group; James Connelly, Holmsville, Kincardine group; Robert Sutherland, Dorchester, London group; John McLaren, Hickson, Woodstock group; J. N. Paget, Camboro, Brantford group; J. J. Parsons, Jarvis, Simcoe group; secretary-treasurer, G. A. Barr, London; auditors, J. A. Nelles, London; J. C. Hegler, Ingersoll; representatives to Western Fair, London, J. W. Steinhoff, Stratford; J. A. Boyr, Dorchester; representatives to Canada National, A. F. MacLaren, Stratford; J. B. Miner, Ingersoll.

The convention was brought to a close by speeches from the retiring president, Mr. Robert Johnston, and Mr. J. McQuaker, the new vice-president, in the absence of Mr. Ballantyne, Jr.

HONORED BY THEIR FELLOW CITIZENS.

At the elections in Westmount, Montreal, held last Monday, 15th, two gentlemen closely identified with Montreal's wholesale grocery interests were elected as aldermen in Montreal's classic suburb. Mr. Wm. Galbraith, of Carter, Galbraith & Co., wholesale grocers, and Mr. A. H. Scott, of Watt, Scott & Goodacre one of Montreal's best known grocery commission merchants and brokers, were elected by handsome majorities. Mr. Galbraith is known as an experienced and vigorous campaigner and had experience in election fights and came out strongly as the champion of needed improvements, and fought his issues most successfully. This was Mr. Scott's first appearance on the hustings and as a worker and vigorous exponent of his views on municipal matters made a strong running mate for Mr. Galbraith. Though entering the contest much later than his opponent, he won by the splendid majority of 127 votes. The election of these two gentlemen by the citizens of Westmount is an honor alike to them as well as Messrs. Galbraith and Scott.

BANQUET AND PRESENTATION

To Mr. T. Gaudin, by the Acme Can Works, Montreal.

Krausmann's Cafe, Montreal, was the scene last Thursday, 18th inst., of an entertainment that in more ways than one deserves more than a passing notice. It was a popular appreciation by one of



Mr. Wm. Pratt,
Acme Can Works, Montreal.

Canada's prominent manufacturing firms of the services of one of its faithful employes, and in this demonstrated that loyalty, integrity and faithful performance of duty goes not unrewarded.

The occasion was a banquet tendered by the Acme Can Works to Mr. T. Gaudin, who was severing his connection with his employers to take up the responsible position of assistant accountant at the Dominion lighthouse depot at Prescott, Ont.

Invitations to the number of thirty-five had been sent out and included men prominent in commercial, political and military life, and not a vacant chair was seen, proving that all invitees were

MENU

SOUP.			
Chicken.		Okra.	
Pickles.	Olives.	Radishes.	Salted Almonds.
FISH.			
Filet of Sole au Vin Blanc.		Pommes de Terre.	Parsalad.
ENTREES.			
Lamb Chops.	Green Peas.		Pommes Julien.
ROAST.			
Vermont Turkey, Giblet Sauce.			
DESSERT.			
Rice Pudding, Vanilla Sauce.			
-FRUITS-			
CHEESE.			
Roquefort.		Fromage de Brie.	
Tea.	Coffee.	Liqueurs.	Cigars.

pleased to do honor to the guest of the evening and the Acme Can Works.

Promptly at 8.30 Mr. Jas. Campbell and Mr. Wm. Pratt, proprietors of the Acme Can Works, took their places at

the banqueting table, Mr. Campbell as chairman and Mr. Pratt in the vice-chair.

After the excellent menu had been satisfactorily discussed, Mr. Campbell proposed the toast of "The King," which was enthusiastically honored. This was followed by "Rule Britannia," led by Mr. C. Mann. The following is the toast list, which was carried out under the propositions of Mr. Campbell and Mr. Wm. Pratt, and needless to say they were all duly honored:

In proposing the health of the guest of the evening, Mr. Gaudin, Mr. Campbell remarked that though Mr. Gaudin had only been in the employ of the Acme Can Works some four years he had during that time proved himself a most faithful, industrious and capable employe, one who had never forgotten that the interests of his employers were as his own and had in consequence earned



Mr. J. B. Campbell,
Acme Can Works, Montreal.

for himself not only the full confidence of his principals but also, through fair, strict and honorable business treatment, the esteem of his fellow employes. Though he left the firm now to better himself, he felt sure that he would fulfill his duties to the Government as conscientiously as he had done with the Acme Can Works. He left with the best wishes of his employers and fellow employes.

Mr. Barclay, an employe of the Acme Can Works, then followed with a humorous selection, "All doing the same," and it may be remarked here that as a thorough comedian in every way this young man would make an enviable reputation on the public stage, as he certainly is an artist.

Mr. Edward Pratt, general foreman of the works, expressed for himself and his fellow employes appreciation of all for

the many kindnesses and courtesies shown them by Mr. Gaudin and wished him for all hands God-speed in his new field of labor.

Mr. Jas. B. Campbell followed, presenting Mr. Gaudin with a handsome gold ring set with a diamond and emerald, and said:

"Mr. Gaudin, in the name of the Acme Can Works and your fellow employes I have pleasure in presenting you with this ring, and assure you that it carries with it the best wishes of the Acme Can Works and its employes, and we trust you will long be spared to wear it. We feel that in leaving us we are losing the services of a faithful and loyal servant but our regrets are mitigated by the knowledge that you go to better yourself. God-speed to you."

Mr. Wm. Pratt, co-partner and vice-chairman, in seconding Mr. Campbell's wishes, claimed to be more used to making cans than speeches, but took pleasure in giving Mr. Gaudin the reputation of being an upright, straightforward man and worker, besides being a jolly good fellow, and felt sure that success would come to Mr. Gaudin if he persevered in the manner in which he had conducted himself and his affairs while with the Acme Can Works.

A song in French, "Oh, Canadienne," by Mr. Chas. Tison, and a few complimentary words by Mr. W. H. Walsh, an old friend, preceded the rising of Mr. Gaudin.

The guest of the evening was visibly affected by the honors that were being shown him and expressed himself as un-



Mr. T. Gaudin,
Lately with Acme Can Works, Montreal.

able to adequately reply. He thanked Mr. Campbell and Mr. Pratt and his fellow employes for their great kindness in thus honoring his services during the years he had been connected with their



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THE WELLKNOWN AND RELIABLE CAKE.

RISING SUN STOVE POLISH

SUN PASTE STOVE POLISH

TINS GUARANTEED TO THE TRADE

DURABLE ECONOMICAL 3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

DON'T TAKE ANY CHANCES. Neither **RISING SUN** Stove Polish in cakes nor **SUN PASTE** Stove Polish in tins contain anything inflammable or explosive. They are absolutely safe in the hands of the user. The sale and use of inferior stove polishes often results in fires, explosions, burns and disfigurement, sometimes horrible suffering and death. You run a considerable risk in selling these dangerous stove polishes put up by inexperienced or unscrupulous manufacturers, as the injured have repeatedly brought suits at law against the dealers who sold the dangerous stuff. Don't take any chances.

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

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company, and he felt that in leaving them now he was leaving his best friends and what to him was practically home. He had always tried to do his duty to his employers and be just to the employes. He could hardly express to them how their appreciation touched him on severing his connection, but would always think of them with the kindest feelings. He desired to say more, but his feelings overcame him, and the words wouldn't come.

Lieut.-Col. Whitley, of the 6th Hussars, followed in a tribute of Mr. Gaudin's manly character, and as a soldier was proud to honor such a crack rifle shot as Mr. Gaudin, who by the way was a fellow Jersey man, and the son of a sire equally famed as a crack rifle shot in the Old Land, as was evidenced to him by a visit to the home of Mr. Gaudin, Sr., in Jersey last Summer, where a room full of trophies gained upon Britain's ranges testified to skill and steady nerve.

A recitation by Mr. Walsh then followed, after which Lieut.-Col. Finlayson, of the Prince of Wales Fusiliers, paid an equally flattering tribute to Mr. Gaudin as a man and crack rifle shot and soldier.

The toast of "The Press" was honored by replies by Mr. Jos. Robb, of the Standard, and Mr. W. H. Seyler, on behalf of the MacLean Publishing Co., Limited. "The Ladies" by Mr. Walsh and Mr. Loisel.

Mr. Edward Pratt, cashier, in an able speech presented the compliments of the office staff to Mr. Gaudin, after which a song by Mr. Jas. Martin was ably rendered.

Mr. Chappell proposed the health of the proprietors of the Acme Can Works, Messrs. Jas. B. Campbell and Wm. Pratt. Mr. Campbell thanked their guests for having honored them with their presence to pay tribute to one of their employes. He hoped that all had spent an enjoyable evening, and their guests' pleasure was as their own. The Acme Can Works only spreads its wings once in a while and he sincerely hoped to have the pleasure of meeting all again on such a pleasant evening. He could take them from the Atlantic to the Pacific and show them where the Acme Can Works was doing business and where their many friends were.

"We try to use our men right in every way," said Mr. Campbell, "and to use

our customers equally fair and any success that is with the Acme Can Works is due to this fair treatment of men and customers. We appreciate what our help has done from the smallest boy in the factory to the best paid man. My partner, who comes into contact with the practical work more than I do, can tell you more of the principles adopted and carried out in the works."

Mr. Wm. Pratt in thanking the guests for the toast to his and Mr. Campbell's health briefly sketched the progress of the Acme Can Works since he and Mr. Campbell had taken over the plant. When some 10 years ago the business was bought from Mr. Wm. Walker, 36 hands were employed with an annual turnover of about \$35,000. "To-day we are employing 250 hands, paying out \$1,500 a week in wages besides the office staff's salary, and our turnover is about \$350,000 annually." The business was established by Mr. Wm. Walker about 30 years ago and Mr. Campbell was with the former proprietor for 19 years, when he and Mr. Pratt purchased the plant in 1896. Mr. Pratt's statement shows that the Acme Can Works is one of Montreal's and Canada's most progressive institutions and with the development of the plant and the installation of the most modern machinery lately put in by the company the Acme Can Works is to-day one of the most complete plants on the American continent.

Before closing with the national anthem and "Auld Lang Syne," Mr. Campbell paid a glowing tribute to Boniface Krausmann for the elegant supper, the service and the thoroughly up-to-date manner in which Mr. Krausmann had treated the Acme Can Works' guests. "The finest prepared dinner in Montreal," was the opinion of all.

A brief sketch of Mr. Gaudin will not be out of place. A Jersey Island man, he came to Canada in 1897, and joined the Acme Can Works in 1902. As a militiaman he was connected with the Prince of Wales Fusiliers, Montreal, represented Province of Quebec in the London Merchants' Team at Ottawa four years ago, when he was on the winning team. In 1886 his father won the Prince of Wales' prize at Wimbledon, so his marksmanship is practically inherited, and the numerous medals and trophies in the Gaudin family testify to the best attributes of a soldier.

The list of guests: Jas. B. Campbell, chairman; Wm. Pratt, vice-chairman; Thos. Gaudin, guest; Lieut.-Col. Fred Whitley, of 6th Hussars; Lieut.-Col. J. A. Finlayson, of Prince of Wales Fusiliers; Mr. Jas. B. Martin, of G.N.W. Telegraph Co.; Mr. J. Thompson, of Canada Paint Co.; Mr. W. H. Walsh, of R. Hemsley & Co.; Mr. F. A. Wray, Mr. J. C. Cox, of Canada Paint Co.; Mr. Chas. Mann, Mr. H. J. Kerley, of McGill College; Mr. W. H. Seyler, of MacLean Publishing Co., Limited; Mr. R. J. Thompson, of Montreal Business College; Mr. Thos. Pratt, of Shawinigan Falls, P.Q.; Mr. E. A. Amy, Mr. J. Loisel, Mr. S. J. Milligan (of Dominion Textile Co.), Mr. J. Brown, Mr. A. Mosseau, Mr. E. F. Pratt, Mr. C. Marshall, Mr. C. Tison, Mr. E. Pratt, Mr. Jos. Deschambault, Mr. Jos. Robb, (of the Standard), Mr. E. McMahon, Mr. J. McCarty, Mr. J. Barclay, Mr. G. Joslin, Mr. O. Dudivoir, Mr. Geo. Remington, Mr. Chas. Chappell, Mr. C. Brown, with Hon. Robt. Bickerdike.

ANNUAL MEETING OF E. W. GILLETT CO., LIMITED.

The fifth annual meeting of E. W. Gillett Co., Limited, was held in the company's offices, corner King and Duncan streets, Toronto, on Thursday, 18th inst., at 11 a.m.

A good attendance of stockholders was present and all were thoroughly pleased with the very satisfactory financial statement presented by the management.

In the absence of the president, Mr. Chas. W. Gillett, the chair was occupied by Mr. Wm. Dobie, and the utmost harmony prevailed. All present were thoroughly pleased with the excellent showing made for the year 1905. The sales showed an increase of nearly 25 per cent. and the company again maintained their very unique record of completing another year's business without any losses in the way of bad debts. On account of the really remarkable showing made, the stockholders voted the officers of the company and the superintendent of the factory, 10 per cent. of the amount of their salaries, as a bonus to each, in appreciation of the excellent work done during the year. The showing

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X RAYS Stove Polish

A GOOD SELLER. RETAILS AT 10c.

INCLUDE A BOX IN YOUR NEXT ORDER.

Thomas Kinnear & Co.

TORONTO AND PETERBORO



UPTON'S

SEASON 1906

SEVILLE

BITTER

ORANGES

have arrived and all orders for

Orange Marmalade

are being filled with new goods.

THE
T. UPTON CO.
LIMITED.

made justified the board of directors to authorize an increase of 2 per cent. in rate of dividend. The prospects of the company are very bright. The following board of directors were elected, viz.: Messrs. Charles W. Gillett, Jno. Firstbrook, H. C. Barker, M. A. Thomas, and Wm. Dobie. Mr. David Hoskins, chartered accountant, was appointed auditor.

After adjournment of the meeting, stockholders were entertained at luncheon in the building, the catering being looked after by the Harry Webb Co., Limited, who supplied bread made with Royal Yeast Cakes, and biscuits made from Magic Baking Powder, two of the company's products. After luncheon a meeting of the board of directors was held, at which the following officers for 1906 were elected, viz.: Mr. Chas. W. Gillett, president; Mr. Wm. Dobie, general manager and treasurer; Mr. Geo. H. Macfarlane, assistant general manager; Mr. Geo. Hepburn, secretary.

At the meeting reference was made to the fact that a fine gold medal was awarded the company's display at the Canadian National Exposition, held in Toronto last year.

REORGANIZATION OF BLACK BROS., LIMITED.

The Atlantic Fish Companies, Limited, has been organized with ample capital and increased facilities to take over the fish businesses of Black Bros. & Co., Limited, Halifax and La Have, N. S., manufacturers of "Halifax" and "Acadia" brands of prepared boneless codfish, Lewis Anderson & Co., exporters of dried and pickled fish, and Hirtle, Rafuse & Co., Limited, general outfitters, both of Lunenburg, N.S. It is the intention of this firm to carry on a general fish business for both home and export trade, and it was found necessary to consolidate these different firms and reduce freight charges, and owing to the small margin of profit at which these goods have been sold in the past it was absolutely necessary that the fishing business on the Atlantic coast be carried on in the most modern methods.

The head office of the Atlantic Fish Companies, Limited, is situated at Lunenburg N.S. (the Gloucester of Canada), with branch offices at Halifax and Montreal, and factories at La Have and

Lunenburg, N.S., and this firm already have agents at Winnipeg and Vancouver.

Mr. A. H. Brittain, in charge of the Montreal office, stated that the high reputation which the "Halifax" and "Acadia" brands of prepared boneless codfish had attained on the western market would be maintained, and owing to the high price of codfish used in the preparation of these brands, it was necessary to consolidate this business to reduce expenses, as the goods have been sold in the past at practically cost price to manufacture.

With increased lines car-load shipments can be made from time to time, which will be a considerable saving in expense.

These brands of prepared boneless codfish are specially gotten up for the grocery trade to enable them to secure a share of this business, which in the past they have had very little of, considering the enormous amount of codfish taken from the Atlantic Ocean yearly (which was over four million dollars at last returns). This line should enable the grocers to make a profit on goods which they have not sold in the past.

BUSINESS NOTES.

Henri Alie, saw and grist mill, La Baie, Que., burnt out.

L. B. Seward Lubricating Co., Hull, Que., has sustained loss by fire.

Wilton Bros., general merchants, Winkler, Man., have been burnt out.

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

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

W. M. Crawford, general merchant, Indian Head, Assa., has been burnt out.

Albert Craig, general merchant, Emerald, P.E.I., has been burnt out, insured, \$5,000.

L. B. Therien, grocer, etc., Montreal, Que., stock damaged by fire and water, insured.

Gagnon Freres & Co., biscuit manufacturers, Quebec, Que., factory destroyed by fire.

Theodule Corbeil, manufacturer of butter tubs, Laurentides, Que., burnt out, partially insured.

The Skeena River canneries are all preparing to run full-handed this season, and an additional plant able to produce 15,000 cases is to be operated.

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BOARD OF TRADE MEETINGS

CHARLOTTETOWN.

The annual meeting of the Charlottetown Board of Trade was largely attended. The chair was occupied by the president, Donald Nicholson.

G. E. Full congratulated the president on the report he had given, but he differed with it on some points. He thought the fees should be raised. He thought in almost everything the board had taken up that it had failed as in the station site and the decrease of freight rates. There were great questions for the board of trade to settle, as the oyster question, the disposal of the I.C.R., the opening of the pork factory and the car ferry or the tunnel. The board of trade should have a room in the centre of the city with leading trade papers, etc., on the table every day.

A. E. Williams urged an increase in the fees in order to better conduct the affairs of the board. Regarding oyster fisheries, he urged consideration for them.

S. W. Crabbe supported the increase in fees, and thought it would be better to dispose of the I.C.R., in agreement with Mr. Full.

The election of officers resulted as follows:

President—W. F. Tidmarsh.
Vice-president—S. W. Crabbe.
Secretary-treasurer—L. B. Miller.
Council—G. E. Hughes, N. Rattenbury, G. E. Full, A. E. Williams, C. Lyons, F. H. Beer, D. Nicholson, F. J. Nash.

The old board of arbitrators was re-elected, as follows:

J. T. Crockett, C. Lyons, George E. Hughes, L. M. Poole, A. Down, R. B. Norton, John MacEachern, W. A. Weeks, Jr., George Wheatley, A. Horne, D. L. Hooper, W. F. H. Carvell, W. E. Bentley.

Votes of thanks were passed the retiring secretary, W. W. Clarke, and the retiring president, for their able and efficient services.

GUELPH.

The Guelph Board of Trade met on 17th inst, in the city hall, and although there was no business of importance for consideration, yet several ideas and suggestions were discussed which may prove advantageous to the city's interests.

President G. B. Ryan was in the chair. Mr. Simpson, chairman of the mercantile committee, read an invitation from the Montreal Board of Trade, asking the co-operation of the Guelph Board at the mercantile convention to be held in Montreal next Spring. Mr. Simpson and Mr. Duff both spoke of the benefits derived from attending these conventions, as new ideas and

business methods were learned, and it was resolved to instruct the Montreal board of their endorsement of the convention.

Mr. D. Allan gave some ideas on advertising the advantages of Guelph for manufacturers, which brought forth the fact that the board has that important matter now under consideration.

Mr. F. Frank thought that every citizen, especially every business man, should unite in encouraging manufacturers to locate in their city.

HALIFAX.

A. M. Bell, hardware merchant, was elected president of the Halifax Board of Trade on the 16th inst. The membership of the board now numbers 486, which is 110 more than it was a year ago.

MONTREAL.

The Montreal Board of Trade held a special general meeting in the Exchange Hall last week and passed resolutions to be submitted to the sixth congress of the Chambers of Commerce of the Empire, to be held in London in June next. An amendment was made to by-law 12 of the board.

The meeting was also the regular annual meeting. President W. I. Gear occupied the chair, and explained that the meeting had been called earlier than had been intended, as it was necessary to have resolutions that were to be laid before the congress in the hands of the secretary by the first of February.

The resolutions respecting cable news and British emigration were dwelt upon at some length by the president and carried unanimously. These resolutions are:

"Whereas cable news reports for Canada are gathered and distributed mainly through foreign sources, thereby receiving a coloring which is detrimental to the existence of the spirit of Imperial and colonial unity;

"Whereas the same conditions to a greater or lesser extent may now or at any time prevail in connection with the cable news service to other parts of the Empire;

"Therefore, resolved, that the Imperial Government is hereby prayed to devise means whereby cable and telegraph news to and from all parts of the British Empire shall be furnished entirely through Imperial channels."

"That in the interests of the British Empire, and particularly in the interest of the Motherland, measures should be adopted which would direct British emigration to the colonies."

At the conclusion of the above business Mr. Alfred Moseley, C.M.G., was introduced by the president.

Mr. Moseley expressed his pleasure at

being present and launched at once into the matter of preferential trade. The Empire, said he, looms large to one who has traveled over it. The great question is to-day, not that of obtaining more of Empire, but how shall we maintain our present Empire in its integrity. He believed men in Canada realized the importance of this question, and that unless we get together the Empire would in a few years fall apart from its own weight.

Mr. Chamberlain well knew what was possible in the way of Empire, and had sacrificed his high position and taken his political life in his hands for his ideal—that of consolidating the existing Empire. He quite agreed that Canada and the rest of the Empire were fully capable of supplying the food demands of the Empire, but unfortunately that day was not yet. Much was supplied by Argentine and other countries by no means favorable to us.

The Chambre de Commerce, the French Board of Trade of Montreal, at a meeting on the 17th inst., passed a strong resolution, calling upon the British Government to have a commission composed of doctors and veterinarians of the United Kingdom, Canada, and other self-governing colonies, appointed to thoroughly investigate the question of whether the British embargo on Canadian cattle is justified by existing conditions. It is pointed out that the claim made in England that disease exists among Canadian cattle has been frequently refuted by investigation, and it is urged that if the action of the British authorities is because of any change in fiscal policy, Canada and the other colonies might curtail the favors they are extending to the Mother Country.

PORT ARTHUR.

The annual meeting of the Port Arthur Board of Trade, which was held in the council chamber on the 16th inst., drew out a larger gathering of the business men than has attended the board meeting in years.

A number of new names were added to the roll.

President Clavet opened the meeting. He stated he had no report to bring before the board, and he credited the majority of the members of the board for the responsibility of this, as they had elected him mayor of the town, and in that capacity he had but little time to attend to other than the town's business. He thought, however, that the annual meeting of the board should have been called in April, as it was in that month that he had been elected to the position. He had not been aware of the calling of the meeting for to-night until he read the notice in the Chronicle calling the annual meeting. As the meeting had not been called last year

We are offering some exceptionally good values in Ceylon and Indian Teas, Pekoes and Orange Pekoes. See our travellers.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

until April he thought that in justice to himself he should have been given sufficient time to prepare a report. He had come to to-night's meeting without a report, as he had been too busy the past few weeks working in the town's interests to prepare one.

Mr. Clavet hoped that the motto of the board of trade this year would be "peace and harmony," having the interests of Port Arthur always at heart. "Port Arthur has a great future in store, but the town has been dormant and not awake to its possibilities. It has a better financial standing than any town in Canada. It cannot be ignored. We have a firm at our backs which will make us one of the greatest cities in Canada—Messrs. Mackenzie & Mann. In a recent conversation Mr. Mann stated that it was the desire and interest of his firm to make Port Arthur the Chicago of the west."

Before the adoption of the minutes of the previous meetings President Clavet took exception to a motion that ex-presidents should be made ex-officio officers of the board of trade.

The matter was adjusted by a motion that no ex-president of the board of trade be a member of the council unless elected to it.

The election of officers then took place.

Geo. Mooring was elected to the position of president.

Before vacating the chair President Clavet stated that he hoped his deficiencies as president of the board

would be made up by the new president. He hoped that there would be harmony and prosperity in the board, and he knew that relations between the council and the board would be harmonious.

Mr. Mooring, in taking the chair, thanked the members for the honor that they had bestowed upon him in electing him to this responsible position. He thought that the board ought to make itself felt. He was going to fight first and last in the interests of Port Arthur.

REGINA.

The Board of Trade of Regina held its annual meeting on the 11th inst. In the absence of President Mytton, the chair was taken by Vice-President Pettingell.

The following officers were elected for the ensuing year: President, W. G. Pettingell; vice-president, Allan Cooper; council, H. F. Mytton, A. S. Jarvis, B. Whitmore, J. M. Young, Mayor McAra, J. R. Peverett, W. McCausland, Geo. Mickleborough and J. F. Bole.

An important question was raised by Mayor McAra, who said he thought Regina was not getting the advertising it should get, and that in the interests of the city a publicity commissioner, with a salary of \$2,000 a year, should be appointed, as had been done in Moose Jaw, Edmonton, and other western cities. The matter, which was very favorably received, was referred to the council, who will meet next week, and

issue a report to the board at its next general meeting.

SACKVILLE.

The annual meeting of the Sackville Board of Trade was held on the 13th inst. Mr. C. C. Campbell, the president, occupied the chair.

Mr. Stewart, the secretary, read the report of the council, reporting that action had been taken as follows:

Urging our railway and shipping committee to take strong action on behalf of this board with reference to improved accommodation at the Intercolonial Railway Station for both passengers and freight. The latest report of this committee, of which A. B. Copp was appointed chairman in the place of H. C. Read, resigned, is to the effect that a new station will probably be built here next Summer, and that the officials of the road were in favor of placing it at or near the site of the present station.

Action was taken with reference to the matter of wharf improvements. Three members of the board were appointed to co-operate with a committee from the town council to procure an appropriation from the Dominion Government.

SUMMERSIDE.

The annual meeting of the Summerside Board of Trade, on the 17th inst., was largely attended. The president, Neil McQuarrie, K.C., occupied the

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BRAND

OUR TEA SALE A BIG SUCCESS

If you have not bought see our travellers, or send for samples. Specials in **Prunes, Apricots, Peaches.** We are agents for **Wagstaff's Mince Meat**, guaranteed to keep in any climate. **Wagstaff's Marmalade**, packed in 12 oz., 1 lb. glass and 7 lb. pails. **Wagstaff's Jam** packed in 12 oz., 1 lb. glass and 7 lb. pails. These are absolutely the finest ever put on the market.

BALFOUR & CO.,

Wholesale Grocers,

HAMILTON, Ont.

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The Sydn regular mee

Extraordinary TEA Values

Nothing trashy, but sterling values in Teas—priced away below market values. Now is your opportunity to secure some real bargains.

Largest Variety and Best Values in the Dominion

24 Hf. chs. Sifted Moyune Young Hysons	35 cts.
20 " " Pinhead Gunpowders	35 "
50 " " May Pickings Japans	18 "
30 " " Early May Pickings Japans	28 "
35 Chests British Assam	20 "
18 " Golden Tipped Assam Buds	40 "
30 Caddies Fancy Formosa Oolong	55 "
100 Chests Orange Pekoe Ceylons	18 "

We can match any line of Teas.
It will pay you to get our samples.

Name your price and we will be pleased
to submit samples and quotations.

THE **EBY, BLAIN CO., LIMITED** Direct Tea Importers,
TORONTO.

chair. Mr. Harris, manager of the Royal Bank, and Dr. John F. McNeil, John Dobson, and A. McArthur, were proposed for membership and unanimously accepted.

The annual address of the president was read and submitted. On motion of J. A. Brace, seconded by Wm. Stewart, supported by W. A. Brennan, the address was adopted. A requisition was made by motion to the president to pass his address over to the press.

The election of officers was then proceeded with, which resulted as follows: President, Neil McQuarrie, re-elected by acclamation; vice-president, D. K. Currie, by acclamation; council, J. A. Brace, W. A. Brennan, J. M. Clark, George Godkin, R. T. Holman, Neil McLeod, Joseph Read, Wm. Stewart, W. K. McGougan; auditors, J. S. Hinton and Neil Sinclair.

The old board of arbitrators were re-appointed.

Capt. Joseph Read, J. A. Brace, J. M. Clark, were appointed a delegation to wait on the superintendent of the Island Railway respecting the second western train. It was also decided to hold meetings throughout the county.

D. K. Currie and A. Campbell were appointed a committee to correspond with the authorities in reference to a readjustment of freight rates on the N.B. & P.E.I. Railway.

SYDNEY.

The Sydney Board of Trade held its regular meeting on the 10th inst., a

large attendance of members being present.

The secretary's report has not yet been fully compiled, but will be ready to present to the members of the board in two weeks' time.

The election of officers of the board for the ensuing year resulted as follows: President, J. A. Gillies; vice-president, C. P. Moore; secretary-treasurer, S. P. Challon, re-elected.

The standing committee will be selected by a committee consisting of the president, vice-president, secretary, and retiring president.

After the election of officers the question of the "adulteration of milk" was brought up and ably discussed by Dr. E. C. Thurston, D.V.S. Among other information which Dr. Thurston furnished to the members of the board was the result of an examination of twenty-seven samples of milk which he had secured from the various vendors in Sydney. All except three of these were found to be adulterated, the majority of the samples being of condensed milk which had been highly watered and otherwise adulterated.

CANADA'S TRADE WITH THE WEST INDIES.

U. S. Consul-General William R. Holloway reports largely increased trade between Canada and the West Indies.

It is announced, he says, that special arrangements have been made for a West India exhibit at the Dominion Exposition at Halifax next Fall. The carrying

trade this season between Canada and the West Indies has shown a satisfactory increase. All steamers have had full outward cargoes. The shipments of flour, oats and feed have exceeded those of last year. Split peas have been forwarded by Halifax this season instead of going via New York, as in former years. There has been a falling off in Canadian exports of butter and cheese to the West Indies, the country not having so great a surplus, owing to the heavy drought and the shortage of feed last Winter. A good trade is being opened up in condensed milk, also in furniture, canned goods, boots and shoes. The sale of Canadian soaps is decidedly on the increase, as is also that of biscuits. For the latter there is a large field, and more business could be done if it was pushed.

Imports have been large, nearly all the West India crystal sugar having been taken by Canada. Canada has also increased her purchases of oranges and bananas, the direct facilities having helped this trade.

The Canadian consumption of cocoa is yearly increasing. The low price of sugar at present is not very encouraging, the immediate outlook being poor for all except the largest estates and those equipped with the best machinery. However, these estates got good prices up to midsummer, and had a good deal of money to spend.

The present outlook for passenger traffic during January, February, March and April is bright, quite a number of passages already being booked and the inquiries being numerous.

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

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

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

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

HAMS

Finest Sugar Cured goods on the market. They are cheap. Compare cost with any other line you are handling.

**Fresh
Pickled
Smoked
Cooked**

We can ship in either and in any quantity.

F. W. FEARMAN CO., LIMITED
HAMILTON



**Brains Rule
This World,
Packers
with Brains**

— at —

**Grande Pointe
Manitoba**

... Pack ...

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

**BONELESS CHICKEN
BONELESS TURKEY**
1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

— PACKED BY —

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN **NICHOLSON, BAIN & JOHNSTON**
Winnipeg, Man. Calgary, Alta.
Sole Western Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

**BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled**

OUR MOTTO:

Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS

73-75-77 Colborne Street

Toronto.

The cheese but undoubt Britain have new business for granted cheese is r times of pul Canada are the stocks in tres are all than last ye consumptive able supplies til the new s the market.

All this n wind-up of la awkward be make, danger opening of th elining mark until bottom less the next considerably son's make, p At present th the make of increased, an will decrease all, if the fan them better t turn to makin

We mention that Mr. J. W. Dairy School cream system Eastern Ontar Now, whatever may be, it is Ontario butte cream system ity to Quebec ness for dairy as many cream is also conver these cream s their skim mi liver only the ies. But carti try roads in S earting fresh cream is to be the creamery. ter produced i Eastern Town Quebec. Now ection put in will very soon producing "fir their product of "Ontario about third o

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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market remains firm here, but undoubtedly the elections in Great Britain have materially curtailed any new business, although it may be taken for granted that the consumption of cheese is really larger during these times of public excitement. Stocks in Canada are very much reduced, and the stocks in the different British centres are all reported considerably less than last year and, with any ordinary consumptive demand, the present available supplies would seem insufficient until the new season's make can come on the market.

All this naturally means a strong wind-up of last year's make, and a very awkward beginning for next season's make, dangerously high prices at the opening of the new season, steadily declining markets and great uncertainty until bottom prices are reached. Unless the next season's make of cheese is considerably in excess of the last season's make, prices will again rule high. At present the prospects seem to be that the make of butter will be still further increased, and that the make of cheese will decrease in proportion; but, after all, if the farmers find that cheese pays them better than butter, they may return to making cheese.

We mentioned in our last week's issue that Mr. J. W. Mitchell, of the Kingston Dairy School, advocated the "gathered cream system" at the convention of the Eastern Ontario Dairymen's Association. Now, whatever Mr. Mitchell's motives may be, it is an established fact that Ontario butter, where the "gathered cream system" is used, is of inferior quality to Quebec butter. It is a good business for dairy supply merchants to sell as many cream separators as possible, it is also convenient for farmers to have these cream separators at home, to keep their skim milk for their stock, and deliver only their cream to the creameries. But carting cream over rough country roads in Summer-time is different to carting fresh milk from which the cream is to be extracted after it reaches the creamery. The finest quality of butter produced in Canada was made in the Eastern Townships of the Province of Quebec. Now, if the farmers in that section put in cream separators, they will very soon lose their reputation for producing "finest Canadian butter," and their product will be placed on the basis of "Ontario creamery," which is only about third on the list.

Let the farmers deliver good milk to the creameries, let the latter do their work right, and we can compete with

any country in the world for fine quality of butter, but we distinctly disagree with Mr. Mitchell in his advocating the "gathered cream system."

Mr. W. A. Woodard, the official referee at Montreal, mentioned in his speech at Peterboro at the convention of the Eastern Ontario Dairymen's Association, that a noticeable defect was in the boxing of cheese. Boxes of inferior quality were used with the result that they were badly broken when they reached Montreal and were totally unfit for the long trip across the ocean.

This has been a vexed question for many years, different "freak" boxes being introduced, until Mr. D. M. McPherson, of Lancaster, brought out a box before the Montreal Produce Merchants' Association, which seems to "fill the bill." It is sewn with a waxed cord and lock stitch and it holds the wood together so that it may be landed in the U.K. in an unbroken condition. If this box is generally adopted by our cheese factories, it may fill a long felt want. Mr. McPherson states that he should get an advance of one cent per box, but for the present, at least, he is willing to supply his new boxes at the price of the ordinary boxes.

Another district, Brockville this time, has fallen into line of individual cow testing. This is, undoubtedly, a step in the right direction, and we trust to see this system generally adopted in all dairy sections of the Dominion.

THE PROVISION SITUATION.

It cannot be said that any material change has taken place in the trade conditions since our last review. There have been developments of a more or less expected character, which may or may not arouse the serious attention of the Government. The closing down in part of some important factories is what is referred to. Many hands are thus thrown out of employment, with no immediate prospect of the situation improving. Beside the "unemployed" feature, there is the fact that these men must find other kinds of employment, and therefore the factories have probably lost for good men which it has taken years to bring to efficiency, a feature of no mean importance to a manufacturing enterprise.

Neither in Montreal nor Toronto have supplies been sufficient to go round.

George Matthews & Co., pork packers, of Hull and Ottawa, announce that they will be obliged to curtail their operations, and temporarily throw many men out of work, because they find that it is impossible to secure sufficient bacon hogs to keep their establishment going,

owing to the recent order of the Department of Agriculture.

The Hamilton packers, Fowlers' Canadian Company and the F. W. Fearman Company, are also suffering from a shortage of hogs, and have been compelled to lay off some of their workmen and cut down the time of others.

Reports from other centres are of similar nature. The recent conference between packers and farmers' interests it is to be hoped has paved the way for some action in the matter, which will effectually relieve the present unsatisfactory conditions. Prices have considerably stiffened, and there is every prospect of still further advances.

OUR LONDON LETTER.

By Our Own Correspondent.

Butter. Inquiry goes to show that the general position of this market, although it could not be termed positively weak, is by no means so strong as during the past two or three weeks. The effects of the very high prices lately ruling are now having their inevitable result and even in the face of all-around reductions the demand is inclined to flag. As a matter of fact, for reasons which it is not very easy to comprehend, importers are showing considerable willingness to meet possible purchasers in the matter of price. Arrivals from the colonies, however, have been on a small scale, nor does there seem any prospect of our receiving the supplies which importers would wish from that quarter. The Copenhagen quotation has been reduced three kroner and there has also been a reduction of a shilling in the price of choicest colonial. The price for medium is maintained.

Board of Trade returns for December show that the United Kingdom imported during 1905 butter to the extent of 207,393 tons. This is a falling off of nearly 5,000 tons, when compared to 1904. The decrease occurred entirely in foreign receipts; the colonies gave us 221 tons more.

Cheese. Taken in general, the position of the cheese market here is very similar to the butter market. The rush which has been characteristic of the past few weeks has diminished somewhat, and the volume of trade transacted is on a smaller scale. There is this difference, however—the attitude of importers towards cheese buyers is one of greater determination than in the case of butter. It would seem that they are hoping for a more active demand before long, and consequently prices have been maintained. Receipts of Canadian, both on the London market and the northwestern markets, have been small. Consumptive demand is weak and consequently supplies from Canada, small though they are, are slightly in excess of sales. The quality of Canadian cheese continues to be, as a whole, entirely satisfactory.

The demand for Dutch and English cheese is inclined to be weak.

Bacon. It is a pleasure to be able to

January 26, 1906

very little Canadian offered. American supplying the market. Refined lard compound is higher, but still low; there is a good, steady sale. In fresh meats beef continues dull; price low and supply large. Veal is scarce and rather higher. Mutton is also held firmer. Lard continues at quite a full price. Pork still high. We quote:

Mess pork, per bbl	\$19 00	\$20 00
Clear pork	18 01	20 10
Plate beef	13 00	15 01
Domestic beef, per lb	0 05	0 06 1/2
Western beef	0 09	0 09 1/2
Mutton	0 16	0 07
Veal	0 08	0 09
Lamb	0 09	0 10
Pork	0 09	0 09
Hams	0 13	0 14
Rolls	0 10	0 13
Lard, pure, tubs	0 11 1/2	0 12
" pails	0 12 1/2	0 12 1/2
Refined lard, tubs	0 08 1/2	0 09
" pails	0 09	0 09 1/2

MILLSON HOCKEY TROPHY.

Friday evening, January 19, at Varsity Rink, Toronto, two hockey games in the Wholesale Grocery League were played—Brokers vs. Jas. Lumbers, and T. Kinnear & Co. vs. H. P. Eckardt & Co.

The first game ended in a victory for Brokers by 6 goals to 1. It was, without doubt, the fastest game played this year, but somewhat rough. The teams were well balanced, with the exception of the Brokers having a better forward line. Both teams showed lack of training, and a few more practices would improve them.

For the Brokers, Banks, Webber, May and Millman made brilliant rushes, and tried to work in their old-time combination, but being their first meeting they could not get working. Their new defence—Wilson, Bidwell and Ferguson—is a tower of strength.

On the opposing team Wessie Lumbers played a phenomenal game in goal, and the playing of Fred. Lumbers, Stewart Oliver, and James Morton, must not be overlooked. They are good stick handlers.

The line-up was:

Brokers—H. Ferguson, goal; W. E. Bidwell, point; J. Wilson, cover point; T. Webber, rover; W. W. May, right; A. Millman, centre; S. Banks, (capt.), left.

James Lumbers—W. Lumbers, goal; F. Lumbers, point; S. Oliver, cover point; Ross Marshall, rover; H. N. Brethour, right; R. J. Morton, centre; Harold R. Carradus, left.

Referee—H. Rennie.

In the second game Eckardts went down before Kinnears by 7 to 0. It was a poor exhibition of hockey. Some spectacular plays were made by Tom Kinnear and Little Rennie. Bert. Brown made some brilliant plays and seemed to be the only one in condition. It seemed to be an off night for Eckardts.

The line-up was:

T. Kinnear & Co.—C. Holden, goal; H. Rennie, point; G. Humphrey, cover; T. H. Kinnear, rover; A. B. McGregor, right; Graham, centre; C. Rennie, left.

H. P. Eckardt & Co.—Robinson, goal; Powers, point; B. Brown, cover; Chapman, rover; Hill, right; Thompson, centre; McCormick, left.

Referee—T. C. Webber.

Exercise and Good Eating

build up bone and muscle.

Clark's Pork and Beans with Chili Sauce

contain all the natural food elements in proper proportion for body building.



Reliability

is the watchword with

Nicholson's Mince Meat

That means sure trade for the Grocers who sell it. Are you on the list?

- TRADE WINNERS:
- N. & B. JELLY POWDER
 - N. & B. ICING POWDER
 - N. & B. PUDDING
 - N. & B. VERIQUICK TAPIOCA
 - BROCK'S BIRD SEED

NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

SALT SALT

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

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

SAUSAGE

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

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

BUTTER and EGGS

—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you **free**, postpaid, from time to time, as issued, my **Hide Bulletins**, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crockings, etc.

C. S. PAGE, Hyde Park, Vt.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now, for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

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

The Package Oft Proclaims The Tea

'Tis true! and in *no case* more so than that of

Blue Ribbon Ceylon Tea

Doesn't that *Blue Ribbon* on the package *tell you a whole story* about *merit within*?

Doesn't it tell you that *Blue Ribbon Ceylon Tea* is *first* because the *Blue Ribbon* stands for *highest honor*?

The *40c.* line of *Blue Ribbon Ceylon Tea—Red Label*—is the *most profitable tea* you can carry.

It is *really* a *50c.* line *selling at 40c.*—not once, *but always.*

Get in a *supply* of this *ready seller* right away.



THE METAL SHINGLE & SIDING CO., Limited, Preston, Ont.

Cut illustrating attractiveness of our Sheet Metal Fronts

ARE you satisfied with the exterior and interior appearance of your store?

We can help you quickly and cheaply to convert an old store into a handsome new one, with our

Galvanized Steel Fronts

... and our ...

Classical Metal Ceilings

Successful men are rarely found in unattractive premises. This is the time of the year to make the improvements.

Our ceilings go on over plaster and the work can be done without disturbing business.

ASK FOR OUR CATALOGUES

Baking Pow
Gillett, E. W.
McLaren, A.

Biscuits, C
Bode's Gum
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Falls, O
Cowan Co.,
Imperial Bi
Jacob, W. J
McLachlan
Mooney Bis
Mott, John
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Stewart Co.

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Canned Go
Balfour & C
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Turner, Jam

Cash Regist
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Empire Tob
McDougall, I
Payne, J. Br
Sherbrooke
Tuckett, Geo

Clothes Line
Hamilton Co

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Baker, Walte
Cowan Co., T
Dunn, Wm. I
Epps, James
Lowney, Wal
Mott, John P
VanHouten's

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Computing Sc

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Gillett, E. W.

Condensed M
Borden's—W
Truro Conden
Truro, N.I

Consulting C
Kaufmann, W

Counter Chec
Allison Cupon

Crockery, Gla
Campbell's, R.
Gowans, Ken

Dairy Produ
Clark, Wm., M
Dawson Comm
Fearman, F. V
MacLaren, A.
Toronto.
McLean, J. A.
Park, Blackwe
Rutherford, M
Ryan, Wm., &

Financial Ins
Bradstreet Co.

Adam Geo. &
Adamson, J. T
Albert Soaps
Allison Coupon
American Tob
Auer Light Co.

Balfour & Co.
Bate, H. N., &
Biermann, E., J
Blue Ribbon Te
Boyd, Thos., &
Bradstreet's
Braid, Wm., &
Branford Star

Campbell's, R.
Canada Paper
Canada Sugar F

Canadian Cano
Canadian Press

Canadian Salt
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Ceylon Tea Ass
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Clark, W.
Codville & Co.
Coles Manufac
Colson, C. E., &
Cowan Bros.
Cowan Co.
Cox, J. & G.
Crichton, Alexa
Crown Silver Ph

Davidson & Ha
Dawson Comm
Dingle & Stewa
Distributors Co
Dominion Mole
Dominion Salt
Doughty, A. G.
Douglas, J. M.
Dunn, Wm. H.

Eby, Blain Co.
Eckardt H. P., &

Windsor Salt

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

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

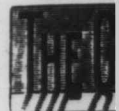
PREMIUM COUPONS and the Recent Legislation re Trading Stamps

Under the law recently enacted by the Dominion House of Commons, the issuing of **Trading Stamps** which are redeemable in goods at some central agency or elsewhere than on the premises of the merchant who issues them, is **illegal**.

It is, however, **strictly legal** and in thorough compliance with this recent legislation for any merchant in the Dominion to **issue Premium Coupons to cash-paying customers**, such Coupons being redeemable in goods in the shop or premises where the purchase was made and where the Coupons were issued, provided the goods given in redemption of the Coupons are the exclusive property of such merchant, and provided also that every Coupon bears its value printed or stamped on its face, as well as the name and place of business of the merchant who issues them.

The merchant is in no way bound to redeem these Premium Coupons in cash. Our system of Premium Coupons has been successfully operated by over two thousand leading retail merchants throughout the Dominion during the past ten years, and as we place our system **EXCLUSIVELY** with one merchant in each town, its advantages as a cash trade winner are decidedly beneficial. We will be much pleased to instruct our traveller to call upon any merchant interested in Premium Coupons, on application, for the purpose of explaining the benefits to be derived from introducing our system.

THE CROWN SILVER PLATE CO., 142 and 143 Confederation Life Building, **TORONTO**



The Mac

Publishers
the Provinc
chewan, M
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abroad.

CANADA—

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JOHN BAYNE MACLEAN,
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The MacLean Publishing Co.
Limited

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

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ZURICH - - - - - Louis Wol
Orell Fussli & Co

Subscription, Canada and United States, - \$2.00
Great Britain and elsewhere - - - - - 12s.

Published every Friday.

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IS THE LAW AGAINST BUSINESS MEN.

The prosecutions which have been instituted against some of the business organizations in Canada raise some important points. One in particular is in regard to the legality of any organizations which business men may see fit to create.

In this day and generation, organizations amongst business men are a necessity. Where they do not exist, there is a crying need for them, whether it be among retailers, wholesalers, or manufacturers. It is born of the conditions which exist to-day, where competition is the life of trade. But there is competition and competition. When competition is excessive or unjust, ruin is certain to follow.

Organizations, as a rule, are born of the desire, not to resort to unjust methods, but to remedy evils which exist. Even the organizations of the master plumbers and the supply men were at first created for this purpose. It was only when they became masters of the situation that they became arbitrary. Had they stuck to the early intentions of their organization no one would have had just cause to complain.

Now, however, that the courts have started upon the repression of unjust combines or associations, it is just possible that such a narrow interpretation of the law may be taken, that wherever there is an organization of business men prosecution for conspiracy or restraint of trade may follow.

Should it be found that this narrow interpretation of the law leads to the penalizing of organizations of business men who had no intention of either restricting trade or conspiring against non-members or anyone concerned, the law should be amended at the earliest possible moment.

Some 34 years ago, when the printers of Toronto struck for the nine-hour day, it was found that those engaged in the strike were guilty of infraction of the law, and several of the leaders were arrested, among them being the late F. F. Clarke, M.P. for Centre Toronto. Sir John Macdonald, however, came to the rescue and passed legislation which removed the disability under which trade unions then rested.

No one then, or since, has questioned the amendments that were made to the law; nor will anyone question the right of business men to organize for legitimate purposes, but, judging from the turn which affairs are taking before the courts, it will be necessary for the law to be amended in some way in order to protect such organizations from narrow and unjust prosecution.

The business men of this country, whether they are manufacturers, wholesalers, or retailers, need organization, and if the present law prevents them from enjoying this, the disabilities under which their labor must be removed.

If working men, lawyers, doctors and others can be allowed to create what are practically close corporations, surely business men cannot be denied the right to organize simply for the purpose of rectifying evils which exist in their several lines of trade.

SEASONABLE SUGGESTIONS.

Start to work while the year is young. It's the way to make your business year eclipse any of the past. Now's the time to plan for the trade of the prospective buyer.

Cutting prices leads to bitterness and animosities between competitors, it is a very dangerous plan and generally results in demoralizing local business as competition retaliates. If you decide to lower prices to meet catalogue house competition, talk it over with others in your town who handle the same goods, explain your position and what you are going to do. Work together. If a spirit

of protection against foreign houses is maintained, all can surely work in harmony and all will be benefitted.

FIGHT FIRE WITH FIRE.

When you find mail order advertising circulating in your territory which actually misrepresents, go after it.

You cannot do this by talking in the store. While you are discussing such misrepresentation with a few people many more are taking the bait and sending their money away.

There is an old saying that you must fight fire with fire. You must fight retail mail order advertising with advertising just as positive and even more convincing.

An exchange tells of a North Dakota retailer who has found it necessary to begin a campaign of education against retail catalogue houses. He uses both prices and general argument. He analyzes the weakness of the offers made by retail mail order houses, compares their goods with his goods and their values with his values. One of his recent circulars, printed on a mimeograph, is an argument which no farmer can dodge. He must confess that the local merchant has proven his case.

Even with such work as this there are people who will persist in sending their money out of the district, but do not weep too long over them. Every community has them. Do the best you can. Hold as big a percentage of the trade at home as possible and bear in mind that the man does not live who can hold it all.

CHANGE IN MAKE-UP.

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

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

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

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

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

THE CANADIAN GROCER.

WINDOW COMPETITION CLOSED.

The notice of our window dressing competition, which closed on the 15th inst., has been taken up in a most encouraging manner, and we have received some meritorious illustrations. We are going carefully over these, and will announce the awards in our issue of February 2.

LOBSTER INSPECTION.

The following letter, which has been received by the editor, fully confirms the need expressed in a recent editorial for a strict Government inspection:

Editor Canadian Grocer:

Dear Sir.—Have noticed from time to time the requests which have appeared in your paper re canned lobsters. I am now, I suppose, considered one of the old stagers in the grocery business. Years ago we bought lobsters by the carload, where we buy 100 cases or less to-day. My recollection is that years ago we had very little trouble with our lobsters, but of late years it seems that you never get through the season without your lobster department showing a loss and creating a lot of trouble. I believe this is the experience of both wholesale and retail merchants all over, so I think that a Government inspection of the lobster industry would be a good thing, and some sort of stricture be put upon the sort of stuff that is being put up. Then, again, when you have disputes with the canners it generally results in a most unsatisfactory manner. Am sure what I say will be corroborated all over the country.

Yours truly,
KICKER.

FRAUDULENT PACKING.

It should not, but it mostly does, take a long while to bring home to people that "the path of duty is the path of safety." There is no other safe road, and travelers on any other are sure to meet with just recompense sooner or later.

The result of the recent prosecution for fraudulent fruit packing cannot fail to meet with the approval of all fair-minded men. If anything, the decision erred on the side of leniency.

If men will not be guided by moral suasion and the higher instincts of integrity, then the law, severe, righteous and unrelenting, must be called into being. What is the use of spending unlimited time, money and energy in establishing relations with all parts of the globe, if unscrupulous packers are going at one fell swoop to ruin the whole business?

Just recently we published a report of remarkable success that an exhibit of Canadian fruit had met with in England. What use, indeed, is it all, if our growers are so blind to their interests

and so lacking in common honesty that in place of good, sound, honest fruit, mere scrubs are packed, fruit not fit for any market. To impose a fine of whatever amount seems almost too lenient. Our inspectors are greatly to be commended, and the prompt action of Mr. J. Carey, as came out in the evidence, may well be followed by other inspectors.

No fruit should be allowed to be packed for export except the very highest quality, free from scab, scale or blemish. This is especially necessary where the journey is likely to be protracted and any packing violating the law should be met with imprisonment without the option of a fine. This is a question of public importance in its broadest sense. Canadian success hangs upon the measure of her confidence abroad, and any man or men who will wilfully, carelessly and indifferently jeopardize such confidence deserves the severest handling. We trust that Inspector Rutherford, of Ottawa, will not rest content with the laurels thus earned, but will push ahead with unrelenting energy.

WELSH COAL FOR CANADA.

Mr. W. A. MacKinnon, the Canadian commercial agent at Bristol, England, sends us a clipping from the Western Daily Press, of that city, reproducing from the columns of this paper a paragraph in regard to the possible strike of the coal miners in the United States and of the threatened shortage in the supply as a result thereof.

Ever since his appointment to the commercial agency in Bristol, Mr. MacKinnon has advocated in his official reports the advisability of Canadian importers establishing a connection with Welsh exporters of the best anthracite coal, which is claimed to be superior to the Pennsylvania product. Mr. MacKinnon believes that it would be well for Canadian importers to make these connections before the probable strike takes place and not after. This is the business-like way of looking at the matter and it is to be hoped that importers in Canada will act upon his advice.

We all remember the unfortunate position we were placed in some three or four years ago when the miners in the anthracite districts went out on strike and deprived this country for some months of its regular supply of coal.

The poultry products of the United States annually exceed in value that of the country's wheat and corn crops combined. The country's poultry produce in the past five years annually increased in value 20 per cent., with the supply not equal to the demand.

A QUESTIONABLE PROPOSAL.

At a recent special meeting of the Winnipeg Board of Trade a resolution was passed asking for certain stringent legislation from the present session of the Manitoba Legislature with the object of compelling insolvent merchants to protect their creditors. President A. L. Johnson, in the course of an able speech, characterized by his usual clearness of expression, said that cases were far too common of merchants selling out their stock at a discount and then coming to their wholesalers to effect a compromise. Legislation was required to stop the practice.

It was decided to ask the Legislature to pass a bill consisting of seven clauses providing that in the sale of any stock of goods it shall be the duty of the purchaser to demand, and of the vendor to furnish, a list of the creditors and the amounts owing, such written statements to be verified by a statutory declaration; and unless such statement and declaration is forthcoming the purchase and sale shall be null and void as against creditors of the vendor. Provision is to be made for the vendor to produce to the purchaser a consent in writing stating the terms of sale, and signed by not less than 50 per cent. of the number of creditors and 75 per cent. of the value; if such is not given by said creditors the purchaser shall pay the proceeds of the purchase into some trust company, said company to distribute said proceeds under provisions of the Assignment Act of Manitoba, providing for all creditors receiving a pro rata share of proceeds of sale; also that it shall not affect any sale of an executor, administrator, receiver, trust or any public officer acting under judicial process.

A similar resolution was championed by Mr. Johnson in Regina last June at the convention of the Northwest Boards of Trade, and after a long and somewhat acrimonious discussion it was thrown out by a large vote. At that convention it was evident that the wholesale and retail interests were opposed on this question. The retailers argued that unnecessary and irksome restrictions were being placed upon the honest dealers in order to stop sharp practice by a very few. Mr. Johnson and his supporters argued with considerable force that it was not the object to hamper the honest man and that the honest man would not suffer. At that convention the retail interests won.

As the question will soon come up for consideration in the Manitoba Legislature The Grocer will welcome an expression of opinion by retailers and wholesalers. Address to the Winnipeg office.

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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.

It has been decided to hold the annual meeting of the association in Winnipeg during the Bonspiel week, February 13, 14 and 15. The first meeting will be in Manitoba Hall (on Portage avenue, opposite Eaton's) on the afternoon of February 13, at 2.30 sharp. Merchants attending the convention will have the benefit of the single fare rates sold by the railway companies from Feb. 9 to Feb. 12. These tickets are good for return until Feb. 20, and, therefore, are available for association members. As these rates apply only so far west on the C.P.R. as Moose Jaw, and on the C.N.R. as far as Waiman, merchants from Alberta and Western Saskatchewan are advised to buy regular return tickets to these points, and there buy the reduced fare tickets. The arrangement is advantageous, and it should ensure a bumper attendance at the convention.

During the last month Secretary Coulson has been busy completing the organization and enlisting the support of merchants in various Manitoba towns. The following encouraging list of new members has been secured since the last list was published in this paper: L. Landry Laurier, Man.; V. Trottier, Laurier, Man.; Boisvert & Co., Laurier, Man.; J. E. Trottier, Laurier, Man.; E. J. Oliver, Ochre River; Wolf & Scarp, Ochre River; T. J. Hare, Tenby; McRae & Williams, Plum- as; John Burgoyne, McCreary; Peter Riddell, McCreary; Solomon Burgoyne, McCreary; Campbell & Co., Mackinac; John Drew & Son, Snow Flake; Eli Shilson, Snow Flake; Hoffmann & Jacobs, Manitou; the Crosby Co., Darlingford; J. W. Mitchell, Mowbray; G. Tremoth, Belmont; Wilkins & Hicks, High Bluff; J. C. Lowrie, Bagot; J. E. Farncomb, Bagot; Merriek Bros., Mc- Gregor; A. B. Murdoch, McGregor; W. Holmes, McGregor; Walter Clifford, Austin; Wheeler & Duncan, Austin; D. McLennan, Sidney; John McElrea, Sidney; F. M. Stanley, Sidney; A. E. McCowie, Douglas; Jas. Brydon, Hilton.

From Alberta comes most encourag- ing news of the progress of the move- ment in that province. The strong Edmonton section met recently and ap- pointed a permanent secretary, W. G. Harrison, to devote his time to the as- sociation work. An executive council of twelve was elected, six of whom are from Edmonton, the remaining mem- bers being divided among Stratheona, Fort Saskatchewan, and St. Albert. The Edmonton representatives on the council are John T. Mills, John Somer- ville, Jr., A. A. Morrow, H. W. B. Douglas, H. Aldrich, and W. Goldsmith. J. H. Morris and John A. McDougall were the delegates appointed to attend the Winnipeg convention.

The approaching Winnipeg convention promises to be an important gathering,

at which several weighty matters will be discussed, and association members from all parts of the west should make it a point to be present. New officers will be elected for the coming year, and it is important that a wise selection should be made. When the association was organized in Winnipeg last Febru- ary the membership was almost entire- ly confined to Manitoba, and, naturally, almost the entire executive was chosen from the merchants of that province. During the year the movement has spread to include the trade of the three prairie provinces, and hence the new executive must be composed of members from all three provinces. The growth of the association may make necessary some changes in the by-laws.

Then, again, preparations must be made for effectively dealing with bad accounts. As has been mentioned in these columns before, the secretary has a plan whereby the association can do most effective work in this matter. Every merchant has had experience with "dead beats," who run accounts in dif- ferent stores, and move from one dis-

CONVENTION DATES.

The annual meeting of the Western Retail Association will be held in Manitoba Hall, Win- nipeg, on the afternoon and evening of February 13, 14 and 15. Single fare return tickets may be bought February 9 to 12, good to return until February 20.

trict to another preying on the good nature of dealers who are not acquaint- ed with their financial standing. The association can render effective assist- ance in this matter not only in collect- ing accounts, but in warning members of these commercial defuncts.

Merchants are asked to send the sec- retary in duplicate copies of such ac- counts. As secretary of the Associa- tion of Retail Merchants he will write to delinquent debtors, and it has often been found that such letters have the desired effect. Moreover, the secretary is preparing a list of such delinquents for the use of association members, and it is for the coming convention to de- cide whether to have this list published in circular form every month, and what form it shall take.

There is also the important question of fire insurance. It is proposed that the association should undertake to in- sure its members against fire, thus saving part of the present fire insurance rates, which are believed to be exor- bitant. The hardware association have some such proposal in view also, and as the plan has been worked successfully by several American associations, there is no apparent reason why it should not succeed here. Advantageous arrange-

ments may be made by the association with some fire insurance company, or the association may itself undertake the work.

BUSINESS PERSONAL.

Harry Keys, of Keys, Man., is open- ing a grocery and confectionery busi- ness in Lariviere, Man.

Ed. Gaul & Co., of Manitou, have sold their business to Sharpe & But- ton of the same town, who, in turn, have disposed of the stock to Hoffmann & Jacobs.

Mr. Kidney, of Wing & Kidney, gro- cers, Calgary, was in Toronto last week. Mr. Kidney is an old Toronto boy, and when he first went west was engaged in ranching. He is now a pros- perous merchant in Calgary.

Mr. James Innes, of the Sutherland- Innes Cooperage Concern, Chatham, Ont., is in Montreal this week. This company have offices in New Orleans, New York, Minneapolis, Liverpool, Bor- deaux, and Hamburg, and do a very large trade in cooperage, box shooks, etc.

Mr. Arthur P. Tippet, of A. P. Tip- pet & Co., Montreal, left for his Euro- pean tour last week and will visit Eng- land, France, Italy and Sicily while abroad. Mr. W. H. Tippet, of the To- ronto branch of A. P. Tippet & Co., is in Montreal during Mr. A. P. Tippet's sojourn abroad.

Ed. Jordan, of Darlingford, Man., has sold his grocery and general store business to the Crosby Co. Mr. Jordan is now in Portage la Prairie, and is at present undecided as to his busi- ness future. J. Frank Crosby is the senior partner of the new Crosby Com- pany, of Darlingford, Man. He has re- cently come west, having for years been in business in Ottawa at the corner of Bank and Somerset streets. He sold his Ottawa store to A. Carruthers.

The many friends of Mr. Louis C. Armstrong, so well known for many years past as one of the Red Rose tea staff, will be very much pleased to learn that his health is greatly improved, and he hopes to see many of his old friends and customers in the near future. His employer, Mr. T. H. Estabrooks, has, however, arranged that he will not cover near as much territory as in the past, so that he will have the fullest oppor- tunity to regain his former health and strength. The territory that he will do for the present will be points that can be easily reached by rail.

Mr. R. S. Shannon, of Campbellford, was a caller on The Grocer this week, on his way to the States. Mr. Shannon is taking an extended vacation, and in- tends visiting a number of the leading cities across the border. As an ex- perience and successful grocer, Mr. Shannon cannot fail to find much to in- terest him in the ways and means of his brother grocers in the States, and we hope to be able to give our readers a few notes of his observations after his return. Mr. Shannon gave to The Gro- cer a few ideas of the possibilities of Campbellford. He is quite enthusiastic on the possibilities of the power de- velopment of that neighborhood, and considers it an ideal place for the estab- lishment of manufactories.

The Best Test We Know Of,
Is the Sale Test.



14,000,000 PACKETS
ANNUAL SALE

Fourteen years ago, with a thorough disregard of old-time ideas and precedents as to what should constitute a passably good Tea for the people, the promoters of "SALADA" launched upon the market an article of such remarkable "Top-Notch" quality and value as to have defied all competition, and established a sale without precedent in the annals of the Tea Trade. This fact is unquestionable.

Therefore, it matters not who the dealer is, where located, or under what conditions, whether operating a large concern or conducting a village grocery, "SALADA" Ceylon Tea used as a "leader" must of necessity prove immensely beneficial, as it sells readily, and never can be matched or counterfeited. Hundreds have tried to do so, and fallen by the wayside.

BLACK, MIXED or NATURAL GREEN. Wholesale Terms from
"SALADA" Toronto or Montreal

We Want

a representative in every city and town in the Dominion to take an active interest in a

good selling grocery line

The goods command a large sale throughout the world, with constantly increasing consumption. The goods are, and will be more, extensively advertised.

We have sole selling agency for Canada. Perhaps you can cover a certain territory to advantage. If so, **write us.**

The goods are also sold by druggists and confectioners.

**P. O. BOX 77
MONTREAL**

ARE YOU HANDLING

GELLYLOID STARCH?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Celluloid Starch does what is claimed for it and the present heavy demand is the result.

Its success is a "continuous performance."

**Brantford Starch Works, Limited
Brantford, Canada**



ABBREVIATED

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Fish—He
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Canned market is position of sorting up non and amount of Group No. 1 of "Canada shoe" and Group No. 2 of "Lynnval Thistle" Group No. 3 of "Globe" brands.

Cherries—
2s, red, pit
2s, red, no
2s, black, 1
2s, black, 1
2s, white, 1
2s, white, 1

Currants—
Red, heavy
Red, preser
Black, heav
Black, pres

Gooseberries—
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Lawtonberries—
Heavy syru
Preserved .

Peaches—
Yellow, flat
" " "
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White.....
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Pie.....
Pie, not pee
Pie, peeled

Pears—
Flemish bea
" "

Bartlett....
"

Pie.....
Pie, not peel
Pie, not peel

Pineapple—
2s, sliced ...
2s " "
3s " "

Plums—
2s, Damson,
2s " "
2s " "
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MARKETS AND MARKET NOTES

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Fish—Dore, 1/8c. decline.
 " Herring, 20c. advance.
 " Kippered herring, 10c. decline.
 " Oysters, 10c. decline.
 " Labrador herring, 50c. decline.
 " Tomcods, added at \$2.
 " Boneless fish, Winterport, added at 9c.
 " Golden, added at 8c.

TORONTO.

Fish—Herring, 1/8c. decline.
 " Winter caught white fish, added at 9 1/2c.
 " Finnan haddies, 1/4c. decline.
 Furs—List revised.

Quebec Markets.

GROCERIES.

Montreal, Jan. 26, 1906.

Canned Goods—The canned goods market is dull. Jobbers evince no disposition to force sales as the requirements of the retail trade are for only sorting up short lines of specialties. Salmon and lobsters are getting a fair amount of attention. We quote:

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

FRUITS

	Group No. 1	Group No. 2
Cherries—		
2s, red, pitted	2 02 1/2	2 00
2s, red, not pitted	1 57 1/2	1 55
2s, black, pitted	2 02 1/2	2 00
2s, black, not pitted	1 57 1/2	1 55
2s, white, pitted	2 22 1/2	2 20
2s, white, not pitted	1 82 1/2	1 80
Currents—		
Red, heavy syrup	1 60	1 57 1/2
Red, preserved	1 50	1 47 1/2
Black, heavy syrup	1 77 1/2	1 75
Black, preserved	2 07 1/2	2 05
Gooseberries—		
Heavy syrup	1 90	1 87 1/2
Preserved	2 12 1/2	2 10
Lawtonberries—		
Heavy syrup	1 77 1/2	1 75
Preserved	1 95	1 92 1/2
Peaches—		
Yellow, flats, 1 1/2	1 70	1 67 1/2
" " " 2 1/2	1 90	1 87 1/2
" " " 3 1/2	2 60	2 57 1/2
" " " whole 2 1/2	2 85	2 82 1/2
" " " whole 2 3/4	2 37 1/2	2 35
White.....3	1 75	1 72 1/2
" " " 2	2 50	2 47 1/2
" " " 3	2 70	2 67 1/2
Pis.....3	1 27 1/2	1 25
Pis, not peeled, gal.	2 57 1/2	2 55
Pis, peeled	4 59 1/2	4 50
Pears—		
Flemish beauty 2	1 65	1 62 1/2
" " " 2 1/2	1 95	1 92 1/2
" " " 3	2 12 1/2	2 10
Bartlett.....2	1 80	1 77 1/2
" " " 2 1/2	2 17 1/2	2 15
" " " 3	3 32 1/2	3 30
Pis.....3	1 27 1/2	1 25
Pis, not peeled, 3	3 81	3 77 1/2
Pis, not peeled, gal.	3 27 1/2	3 25
" " gal.	3 27 1/2	3 25
Pineapple—		
2s sliced	2 25	2 22 1/2
2s " grated	3 35	3 32 1/2
3s " whole	3 50	3 47 1/2
Plums—		
2s, Damson, light syrup	1 00	0 97 1/2
2s " heavy syrup	1 20	1 17 1/2
2 1/2s " " "	1 57 1/2	1 55
3s " " "	1 85	1 82 1/2
Gala " standard	2 95	2 92 1/2
2s " Lombard, light syrup	1 05	1 02 1/2
2s " heavy syrup	1 35	1 32 1/2
2 1/2s " " "	1 62 1/2	1 60
3s " " "	1 90	1 87 1/2
Gala " standard	3 15	3 12 1/2
2s " Green Gage, light syrup	1 15	1 12 1/2
2s " heavy syrup	1 47 1/2	1 44 1/2

2 1/2s " " " " "	1 72 1/2	1 70
3s " " " " " "	2 00	1 97 1/2
Gala " " standard	3 45	3 42 1/2
2s " Egg, heavy syrup	1 52 1/2	1 50
2 1/2s " " " " " "	1 80	1 77 1/2
3s " " " " " "	2 10	2 07 1/2
Raspberries—		
Red, light syrup	1 42 1/2	1 40
Red, heavy syrup	1 67 1/2	1 65
Red, preserved	1 87 1/2	1 85
Black, heavy syrup	1 62 1/2	1 60
Black, preserved	1 77 1/2	1 75
Strawberries—		
2s, heavy syrup	1 52 1/2	1 50
2s, preserved	1 67 1/2	1 65
Gallons, standard	5 27 1/2	5 25

VEGETABLES

Asparagus—		
2s, tips	52 1/2	50
Beets, sugar	0 85	0 82 1/2
Beans—		
2s, wax	\$0 82 1/2	\$0 80
2s, refugee	0 85	0 82 1/2
Corn—		
2-lb. tins, per doz.	0 85	0 82 1/2
Gallon, per doz	5 00	4 97 1/2
Peas—		
2s, standard (No. 4)	0 62 1/2	0 60
2s, early June (No. 3)	0 70	0 67 1/2
2s, sweet wrinkled (No. 2)	0 82 1/2	0 80
2s, extra fine sifted (No. 1)	1 22 1/2	1 20
Pumpkins—		
3-lb. tins		0 72 1/2
Rhubarb—		
2s, preserved	1 17 1/2	1 15
3s, preserved	1 92	1 90
Gallons, standard	2 65	2 62 1/2
Spinach—		
2s, table	1 42 1/2	1 40
3s, table	1 82 1/2	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz.	0 95	0 92 1/2
Gallon tins, per doz		0 92 1/2

FISH

Lobster, talls	3 50	3 47 1/2
" 1-lb. flats	3 85	3 82 1/2
" 1-lb. flats	2 00	1 97 1/2
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf		
1-lb. Talls, 5 cases and over, per doz.	1 55	1 52 1/2
1-lb. " less than 5 cases	1 57 1/2	1 55
1-lb. Flat, 5 cases and over	1 67 1/2	1 65
1-lb. " less than 5 cases	1 70	1 67 1/2
Arrow brand, 7 1/2 cents less		
1-lb. " 5 cases and over	1 00	0 97 1/2
1-lb. " less than 5 cases	1 02 1/2	1 00
Low Inlet		
1-lb. Flat, 5 cases and over	95	92 1/2
1-lb. " less than 5 cases	97 1/2	95

Sugar—The market is quiet and unchanged. Refiners report little business with jobbers, and the latter say there is no buying of any account by retailers. Foreign beet market is weak and New York reports raws as tending easier. In that market it is expected, according to latest reports, that the arrivals of Cuban and Porto Rico sugars in February may affect the market still further. We quote:

Granulated, bbis.	\$4 20	\$4 15
" " "	4 35	4 30
" " "	4 35	4 30
Paris lump, barrels	4 70	4 65
" " half-barrels	4 80	4 75
" " boxes, 100 lbs	4 70	4 65
" " boxes, 50 lbs	4 80	4 75
Extra ground, bbis.	4 55	4 50
" " 50-lb. boxes	4 75	4 70
" " 25-lb. boxes	4 85	4 80
Powdered, bbis	4 35	4 30
" " 50-lb. boxes	4 55	4 50
Phoenix	4 15	4 10
Bright coffee	4 10	4 05
" " yellow	4 05	4 00
No. 3 yellow	4 00	3 95
No. 2	3 90	3 85
No. 1 " bbis.	3 80	3 75
No. 1 " bags	3 75	3 70

Syrups and Molasses—Since our last report there has been a slight weakening on part of holders and they are disposed to let go more freely. This is no doubt due to the near approach of the new crop and the fact that the trade is fairly well supplied with stock for re-

quirements. No change, however, is noted in prices by jobbers. Corn syrups are selling well. We quote:

Barbadoes, in puncheons	0 35	0 32 1/2
" " in barrels	0 37 1/2	0 35
" " in half-barrels	0 38 1/2	0 36
New Orleans	0 22	0 20
Antigua	0 33	0 30
Porto Rico	0 45	0 42 1/2
Corn syrups, bbis.	0 02 1/2	0 02
" " " "	0 02 1/2	0 02
" " " "	0 03	0 03
" " 34-lb. pails	1 30	1 27 1/2
" " 25-lb. pails	0 90	0 87 1/2
Cases, 2-lb. tins, 2 doz. per case	1 90	1 87 1/2
" " 5-lb. " 1 doz.	35	32 1/2
" " 10-lb. " 1 doz.	25	22 1/2
" " 20-lb. " 1 doz.	10	7 1/2

Tea—The tea market shows no change since last report. Ceylon greens are very firm for desirable qualities, and good teas are commanding higher prices, with very few offering. Ceylon blacks are also improved, with a very fair run of orders. There is very little doing in China teas. Imperial, pea leaf and pinhead are commanding good prices and are firmer, if anything. Japans are about the same, with somewhat better inquiry during the week, particularly for faunings and siftings. Taking the market altogether, business may be considered to be tending towards an improvement. We quote:

Japans—Fine	0 25	0 20
Medium	0 20	0 15
Good common	0 18	0 15
Common	0 13	0 10
Ceylon—Broken Pekoe	0 25	0 20
Pekoes	0 17	0 15
Pekoe Souchongs	0 15	0 12
Indian—Pekoe Souchongs	0 15	0 12
Ceylon greens—Young Hysons	0 16	0 15
Hysons	0 14	0 12
Gunpowders	0 13 1/2	0 12
China greens—Pinguay gunpowder, low grade	0 11	0 10
" " " pea leaf	0 19	0 18
" " " pinhead	0 28	0 27
Congous—Mong, finest	0 30	0 30
" " choice	0 25	0 25
" " fine	0 18	0 15
" " good common	0 15 1/2	0 15
Packing, boxes	0 13	0 10
fine	0 23 1/2	0 20

Coffee—There is no change to report in coffee. The market continues strong. From the latest statistical report at hand, large operators from New York look forward to a maintenance of a firm tone that has during the past six months been apparent in the coffee market. Locally, dealers complain of quiet trade, due to the mild weather and the rather unsettled condition of the road. Watt, Scott & Goodacre, in their report of January 22, say re Brazil coffees: Stocks in Rio and Santos are 513,000 bags less than even date last year. The total visible in Brazil is only equal to the world's consumption between now and March 1.

The stocks in Europe are 1,113,000 bags less than even date, 1905, and more than 2,400,000 bags less than in January, 1904.

The visible supply for the U. S., of Brazils, is 16,000 bags less than a year ago, and of coffees other than Brazils, 149,600 bags.

New York is about 5-8c. below even date of a year ago, and the option market 85 points below same date last year.

With no substantial evidence of speculative manipulation discoverable, it is not necessary to look farther for the cause of present advance.

On the present basis coffees are cheap, and a liberal line of affloats should make money. Confidence in the position of coffee is quite pronounced and prominent U. S. interests are good buyers. We quote:

Table listing coffee prices for Jamaica, Java, Mocha, Rio, Santos, and Maracaibo.

Foreign Dried Fruits— There is very little new to report in dried fruits this week. The local demand has somewhat slackened off in Valencia raisins. There has been some business transacted in currants, which show a slight advance in the primary market. Comadre figs are fairly held at recent quotations. Dates have advanced in London, as the stock is reported to be very much smaller than this time last year. In shelled nuts, walnuts have held their firmness and in some qualities a slight advance in price is asked. Jordan almonds are very scarce. There is no change in California prunes. We learn of the probability of an advance by the syndicate on seeded raisins, as they now appear to have control of the remaining stocks. Generally speaking, stocks of all kinds of dried fruits are in very moderate compass, and while there is no very active demand on the moment, holders will make no concession in prices.

We quote

Table listing prices for various dried fruits including Valencia Raisins, Dates, California Raisins, Prunes, Currants, and Sultana Raisins.

Rice and Tapioca—There is no change to report in the condition of the rice market. The firmness lately reported is maintained. As Japan is an importer

of rice, the scarcity of this article in that country has had the effect of strengthening the market generally. As regards tapioca, the market still maintains its firmness. New York is strong in futures, which are ruling above spot prices. We quote:

Table listing prices for rice and tapioca.

Spices—The general condition of the spice market shows an improvement all along the line. Gingers, particularly, are higher and supplies are reported as being scarce in the East Indies. Nutmegs, which have been very low, have lately shown a slight advance. Peppers are also stronger, and cassias firmer. As far as the local market is concerned, no appreciable effect is noted. We quote:

Table listing prices for various spices like Peppers, Ginger, Cloves, and Nutmegs.

Beans—There is no change. Bear market, despite the fact that local dealers are well supplied, maintains a firm tone. Producers in the west appear to

LAST MINUTE PROVISION MARKETS. Montreal, Thursday, Jan. 25th, 12.30 p.m. BUTTER—Market unchanged. EASY TONE. Export business light. Colder weather yesterday will improve conditions. Dairy, 20 to 20c. for rolls; 19 1/2 to 20 1/2c. for tubs. Choice creamery, 22 1/2 to 23c. CHEESE—Quiet market and unchanged prices, 13 1/2 to 13 3/4c.; firm; quotations according to make. EGGS—Steady market at easier prices of past few days. Undertone weak. Strictly fresh, 26 to 27c.; selects, 23c.; limed, 17 to 19c. PROVISIONS—Firm tone. Scarcity of live hogs cause of complaint on packers' part. Hams and bacon firm. Lard stiffer.

be fairly well cleaned up, and say market should recover from the slight weakening noted during the past three or four weeks. We quote:

Table listing prices for Choice prime beans and Lower grades.

Evaporated Apples— Firm market. Several carloads were sold this week equal to 10 1-4c. delivered. Western evaporators maintain that higher prices are bound to come, though the trade here think that, owing to present high prices, the demand is bound to be curtailed. We quote:

Table listing prices for Winter varieties of evaporated apples.

Maple Products—Trade is extremely quiet. Little inquiry; what there is, is for fancy stock maple sugar. Syrup demand is also light; dealers look for an improvement with the approach of Lent, when the demand is generally good. We quote:

Table listing prices for Maple syrup in wood, Pure Townships sugar, and Pure Beauce County.

Honey—Somewhat better business is reported in honey this week. Dealers say demand is good locally and inquiries from country merchants are better.

White clover is held firm at 8c. to 9c. We quote:

Table listing prices for White clover and Buckwheat.

Fish—Despite the warm weather that is at present being dealt out, the fish trade, on the whole, is in good position, and the demand for fresh fish of all kinds is good. Naturally, with the advent of settled cold weather, dealers hope for a strong improvement. There is a fair demand of fresh herring of the large Newfoundland kind, on the market at present, though stocks are not over-plentiful. The same may be said of tom cods, that is un-spawned fish, which are practically cleaned up, and there will not be any new arrivals for about a week or ten days. In salt fish Labrador herrings are selling freely and prices are a little lower since our last quotation. Stocks of these, however, are not large. This indicates that prices may be expected to be firmer. In green cod, stocks in this market are not large; the demand is fair, but towards the approach of Lent, will be much heavier, and dealers look forward to higher prices. In prepared and smoked fish, there is about the usual demand for this season of the year. Bulk oysters are selling well, and the quality arriving daily is in first-class condition. Malpeque shell oysters may be said to be practically out of the market. We quote:

Table listing prices for various fish including Fresh fish, Frozen fish, Smoked fish, Prepared fish, and Salt and pickled fish.

An evil life is not changed in a moment — it is the work of long, painful years, the process slow and the transformation gradual.

Trade has without any last report. been particular noticeable in ports speak of ously affected weather. In fu are reporting g ranean primal firm, with high business Fish with the exce which there ha tations for fu arranged to n

Canned Goods fair trade sine ture of interes change in prev

We quote:

Table listing prices for Canned Goods including Group No. 1, Group No. 2, and Group No. 3.

Table listing prices for Apples, Blueberries, and Cherries.

Table listing prices for Currants.

Table listing prices for Grapes and Gooseberries.

Table listing prices for Lawtonberries and Peaches.

Table listing prices for Pears.

Table listing prices for Pineapple.

Table listing prices for Plums.

Table listing prices for various other fruits and syrups.

at 8c. to 9c.

Table with 2 columns of prices: 0.08, 0.09; 0.07, 0.08; 0.13, 0.14; 0.07, 0.07.

weather that out, the fish good position, fish of all with the adther, dealers ment. There herring of kind, on the stocks are not may be said spawned fish, ned up, and r arrivals for

In salt fish ng freely and since our last however, are s that prices er. In green re not large; towards the d to higher smoked fish, mand for this oysters are dity arriving addition. Mal- ve said to be market. We

Table with 2 columns of prices: 0.03, 0.04; 0.03, 0.04; 0.04, 0.05.

Table with 2 columns of prices: 0.08, 0.09; 0.07, 0.08; 0.08, 0.09; 0.08, 0.07; 0.08, 0.09; 0.08, 0.09; 0.08, 0.09; 0.08, 0.09.

Table with 2 columns of prices: 0.06, 0.06; 0.80; 1.25; 1.25; 0.12.

Table with 2 columns of prices: bbl 11.00, 12.00; 1.40; 1.60; 0.90; 1.25.

Table with 2 columns of prices: 0.09; 0.08; 0.05; 0.06; 0.04; 6.00.

Table with 2 columns of prices: 5.50; 3.00; 0.80; 18.00; 13.00; 7.50; 12.50; 7.00; 10.00; 2.50; 2.03; 9.40; 8.00; 6.50; 6.50; 7.00; 0.07; 5.70.

ged in a mo-long, painful id the trans-

Ontario Markets.

GROCERIES.

Toronto, Jan. 26, 1906.

Trade has been uninteresting and without any special feature since our last report. On the street things have been particularly dull, no life being noticeable in any lines. Travelers' reports speak of outside places being seriously affected by the continued mild weather. In foreign dried fruits markets are reporting great strength at Mediterranean primal points. Nuts are also firm, with higher quotations for present business. Fish has fallen in demand, with the exception of dried fish, for which there has been fair inquiry. Quotations for furs have been slightly re-arranged to meet better classification.

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

We quote:

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

Table with 3 columns: Item, Group No. 1, Groups 2 and 3. Includes sections for FRUITS, Apples, Blueberries, Currants, Grapes, Gooseberries, Lawtonberries, Peaches, Pears, Pineapple, Plums, Damson, Raspberries, and Vegetables.

Table with 2 columns: Item, Price. Includes Plums (Lombard, greengage, egg), Raspberries (Red, Black), and various syrups.

VEGETABLES.

Table with 2 columns: Item, Price. Includes Asparagus, Beets, Beans, Cabbage, Carrots, Cauliflower, Corn, Parsnips, Peas, Pumpkin, Rhubarb, Spinach, Squash, Succotash, Tomatoes, Turnips, and various sauces.

SAUCE, ETC.

Table with 2 columns: Item, Price. Includes Tomato sauce, Chili sauce, and Catsup.

FISH.

Table with 2 columns: Item, Price. Includes Lobster, Mackerel, Salmon, and various fish products.

Table with 2 columns: Item, Price. Includes Sardines (French, Portuguese), Haddies, and Herrings.

MEATS, ETC.

Table with 2 columns: Item, Price. Includes Beef, Chicken, Turkey, Duck, and other meats.

Sugar-The domestic trade has been slow and uninteresting during week under review. The sudden drop, reported in our last issue, has by no means stimulated movement; buyers are slow to lay in more than required for immediate consumption.

The universal reports denote a weakening condition, Speaking of the refined situation, Willett & Gray's latest report says: "Weakness developed early in the week, resulting in a cut by all refiners of 10c. per 100 lbs. in sugars for prompt shipment only, to basis of granulated at 4.50c. less 1 per cent. cash, while leaving the list prices unchanged basis of 4.60c. less 1 per cent., which is still asked for 30 days' privileges. The Federal further reduced their prices to basis of 4.40c. less 1 per cent. cash.

"New business has been very light, the trade, generally, having full supplies booked under contracts, but the distribution is quite satisfactory, the withdrawals showing deliveries since the beginning of the year larger than those of a year ago. "The market is likely to continue unsettled for some time, while Cuban sugars are pressing heavily on the market. New Orleans also declined to basis of 4.50c. less 1 per cent. cash. "Reports from European markets continue decidedly unfavorable for improvement in values. Mr. F. O. Licht has further increased his estimate of the European beet crop by 55,000 tons, to 6,930,000 tons, which is 180,000 tons in excess of the largest previous beet crop in history, while the visible world's supply of sugar has increased to 4,026,000 tons, which is, also, the largest visible supply ever known in history. Beet sugars are quiet at 8s. 3d for prompt and 8s. 8 1-4d for August delivery."

We quote:

Table with 2 columns: Item, Price. Includes Paris lumps, St. Lawrence granulated, Redpath's granulated, Acacia granulated, Berlin granulated, Phoenix, Bright coffee, Bright yellow, No. 3 yellow, No. 2, No. 1, and Granulated and yellow.

Syrups and Molasses- Trade in these has been of small volume and uninteresting. Previous quotations remain unchanged. The New York market continues to report a very strong tone to

N. S. Markets.

Halifax, January, 1906.

The most notable change in the Maritime grocery markets during the week was the drop in the price of sugar, the Acadia Sugar Refinery Company having reduced the price on all grades of refined sugar ten cents per one hundred pounds. This is the first change in the prices here for eight weeks, and it was certainly not expected by the trade, who had advised their customers that the market would probably remain steady for some time, and that any change expected would probably be in the opposite direction. The prices here at present rule about as follows: XXX granulated, \$4.30; Austrian granulated, \$4.20; bright yellow, \$4.10; No. 1 yellow, \$3.80.

Produce.

The mild weather has assisted the egg market, and the receipts of fresh stock are improving. The market is well supplied with case eggs, the best of which are selling at 24 cents per dozen. The demand is rather light at present. Fresh eggs guaranteed are coming in more freely, and the price ranges from 28 to 30 cents. Consumers prefer to pay the advanced price for the good stock.

The butter markets are quiet and there is no notable change in either the price or the receipts. The local supply of butter has not improved any, and it is not expected to show any increase in the immediate future. Prices rule about as follows: Creamery prints 26 to 27, creamery solids 25 to 26, dairy tubs 23 to 24, and rolls about the same.

Cheese.

The market is quiet but firm and is jobbing here now at 13 to 13½ cents. The demand is not very great, and shipments from these parts are light.

Pork and Smoked Meats.

The shortage of pork in the Maritime markets is estimated at 50 per cent. Dealers are now commencing to wonder where their supplies are to come from. The demand for pork is good, and it finds ready sale at 8½ to 9½ cents. Very few hogs are coming to the city from Prince Edward Island, and it is stated that some of the local packers are drawing supplies from Ontario points. This is without doubt a remarkable state of affairs, when it is considered that the island is the great pork raising centre of the Maritime Provinces. There is also a notable scarcity of hams and bacon, the local dealers not being able to procure sufficient hogs to cure their own stock.

Review of Year's Business.

At the recent meeting of the Board of Trade, James Billman, chairman of the wholesale grocery committee, in reviewing the trade of the past year said:

"The wholesale grocery firms of Halifax report a satisfactory business for the past year. Owing to the snow blockade in January and February, sales were small during these months, but most firms report that their total sales were larger than the previous year. Owing to the uncertain state of the sugar market the profits on this article were not as good as some other years. The same might be said of molasses, but on the whole profits have been good, and no serious declines in values have taken place. Owing to the scarcity of Cana-

dian hogs, which caused high prices on all kinds of Canadian provisions, large quantities of American lard have been imported into Halifax in spite of a customs duty of two cents a pound.

"Collections are reported to be as good as previous years, and no large failures among the retail trade have occurred. The number of firms engaged in the wholesale grocery trade has been reduced by one firm."

Review of Fisheries.

The following interesting review of the fisheries of Nova Scotia was submitted by Mr. C. H. Mitchell at the annual meeting of the Board of Trade. Mr. Mitchell is a member of the firm of G. P. Mitchell's, Limited, which annually handles large quantities of fish, and therefore his opinion on the subject naturally carries some weight:

"The season's operations have been disappointing, and this, following the poor fishery of 1904, is very discouraging to those interested. The same causes that contributed to the short catch of 1904 were in evidence this year. These were the scarcity of bait and the prevalence in increasing numbers of the scourge of the fishermen—the dogfish.

"Our shore fishery especially was much below the average. Prices have ruled high right through the season, and this has in some measure offset the shortage in the catch. The shore catch of cod has been much less than last year and the bank catch somewhat less. Prices opened in the early Summer at \$6 per quintal for bank fish and later declined to \$5.25 and again advanced in the Autumn, when they reached \$6.25 per quintal, which is a record price for this grade of fish. Owing to the short supply of our own catch dealers were obliged to import a large quantity from Newfoundland and elsewhere. If our cod fishery continues to decline it becomes a serious question with the trade as to supply of suitable fish to carry on our export trade.

"The valuable fishery of mackerel has rapidly declined and the catch this season is the smallest on record. For some reason these fish do not frequent our shores as formerly. In some sections where there have been more or less caught in previous years there have been none taken for several years. It is very discouraging to see a valuable fish disappear from our waters, and we would like to see a commission appointed by the Government to inquire into the cause.

"The herring fishery, too, was much below the average, and as with the mackerel, they do not frequent our waters to the same extent as formerly.

B. C. News.

Vancouver, Jan. 18, 1906.

Though left to fight the battle without the aid of the wholesale trade of Victoria, the merchants of Vancouver are putting up a bold front. This week all arrangements are being made to send a delegation, backed by eminent counsel, to Ottawa, to argue the case before the Railway Commission. Undoubtedly the C.P.R. is making equally careful preparations, so that a very wide interest will be aroused when the matter comes up for settlement.

A leading wholesale grocer is authority for the assertion that the committee has informed the C.P.R. officials that while there is nothing of personal animus in the contest, they are determined to fight it to a finish, and to that end will keep up the boycott, refusing to allow any freight to come in or go out over C.P.R. lines that can be routed any other way. The same authority said, in discussing the situation, "We want nothing unfair, and we have so stated the case to the general freight agent, Mr. Greer. All we ask is that Vancouver receive equitable treatment in this matter of rates to points fairly to be considered as in her territory."

Northern business is now very quiet for this season, though outgoing steamers are carrying considerable freight, such as lumber and other construction material used by the White Pass and other big companies in the north. A less amount of "over-the-ice" trade is being done this year than last because of the fact that stocks all got down the river to Dawson in better shape this season, all important lines being sent forward early. A very small quantity of perishable goods can be sent forward over the Winter trail, but until very late in the season not much is sent out. The people of the northern camp are not able to get much fresh stock for many months between closing of navigation in Fall to the opening late the following Spring.

R. A. Alley, representing the new company which will put a line of steamers on the Vancouver-New Zealand run, direct, is in the city this week to make some final arrangements. A very good location has been secured on which wharves will be built, and the first sailing date will be announced before long. At first a steamer will leave every two months, but later the service will be much increased, if, as it is hoped, a good trade is worked up with the southern commonwealth. Messrs. A. H. B. MacGowan & Son are local representatives of R. A. Alley & Company.

The Market.

Local wholesale dealers report trade quiet. Stocks are not changing much, as but little is coming forward and not much more going out. In dried fruits there is a continued firmness of prices. The canned goods situation is devoid of feature, no price-cutting being indulged in, and not much demand existing at the present moment. Canned tomatoes in 2-lb. tins, the first time of offering on this market, as previously noted, have found favor and are selling well at 85c.

In flour circles a change has come over the situation. Those dealers who have in the past month or two indulged in close-shaved flour prices, have decided that they cannot make money that way, and wholesale trade and retail trade alike is settled down on the fair market values. Leading brands are quoted at \$5.70, with some other varieties about 20c. per barrel less.

In produce the continued mild weather has brought in local fresh eggs very freely, and brought the price down to

.....	0 25	0 35
.....	0 25	0 25
.....	0 15	0 15
.....	0 80	0 90

ket is still reported w feature of impor Prices remain un indications. Quality intain a good report.

lb. cans, per lb.....	0 68
b. & 10 lb. cans, lb.....	0 68
.....	2 00
.....	1 50
.....	0 04
oz.....	1 00

et shows no change firm. The season's of excellent quality le difficulty in plac e distinctly in con l quotations in con to be advanced. We

.....	1 85
.....	1 75
.....	0 07

been a particularly our last report. De nsiderable shrinkage ng a feature to which f the decline. There cees on the market. ce fish are now on lb. The demand for particularly good for

.....	0 10
.....	0 05
.....	0 09
.....	0 06
.....	0 25
.....	0 10
.....	1 25
.....	0 09
.....	0 09
.....	0 03
.....	0 07
.....	4 00
.....	4 20
.....	4 80
.....	0 06
.....	0 07
.....	1 25
.....	1 25
.....	1 15
.....	0 10
half bbl.....	3 25
.....	2 25

et has a still further y, but no quotable The conditions are ainty, and little con by dealers. Arrivals antity, but no more es. Chicago shows b, and the Canadian d by it. We quote:

1.....	0 11
2.....	0 10
1.....	0 10
2.....	0 09
.....	0 09
.....	0 13
.....	0 11
.....	1 20
.....	3 00
.....	0 04
.....	0 22
.....	0 24
.....	0 24
.....	0 25

Skins.

No. 1, Prime	\$0 60	\$ 1 00
.....	8 00	16 00
.....	3 00	7 00
.....	2 00	6 00
.....	1 50	2 75
.....	3 00	10 00
.....	2 00	6 00
.....	4 00	20 00
.....	3 00	5 00
.....	1 25	3 25
.....	0 11	0 12
.....	0 90	1 40
.....	0 80	1 60
.....	0 20	0 50
.....	1 00	2 00
.....	0 50	1 00
.....	3 00	5 50

not more than 35c. per dozen in a jobbing way. Lower than that they are not very likely to go, because the price of pickled eggs is up too high to permit of it. Selected pickled stock will bring 26c., as the market now is.

Butter is not heavily stocked. Eastern butter comes forward slowly, and no one is getting large quantities. It is selling at rather close margin, considering present eastern market conditions. Here choice eastern creamery in 1-lb. bricks is quoted at 28½c., while boxes bring a cent a pound less. Some quotations on a slightly lower basis are heard of, but not general. There is apparently no Northwest Government creamery held here, and none comes forward, so that this stock is cleared off the market.

The local creameries, such of them at least as are operating, find no difficulty to sell all their present output at 35c. wholesale. The demand is considerably over the weekly amount available. These creameries, too, have no held stock this season.

By the next Australian steamer, nearly a month from now, the first New Zealand butter will arrive. It is to be on the market at 32½c. Oregon and California butter is too high yet to get into this market. By the time it is down, local stocks will almost surely be up again.

In fruit, the first car of bananas this year arrived to-day from Central America, via New Orleans and the Southern Pacific. Though it took 15 days to make the trip, the fruit arrived in very good shape. Coldstream apples are

getting short. The last car of Northern Spys will be in this week. Prices have stiffened up, none selling now at less than \$1.75 per box. Local lower mainland apples are very short too. California oranges are still in sufficient supply, though the recent frosts have injured the crop in the Golden State. This week, too, the report is received that rains steady and continuous have caused all the packers to close down till the weather becomes finer. On account of the large crop the prices are not likely to be affected. The range is all the way from \$2.25 to \$3.50 per case, the latter for "Rose Brand," the choicest sold from California.

The SS. Moana, in to-day, brought a shipment of pineapples from Honolulu. They are extra large, averaging 7 lbs. They sell at \$4.50 per box.

In vegetables, new California cabbage brings 3½c.; cauliflower, \$1.75 per doz.; celery, 90c. per doz.; radishes, 40c. per doz., and Brussels sprouts, 11c. per lb. New ripe tomatoes from California are quoted at \$2.50 per case. Victoria hot-house lettuce is standard at \$1.50.

HINTS TO BUYERS.

Tea buyers will find something of interest in this week's advertisement of the Eby, Blain Co., Limited.

Seeded raisins are being offered by the Eby, Blain Co., Limited, at very low prices.

The Eby, Blain Co. Limited, have a snap in finnan haddie in 15-lb. boxes. The quality is absolutely the finest ever offered the trade.

COCOA AND CHOCOLATE DEMONSTRATIONS.

Frank L. Benedict & Co., Montreal, who are Canadian agents for Suchard's chocolates and cocoas, are demonstrating their products in Montreal grocery stores. At present exhibitions are being held at C. E. Box's, Westmount, A. A. Perry & Co. and the English Provision Co., St. Catherine street. The demonstrations are satisfactory alike to retailer, consumer and Messrs. Benedict & Co.

Mr. D. A. Gordon, M.P., president of the Wallaceburg Sugar Refinery, Wallaceburg, was a visitor to Montreal during the early part of the week.

SALE OF Stock by Tender

TENDERS will be received by the undersigned, assignee of the estate of William F. Morenz of the Town of Mitchell, in the County of Perth, grocer, insolvent, for stock-in-trade of the said William F. Morenz, consisting of:

Groceries	\$1159.18
Crockery	749.61
Confectionery	107.61
Fixtures	213.35

\$2229.75

up to noon on Thursday, the 1st day of February, 1906. Tenders must be addressed to the Assignee at Sebringville, Ont., and envelopes should be marked "Tenders on Stock." A marked cheque for 10 per cent. of the amount of the offer must accompany each tender. The highest or any tender not necessarily accepted. If any tender accepted, purchaser to pay balance within 30 days from notification of acceptance. Further information and particulars may be had from the Assignee or his Solicitor.

E. A. DUNBAR B. F. KASTNER,
Solicitor for Assignee. Sebringville, Ont.,
Assignee.

Mitchell, Jan. 17th, 1906.

ESTABLISHED IN 1842

Palermo Paper Shell Almonds
Palermo Soft Shell Almonds
Tarragona Soft Shell Almonds

A full Assortment of other kinds

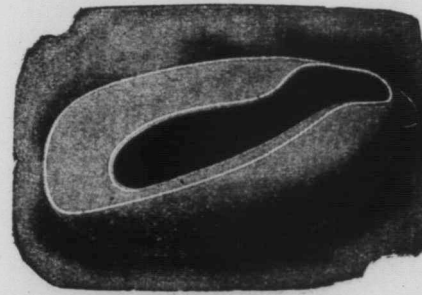
THE FINEST IMPORTED IN CANADA

ASK FOR SAMPLES AND PRICES

L. CHAPUT, FILS & CIE.
MONTREAL, QUE.

.. WHOLESALE IMPORTERS ..

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.

Dia



Montrea

FISH AN

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Diamond E. Blend

Makes Delicious Coffee



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

S. H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills,

55 Cote Street, Montreal

FISH AND GAME PROTECTION.

A well attended and representative meeting was held in the town hall, Bobcaygeon, to hear addresses by A. Kell Evans and Mr. Adams, representing the Ontario Fish and Game Protective Association. W. C. Moore, president of the Board of Trade, occupied the chair. At the conclusion of the addresses the meeting resolved itself into a branch of the Ontario Fish and Game Protective Association, and elected the following officers: President, W. T. C. Boyd; vice-president, W. Hickson; secretary-treasurer, A. E. Bottum; executive committee, Dr. Thomas Fairbairn, Wm. Smith, Alex. Robertson, J. C. O'Leary, Ed. Earl, N. Crowe.

changes to report and on new features of interest. Prices are still quoted as follows:

	Group No. 1	Groups No 1 & 2
FRUITS		
Apples—		
gallons, per doz.	2 60	2 55
3-lb.	2 13	2 08
Cherries—		
red pitted, per 2-do. case	4 33	4 28
Currants—		
new red, 2 doz. cases, per case	3 48	3 43
black	3 83	3 78
Gooseberries—		
new	4 08	4 03
Lawtonberries—		
new	3 83	3 78
Pears—		
2s, F.B., per 2-do. case	3 58	3 53
3s.	5 09	5 04
Peaches—		
2s	4 08	4 03
3s	6 14	6 09
Plums—		
Damson, 1's	2 13	2 08
Lombard, 1's	2 23	2 18
Greengage, 1's	2 33	2 28
Pumpkins—		
3's	2 09	2 04
Pin-apples—		
2's, sliced, 2 doz. cases, per case	4 25	
2's, whole	3 75	
2's, whole	4 50	
2's, grated	4 50	
Raspberries—		
red (new)	3 63	3 58
black (new)	3 53	3 48
Strawberries—		
new	3 33	3 28
VEGETABLES		
Beans—		
golden wax	1 83	1 88
refugee	1 98	1 93

Beets—	2 39	2 34
3's		
Corn—	1 98	1 93
2's		
Peas—		
(No. 4) 2's	1 53	1 48
(No. 3) 2's	1 68	1 63
Succ. tash—		
2's	2 03	2 58
3's		
Tomatoes—	1 98	1 93
3's		
Salmon, Fraser River sockeye, per case	6 25	
" Skeena River	6 00	
" River's Inlet	5 90	
" Red Spring	5 75	
" humpback	3 75	
" cohoes	4 85	
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30	
" 5 to 9 cases	6 20	
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25	
" 2's	1 90	
" 3's	2 60	
Soups (Van Camp's), per doz.	1 25	
Boneless chicken, lb. tins, per doz.	2 75	
" turkey	3 25	
" ducks	3 25	
Canned chicken (Man. Can. Co.) per doz.	3 25	
" turkey	3 25	
" chicken (Aylmer), per doz	3 30	
" (Delhi)	3 30	
" turkey (Aylmer)	3 30	
" (Delhi)	3 30	
" duck (Aylmer)	3 30	
" (Delhi)	3 30	
Corned beef	2 75	
" 2's	2 75	
" 1's	1 55	
Roast beef (Man. Can. Co.), 2's, per doz.	2 65	
" (Clark's), 1's, per doz.	1 50	
" 2's	2 65	
Potted meats, 1's, per doz.	0 55	
Veal loaf (Libbey's), 1 lb., per doz.	1 35	
" 1 lb.	2 50	
Ham loaf	1 25	
" 1 lb.	2 50	
Chicken loaf	1 85	
" 1 lb.	3 05	

Manitoba Markets

(Market quotations corrected by telegraph up to 25 a.m. Thursday, Jan. 25th, 1906.)

A quiet, steady market is reported to the Grocer by the Winnipeg wholesale houses. Business has been very quiet since the turn of the year, and there are no features of special interest. There are no price changes of importance.

Canned Goods— There are no price

TALKING OF SAUCE

Did you ever **TASTE** the SAUCE you sell?

NO! Then you should. Get a free sample of

HOLBROOK'S SAUCE

and **COMPARE**

Free sample and prices from **HOLBROOKS, LIMITED**

28 Front St. East, TORONTO

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

AGENTS WANTED.

BY an Alberta wholesale grocery house, a specialty man for teas, coffees, and spices; ground, Alberta and part of B. C.; a large salary to a gilt-edged man. Apply with copy of testimonials (no other letters answered) to Drawer Z. Calgary. [5]

A MANUFACTURER of first class British condiments, sauces, etc., requires agent for Quebec. Only those need apply having a thorough knowledge of the trade, and an established connection. Preference will be given to a firm able to buy goods right out for own account. Please apply under "London," care of CANADIAN GROCER, Montreal. [4]

AGENCIES WANTED.

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

EXPERIENCED traveling salesman is open for position; desires territory west of Winnipeg on account of business connections in Alberta; experience mostly in grocery line; best of references. Address, P.O. Box R. R., Edmonton, Alberta. [1]

ARTICLES WANTED.

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



AFTER SIXTY YEARS
A New Form of
COX'S GELATINE
is

**COX'S
INSTANT POWDERED
GELATINE**

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents: **J. & G. COX, Ltd.**
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
Gorgie Mills, EDINBURGH

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings
NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.
Established 1882

First-class storage for all kinds of goods.

ARE YOU
GETTING YOUR SHARE
of the

LARGE BUSINESS OFFERING in ALBERTA?

Write us.
IF NOT Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

NICHOLSON & BAIN, WINNIPEG, MAN.

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

GOOD TRADE FOLLOWS GOOD COFFEE

There is no other line in your store which requires more of your attention than your coffees. A particular customer will soon discover you if your coffee is the best.

We can help you build up your coffee trade. We buy only the finest qualities of green coffees, roast them right and ship you **exactly** what you order and ship it to you **fresh roasted**.

Gold Standard Java and Mocha, "The Chaffless Coffee," in one and two pound tins, is one of our blends. Write for prices now.

CODVILLE & CO.

WINNIPEG AND BRANDON
— MANITOBA —

Sanctonque (Clark's)
Sliced smoked beef (I
" " "
Chopped " "
" " "
Sliced bacon,
" " "
Canned beef (Clark's),
Lobsters (new), 1-lb.
" " 1-lb.

Sugar—Val
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Wallaceburg, in bbls
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Berlin, granulated in
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Lump, hard, in bbls.
" " in 1-bbls
" " in 100-lb
Raw sugar.....

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Syrup "Crown Brand
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New Orleans molasses

Porto Rico molasses i
Blackstrap, in bbls. 5
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" " " " 5 gal. b
Whole green Rio, per
" " roast
Standard Java in 25-l
Old Government Javi
" " Mool
Imperial Java, in 25 l
Pure mocha.....
" Maracaibo.....
Choice Rio.....
Pure " " "
Seal Brand (O & B) in

Local Blends:—
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Marmalade—
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Jam—Prices
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" " "
" A.A.N., in ca
" J.A.P., No. 1
Ceylon, bulk, per lb.
" Pekoe P.H.T.
" broken Pekoe
" " "
" " "

Gunpowder, in quarter
Young Hyson, in 1/2 che
Scented Orange Pekoe

Send us a trial order for—

Mother's Favorite

"MELAGAMA" Ceylon Tea

Which has weaned its way to the front on account of its exquisite quality. Sold in 30, 60 and 100-lb. boxes at 18c. and 19c. for 25c., 20c. for 30c., 28c. for 40c., 35c. for 50c. and 40c. for 60c. Scientifically packed in lead. Terms: 3% off 30 days or three months. Don't forget we are the house noted for perfect blends in bulk TEAS. Write or phone for samples, which will be cheerfully mailed promptly with closest prices.

MINTO BROS., Toronto

F. J. WHITE, MANAGER.

TRADE
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COFFEE

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A particular
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BRANDON

Tea

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MANAGER.

Table listing various meats and their prices: Lanchonque (Clark's), I's, 3.00; Sliced smoked beef (Libbey's), 1-lb. tins, per doz., 1.80; etc.

Sugar—Values are steady and there are no new features of interest. We quote:

Table listing sugar products and their prices: Montreal granulated, in bbls., 4.95; Wallacburg, in bbls., 4.85; etc.

Syrups and Molasses—Syrups are in average demand at steady prices. Prices are still quoted as follows:

Table listing syrups and molasses products and their prices: Syrup "Crown Brand", 2-lb. tins, per 2 doz. case, 2.15; Barbadoes molasses, in bbls., per lb., 0.04; etc.

Table listing coffee products and their prices: Local Blends—Mocha and Java in 2-lb. tins, per lb., 0.23; Fry's 1/2 lb package, per lb., 0.33; etc.

Marmalade—We quote:

Table listing marmalade products and their prices: Marmalade (C. & B.), 1-lb. glass, per doz., 1.80; etc.

Jam—Prices continue as follows:

Table listing jam products and their prices: C. & B. jams in 1-lb. tins, assorted, per doz., 1.85; Upton's jam (in Winnipeg), per pail, 0.50; etc.

Tea—Quoted as follows:

Table listing tea products and their prices: Congous, M. 12, half chests, per lb., 0.13; S.C.P. and M. 14, half chests, per lb., 0.15; etc.

Foreign Dried Fruits—Trade is quiet and prices are unchanged. We quote:

Table listing various dried fruits and their prices: Sultana raisins, bulk, per lb., 0.64; Valencia raisins, f. o. s., 1.35; California raisins, muscatels, 2 crown, per lb., 0.09; etc.

Candied Peels—Market dead with demand practically nil. We quote:

Table listing candied peel products and their prices: Lemon, per lb., 0.11; Orange, per lb., 0.11; Citron, per lb., 0.18; etc.

Nuts—Little demand since Christmas. Prices are still as follows:

Table listing nut products and their prices: Almonds, per lb., 0.12; Filberts, per lb., 0.10; Peanut, per lb., 0.11; etc.

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

Table listing various spices and their prices: Pepper, black, in 10 lb boxes, per lb., 0.18; Cayenne pepper, in 2 and 5 lb. tins, per lb., 0.20; Cloves, in 5 lb. boxes, per lb., 0.22; etc.

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

Table listing rice, tapioca, and sago products and their prices: Rangoon rice, per lb., 0.03; Patna, per lb., 0.04; Tapioca, per cwt., 5.50; Sago, per lb., 0.04; etc.

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

Table listing pot and pearl barley products and their prices: Pot barley, per sack, 2.20; Pearl barley, per half sack (49 lbs.), 1.65; etc.

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

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

Woodenware—Prices as follows:

Table listing woodenware products and their prices: Butter tubs, wooden hoops, 2 in. nest, per nest., 0.42; Butter wire hoops, 2 hoops in nest, per nest., 0.63; etc.

Honey—Prices are quoted as follows:

Table listing honey products and their prices: Clover honey 1-lb. glass, 2 doz. in case, per doz., 2.00; New honey, 5-lb. tins, 1 doz. in case, per case., 6.75; etc.

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

Table listing glass fruit jars and their prices: Glass fruit jars, pints, per gross., 7.75; quarts, per gross., 8.75; half gallons., 11.75; etc.

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

Table listing salad dressing products and their prices: Durkee's, per 2-doz. case., 7.00; Royal small, per doz., 2.85; etc.

Sauces—Quoted as follows:

Table listing sauce products and their prices: Worcestershire, Lea & Perrins, 1/2 pints, per doz., \$3.65; White's, 1/2 pints, per doz., 0.90; etc.

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

Breakfast Cereals—Prices are steady since the recent advance. We quote:

Table listing breakfast cereal products and their prices: Rolled Oats, 80-lb. sacks, per cwt., 2.15; Cornmeal, in sacks., 1.85; etc.

Fish and Oysters—We quote:

Table listing fish and oyster products and their prices: Lake Superior trout., 0.09; Gold eyes., 0.03; Blue fish., 0.18; Mackerel., 0.12; etc.

Green Fruits—We quote:

Table listing green fruit products and their prices: Fancy California navel, 12c's, per case., \$3.50; California lemons, 300's and 360's, per case., 6.00; etc.

ONTARIO WINTER APPLES.

Table listing Ontario winter apple products and their prices: Northern spics, XX, per bbl., \$4.50; Russets, per bbl., 6.00; etc.

VEGETABLES.

Table listing vegetable products and their prices: Valencia onions, (large cases), \$1.50; Spanish onions, per case., 1.75; etc.

SIX FACTS ABOUT ORANGE MEAT

What is Orange Meat ?

It is a breakfast food, made from the highest grade of Canadian Wheat, by a special process and in the cleanest of cereal plants.

Is Orange Meat Wholesome ?

It has been analyzed and found to contain all the necessary elements for the sustenance of the human system.

How is Orange Meat Put Up ?

In Mercerized Bags (inside the packages), which keep the food clean and preserve its freshness when the packages have been opened.

What Are the Prices of Orange Meat ?

The regular package (containing the coupons) sells at 15c. The Jumbo package (containing 2 1/2 times as much as the 15c. package of other foods) sells at 25c.

Is Orange Meat Popular ?

The sales have more than doubled, and we have doubled our plant. Looks like **Orange Meat** popularity, doesn't it ?

Should Grocers Keep Orange Meat ?

Let each grocer, after a consideration of the other five facts, answer the question for himself.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

There has been a more general activity manifest since our last report, although the volume of business done has not given satisfaction. The slow condition into which things had fallen since the holiday has developed a measure of unhealthy competition, which has resulted in a material falling in values, particularly amongst the larger companies. The effect has not been felt at some local centres, but it is really pretty general. Export inquiries are reported as being plentiful, but closing of sales is being often delayed through disparity in prices. There is no doubt that the English buyers are somewhat justified in holding out for a slight giving way on dealers' part, as the present prices are just on the margin which would seriously affect the price of bread in the densely populated districts of England. There is a price for flour beyond which it is not safe to go, as in that case the price of bread must be raised to the consumer, which means the consumption of bread will seriously decline, and incidentally the sales of the dealer for flour will decline also. It would appear that present prices are very much at that margin.

Advices from the mills report a slightly better demand for flour from the lower provinces, one of the mills reporting a sale last week of 1,000 barrels choice 80 per cent. blend at \$4.35 per barrel, in wood, f.o.b. cars, shipping point. This was an exceptionally good sale and high price, as the mills generally report competition very keen, with flour offering in many cases apparently below the cost of production. As the price of the highest grades and best known brands of Manitoba flours is reported to be only \$4.95 f.o.b. Halifax and St. John freights, it will be seen that the sale reported is nearly equal to these figures, although eastern dealers usually want to buy Winter wheat flours at 30c to 40c per barrel below the prices of Manitoba.

THE WORLD'S RICE CROPS.

The prominence attained by Louisiana as a rice producer since its western prairies reaching from Lafayette to the Sabine River have been put under rice culture is attracting the attention of the statistical world. The United States has now become the fourth largest rice producing country of the world, and if the educational campaign be continued, and the American people be taught the real merits of rice as a food, far away above and beyond the scores of advertised breakfast foods, we should take a still higher position as rice producers, as, from a geographical point of view, we are only just starting in the culture.

As we do now successfully compete with Europe in producing wheat in competition with the great grain producing plains of Central Europe, so we may in time compete with India in the production of rice. If we are ever able to do this it will be because of our successful adaptation of machinery to the planting, cultivating and harvesting of the crop.

A recent Government report estimates the various rice crops of the world as follows :

	Short tons.
India	2,766,500
Siam	946,500
French Indo-China	757,000
United States	102,420
Japan	51,500
Dutch East Indies	42,500
Italy	41,000
Corea	21,000
Spain	15,000

The list of great rice importing nations presents some novelties, for Japan, a notable rice producer, leads all the rest. Japan imports for 1904 were made large because of the war, but the figures are as follows :

	Short tons.
Japan	982,000
Straits Settlements, for re-exportation	511,000
Great Britain	323,000
Germany	301,000
Philippines	293,000
Holland	261,500
France	233,000

The rice exports of the world in round figures amount to 5,000,000 short tons, valued at \$100,000,000, or one cent per pound, about the same as wheat. One half of this comes from India and one-fourth from Siam and French Indo-China.—Louisiana Planter.

THE LATEST CEREAL.

Egg-o-see is the name of the latest cereal food to be placed on the Canadian market. Egg-o-see is manufactured in Quincy, Ill., and Buffalo, N.Y. It has been pushed very largely in the United States where it has attained a large sale at home and abroad.

The placing of Egg-o-see on the Canadian market has been entrusted to Mr. B. H. Blakeslee, with whom the trade are acquainted through his connection with the placing of another cereal food on this market a couple of years ago.

Mr. Blakeslee has taken offices at 43 Scott street, Toronto, which will be the Canadian headquarters of the Egg-o-see Company, and is getting in shape to make a strong bid for Canadian business.

The new package is an attractive-looking one, the body being of a dark green with a spray of wheat blades in gold across the name Egg-o-see in strong black letters, with the words "Crisp and delicious" standing out in white on a panel of bright red.

Egg-o-see is a wheat product of a beautiful golden, flaky nature, and possessing a flavor of fine quality, and should find a ready market.

To the trade the Egg-o-see Company make the appeal that they give no premiums, no coupons, and have no schemes. They go to the trade with Egg-o-see as Egg-o-see, and claim to give the dealer a very attractive margin.

The Egg-o-see literature is of a high order. A representative of The Grocer

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SYMINGTON'S
High Pressure
Steam Prepared
PEA FLOUR
EASILY DIGESTED.
For Thickening Soups, Gravies, &c.
Sold in 1 lb. Tins.

SYMINGTON'S
PEA SOUP
Prepared from Symington's Pea Flour, Extract of Meat,
Herbs and other Seasonings.
Only wants the addition of Water.
Sold in 1 lb., ½ lb., and small Tins.
Manfrs: **W. SYMINGTON & CO., L.D., Market Harboro', Eng.**
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N. B.

Slow Work

It takes a lot of advertising to get a first order from some grocers for

"Gold Crown" Flour

but when a grocer gives us a trial order we don't have to worry about the second order. It comes easily.

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



CAPSTAN BRAND
PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

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

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government inspected Manitoba Wheat.
Capacity 1,200 bbls. per day.
Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

THE DOW CEREAL AND MILLING CO.

90  LBS

ROLLED OATS

BUFFALO BRAND

PILOT MOUND, MAN.

The reliable and well-known
BUFFALO BRAND
Clean and Sweet
MANUFACTURED BY
THE DOW CEREAL & MILLING CO.
Pilot Mound, Manitoba
NICHOLSON & BAIN, Winnipeg, Man.
Sole Sales Agents

Eastern and Western Buyers of Car Lots ROLLED OATS

Wire or write us for prices on

was shown a series of hangers which were real works of art. In addition to this a booklet, "Back to Nature," is being distributed. The edition de luxe of this booklet being sent to all the jobbers and salesmen throughout Canada is a gem and about the finest thing typographically that has come to our notice in the way of advertising matter.

A BRIEF ESSAY.

Flour is an absorbent of damp and gases when exposed, consequently flour warehouses either at the mills or elsewhere should be dry and well ventilated. Not only should the buildings be in themselves well ventilated, but the flour should be so stored that air—fresh air—can reach every sack all the time it is in store. Measures of that kind are necessary to insure pure flour. Flour may be made as pure as is possible, and yet afterwards become vitiated by exposure to poisonous gases and impure air.

GRAIN SECTION OFFICERS.

The annual meeting of the grain section of the Board of Trade, Toronto, took place on the 17th inst., when the following officers were elected: Chairman, David Plewes; vice-chairman, C. W. Band; secretary-treasurer, F. G. Morley; executive committee, W. D. Matthews, C. B. Watts, Geo. H. Baird, A. Cavanagh, A. E. Mathews, F. W. Hay, John Carrick.

HEADS THE PROCESSION

We would never have undertaken to manufacture a food for the Canadian people unless it had proved its right to walk in the front.

RALSTON HEALTH FOOD

is in the front rank. **No other Wheat Food like it.**

Made by
THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO
for the Canadian Trade.

The **MCLEOD MILLING CO., Limited**
Stratford, - Ontario.

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

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

CEREAL NOTES.

Mr. Capel Tilt, formerly of Toronto, has been elected president of the Winnipeg Grain Exchange.

The fresh water freighter now in course of construction on the Clyde for the Mathews Steamboat Company, Limited, Toronto, will be one of the finest and largest on the Upper Lakes. Mr. James T. Mathews, managing director, has gone over to see the keel laid, and the big grain carrier will be here when navigation opens.

The particulars are as follows: Length, 256 feet; beam, 42 feet 6 in.; depth, 23 feet.

Capacity, through to Montreal, 70,000 bushels; on Upper Lakes, 110,000.

Lighted by electricity, and steam heated; double bottom, and a model in equipment, with between decks for convenient handling of package freight and flour.

Speed, light, 12 miles an hour; laden, 10 miles.

MONTREAL MARKETS.

Flour.

Trade is fairly good, though if roads throughout the province were better conditions would no doubt be improved. It is difficult to predict accurately, but the opinion of experts seems to be that flour has now reached its bottom price. The fact that no further declines have been registered during the past week would appear to confirm this idea. Small mills are said to be attempting to force sales. We quote:

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

Rolled Oats.

Demand is fair, and quite up to expectations. In the Province of Quebec this branch of the trade is generally somewhat dull at this season of the year, so that present trade conditions are satisfactory. There is still a good deal of cutting going on, in which the smaller mills are the aggressors. We are quoting this week a general decline. We quote:

Fine oatmeal, bags.....	2 20	2 30
Standard oatmeal, bags.....	2 30	2 40
Granulated.....	2 20	2 25
Rolled oats, ".....	2 25	2 30
" 90-lb. bags.....	5 10	
" 80-lb. bags.....	2 60	
" 80-lb. bags.....	2 45	

Feed.

A great scarcity of bran and shorts is still the feature of the markets. This, taken in conjunction with an active demand, tends to keep prices very firm. The trade is fairly well stocked with middlings and pressure has been relieved. Prices have not changed during the week. We quote:

Ontario bran.....	17 00	17 50
Ontario shorts.....	20 00	21 00
Manitoba shorts.....	19 50	20 00
" bran.....	18 00	18 50
Mouille, milled.....	21 00	24 00
" straight grained.....	25 00	28 00

Hay.

Market easier owing to liberal supplies. Local consumption is good and export business is in good shape, but not large enough to clear off the

offerings. Prices, despite heavy stocks, show no change. We quote:

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

TORONTO MARKETS.

Flour.

There is little improvement to report in trade conditions; demand is slow and uninteresting. Some competition has been going on in selling prices, apparently with the idea of stimulating trade, but the only apparent effect has been to give lower quotations. Export inquiries have been good, and fair amount of sales effected, but at unremunerative prices. We quote:

Manitoba wheat patents, per bbl. in bags.....	4 21	4 41
Strong bakers.....	4 19	4 29
Ontario wheat patents.....	3 75	4 00
Straight roller.....	3 50	3 60

Grain.

Trade has not been over active since our last report; arrivals have been coming in pretty freely. At outside points reports denote fair deliveries at the mills, and tend to show that farmers are disposed to market their grain, although at the same time the opinion is that a good deal is being held back for expected developments. In most lines prices have firmed up a little, as will be seen from quotations. We quote:

All on track Toronto.		
Manitoba wheat, Northern No. 1.....	0 90	0 90 1/2
" " " " No. 2.....	0 87 1/2	0 88 1/2
Red, " per bushel.....	0 83	0 83 1/2
White, " ".....	0 84	0 84 1/2
Barley, " ".....	0 48	0 53 1/2
Oats, new, " ".....	0 38 1/2	0 39
Peas, " ".....	0 85	
Buckwheat, " ".....	0 55	0 56
Rye, per bushel, " ".....	0 76	

Breakfast Cereals.

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

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

B. C. HERRING SENT TO THE ANTIPODES.

After a continued small run, the herring at last arrived in the harbor in large numbers, and all the local companies are busy smoking and packing in order to fill the large number of orders, which had accumulated from outside points, and which it was impossible to fill until the present time, owing to the lateness of the arrival of the fish in large enough quantities to fill the demand for the Nanaimo article.

One of the large shipments was made by James Watson, the Nicol street grocer, local representative of Jas. Brown of Exit Channel, on the outskirts of Newcastle townsite.

The shipments consisted of 150 cases of kippers and bloaters for Winnipeg and 200 cases for Australia. The latter will be taken over on the Joan to Vancouver, where they will be reshipped on one of the liners to their destination.

January 26, 1906

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..... 7 25 7 50
..... 6 00 6 50
..... 5 50 6 00

MARKETS.
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"..... 4 19 4 29
"..... 3 75 4 00
"..... 3 50 3 69

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..... 0 48 0 53
..... 0 38 0 39
..... 0 85
..... 0 55 0 56
..... 0 76

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NO PREMIUMS

NO COUPONS

NO SCHEMES

THE HIGHEST GRADE CEREAL FOOD IN THE WORLD

EGG-O-SEE is in a class by itself. Saving the cost of premiums to the consumer, it pays the retailer a much larger profit than any other cereal food on the market.



Retails
at
15 cents,
2
for
25 cents

RETURNED
MAR 3 1906
To Cam
cut Book 45
page 14
W. J. G.
Retails
at
15 cents,
2
for
25 cents

SOLD STRICTLY ON ITS MERITS

**Made Right, Sold Right
Right All Through**

EGG-O-SEE CO.

23 Stock Exchange Bldg., TORONTO, CAN.

B. H. BLAKESLEE, CANADIAN MANAGER

GOOD ADVERTISING

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

A SPECIAL SALE CIRCULAR

E. A. Pritchard, Billerica, Que., had an advertisement run in one of the papers and then he made a circular out of the matter. This advantageous use of "standing" type would mean a considerable saving in composition, and would permit of other circulars being issued.

I do not know why it is that grocers choose such large circulars when they launch into this phase of publicity. Is it the belief of the larger the advertisement the larger the returns, or is it a result of hasty choice? I am afraid the latter is more often the case than the former.

Mr. Pritchard's circular is 8 x 13, yet the body type looks to be bourgeois old style, comparatively a small face. So you will see at a glance that while circulars of this style are cast on a large plan they are not set in large type. In that respect they are poor specimens.

With the same amount of paper and details as Mr. Pritchard has used, I think I could have gotten out a more impressive and artistic announcement. I would have folded the present sheet twice, designed some panel work, and have had the matter set page for page. Then the type, at present incongruous, would have been in unison with the layout.

The grotesque looking circular will not do to-day with modern methods and splendid exemplars in reach of all. Merchants must not give the preparation of their advertising matter the small end of attention or small returns will be the result.

So far I have spoken of E. A. Pritchard's circular in a general way. The faults I have found with it are characteristic of most circulars prepared by grocers. Therefore, I think too much emphasis cannot be laid on these faults.

Of the manner in which Mr. Pritchard has put together his items, I have little to say other than in praise. He appreciates the necessity of tangible divisions of text, yet he does not employ the ugly turned rule to denote these divisions. He also knows the value of headings and what might be called "salutation" lines.

The circular is businesslike at the beginning and no time is wasted in redundancy. The list of goods is pretty complete and the seasonableness of the goods well established.

It is to be regretted that the compositor saw fit to make an attack on the tacit pauses—as will be noticed, the circular is quite "legal" in the omission of commas, full stops, etc. "A comma has been known to alter a man's whole fortune," writes a noted lexicographer. Be that as it may, there is a possibility of wrong conclusions being reached on some of the Pritchard items through the comma's absence. Also, I would like to see more dollar signs in evidence, and at least 5-em spaces between the contraction "c" and the price it is related to.

If the "Ceylon Tea" is "very fine" it is cheap at 25 cents per pound; and one can be sure there is an "extra" pound of granulated sugar in the "21 lbs. for a \$."

Mr. Pritchard ostensibly has divided the bargains and in that respect he is an ingenious advertiser. But his plan is practically the fulfilment of what I stated in this department two weeks ago. "You cannot sell two or three lines of first-class groceries, or other commodities, cheaper than another grocer unless you are re-imbursed from some other source."

The difference between the plan I suggested for a special sale and the plan Mr. Pritchard has put into concrete form, is just this: My plan, in brief, as you will remember, was to enumerate one or two lines as an attraction and to state no prices. Mr. Pritchard enumerates practically everything he has for sale and gives prices whether they are specials or not.

In connection with his circular Mr. Pritchard issued a memo card—"Jot Down Your Wants." I do not know whether these cards were sent around or whether they were brought into service in the store. Mr. Pritchard didn't mention the point. But they ought to prove a valuable auxiliary to a circular, folder, etc.

A grocer once explained his reason for employing the "white space" advertisement in these words: "Women think quickly and forget quickly. I want them to write their needs on the margin of my ad." Pretty logical when you look into it! and why not have the memo scheme when advertising other than in the newspaper?

A.A.B.

We haven't heard of a Canadian store-keeper yet adopting the plan used by a Western States merchant to bring customers to his store, but it's a good one, and as sleighing will soon make the country roads in splendid shape for traveling merchants in various sections should try the plan. The westerner advertised that he would give \$10 to the person who, on a certain day, brought into the place, and deposited in front of the firm's store, the largest number of people on one vehicle. All sorts of conveyances appeared, and it seemed certain that the farmer who brought in eighty-six persons on a wagon fifty feet long would gain the prize. But at the last moment there appeared a singular vehicle, eighty-five feet long and twenty feet wide. It moved on eight wheels, and was drawn by eight horses. From it descended 110 people.

Special Sale of Holiday Goods At THE PRITCHARD STORE

The holiday season is now at hand—the gladdest time in all the year—and this store is ready to supply your wants. Stocks are well assorted in every department and we are offering good values in all lines.

Lots Of Toys For The Boys and Girls

Quite a varied assortment of inexpensive, amusing novelties.

75c. Marion, Pencil, Marble, Tin Toy, March Toys, Dolls, Egg Toys, Lumber Blocks, Sail Boats, Kittens, Hobbies.	10c. Dolls, Set of Tin Toys, Iron Horse, March Toys, Frolics.	25c. Bigger Dolls, Dressed Dolls, Tin Toys, Marion, Dolls, Egg Toys, March Toys, China Toys, Hobbies, Sail Boats.
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Other Gifts, More Serviceable Perhaps!

Selection Corporation of Pencil Boxes 25c. each Pencil Cases 35c. each Pencil Sets 50c. each March Toys 75c. each Egg Toys 1.00 each	Fabric Boxes 25c. each Spring Stationery 50c. Shoe Boxes 75c. each Egg Toys 50c. each Jigsaw Toys 1.00 each Card and Stationery 1.25 each	Calendars, personal and Calendars, 25c. each Albums, 50c. each Lullabies, 25c. each Lullabies, 50c. each Lullabies, 75c. each Lullabies, 1.00 each
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Gifts For "Grown Up" People

Men's Hats, Men's Bows, Men's
Hats, 25c. each
Men's Hats, 50c. each
Men's Hats, 75c. each
Men's Hats, 1.00 each
Men's Hats, 1.25 each
Men's Hats, 1.50 each
Men's Hats, 1.75 each
Men's Hats, 2.00 each
Men's Hats, 2.25 each
Men's Hats, 2.50 each
Men's Hats, 2.75 each
Men's Hats, 3.00 each

Candy And Confectionery.

A holiday season without sweets would be dull indeed. We offer choice, fresh assortments—pure and wholesome.

At The Grocery Counter.

Quality you will find in our first class—all our groceries are carefully selected.

Special Goods.

Very low prices on—
Apples, 25c. per bushel
Oranges, 25c. per bushel
Lemons, 25c. per bushel
Grapes, 25c. per bushel
Strawberries, 25c. per bushel
Raspberries, 25c. per bushel
Blackberries, 25c. per bushel
Currants, 25c. per bushel
Cherries, 25c. per bushel
Plums, 25c. per bushel
Peaches, 25c. per bushel
Nectarines, 25c. per bushel
Apricots, 25c. per bushel
Pineapples, 25c. each
Mangoes, 25c. each
Guavas, 25c. each
Limes, 25c. each
Lemons, 25c. each
Oranges, 25c. each
Grapes, 25c. each
Strawberries, 25c. each
Raspberries, 25c. each
Blackberries, 25c. each
Currants, 25c. each
Cherries, 25c. each
Plums, 25c. each
Peaches, 25c. each
Nectarines, 25c. each
Apricots, 25c. each

Ed Pritchard

555 St. James St. Montreal, Que.

The authenticity of facts is perhaps open to question in one or two of the items. For instance, "a genuine Waltham movement for \$5.50." And in others one searches in vain for the "special" price. There is nothing particularly attractive about the prices of "canned goods" in Mr. Pritchard's circular. A number of grocers are quoting approximately the same figures, and they are not quoting "specials" either.

Take the details under the heading "Other Gifts, More Serviceable Perhaps." How many of the prices strike you as bargains?

To-Day!

If your stock of Soap is low please place an order for 5 boxes of **SURPRISE SOAP.** \$3.90 per box, freight paid.

We believe **SURPRISE** will give the best satisfaction to your customers. The profits on the sales are satisfying.



SURPRISE is pure hard soap made of the finest grade material by the best available skill with the latest and most approved type of machinery.

While **SURPRISE** is the highest grade of laundry soap, it is sold at the same price as ordinary soap.

MADE BY

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

We find oranges are now going out freely after the usual quiet that always occurs after the holiday season. Have arriving, this week :

3 Cars Fancy Navels

which will show extra good color and should be sweet. Send in your order.

Car California Celery arriving end week.



TORONTO, CANADA.

Also full supply Lemons, Grapes, Dates, Figs, Nuts, Pine Apples, in fact anything in our line. Send in your orders. Are sure we can please you.

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The extremely unseasonable weather which has been ruling since our last report has had the effect of considerably reducing trade, there is consequently little to report with regard to trade itself. This appears to be the feature at all points.

There are indications that the action taken by the Californian packers has had the effect of materially strengthening the situation and restoring a measure of confidence. Jamaica oranges are in good demand, with supplies showing short, and consequently a strong tendency, and in Montreal a decided advance.

The prompt action taken by the Government in regard to illegal packing of fruit has been largely commented on by dealers and commission men, and is universally approved; it is expected to have a decidedly beneficial effect. The unreliable grading from certain districts has been very disconcerting to the dealers.

In vegetables, no feature has transpired. Californian celery has been coming in freely, and prices have somewhat weakened. Altogether there has been little activity in the fruit and vegetable markets generally, and dealers are consequently somewhat depressed with the immediate prospects.

IMPORTANT POINTS IN FRUIT TRANSPORT.

The transportation Committee of the Ontario Fruit-Growers' Association held a meeting recently and decided to ask the Railway Commission to compel the railways to furnish cars to fruit-growers within a week of placing the order; to maintain a minimum speed of 12 miles per hour during transit, and to furnish "tracers," by which shippers can learn where cars are at various stages in the journey. It was shown by Mr. W. H. Bunting, of St. Catharines, that experiments in shipping tender fruits from St. Catharines to Winnipeg demonstrated that the journey was made in five and a half days when the car was accompanied and in seven or eight days when it was not accompanied.

The Railway Commission will be asked to bring about a reduction in the rate on apples; that apples in barrels be accepted at a fixed weight of 150 pounds, and that equipment equal to the best now in use be supplied for the carriage of fruit. The Government will be asked to enact legislation placing express rates under the control of the Railway Commission.

Mr. Bunting reviewed the concessions obtained from the railways, one of them being a reduction in the freight rate on grapes, and another a reduction of 18 per cent. on mixed tender fruits.

SUGGESTED CONFERENCE ON THE FISHERY QUESTIONS.

The proposition which has been submitted by the British Columbia Government to the Dominion authorities for the purpose of taking over whatever interest the province has in the fisheries, will not likely be decided until a conference has been had with all the provinces in regard to this and other outstanding unsettled matters. There, however, seems to be a disposition on the part of the Dominion authorities to view the British Columbia matter favorably, but in addition the Victoria Government want to get their share of the Halifax fishery award. Down by the Atlantic there is also a strongly expressed desire to have a rearrangement of the system of distribution of the award.

The Marine Biological Board held its annual meeting at Halifax. Professor Prince presided. Work will be commenced at once on the marine scientific station founded by the Government near Nanaimo. A series of technical reports dealing with river pollution, sawdust, etc., the food of the fishes, etc., are ready to be issued. Professor Knight said that there was less damage to fish by sawdust than many imagined. Dams in the river were more serious. Investigations on the Labrador coast will be taken up by the society.

CALIFORNIA ORANGE SHIPMENTS.

The California orange market is decidedly stronger and during the past day or two prices have advanced on the average 20c to 30c a box. Shipments from the coast are unusually small for the season; instead of the 100 or 150 cars a day which is usual at this time of the year, the quantity being sent out is averaging less than 50 cars.

NIAGARA FRUIT AND THE TARIFF.

The Niagara Peninsula United Fruit-Growers' Association held their adjourned meeting on the 18th inst. to discuss the tariff question. Various propositions were made and the question was given a spirited discussion.

Finally it was decided to ask the Government to arrange the tariff on fruit on the following flat rate basis: Strawberries, 3c. per pound instead of 2c., as now; raspberries, gooseberries, cherries, blackberries, currants, remain at 2c. per pound, as now; plums, 1c. per pound instead of 25 per cent. ad valorem; peaches, 2c. per pound instead of 1c.; pears, 1c. per pound instead of 20 per cent., ad valorem.

Mr. E. D. Smith, M.P., Winona, declared that it was absolutely necessary in the interests of the fruit-growers of Canada that a prohibitive duty be placed on Californian peaches for a while. If California peaches are kept out of

Manitoba and fruit-growers pushes up the market.

The association memorial to the culture station the fruit-growers that an experiment might be planned in the existing the province.

ILL

Discussing the removal of illegal Canadian agricultural agency of the Government to ascertain names of Canadian order that danger to Canada might be put commercial a der confidential particulars in their knowledge ducts are from not up to saw at Cape Town of Canadian destroyed, owing ed with disease City, where from this could be worthless, the department ward full payments. When tained public facts concerning petition of it

The department information in Australia, being taken i ver merchant less fruit in from whom case pending er of leather, porter found sample in qu

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Manitoba and the Northwest, Canadian fruit-growers can send thousands of bushels up there and develop a profitable market.

The association passed a strong memorial to the Ontario Minister of Agriculture stating that in the opinion of the fruit-growers it is most desirable that an experimental fruit farm be established in Southern Ontario, which might be planned on a broader scale than the existing experimental stations of the province.

ILLEGAL PACKING.

Discussing recent reports of the shipment of illegally marked and useless Canadian apples to foreign countries, Mr. F. C. T. O'Hara, superintendent of commercial agencies, said it was the policy of the Trade and Commerce Department to ascertain in every such case the names of Canadian shippers of the fruit, in order that a practice so fraught with danger to Canada's reputation abroad, might be put a stop to. To this end commercial agents are empowered, under confidential instructions, to forward particulars in every case coming under their knowledge in which Canadian products are fraudulently packed or are not up to sample. The commercial agent at Cape Town, where a large quantity of Canadian apples was recently destroyed, owing to the fruit being affected with disease, and the agent in Mexico City, where a consignment of apples from this country proved to be practically worthless, have been written to by the department and instructed to forward full particulars as to the shipments. When these details have been obtained publicity will be given to the facts concerning the fraud, so that a repetition of it may be prevented.

The department not long ago obtained information from Mr. Ross, the agent in Australia, which has led to action being taken in the court by a Vancouver merchant who shipped the worthless fruit in question against the dealer from whom he purchased it. Another case pending is that of a Quebec exporter of leather, which the Australian importer found to be far below standard sample in quality.

MONTREAL MARKETS.

Green Fruits.

Weather conditions are making for a slow market in all green goods. Commission merchants report that the demand for nearly all fruits is falling off greatly. A cold spell is looked for, however, when the sale of these goods will pick up. Jamaica oranges have advanced, owing to light receipts and a very good demand. They are the best sellers on the market, at present. It is expected that California oranges will shortly be raised in price from 25 to 40 cents per box. Shipments have been very light, and it is not thought that the market will go as low again this year as they are at present. Another increase

FISH! FISH!

We are carrying a most complete stock.

FROZEN FISH

Smelts. Sea Herrings (large fish). Flounders. Tom Cods.
Sea Salmon. Halibut. Trout.
Fresh Car Winter-Caught Manitoba Whitefish

SMOKED FISH

Home-Cured Bloaters. Finnan Haddies. Ciscos.
Kippered Herrings.

PICKLED FISH

Labrador Herrings (bbls. and 1/2 bbls.) Flitched Cod (100-lb. boxes).
A Full Line Acadia and Halifax Codfish.

Other Lines of Seasonable Fish too Numerous to Mention.

WHITE & CO., LIMITED

TORONTO HAMILTON

W. B. STRINGER Specially Selected J. J. McCABE
For Canadian Trade

is St. Nicholas brand of Lemons—25 years on the market and always the Best. Ask for them.

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

SHARP ADVANCE IN NAVEL PRICE

Wet weather in California has caused heavy raise in prices on Navels for future shipment. Order now at old prices from us, as we have two cars "Camellia" brand (extra fancy). Best on earth.

Lemons, Celery, Bananas, Nuts, Figs, Dates, etc., all at lowest prices.

The F. T. JAMES COMPANY, TORONTO

33 Church St., 76 Colborne St.

CALIFORNIA CELERY—Another carload just arrived.

CALIFORNIA CAULIFLOWER—Due next Monday.

CALIFORNIA NAVEL ORANGES—We handle the finest.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

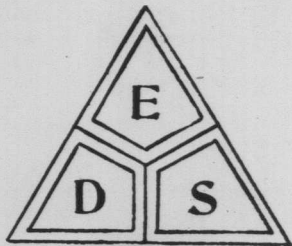
THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

NAVEL ORANGES (owing to continued wet weather in California) have advanced in price. Present quality more than makes up for the advance. For a few days only, we quote 150s, 176s, 200s and 216s at \$3.00. Send along your orders.

FANCY ALMERIA GRAPES.—At \$5.50. Only a few left.



Pure Truth

Mr. Grocer, if you want to be fined \$25.00 and lose the confidence of your customers, order adulterated Jams.

If you want to be sure of what you are getting and to steer clear of the police court, order the

E. D. S. BRAND

which the Government Analyst has pronounced to be **absolutely pure**. When you see "E.D.S." on the label the goods are **guaranteed**.

What does it profit a Grocer to get adulterated Jams and lose all his customers?

Answer for Yourself—Now

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

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

FRESH ARRIVALS THIS WEEK

- Car Fancy Bananas
- Car Extra Fancy Lemons
- Car Extra Fancy Navel Oranges
- Car Fancy Sweet Sonoro Oranges

Never mind what the other fellow's prices are, you can depend upon **WALKER'S** to be right, and the quality too.

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.



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

IT'S A MISTAKE

to think that such articles as

SYRUP OF MALT

(A Cough Cure)

EXTRACT OF MALT

(A Tonic)

cannot be sold by you. Other grocers are selling them and getting a good profit, too.

Send for Samples.

GEO. SLEEMAN, Guelph, Ont.

VICTORY DINNER RELISH



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

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross LONDON, ENGLAND

in cranberries has made them almost unsalable. The turnover is small. We quote:

Oranges, Florida, case	4 50
Tangerines	3 00
Navels	3 00
Dates, per lb.	1 85
Bananas	3 75
Cocoanuts, per bag of 100	5 50
Pineapples	3 75
Jamaica grape fruit, per box	2 25
Apples	5 00
Lemons, per box	4 80
Jamaica oranges, per bbl	7 00
Grapes, Almeria, extra fancy Longkeepers	6 50
" Fancy	6 00
" Choice	20 00
Cranberries, N. S., nominal	25 00
Cape Cod	2 75
Spanish onions, cases	2 75

Vegetables.

The market, generally, is dull and featureless. The mild weather is against good trade, and particularly is this the case so far as domestic vegetables are concerned. Potatoes are going very slowly, so far as the jobbers are concerned, this, no doubt, being the result of the farmers coming in and delivering to the grocers direct. Onions are also very slow again this week.

Potatoes, per bag	0 65	0 75
Paraley, per doz. bunches	0 25	0 35
Sage, per doz.	1 00	
Savory, per doz.	1 00	
Green peppers, per basket	1 00	
Home-grown cabbage, per bbl	0 75	
Tomatoes, Florida	4 50	5 00
Spanish Onions, cases	2 50	2 75
crates	0 50	
Red onions, bbl	3 00	
Turnips, bag	0 50	
Water cress, per doz.	0 75	
Grand Rapids lettuce, per box	1 60	
per doz.	4 00	
Boston lettuce, per doz	1 00	
Sweet potatoes, per basket	2 00	
per bbl	5 00	
Celery, per crate	4 75	
Spinach, per bbl	3 00	
Cucumbers, per doz.	2 50	
New potatoes, per bbl	2 50	
Mushrooms, per lb.	0 75	
Brussels sprouts, per quart	0 15	
Carrots, per bag	0 50	
Horse radish, per lb.	0 15	

ONTARIO MARKETS.

Green Fruits.

The market has been particularly slow since our last report. No feature of interest has developed, and no change of importance has transpired. Lemons have recovered from the slightly downward tendency reported last week. Pineapples have also eased somewhat. We quote:

Oranges, California, 96's to 100's, per box	3 25	3 50
" " 250's to 288's	3 25	3 50
" Mexican, 96's to 250's, per box	2 00	2 35
" Florida, 96's to 216's	3 25	
" Valencia, 420's, 714's, per case	4 50	5 50
Marmalade, 200's, per box	2 50	
Lemons, Messina, 300's 360's, per box	2 25	2 65
Grapes, Almeria, per barrel	6 00	6 50
Cranberries, fancy Jersey's, per barrel, nominal	13 00	
per case	4 50	
Apples, fancy spies, per box	1 50	
" greenings, per box	1 40	
" Winter varieties, per barrel	3 50	
cooking, per barrel	2 75	
Bananas, per bunch, firsts	1 75	2 00
Jumbos	2 25	2 50
Pineapples, per case	4 50	5 00
Grape fruit, Florida, 46's, 96's, per box	4 50	5 00
Tangerines, Florida, fancy 1/2 strap	2 75	

Vegetables.

Particularly slow and uninteresting has been the condition ruling on the wholesale market. We quote:

Potatoes, kiln dried sweet, bushel hamper	1 75	2 00
Potatoes, per bag	0 90	1 00
Onions, per bag	1 25	1 30
Onions, Spanish, per small crate	1 00	
large cases	3 00	
Cabbage, per doz.	0 40	
Cauliflowers, domestic, per doz.	0 75	1 25
Beets, per bushel	0 50	
Carrots, per bushel	0 50	
Lettuce, per doz. bunches	0 30	
imported, per doz.	0 35	0 40
Radish, per doz.	0 50	
Cucumbers, hothouse, per doz.	2 00	
Mushrooms, 1 lb. boxes, per lb.	0 80	
Celery, Californian, per case	4 50	
pony case	2 75	
Beans, white, prime, bush	1 75	
hand-picked, bush	1 90	
" Lima, per lb.	0 064	
Tomatoes, Florida, 6 basket crates	5 00	
extra choice, 6 basket crates	4 25	

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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 66.
" Merchants 532.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods :

- 1/4 Oil Sardines (Sanitary can) 100 tins to case
- 1/4 Oil Sardines (Hand made) 100 " "
- 1/4 Mustard " " 100 " "
- 1/4 Tomato " " 100 " "
- 3/4 Mustard " " 50 " "

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

Season 1906 HORSE SHOE SALMON

Now in Store



TRADE MARK REGISTERED

ALSO

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

PACKED BY

J. H. Todd & Sons
Victoria, B.C.

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

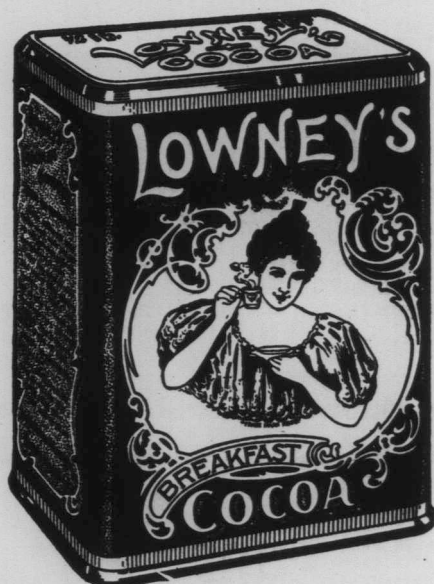
"England is a country of ONE SAUCE" wrote a great French Critic

Lea & Perrins'

is the Sauce of the world

In every clime, under every flag the only genuine
inimitable Table Sauce is LEA & PERRINS'

J. M. DOUGLAS & CO., Montreal
Canadian Agents



Lowney's Cocoa is an American triumph in food products. It is the best cocoa made anywhere or at any price.

THE WALTER M. LOWNEY COMPANY,

No. 47 Commercial Street. BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Merit is the true standard for gauging the value of an article—

MOTT'S CHOCOLATES

"DIAMOND" and
"ELITE"

brands
have stood the highest tests
and are to-day

Canada's Standards

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

J. A. TAYLOR
MONTREAL

SELLING AGENTS:
R. E. McINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG

IMPORTANT

We are offering the trade some new lines packed in Drums and Pails, at surprisingly low prices. These lines have the Style and **QUALITY** so well known in

STEWART'S

DELICIOUS

CONFECTIONERY

Write for Samples and Prices
DO IT NOW

THE

STEWART COMPANY, LIMITED
TORONTO

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

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

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

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BISCUITS AND CONFECTIONERY

A STUDY OF BISCUITS.

Biscuits are probably of very ancient date. Some are inclined to think they find an allusion to them in the first book of Kings, where Jeroboam sends his wife to consult the Prophet Ahijah about his son who had fallen sick, bidding her take with her "ten loaves and cracknels, and a cruse of honey."

All the countries of Europe have been biscuit-making from time immemorial, and most of them have a name for the things indicating that they originally underwent a double process of cooking. Bis-cuit means "twice cooked."

Even the old Romans had their panis biscocetus, "twice baked bread," and there is at least one kind of biscuit still made by a double cooking. The cracknel is first plunged into boiling water and then baked, though whether the "cracknel" of the modern factory at all resembles the "cracknels" of King Jeroboam's time one cannot say.

Most, if not all, other kinds are nowadays biscuits only in name.

The original form of the thing was simplicity itself. It was just a mixture of flour and water spread out thin, and baked till all the moisture was driven out of it. It was their extreme dryness that permitted of their being stored for eighteen months, or two years if necessary, without spoiling; and it was in order to get them as dry as possible that they were made thin and cooked twice, and thrice, and sometimes four times over. Not only was the moisture of the dough thus driven out of them, but the water originally embodied in the flour was evaporated also; so that ten pounds of flour would make only about nine pounds of biscuit. They were, no doubt, in the first instance, merely a form of unfermented bread especially adapted for storage, and particularly on board ship during long voyages. Hence the Roman panis biscocetus nauticus ("sea biscuit").

BREAD FROM BARK.

In Norway bread is sometimes made of the inner rind, next the wood, of pine trees, and it is not an uncommon thing to see these trees standing with all their branches dead, stripped of the bark to make this curious food, and blanched by the weather, resembling white marble—mere ghosts of trees.

By the process the rind is taken off in flakes like a sheet of foolscap paper, and is steeped or washed in warm water, to clear off its astringent principle. It is then hung across a rope to dry in the sun, and looks exactly like sheets of parchment.

When dry it is pounded into small pieces, mixed with corn, and ground into meal on the handmill or quern. It is much more greatly used than visitors suppose. There are districts in Norway in which the forests suffered very considerable damage in past years, when bad crops and other causes reduced many to bark bread. It is not very unpalatable, nor is there any good reason for

supposing it unwholesome, if well prepared, but it is very costly. The value of the tree, which is left to perish on its root, would buy a sack of flour in the English market.

SOME USEFUL RECEIPTS.

Common Sense Cough Drops.

What we call a common sense cough drop may be made as follows: Boil in the usual manner to the hard crack, 7 lbs. sugar, 2 lbs. glucose, 1 quart New Orleans molasses, 1 quart water. When nearly cooked add 1½ lb. good butter, boil it in, then turn the batch on the marble; when cold enough turn it up, add a medium strong flavor of oil ginger and two ounces tartaric acid; work all together and pass through medium-size drop rolls or any other you choose. When cold break up and sift them, then dust them fairly well with dried XXXX or extra fine sugar, and bottle them or pack in packages, as you choose. If preferred they may be made with moist brown sugar, in which case leave out the molasses.

Common Taffy.

Eight pounds sugar, 1 quart water, 2 lbs. glucose, 1 quart New Orleans molasses, ½ oz. ground ginger. Boil in the usual manner to the hard crack degree. When cooked add 1 lb. butter, let it boil in, then pour it on your marble; when nearly cold add a good flavoring of lemon and vanilla, work it in, then cut up with large, flat drop rolls; when cold break up, sift out and wrap in wax paper.

Chocolate Rocks.

Boil in the usual manner to the hard crack: 4 lbs. sugar, 3 lbs. glucose, 3 pints water. When cooked remove it from the fire and add half a pound of butter, return it to the fire and let it just boil up again; then add two pounds well-roasted blanched almonds, coarsely chopped, stir them lightly in and pour the boiling on the marble; when cold break it up and pound it medium coarse in a mortar, return it to your kettle (which must be dry) and add sufficient melted cocoa or chocolate to make a stiff paste, then with a spoon and fork drop it in as rock-like pieces as you can onto wax paper, and set aside to set. These may be flavored with vanilla.

A Novel Idea.

A novel scheme has been evolved by W. D. Sweet, a master baker at Wilkes-barre, Pa., to draw custom. Once a month he announces in the local papers that the person who holds the cash register coupon for purchases made on a certain day, usually two to three weeks back, will get his money back if the coupon is presented at the bakery. As it is the custom of almost everybody to throw away such coupons immediately, this scheme did not cost Mr. Sweet much in the beginning, but it is said that people are getting wise and are saving their coupons, so it will only be a question of time when the "beautiful" idea will have to be abandoned.

BEST BISCUITS

The name "Mooney" is a guarantee of goodness in Soda Biscuit making.

PERFECTION CREAM SODAS

are favorites to-day for that reason. "Perfections" are packed piping hot at the oven's mouth in air-tight, moisture-proof tins. That extra palatableness is the result.

It is easy to say certain goods are the best. It is just as easy to prove that



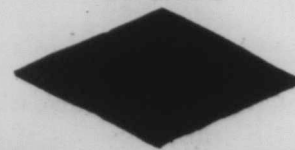
are the best. We are prepared to state that Perfection Cream Sodas will keep longer and retain more of the "oven" flavor than any other biscuits obtainable. Our process is sure, so the result is certain.

Will you put it to a test?

SEND FOR A CASE

THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, Canada.

DIAMOND Brand

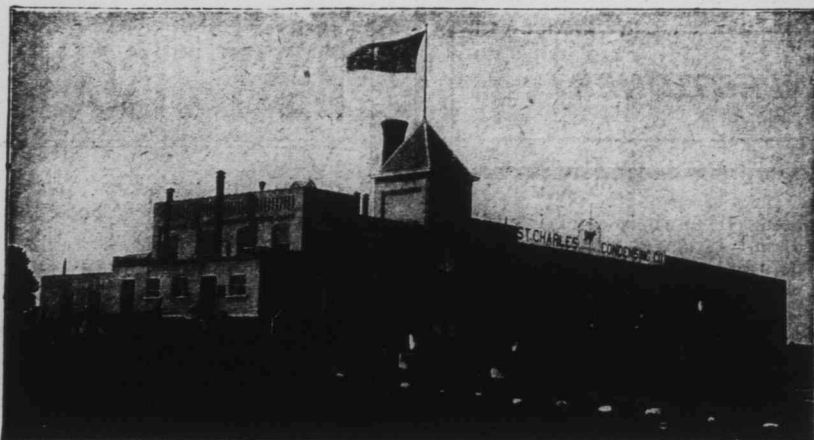


MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
EVAPORATED CREAM**

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

St. Charles Condensing Co.

**Need Something to
Revive Trade?**

Just send us an order for a few boxes or barrels of "Vanilla Bar," the best cake made in Canada for the money. Many try to imitate it, but you know the result.

Just send us a trial order and see if "Vanilla Bar" is not the kind of cake you were looking for and didn't know where to find.

**Imperial Biscuit Co., Limited
Guelph**

Amongst our

CHOCOLATE GOODS

There's one that's everybody's favorite.

It's called

"Chocolate Gem"

and this is no misnomer.

A light crisp chocolate coated biscuit, about the size of an ordinary chocolate drop—that's the "Gem."

People who disapprove of rich sweets for children are good customers for this line, as well as tasty folk who appreciate dainty yet wholesome confections for the tea table. A splendid line to "mix in" with others.

**W. & R. JACOB & CO.,
Limited**

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

**DUBLIN,
IRELAND**

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure, \$4.50 per case	24 pints to case, wine measure, \$2.50 per case
12 ½-gal. " " " 4.80 "	12 qt. bottles, 2.40 "
24 ¼-gal. " " " 4.80 "	5-gal. tin, Imperial measure, 1 to case, 3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

**THE MONTREAL MAPLE CO.
88 GREY NUN ST., MONTREAL, QUE.**

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 2.50 per case
 1.40 "
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PROSPERITY HERE TO STAY.

Leaders in the business and financial fields in the States are very enthusiastic about the outlook for 1906.

Andrew Carnegie.—I do not recall a single year that has been so generally important to the world as the one now closing. The world never had, nor has it now, anything that can be compared with this country as a wealth producer.

Frank A. Vanderlip.—The last year has witnessed a truly wonderful awakening of the American conscience. Never has there been so high an ethical standing among our business men. We have come through the fire regenerated, awakened, full of fine purpose and optimistic ambitions. The signs of the future are all of hope. Americans may well turn toward the coming years with cheerful hearts.

Charles M. Schwab.—Everybody is busy. The steel and iron mills of the United States have more orders than they can fill, and still the orders continue to come in. There can be no better indication for good times than this. In this country we have solved the great problem of economic output, and our next great industrial problem is to beat all other countries in the quality of our products. My own experience in the American steel industry convinces me that no standard can be too high in manufactures. There is a ready market awaiting those who have courage enough to turn out the best material and workmanship.

Paul Morton.—Prices in Wall street are not necessarily an indication of the general state of things, particularly in regard to the prosperity of the people. In fact, the country at large is really more prosperous now than at other times when Wall street prices seemed to indicate that the country was well off. The country is much more prosperous than ever before.

J. J. Mitchell.—General business conditions were never better. The outlook for the next twelve months could hardly be brighter.

James R. Keene.—The country never was so prosperous as it is now, and never was the promise for the future so bright. There is no room in the United States for a man who can't see the bright side of the future.

E. H. Harriman.—Nothing can stop the progress of this country, and when at the end of the coming year we look back upon what has been done we will have ample cause for amazement and congratulation.

John W. Gates.—Not at any time in my life have I seen business conditions so prosperous. What particularly struck me was the fact that there is plenty of money in the west, and it is easily obtainable at low interest. That is the best indication of prosperity. The banks have money and so have the farmers and the merchants.

E. H. Garv.—There is every reason to say that the country is in a prosperous way, and there is no particular reason for saying that this prosperity will not continue. However, no man can look into the future and say with any certainty what may happen.

It's a two-to-one shot that a man's first smoke never makes him as sick as his first milliner's bill.

Fortify yourself against inclement season.

Van Houten's Cocoa

Best and Goes Farthest The Ideal Winter Beverage

Grocers make friends by recommending it. There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, TORONTO
 WATT, SCOTT & GOODACRE MONTREAL

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

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

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES.
 Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
 In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

THIN CASE LINING PAPER

ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

This design a guarantee of quality. SAMPLES AND PRICES FOR THE ASKING.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

"My men have their hearts in their work because they have been brought up on the Payne Principle."—*J. Bruce Payne.*

The Payne Principle is "Please at any Price." Every cigar that goes out of my factory bears the impress of that principle, because, by educating my men to see my ideals, I have won their confidence, incited their zeal, and ripened their skill.

No person can pick up a

Pebble and Pharaoh

Cigar without at once seeing the fruits of what I have labored for—viz., to produce perfect cigars at perfectly satisfactory prices—to all.

The Payne Principle is one that should receive serious consideration at the hands of every grocer. I want to feel that I have **your** confidence just as I have the confidence of my men.

Will you, **Mr. Grocer**, show that you are interested by ordering **1,000** of my cigars, assorted, specifying the **Pebble** (5c) and the **Pharaoh** (10c)? I shall make the terms so easy that you will be delighted with the transaction.

BUT DON'T WAIT UNTIL TO-MORROW TO SEND THE ORDER

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

The Powers Behind the Tobacco Throne

2. The Quality of the Tobacco

Nothing more important than Quality! Nothing harder to find than Quality the Real. Price, appearance, etc.—these are not overlooked by us, but

T. & B.

is made on the "nothing-more-important-than-quality" belief.

T. & B. has been long enough on the market to prove its case, and the way it has been received is the best proof of the way in which Quality is received.

If you, **Mr. Grocer**, are selling "other kinds," change the order please, and have **T. & B.** displayed in your store.

**BE WISE TO-DAY
TO-MORROW CAN YET BE DEALT WITH**

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

COLORING A

Once upon a time who spent eight years coloring a pipe and at the end had been nursing "hope" instead of "mer." The "mer" made of meerschaum and parings are trit boiled in water, with or without each block is th as it contracts left some time distinguished f schaum by their but there is no by which the r told from the

In forming "mer" the silic pared for the o composition of wax and oil abs are the cause of smoking; the bacco causes t stances to pass dry distillation with the produ the tobacco the substances of t graduations of prized.

In some cases ly colored by d soaked in wax, of iron eithe dragon's blood.

Good meersch indented by th readily to the b ing been wett densities; son others float on medium density pipe-maker, for porous, and e heavier kinds a cially. Many heavier kinds a no absolute pr

A negative test composition bo little blemishes presence of fore meerschaum. curs in a me very frequently of the bowl is but as blemishe the bowl has l the test is not

TRICKS FO

A brisk look hat well tilted small satchel in a lawyer's offic

"I hope I an are a man of b I can tell you here for. My

TOBACCOS, CIGARS AND ACCESSORIES

COLORING A MEERSCHAUM PIPE.

Once upon a time there was a smoker who spent eight of the best years of his life coloring a meerschaum pipe, only to find at the end of that period that he had been nursing a piece of "massa-kopfe" instead of the genuine "ecume de mer." The "massa-kopfe" is a composition made of the parings of genuine meerschaum and a mineral clay. The parings are triturated to a fine powder, boiled in water, and molded into blocks, with or without the addition of clay; each block is then cut into a bowl, but as it contracts considerably, it must be left some time to dry. These bowls are distinguished from the genuine meerschaum by their greater specific gravity, but there is no absolutely certain test by which the real meerschaum can be told from the composition.

In forming a pipe from "ecume de mer" the silicate of magnesia is prepared for the operation by soaking in a composition of wax, oil and fats. The wax and oil absorbed by the meerschaum are the cause of the color produced by smoking; the heat of the burning tobacco causes the wax and fatty substances to pass through the stages of a dry distillation, and becoming associated with the products of the distillation of the tobacco they are diffused through the substances of the bowl, producing those gradations of tint which are so much prized.

In some cases the bowls are artificially colored by dipping them, before being soaked in wax, in a solution of sulphate of iron either alone or mixed with dragon's blood.

Good meerschaum is soft enough to be indented by the thumb-nail. It yields readily to the knife, especially after having been wetted. There are various densities; some kinds sink in water, others float on its surface. Those of medium density are preferred by the pipe-maker, for the light varieties are porous, and even cavernous, and the heavier kinds are often made up artificially. Many judges assume that the heavier kinds are spurious, but there is no absolute proof that such is the case. A negative test may be mentioned; the composition bowls never exhibit those little blemishes which result from the presence of foreign bodies in the natural meerschaum. Therefore, if blemish occurs in a meerschaum bowl—which is very frequently the case—the genuineness of the bowl is rendered most probable; but as blemishes do not show until after the bowl has been used for some time the test is not of much value.

TRICKS FOR SELLING GOODS

A brisk looking young man, with his hat well tilted back on his head and a small satchel in his hand, stepped inside a lawyer's office and said:

"I hope I am not intruding, sir, you are a man of business and so am I, and I can tell you in one minute what I am here for. My observation is that five

out of every six professional men in the large cities are addicted to the tobacco habit in some form or another. A habit, once formed, becomes second nature.

"There are thousands of men who spend their substance and drain their vitality by incessant smoking, who would be glad to be released from the slavery whose chains they have fastened upon themselves, and to such men I bring the means of deliverance. I guarantee that this preparation"—here he took a small package from his valise—"which is called 'Smoke bane,' will cure the craving for tobacco in every form, absolutely in one month or money refunded—"

"Young man," said the lawyer, "you are wasting your time on me. I am not a slave to the tobacco habit. I have no craving whatever for tobacco, though once in a while I smoke a cigar if it is a good one—"

"Yes, sir," interrupted the other in turn, quickly replacing the package in his valise and producing another one. "Let me sell you a box of the celebrated 'John Quincy Adams Perfectos,' two dollars and a half, twenty-five in a box, couldn't sell them any cheaper if you were to take a thousand. Warranted to be the best 10c smoke on the market."

Before the lawyer had fully recovered from his surprise he had bought the box and the brisk young man was on the next floor hunting another slave to the tobacco habit.

* * *

One firm turned to good advertising account the notices in the local papers offering a sizable reward for information leading to the arrest of the offenders in a daring jewelry robbery. Several of

these notices were pasted inside the glass in their show windows, with the big scare lines above in red ink, and underneath also in red, the following notice: "When you get the above reward, you can afford a box of our—blank—cigars. Come in and look at them now, anyway."

SWEET CAPORAL



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—

McDOUGALL

Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS CHANGES.

A. Laurendeau, grocer, Montreal, Que., dissolved.

Aubin & Laparte, teas, etc., Montreal, dissolved.

Brandt & Rolston, grocers, Winnipeg, Man., stock sold.

Joseph Morand, grocer, Valleyfield, Que., has assigned.

Liberte & Decroisette, fruits, Montreal, Que., registered.

Knight & Graham, general merchants, Providence Bay, Ont.

Poirier & Co., grocers, etc., Lachine, Que., assets to be sold.

W. G. Graham, baker, etc., Westboro, Ont., assets to be sold.

Denis Lacombe, baker, St. Paul L'Hermitte, Que., compromised.

Hugh Allan, cheese, etc., Montreal, Que., J. W. Ross, curator.

Faucher & Frere, bakers, Victoriaville, Que., have registered.

Frank A. Stephen, grocer, Montreal (St. Louis), has assigned.

P. Lavalley, general merchant, Ste. Victoire, Que., has assigned.

S. Betsworth, flour and feed, Winnipeg, Man., sold to Falconer Bros.

A. Baker & Co., general merchants, Fox Warren, Man., dissolved.

Emery Lalonde, general merchant, The Brook, Ont., has compromised.

AH. Bouchard (estate of), general merchant, Quebec, Que., assets sold.

Jos. Poisson & Co., general merchants, Gentilly, Que., assets sold.

Goyette, Thuot & Goyette, fish dealers, etc., Iberville, Que., dissolved.

P. Lavalley, general merchant, St. Victoire, Que., demand of assignment.

Joseph Patrick, grocer, Hamilton, Ont., has sold out to Margaret Echlin.

Poirier & Cie., grocers, paints, etc., Lachine, Que., F. X. Bilodeau, curator.

C. Aconite, confectioner, Rossland, B. C., has been succeeded by H. Cherrington.

Wm. F. Morenz, grocer, Mitchell, Ont., stock, etc., advertised for sale by tender.

John McDevitt, grocer, Toronto, Ont., has been succeeded by Leech & Rothwell.

Toronto Cream & Butter Co., Toronto, Ont., assets advertised for sale by tender.

J. B. Lafontaine, general merchant, Moose Creek, Ont., is offering 75c on the dollar.

R. O. Y. Ainslie, general merchant, Comber, Ont., has sold out to C. G. Elliott.

A. G. Campbell, general merchant, McIntyre, Ont., has advertised business for sale.

Chas. Choquette, general merchant, Village Richelieu, Que., F. X. Bilodeau, curator.

P. Maher, general merchant, St. Guillaume Station, Que., A. Lamarche, curator.

L. P. Pepin, grocer, Montreal, Que., assets were to have been sold on the 24th inst.

E. W. Lewis, baker and grocer, Wroxeater, Ont., has assigned to Wm. A. Rutherford.

T. O. Lamontagne & Co., confectioners, Quebec, Que., assets to be sold by private sale.

Eugene Picher, dairy supplies, Quebec, Que., assets were to have been sold on the 25th inst.

F. Jean, general merchant, St. Moise, Que., assets were to have been sold on the 24th inst.

D. Ducharme, grocer, Magog, Que., meeting of creditors was to have been on the 22nd inst.

Mrs. Louis Allaire has registered under the style of L. Allaire & Co., grocers, Montreal, Que.

Barr Bros., bakers and confectioners, Kenton, Man., have assigned to C. H. Newton. Stock sold.

Nash, Carson, Naylor, Limited, department store, Winnipeg, Man., assigned to C. H. Newton.

R. G. Buchanan & Co., crockery, etc., have been succeeded by Buchanan & Edwards, Vancouver, B.C.

R. Laurie, butcher and grain merchant, Carberry, Man., sold butcher business to Dingle & Mason.

Nicholas A. Jones, fruit and confectionery, Parry Sound, Ont., has assigned to Thomas W. Quinn.

Wm. J. Dodds, general merchant, Caledon, Ont., meeting of creditors was to have been on the 19th inst.

Charles Young, tobaccoist, Brockville, Ont., meeting of creditors was to have been on the 18th inst.

G. C. Sayles (estate of) general merchant, Elva, Man., stock was to have been sold on the 22nd inst.

Perry Bros. (estate of), tobaccoists, Selkirk West, Man., stock was to have been sold on the 23rd inst.

W. H. Jones (estate of), general merchant, Arcola, Assa., stock was to have been sold on the 22nd inst.

F. Bois, general merchant, St. Louis de Ha Ha Station, Que., assets were to have been sold on the 24th inst.

Campbell Kemp has registered under the style of Montreal Supply Co., produce and commission, Montreal, Que.

Joseph M. Murray, tobaccoist and fruiterer, Port Colborne, Ont., meeting of creditors was to have been on the 20th inst.

W. J. Zoeger, general merchant, Newton, Ont., has assigned to Charles S. Scott, meeting of creditors was to have been on the 21th inst.

COMPANIES INCORPORATED.

Dominion charter has been granted to Philip, Morris & Co., Limited, to cure leaf tobacco, to carry on throughout the Dominion of Canada the trade and business of manufacturing, selling, acquiring and dealing in tobacco in all its forms, smokers' articles and such other substances and commodities as are usually manufactured, sold or dealt in by tobacco, cigar or cigarette manufacturers or dealers. The capital stock of the company to be twenty thousand dollars divided into two hundred shares of one hundred dollars, and the chief place of business of the company to be at the city of Montreal in the Province of Quebec.

Provincial charter has been granted to the Fletcher Manufacturing Company, Limited, to manufacture, buy, sell and deal in all kinds of bakers' and confectioners' tools and supplies, soda fountains, hardware, glassware, woodenware, and all articles into the manufacture of which wood, glass or metal enters, and general merchandise, with incidental and subsidiary powers. The share capital of the company to be two hundred and fifty thousand dollars divided into two thousand five hundred 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 Benjamin Fletcher, Eri Whaley and Ernest Benjamin Fletcher, hereinbefore mentioned.

LET US WORK TOGETHER

Put your Cigar Department on a safe and paying basis by stocking

HOGEN-MOGEN and ROYAL SPORT CIGARS

5 CENTS 10 CENTS

We co-operate in helping you sell the best cigar values in Canada.

JUST ASK!

THE SHERBROOKE CIGAR CO., - SHERBROOKE, P.Q.



Quotations
The following department apply

Quotations for products are supplied by agents, who alone are accuracy.

- Baking**
- Ammonia Powder-Bee brand, 48 5c. per doz. 27 10c.
 - " " " " " " " " " " 10 25c.
 - Cook's Friend—
 - Size 1, in 2 and 4 doz. " 10, in 4 doz. boxes " 3, in 6 " " 12, in 6 " " 3, in 4 " " " "
 - Found tins, 2 doz. in 12-oz. tins, " " " " 5-lb. " " " " " "

W. H. GIL

Diamond—

- 1-lb. tins, 2 doz. in case " " " "
- 1-lb. tins, 3 " " " "
- 1-lb. tins, 4 " " " "

IMPERIAL BAKING

Cases.	Size
doz.	10
3 doz.	11
1 doz.	12
3 doz.	13
1 doz.	14
3 doz.	15

JERSEY OREAM

- Size, 5 doz. in case. " 4 " " " " " " " " " " " "
- " 3 " " " " " " " " " " " "
- " 2 " " " " " " " " " " " "

OCEAN

- Ocean Baking Powde " " " " " " " " " " " "
- " " " " " " " " " " " " " "
- " " " " " " " " " " " " " "
- Borax, 1 lb. per doz. Cornstarch, 4 Freight paid 5

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor. Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Jan. 25, 1906

Quotations for proprietary articles, brands, etc. are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—		
Bee brand, 48 5c. pkgs., per case	.....	\$1 75
" " 27 10c. pkgs., " "	.....	2 00
" " 10 25c. pkgs., " "	.....	1 75
Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes	.....	\$3 40
" 10, in 4 doz. boxes	.....	3 10
" 3, in 6 "	.....	0 80
" 12, in 6 "	.....	0 70
" 3, in 4 "	.....	0 45
Found tins, 2 doz. in case	.....	3 00
12-oz. tins, " "	.....	3 40
5-lb. " 1 "	.....	14 00

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	.....	\$3 00
1-lb. tins, 3 " "	.....	1 25
1-lb. tins, 4 " "	.....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	.....	\$0 40
" 4 " " "	.....	0 75
" 3 " " "	.....	1 25
" 2 " " "	.....	2 25

OCEAN MILLS.

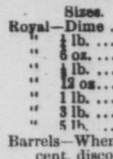
Ocean Baking Powder, 1 lb., 4 doz.	.....	\$0 45
" " 1 lb., 5 doz.	.....	0 90
" " 1 lb., 3 doz.	.....	1 25
Borax, 1/2 lb. packages, 4 doz.	.....	0 40
Comstarch, 40 pkt. in a case	.....	0 75
Freight paid 5 p.c. 10 days.		

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 83
4 " "	6 " "	0 75
4 " "	8 " "	0 85
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 85
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
3 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER.



Royal—		
Sizes.		Per Doz.
1 lb.	.....	1 41
6 oz.	.....	1 94
1 lb.	.....	3 85
12 oz.	.....	4 90
1 lb.	.....	13 60
5 lb.	.....	12 30

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cleveland's—		
Sizes.		Per Doz.
1 lb.	.....	\$0 93
6 oz.	.....	1 33
1 lb.	.....	1 90
1 lb.	.....	2 45
12 oz.	.....	3 70
1 lb.	.....	4 65
5 lb.	.....	13 20
5 lb.	.....	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	.....	\$2 25
1-lb. tins, 4 doz. in box	.....	1 25
1-lb. tins, 4 doz. in box	.....	0 75

"KING" BAKING POWDER.

16-oz. cases, 2 doz.	.....	Dozen
8-oz. " 4 "	.....	\$2 40
4-oz. " 4 "	.....	1 50
4-oz. " 4 "	.....	0 90
Lot 5 cases, freight paid.		



EAGLE BAKING POWDER.

Cases of 48-5c. tins	.....	\$0 45
" 48-10c. tins	.....	0 75
" 24-25c. tins	.....	2 25
" 48-25c. tins	.....	2 25

Blue.

Keen's Oxford, per lb.	.....	\$0 17
In 10-box lots or case	.....	0 16
Reckitt's Square Blue, 12-lb. box	.....	0 17
Reckitt's Square Blue, 5 box lots	.....	0 16
Gillett's Mammoth, 1/2 gross box	.....	2 00
Nixey's "Jervus," in squares, per lb.	.....	0 16
" " in bags, per gross	.....	1 25
" " in pepper boxes,	.....
according to size	.....	0 02 0 10



J. M. DOUGLAS & CO.—Laundry

Blueol—		
10-lb. boxes containing 50 pkgs., 4 squares each	.....	per lb. 16 1/2c
" Sapphire" 14-lb. boxes, 1/2 lb. pkgs.	.....	per lb. 12 1/2c
" Union" 14-lb. boxes, assorted. 1 & 1/2 lb. pkgs., per lb.	.....	10c

Black Lead.

Reckitt's, per box	.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/4 gross, 4 oz.	.....
Reckitt's Zebr paste, 1/2-gro. boxes, per gross.	.....	\$10.20

JAMES' DOME BLACK LEAD.

Per doz.		
6a size	.....	\$2 40
2a size	.....	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."		
40-oz. case, 4 doz.	.....	0 40
8-oz. " 4 "	.....	0 50
Lot 7 cases, freight paid.		
Conditions—2 per cent. 10 days; net 30 days.		

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	.....	0 08
" " 7-lb. cotton bags, per bag.	.....

Chocolates and Cocoas.

THE COWAN CO., LIMITED.		
Cocoa—		
Hygienic, 1-lb. tins	.....	per doz. \$6 75
" 1-lb. tins	.....	3 50
" 1-lb. tins	.....	2 00
" fancy tins	.....	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc.	.....	per lb. 0 50
Perfection, 1/2-lb. tins, per doz.	.....	2 40
Cocoa Essence, sweet, 1/2-lb. tins, doz.	.....	2 55
Chocolate—		
Queen's Dessert, 1/2's and 1/4's	.....	\$0 40
" " " "	.....	0 42
Mexican Vanilla, 1/2's and 1/4's	.....	3 55
Royal Navy Rock, " "	.....	0 30
Diamond, " "	.....	0 25
" " " "	.....	0 28

Iceings for cake—		
Chocolate, pink, lemon color, lbs.	.....	\$1.75
Orange, white and almond, 1-lb.	.....	1.00

"Batger's"

Put up in a high-grade, and attractive looking glass jar, made from the finest English garden strawberries, retaining their natural form and flavour—such is Batger's Strawberry Jam. Include a case of 4 doz. in your next order from your wholesaler. You will be fully satisfied with the results. They will be interesting and profitable.

Whole Fruit

It Retail for 20c.

AGENTS:
Rose & Laflamme
Montreal and Toronto

Strawberry Jam

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME

AGENTS, MONTREAL.

Confections—	Per doz.
Cream bars, large boxes.....	\$2 25
" small "	1 35
Chocolate ginger, lbs.....	3 75
" 1-lb. boxes "	2 25
" wafer, 1-lb. boxes "	2 25
" 1-lb. boxes "	1 30

Fry's	per lb.
Chocolate—	
Caracas, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's "	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa—	Per doz.
Concentrated, 1/2's, 1 doz. in box	2 40
" 1-lb. "	4 50
" 3-lb. "	8 25
Homeopathic, 1/2's, 14-lb. boxes	0 24
" 1/2's, 12-lb. boxes "	0 24
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities.....	0 37 1/2

BENSENDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 1/2 doz. to case.....	per doz., \$
1 " " " " " " " " " "	2 40
1 " " " " " " " " " "	4 75
1 " " " " " " " " " "	9 00

SUCHARD'S CHOCOLATE AND COCOA

	Per box
Milka, 36's (36 tablets in a box).....	\$2 25
" 24's (24 tablets in a box).....	3 00
Velma, 24's (24 tablets in a box).....	3 00
	Per doz.
Milka Croquettes.....	\$2 25
	Per lb.
Economique, in 1/2 and 1-lb. cakes.....	\$0 32
Premium, unsweetened.....	0 35

SUCHARD'S SOLUBLE COCOA

	Per doz.
1 lb. tins (4 doz. in a box).....	\$2 25
1 lb. tins (2 doz. in a box).....	4 21
1 lb. tins (1 doz. in a box).....	7 80

JOHN P. MOTT & CO.'s
R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, 1/2's.....	\$0 30
Prepared cocoa, 1/2's to 1/2's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 38
" 1/2's.....	0 35
" No. 1 chocolate, 1/2's.....	0 30
" Navy "	0 27
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's and 6's.....	0 23
" Confectionery chocolate, 21c. to 31c.	0 31
" Sweet chocolate liquors, 20c. to 34c.	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	\$0 35
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 26
	Per lb.
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 40
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5s, per box.....	\$ 00
Soluble chocolate (hot or cold soda)	0 42
1-lb. cans " " " " " " " " " "	0 42
Vanilla chocolate wafers, 48 to box, per box.....	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal	Per lb.
Breakfast cocoa—	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 40c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 42c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44	

	Per lb.
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 32c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 34c.	
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 33c.	
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs. 33c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 35c.	
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs. 35c.	
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs. 44c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 44c.	

Milk chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs. 35c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 35c.	
Vanilla sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs. 33c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 33c.	
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.	
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs. 30c.	
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 23c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 33c.	

Condensed Milk.

"Anchor" brand, cases 4 doz., per case \$5 00	
"evap. cream, op. 4d. " " " "	4 65
BORDEN'S CONDENSED MILK CO.	
Wm. H. Dunn, Agent, Montreal & Toronto.	

	Cases.	Doz.
"Eagle" brand (4 doz.).....	\$6 00	\$1 50
"Gold Seal" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00

Evaporated cream—	
"Peerless" brand evap. cream.....	4 75 1 20
" hotel size "	4 90 2 45



TEURO CONDENSED MILK & GANNING CO., LIMITED.

"Jersey" brand evaporated cream	per case (4 doz.).....
"Reindeer" brand per case (4 doz.).....	\$4 65 5.60



THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha.....	0 31
Neotar.....	0 30
Empress.....	0 28
Duchess.....	0 26
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
" 1-lb. tins.....	0 31
" Kin Hee, 1-lb. tins.....	0 30
" Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
" English Breakfast, ground only 1-lb. tins.....	0 12

JAMES TURNER & CO.	Per lb.
Mocca.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java.....	\$0 25
" Mocha.....	0 25
"Condor" Java.....	0 30
" Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 31
" 2-lb. tins.....	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42 1/2c.
" III, 80-lb. boxes.....	37 1/2c.
" IV, 80-lb. boxes.....	35c.

S. H. & A. S. EWING'S.

Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	Per 32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29
Cheese.	
Imperial—Large size jars.....per doz.	\$3 25
" Medium size jars.....	4 50
" Small size jars.....	2 40
" Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
" Medium size.....	17 00
" Small size.....	12 00
Roquefort—Large size.....	1 40
" Small size.....	2 40

RECKITT'S BLUE and ZEBRA PASTE

{ Always give your Customers Satisfaction.

GR

As Pure as
As Sweet as

Coupon Books
For sale in Canada by
Limited, Toronto.
File, Montreal.
\$1, \$2, \$3, \$5, \$10 and

In lots of less than 100
books, 1 kind assorted
100 to 500 books.....
100 to 1,000 books.....

Allison's Coupon
\$1 00 to \$3 00 books...
5 00 books.....
10 00 ".....
15 00 ".....
20 00 ".....
25 00 ".....
30 00 ".....

BRUNWICK'S
EASYBRIGHT
CLEANER
CLEANS EVERYTHING.

The Davidson & Hay

WILSON'S
FLY PADS

Wilson's Fly Pads, in 6 packets, \$3 per box \$8.40.

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.

RUN
ES
Maple
AGENTS,
MONTREAL.

BLAIN CO., LIMITED.
Per lb
0 32
0 31
Mocha 0 31
0 30
0 28
0 26
0 25
0 20
age goods—
b. tins..... 0 30
b. tins..... 0 31
ins..... 0 30
nets, ground only, 1-
fast, ground only 1-
0 1P
S TURNER & CO. Per lb
0 25
0 26
0 20
0 17
0 12
ABOEAU, Montreal. Per lb
a..... 0 25
ha..... 0 25
0 30
0 30
a..... 0 30
including Java and
Mocha..... 0 50
choice pure coffee, 48
0 20
free, 1-lb. tins..... 0 31
2-lb. tins..... 0 60
n Ontario and Quebec
0 15
boxes..... 45c.
boxes..... 42c.
boxes..... 37c.
boxes..... 35c.

& A. S. EWING'S. Per
coffee, in 1-lb tins, 30-
32
coffee, in 2-lb tins, 30-
29
Cheese.
size jars...per doz. \$3 35
4 50
2 40
1 00
—Large size 18 00
17 00
13 00
e size 1 40
2 40

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co.,
Limited, Toronto. C. O. Beauchemin &
Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.
Un-Covers and
num Coupons
bered. numbered
in lots of less than 100
books, 1 kind assorted. 4c. 4c.
100 to 500 books..... 3c. 4c.
100 to 1,000 books..... 3c. 3c.
Allison's Coupon Pass Book.
\$1 00 to \$3 00 books..... 3 cents each
5 00 books..... 4
10 00 "..... 5
15 00 "..... 6
20 00 "..... 7
25 00 "..... 8
50 00 "..... 12
Cleaner.
Per doz.
4-oz. cans \$ 0.90
6-oz. " 1.35
10-oz. " 1.85
Quart " 3.75
Gallon " 10.00
Wholesale Agents
The Davidson & Hay, Limited, onto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent
packets, \$3 per box, or three boxes for
\$8.40.

Infants' Food.
Robinson's patent barley 1-lb. tins.... \$1 25
" " " 1-lb. tins.... 1 25
" " " 1-lb. tins.... 1 25
" " " 1-lb. tins.... 2 25
Jams and Jellies.
SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.
Orange marmalade..... \$1 50
Clear jelly marmalade..... 1 30
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
7 and 14-lb. wood pails..... per lb. 0 06
30-lb. wood pails..... " 0 06
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07
7 and 14-lb. wood pails, 6 pails in crate
per lb. 0 06
30-lb. wood pails..... " 0 06
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in
case..... per doz. \$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in
crate..... per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in
crate..... per lb. 0 09

Licorice.
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper.... per lb. \$0 40
Fancy boxes (36 or 50 sticks).... per box 1 25
" Ringed " 5-lb. boxes.... per lb. 0 40
" Acme " pellets, 5-lb. cans.... per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans..... per can 2 00
licorice lozenges, 5-lb. glass jars.... 1 75
" " 20 5-lb. cans..... 1 50
" Purity " licorice 10 sticks..... 1 45
" " 100 sticks..... 0 73
Dulce large cent sticks, 100 in box....

Lye (Concentrated).
GILLETT'S PERFUMED. Per case.
1 case of 4 doz..... \$3 60
3 cases of 4 doz..... \$3 50
5 cases of more..... 3 40
Mince Meat.
Wetley's condensed, per gross net... \$12 00
per case of doz. net..... 3 00
Mustard.
COLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins..... per doz. \$ 1 40
" " 1-lb. tins..... 2 50
" " 1-lb. tins..... 5 00
Durham 4-lb. jar..... per jar. 0 75
" " 1-lb. jar..... 0 25
F. D., 1-lb. tins..... per doz. 0 85
" " 1-lb. tins..... 1 45
E. D. MARCEAU, Montreal.
"Condor," 12-lb. boxes—
1-lb. tins..... per lb. \$ 0 35
" " " "..... 0 35
" " " "..... 0 32
4-lb. jars..... per jar 1 20
1-lb. jars..... 0 35
Old Crow," 12-lb. boxes—
1-lb. tins..... per lb. 25
" " " "..... 0 23
" " " "..... 0 22
4-lb. jars..... per jar 0 70
1-lb. jars..... 0 25

Orange Meat.
Cases, 36 15c.
packages... \$4.50
5 case lots... 4.40
(Freight paid.)
Cases, 30 25c.
packages... 4.10
5 case lots... 4.10
(Freight paid.)

Orange Marmalade.
THE EBY, BLAIN CO., LIMITED.
"Anchor" brand 1-lb. glass..... \$1 50
" " quart gem jars..... \$ 40
T. UPTON & CO.
12-oz. glass jars, 2 doz. case..... per doz. \$ 1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06
Golden shred marmalade, 2 doz. case,
per doz..... 1 75
Pickles.
STEPHENS'.
A. P. Tippet & Co., Agents
Cement stoppers (pints)..... per doz. \$ 2 30
Corked " " " "..... 1 90
Salt.
Cerebos salt, per doz. pkgs. (4 doz. in
case)..... \$1 45
Soda.
COW BRAND.
Case of 1-lb. contain-
ing 60 pkgs., per
box, \$3 00.
Case of 1 lb. (con-
taining 120 pkgs.)
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 30
1-lb. and 60 1-lb.
pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per
box, \$3 00.

DWIGHT'S BAKING SODA

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
Cases, 30 25c.
packages... 4.10
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 85
5 case lots... 4.10
5 cases..... 2 75
"BEE" BRAND
"Bee" brand, 8oz., cases, 120 pkgs.) \$30
" " 10 oz., cases, 96 pkgs.) \$30
" " 16 oz., cases, 60 pkgs.) case

The "Best" for your trade is

BORDEN'S BRANDS

"Eagle" brand CONDENSED MILK and "Peerless" brand EVAPORATED CREAM have no equal.

They are made from pure milk and cream.

Buy no brands made from skim milk—Stick to BORDEN'S BRANDS they are always reliable.

For sale by all jobbers

WILLIAM H. DUNN,

MONTREAL AND TORONTO

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

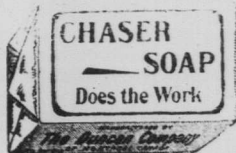
Soap and Washing Powders

- A. P. TIPPET & CO., Agents. Maypole soap, colored... per gross \$10 20... black... 15 30... Oriole soap... 10 20... Gloriola soap... 12 00... Straw hat polish... 10 30



BABBITT'S. Babbitt's "1776" 6-oz. pkgs. \$3.50 per box. 5 boxes ea. freight paid and half box free. Babbitt's "Best" soap, 100 bars \$4 10 per box. Potash or Lye, lbs.

each 2 doz., \$2 per box. WM. H. DUNN AGENT.



CHASER SOAP. Special quotations for quantities. (Fairbank)

- GOLD DUST WASHING POWDER. 24 25c. packages... \$4 65... 50 10c. " 3 90... 100 5c. " 3 90... 100 10c. cakes (Glycerine Tar Soap)... 6 50... 100 10c. cakes (Sanitary Soap)... 6 50... 100 5c. cakes (Fairy Soap)... 3 90... 100 5c. cakes (Capco Soap)... 3 90... 100 5c. cakes (Scouring Soap)... 3 90... 100 5c. bars (Santa Claus Soap)... 3 80... 100 5c. bars (Clairette Soap)... 3 65... 100 5c. bars (Mascot Soap)... 3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

- EDWARDSBURG STARCH CO., LIMITED. Laundry Starches—per lb. No. 1 White or blue, 4-lb. carton. \$ 0 05 1/2 No. 1 " 3-lb. " 0 05 1/2 Canada laundry... 0 15 Silver gloss, 8-lb. draw-lid boxes... 0 07 1/2 Silver gloss, 8-lb. tin canisters... 0 07 1/2 Edward's silver gloss, 1-lb. pkg. 0 07 1/2 Kegs 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

- Oculary Starch— Benson & Co.'s Prepared Corn... 0 07 Canada Pure Corn... 0 06 1/2 Starch— Edwardsburg No. 1 white, 1-lb. car. 0 10 Edwardsburg No. 1 white or blue, 4-lb. lumps... 0 08 1/2

AMERICAN PURE FOOD COMPANY. Japanese Starch.

- 1 case, 5 doz. \$5 00 5 " " 4 85 Lot 5 cases, freight paid.

- CORN STARCH "ROYALTY." 12-oz. case, 4 doz 0 50 Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

- Ontario and Quebec. Laundry Starches— Canada Laundry, boxes of 40 lb. \$0 04 1/2 Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb... 0 05 1/2 Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb... 0 05 1/2 Barrels, 200 lb... 0 05 Kegs, 100 lb... 0 05 Lily White Gloss— 1-lb. fancy cartons, cases 30 lb... 0 07 1/2 6-lb. toy trunks, 8 in case... 0 07 1/2 3-lb. Canisters, cases of 48 lb... 0 07 1/2 in case... 0 07 1/2 Kegs, ex. crystals, 100 lb... 0 06 1/2

- Brantford Gloss— 1-lb. fancy boxes, cases 36 lb... \$0 07 1/2 Canadian Electric Starch— Boxes of 40 fancy pkgs., per case 2 50 Celluloid Starch— Boxes of 45 cartons, per case... 3 50

- Culinary Starches— Challenge Prepared Corn— 1-lb. packages, boxes 40 lb... 0 05 1/2 No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb... 0 06 1/2 Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb... 0 06 1/2 SAN TOY STARCH. 10c. pkgs, cases 5 doz., per case... 4 75

ST. LAWRENCE STARCH CO., LIMITED

- Ontario and Quebec. Culinary Starches— St. Lawrence corn starch, 40 lb... 0 06 1/2 Durham corn starch, 40 lb... 0 05 1/2 Laundry Starches— No. 1 White, 4-lb. cartons, 48 lb... 0 05 1/2 3-lb. cartons, 36 lb... 0 05 1/2 200-lb. bbl... 0 05 100-lb. kegs... 0 05 Canada Laundry, 40 to 45 lb... 0 04 1/2 Ivory Gloss, 8-6 family pkgs., 48 lb... 0 07 1/2 1-lb. fancy, 30 lb... 0 07 1/2 large lumps, 100-lb kegs... 0 06 1/2 Patent starch, 1-lb. fancy, 28 lb... 0 07 1/2 Akron Gloss, 1-lb. packages, 40-lb... 0 05 1/2

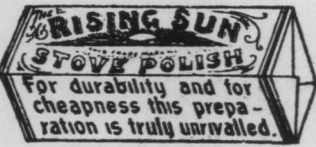


OCEAN MILLS. Chinese starch, per case of 4 doz., \$4. less 5 per cent.

J. & J. COLMAN'S, LIMITED. Rice Starch— Packed in cases of 56 lbs. each (cases free) No. 1, London— Per lb. In papers of 4 to 5 lbs... 6 1/2c. Bue. white or assorted... 8 1/2c.

- In Pictorial Cardboard Boxes— 4 lbs net weight... 8 1/2c. 1 lb. gross weight... 8 1/2c. 1 lb. gross weight... 9c. 1 lb. gross weight... 10c. Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes. 1 lb. gross weight... 9 1/2c.

Stove Polish.



For durability and for cheapness this preparation is truly unrivalled.

- Per gross. Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50 Rising Sun, 3-oz. cakes, gross boxes 4 50 Sun Paste, 10c. size, 1-gross boxes... 10 00 Sun Paste, 5c. size, 1-gross boxes... 5 00



W. H. DUNN, AGENT.



- Enameline No. 0 38 4, bxs., ea. 3 dz. Enameline No. 0 65 6, bxs., ea. 3 dz. Enameline Liquid, bxs., ea. 0 80 3 doz. Blackene, 5-lb. 0 10 cans, per lb. Enameline stove dressing, per doz... 0 70

- Syrup. "CROWN" BRAND PERFECTION SYRUP. Per case. Enamelled tins, 2 doz. in case... \$3 40 Plain tins, with label— 2 lb. tins, 2 doz. in case... 1 90 10 " " " " " " 2 35 10 " " " " " " 2 25 20 " " " " " " 2 10 (10 and 20 lb. tins have wire handles.) SMALL'S BRAND—Standard. 5 gal. tins, per can... 4 40 1 " " " " " " 4 90 1 " " " " " " 5 45 1 " " " " " " 5 70

- MOTHER'S FAVORITE MELAGAMA TEA put up in 3, 60 and 100 lb. boxes. Wholesale Retail. Black, green, mixed, 1 lb... 0 18 0 25 " 1 lbs. & 1/2 lbs... 0 19 0 25 " 1 lbs. & 1/2 lbs... 0 20 0 30 " 1 lbs. & 1/2 lbs... 0 23 0 40 " 1 lbs. & 1/2 lbs... 0 35 0 50 " 1 lbs. & 1/2 lbs... 0 40 0 60 3 p.c. off 30 days or 3 months.



- Teas. SALADA CEYLON. Wholesale. Retail. Brown Label, 1's... \$0 20 \$0 25 " " " " " " 0 21 0 26 Green Label, 1's and 1/2's... 0 22 0 30 Blue Label, 1's, 1/2's and 1/4's... 0 30 0 40 Red Label, 1's and 1/2's... 0 36 0 50 Gold Label, 1's... 0 44 0 60



- Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed. Black Label, 1-lb., retail at 25c... \$0 19 1-lb. " " " " " " 0 20 Blue Label, retail at 30c... 0 22 Green Label, " 40c... 0 28 Red Label, " 50c... 0 35 Orange Label, " 60c... 0 42 Gold Label, " 80c... 0 55



RAM LAL'S PURE INDIAN TEA

- Cases, each 60 1-lb. \$0 35 " 60 1-lb. " 0 35 " 120 1-lb. " 0 36

LUDELLA CEYLON, 1'S AND 1/2'S PKGS.

- Blue Label, 1's... \$0 18 \$0 25 Blue Label, 1/2's... 0 19 0 25 Orange Label, 1's and 1/2's... 0 21 0 30 Brown Label, 1's and 1/2's... 0 28 0 40 Green Label, 1's and 1/2's... 0 30 0 40 Green Label, 1's and 1/2's... 0 35 0 50 Red Label, 1's... 0 40 0 60 "CROWN" BRAND

- Wholesale. Retail. Red Label, 1-lb. and 1/2's... \$0 35 \$0 50 Blue Label, 1-lb. and 1/2's... 0 38 0 40 Green Label, 1-lb... 0 19 0 25 Green Label, 1/2... 0 20 0 25 Japan, 1's... 0 19 0 35

E. D. MAROEAU, Montreal.

- Japan Teas— "Condor" I 40-lb. boxes... \$0 42 \$0 50 " " II 40-lb. boxes... 0 37 " " III 80-lb. boxes... 0 32 EMD AAA Japan, 40 lb "at... 0 30 AA " 40 " " " 0 27 Blue Jay, basket fired Japan, 70 lbs., " "Condor" IV 80-lb. " " 0 25 " " V 80-lb. " " 0 25 " " XXXX 80-lb. boxes... 0 21 " " XXXX 30-lb. " " 0 21 " " XXX 80-lb. " " 0 19 " " XXX 30-lb. " " 0 20 " " XX 80-lb. " " 0 18 " " XX 30-lb. " " 0 18 LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 6 25

- "Condor" Ceylon black tea in lead packets. Green Label, 1's, 1/2's and 1/4's, 60-lb. cases... retail 0 25 at 0 20 Grey Label, 1's, 1/2's and 1/4's, 60-lb. cases... retail 0 30 at 0 23 Yellow Label, 1's and 1/2's, 60-lb. cases... retail 0 35 at 0 26 Blue Label, 1's, 1/2's and 1/4's, 50-lb. cases... retail 0 40 at 0 30 Red Label, 1's, 1/2's and 1/4's, 50-lb. cases... retail 0 50 at 0 34 White Label, 1's, 1/2's and 1/4's, 50-lb. cases... retail at 0 40

- Black Teas—"Old Crow" blend— Bronzed tins of 10, 25, 50 and 80-lb. No. 1... per lb. 0 35 No. 2... 0 30 No. 3... 0 25 No. 4... 0 20 No. 5... 0 17 1/2

Tobacco.

- THE EMPIRE TOBACCO CO., LIMITED. Smoking—Empire, 4s, 6s and 12s... \$0 46 " Amber, 8s. and 3s... 0 60 " Ivy, 7s... 0 50 " Rosebud, 7s... 0 51 Cheewing—Currency, 12s. and 6s... 0 46 " Old Fox, 12s... 0 48 " Snowshoe, 6s... 0 51 " Pay Roll, 7s... 0 56 " Stag, 10 oz... 0 45 " Bobs, 6s. and 12s... 0 45 " 10 oz. bars, 6s... 0 45 " Club, 6s. and 12s... 0 53 " Universal, 13s... 0 47 " Dixie, 7s... 0 56

Vinegars.

- E. D. MAROEAU, Montreal. Per gal. EMD, pure distilled, highest quality... \$0 32 Condor, pure distilled... 0 27 Old Crow... 0 23 Special prices to buyers of large quantities

Yeast.

- Royal yeast, 3 doz. 5c. pkgs. in case... \$1 05 Gillett's cream yeast, 3 doz... 1 05 Jersey cream yeast cake, 3 doz. 5c... 1 00 Victoria " 3 doz. 5c... 1 00 " 3 doz. 10c... 1 20

Brunner Mond & Co.'s WASHING SODA

Drums, 336 lbs.	Barrels, 336 lbs.
" 224 "	Bags, 224 "
" 112 "	" 112 "
" 100 "	" 100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland Montreal

SOLE AGENTS FOR CANADA.

MONEY-MAKERS

Push the sales of

"SNOWFLAKE"

... AND ...

"SILVER STAR"



SNOWFLAKE SOAP POWDER

is a modern cleanser of the highest value for household purposes, and one you can sell readily. In 12 oz. packages, 100 to case, sells at 5c. package—the largest on the market for the money.

SILVER STAR SODA

softens hard water and therefore does away with the necessity of having to secure rain water for washing. It also gives excellent results as a cleanser of Baths, Sinks, Kitchen Utensils, Dishes, etc. It is better and cheaper than ammonia.

Ask your customers to try "Snowflake" and "Silver Star." Once tried always used.

Your jobber can supply you. If he cannot, write to

ALBERT HUGLI

Telephone, Park 2148. 15 FISHER ST. TORONTO, CANADA

Manufacturer of Snowflake Soap Powder, Silver Star Soda, I.X.L. Chip Soap, Textile Soaps, Electric and Laundry Soaps, Sal-Soda, Michigan Soda—and dealer in Soda-Ash, Caustic Soda and Silicate of Soda.

TEA HINTS FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

HOW TO TEST TEAS.
WHERE TO BUY TEAS.
BULK v. PACKAGE TEAS.
HOW TO ESTABLISH A TEA TRADE.
TEA BLENDING, ETC., ETC.

275 pages; Cloth.

Price, postpaid, - \$2.00

BOOK DEPT.
THE CANADIAN GROCER
19 Front Street East, - - Toronto

MYERS' ROYAL SPICE STOCK FOOD

HORSE AND CATTLE.

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

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 390 lbs. in case	7.75 per case
1/2 lb. pkg.	8.86 "

Hog Powders (5 gross) 3.08 per gross

Less 5% for cash on all lines.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of keeping h always in Stock.



S BRANDS

oria, B.C.

..... \$0 35
..... 0 36
..... 0 36

A OYLOM, 1's
1/2 PKGS.

..... \$0 18 1/2 \$0 25
..... 0 19 1/2 0 25
..... 0 21 1/2 0 30
..... 0 22 1/2 0 40
..... 0 30 0 40
..... 0 35 0 50
..... 0 40 0 60

N BRAND

Wholesale. Retail

d 1/2..... \$ 0 35 \$0 50
1/2..... 0 38 0 40
..... 0 19 0 25
..... 0 20 0 25
..... 0 19 0 25

AU, Montreal.

1-lb. boxes..... \$0 42 1/2
1-lb. boxes..... 0 37 1/2
30-lb. boxes..... 0 32 1/2
40 lb " at..... 0 30
40 " "..... 0 27 1/2
ed Japan, 70 lbs., 0 25
1-lb. "..... 0 27 1/2
lb. "..... 0 25
X 30-lb. boxes..... 0 21 1/2
X 30-lb. "..... 0 22 1/2
80-lb. "..... 0 19
30-lb. "..... 0 20
0-lb. "..... 0 18
0-lb. "..... 0 18 1/2
1-lb. per case, lead
ta (25 1's and 70 1/2's) 0 25
lack tea in lead packets
1/2 and 1/2
.....retail 0 25 at 0 20
1/2 and 1/2
.....retail 0 30 at 0 23
1/2 and 1/2
.....retail 0 35 at 0 26
1/2 and 1/2
.....retail 0 40 at 0 30
1/2 and 1/2
.....retail 0 50 at 0 34
1/2 and 1/2
.....retail at 0 40
row" blend—
0, 25, 50 and 80-lb.
..... per lb. 0 36
..... " 0 30
..... " 0 25
..... " 0 20
..... " 0 17 1/2

baoco.

BAOCO CO., LIMITED.

1s, 6s and 12s..... \$0 46
s. and 3s..... 0 60
..... 0 50
7s..... 0 51
12s. and 6s..... 0 46
12s..... 0 48
6s..... 0 51
7s..... 0 56
z..... 0 45
and 12s..... 0 45
z. bars, 6s..... 0 45
s. and 13s..... 0 53
and 12s..... 0 46
l, 13s..... 0 47
..... 0 56

legars.

AU, Montreal. Per gal
highest quality.. \$0 22 1/2
d..... 0 27 1/2
users of large quantities
..... 0 23 1/2
east.
c. pkgs. in case... \$1 05
3 doz..... 1 05
ake, 3 doz. 50..... 1 00
3 doz. 5c..... 1 00
3 doz. 10c..... 1 80

Souvenir
Ware

ALWAYS A GOOD
SELLER DURING
THE SUMMER.

Don't order any until you see
our lines—traveller or mail.

GOWANS, KENT & CO.
TORONTO LIMITED

SAVE MONEY
*by writing to-day
for our price on*
**OLD ENGLISH
MINCE MEAT**

"Ready-to-use," packed in
7-lb., 14-lb., 28-lb. pails; 65-lb. tubs;
half-barrels and barrels.

*Write us sure. You never
know what you can do until you
try.*

*We pay cash for dried apples.
Have you any? Write us.*

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb.

boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

C. E. Colson & Son

MONTREAL, Agents.

C
A

VOL. XX.

R
Is a
With
Your
therefo
R

Frank

Your
judgr

"C

2-lb. tin
5 " "
10 " "
20 " "
Freight
stations e

E

63 Front St.
TORONTO,