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Edwardssburg Starches and
 "Crown" Brand Table Syrup

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We wish all our Customers and Patrons a

Colman's No. 1 White
 Rice Starch

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 Major & Co., 408 St. Paul St., Montreal, Agents for the Dominion.

Manufactured by the

Ask Your Wholesaler for

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, JANUARY 5, 1906. NO. 1.

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767

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

It is in constant and ever-increasing demand.

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

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"THE FAIRBANK PLAN"

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

- Gold Dust Washing Powder
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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.

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"The Brand



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APPLE JELLY IN CUPS AND JARS

A Limited Quantity of "Gallon Apples."

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Prepared Pumpkin, "Threes," the Pure Thing

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

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

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Factories at Essex, Ont.

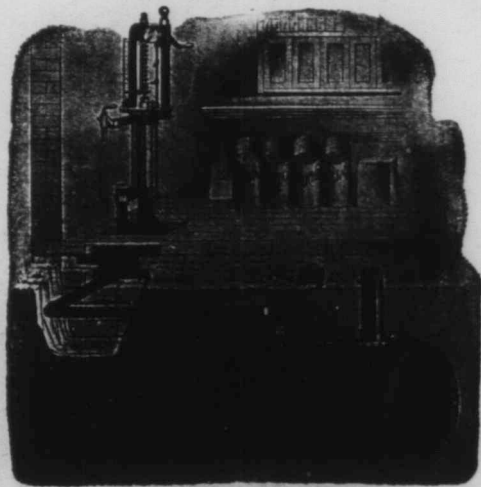
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THE LIFE OF GASOLINE

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

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Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the



PUMP IN STORE—TANK BURIED.

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It is absolutely evaporation proof and so retains the high quality of your gasoline.

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It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free.

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Capital \$250,000.



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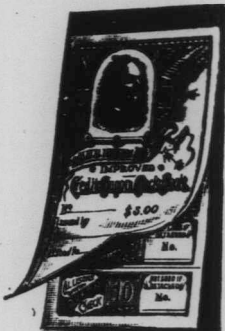
You receive a coupon
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But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have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

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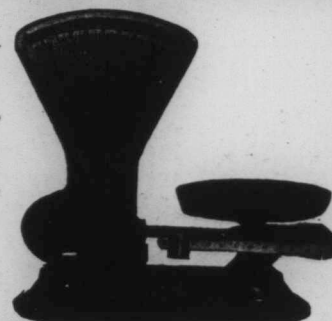
for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.**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

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Automatic but Springless.
The "Toledo" is a money saver because it positively stops the giving of overweight.
A time saver because it is Automatic.
A labor saver because there are no weights to lift, no poises to slide, or prices to set.
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It is honest both to the merchant and customer.
The Toledo system costs you nothing because it is paid for with the money you are now losing.
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The best and cheapest light for STORES, CHURCHES and HOMES.

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

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ELECTRIC POWER COFFEE MILLS

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

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

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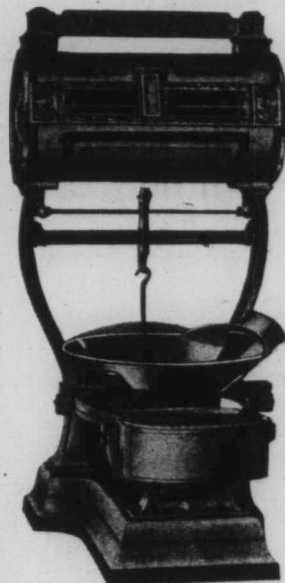
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Seven pounds capacity, and the value of each half ounce is shown in plain figures. Wherever demonstrated it is simply *Captivating the Grocers*. For butter, tea and groceries in general it is unexcelled, and is creating a great demand for itself. *Ask to see it.*

Prices range 5c. to 80c. per pound. Its simplicity of operation is a marvel to those who have seen it, and as it is

**ABSOLUTELY
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Send your card to any district office or local agent, or direct to

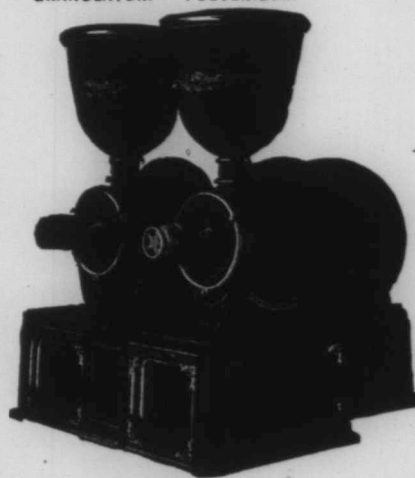
**THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO**

and we shall be glad to explain any feature of this scale on which you may wish information. **INVESTIGATE!**

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

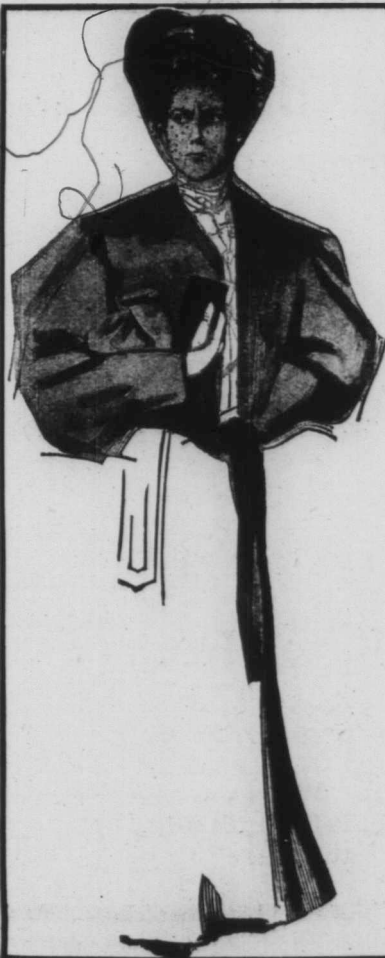
Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

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

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That a storekeeper who uses a National Cash Register has newer stock, better methods and satisfactory prices. A merchant who is up to date in his methods of keeping accounts is up to date in other ways

Where a cash register is used there are no disputes over change, money paid on account, bills sent twice. It safeguards purchases made by servants or children

Storekeepers are invited to send for our representative who will explain N. C. R. system

**N. C. R.
Company
Dayton Ohio**

Tear off here and mail to us today

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

Name

Address

No. of men

In looking over your past year's business, it may have occurred to you that your tea trade should have shown up better. It may have been good, but still not what it should be.

Supposing you study the Tea question a little more closely and give

JAPAN TEAS

a thorough good introduction to your customers. You will satisfy them and make profitable turnover.

Japan Teas are Nature's best, purest, healthiest and most invigorating teas.

**HIGH
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**QUALITY.
PRICE.**

*The unanimous verdict
of users of*

Paterson's Sauce



**Rose & Laflamme,
Agents, MONTREAL**

George Dalidet & Co.

**BORDEAUX,
FRANCE**

The
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French
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**Peas
Mushrooms
Mixed Vegetables
Sardines**

They
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**Crystallized
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Glazed Fruits**

Let us hear from you.

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

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

ALBERT SOAPS, LIMITED
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**The Grocer's
New Year's Resolve**

That he will sell only the best made goods and thus command the best class of trade.

A first place in his list will be found for **Sterling Brand Pickles and Relishes**—a line of Canadian-made goods that meet the requirements of the most exacting customers.

- All up-to-date jobbers
- sell Sterling Goods.

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

The Only Spice of Life for Horses, Cattle and Poultry

is Myers'



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

The trade is respectfully invited to write the

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

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

Colonial Ceylon,

"The pearl drop on the brow of India."

**Sends Her New Year's Greetings to
Her Sister Colony,**

"The Lady of the Snows."

May 1906 be a Year of Success.

Content and Happiness to every Canadian Grocer.

Canadian success is measured by her granary.

Ceylon success by her tea-ry.

In January 1874, Ceylon had produced barely 25
lbs. of tea.

To-day she leads the world in quality tea.

Ceylon Tea is the choicest, best-flavored
and purest tea grown anywhere in the world.

CEYLON TEA—Green and Black

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"ENTERPRISE" PAYS

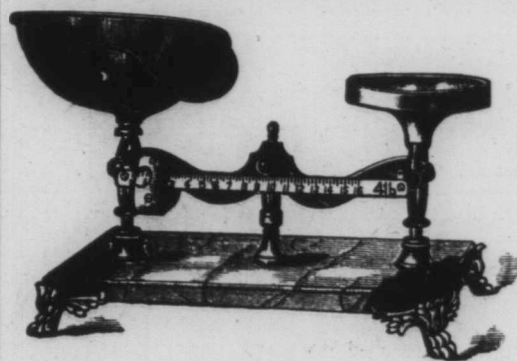
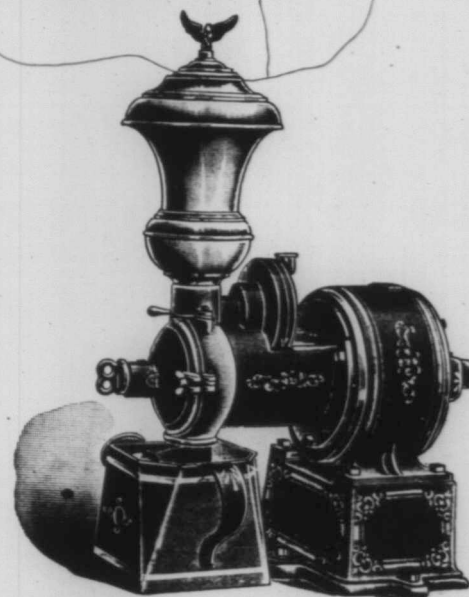
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: ::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

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

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

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

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



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

SODA FOUNTAINS

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

FLETCHER MFG. Co.

Send for Catalogue

440 and 442 Yonge St., TORONTO

**PICTORIAL
ADS**

**Do You
Illustrate
Your Ads. ?**

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

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

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

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

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

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

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

WILL FROST





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

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

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

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

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

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

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

Ogilvie's "Royal Household" Flour

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



25-Cent Japan Tea

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

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

EVERY YEAR IS A NEW YEAR

And the masses of people are ever striving to make the one to come more successful and happier than the preceding.

It adds to our own pleasure when we express the hope that these conditions will be fully realized by our friends who for 25 years have been the staunch supporters of

WOOD'S COFFEES

May this New Year's Greeting prove the beginning of a most prosperous era for you all.

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



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GILLETTS GOODS ARE STANDARD ARTICLES

IT IS TO THE ADVANTAGE OF EVERY
HOUSEKEEPER IN CANADA TO USE
THEM

- Flagic Baking Powder.
- Gillett's Perfumed Lye.
- Imperial Baking Powder.
- Gillett's Cream Tartar.
- Royal Yeast Cakes.
- Gillett's Flammoth Blue.
- Flagic Baking Soda.
- Gillett's Washing Crystal.

MADE FOR OVER 50 YEARS.
(ESTABLISHED 1852)

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

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

TEAS

We are offering special values in all lines
and grades. Don't fail to see samples
and get prices from our travellers.

Full Assortment:

- Ceylon Blacks Japans
- Assam " Ceylon Greens
- Congous Young Hysons
- Gunpowders

Warren Bros. & Co.

Wholesale Grocers
Toronto

Cocoa, Its History, Growth, and Cultivation

A Lecture delivered by Mr. Henry Deacon, at the Merchant Venturers' Technical College, Bristol, England.

I am afraid that many of the best informed have very hazy ideas respecting some of the necessaries of life which we handle and use every day. Cocoa is one of these articles and I propose to consider its history, growth, and the process of manufacture into the variety of forms in which we receive it as a finished article of food, and I trust the result of our meeting to-night will be to give an additional interest in this popular article.

Nature, ever lavish in her gifts to her children, has not only bountifully provided for all our requirements in the abundance of food necessary to sustain and develop life, but with a prodigal liberality has given richly of her treasures to minister to man's delight and enjoyment, and from many a sunny clime we receive those products which have not only become the luxuries of our tables but are now regarded as the necessaries of life, and of these natural gifts, not the least is cocoa.

Its history is deeply interesting, and many learned works dating over 300 years back have been written in its praise, ascribing to it miraculous medicinal virtues.

The History of Cocoa.

Cortez and Pizarro during their conquest of Mexico and Peru in the year 1519 made the acquaintance of the cocoa plant, which they found to be carefully cultivated by the natives for the beverage it yielded and which was a much esteemed article of consumption—the mighty Montezuma having fifty cups served up daily, while the seeds also were used as their current coin.

When Cortez sent to Charles V. of Spain the principal products of the new world he included cocoa as the choicest of the beverages which Spain obtained by her conquests.

The excellent qualities of cocoa soon became appreciated by the Spaniards, and the physicians of the day were loud in their praises of the new beverage for its supposed wonderful healing powers.

The Spaniards seem to have jealously guarded their newly found treasure, and it was not until a century after its introduction into Europe that the English became acquainted with it, it having probably been brought over by that celebrated physician and naturalist, Sir Hans Sloan, and we read in the Public Advertiser of Tuesday, June 16, 1657, that "In Bishopsgate street in Queen's Head alley at a Frenchman's house, is an excellent West Indian drink called chocolate to be sold where you may have it ready made at any time and also unmade at reasonable rates."

Later in the eighteenth century it became the fashionable luxury of the rich. In 1746, the famous Cocoa Tree Club was formed in St. James street, and has been immortalized by Addison and Steele in the pages of the Tatler and Spectator. Chocolate was frequently the theme of contemporary literature, and had become an exceedingly popular beverage, and the Cocoa Tree was a favorite sign

and name for places of public refreshment. Here the wits and literary men of the day were wont to congregate and over their cups of cocoa discuss the absorbing topics of the day.

These cocoa houses of a bygone age exerted, no doubt, a considerable influence on the social life and conditions of the time, but however interesting it may be to linger round the memories of these old-world taverns and in imagination to people them with the men whose personality has been made very real to us by their writings, they are utterly a thing of the past, and have faded out of the present work-o'-day world with the men who haunted their purlieus and made them famous in their day by the glamour of their wit and genius.

Towards the middle of the nineteenth century it was an established beverage for all classes. Modern processes have, however, so much improved the form in which cocoa is now placed before us that every year its sale increases.

From 267,000 lbs. in 1820, the consumption was raised to 9,900,000 lbs. in 1875; 21,601,825 lbs. in 1891; 42,353,724 lbs. in 1901, and 45,313,072 lbs. in 1904.

The figures I have just given indicate the attention which the cultivation of the cocoa tree is receiving at the hands of planters.

The Theobroma Cacao tree belongs to the order Byttneriaceae. The term "Theobroma" implies "Food for the Gods," and the name was given to the plant by the great Swedish naturalist Linnaeus, who is said to have been particularly fond of the beverage prepared from its seeds.

The Mexicans called it "cacaoa quahuitl," naming its seeds "chocolalt." The word "chocolalt" supposed to represent the sound made by the primitive mortar in which they ground the nuts, and there is no doubt we derive the words "cacao" and chocolate from these native names, the term "cacao" having been changed into the familiarly known word "cocoa."

Its Cultivation.

The Theobroma Cacao is a native of the tropical parts of America and is extensively grown in the West Indian Islands, Brazil and Guiana. It flourishes a few degrees north and south of the equator, so we have a belt of cocoa-growing country around the world. Its cultivation has also been introduced into some parts of Asia and Africa, and a much esteemed variety has of recent years been successfully cultivated in Ceylon, and marks a fresh departure in the trade in this increasingly important article of food and drink.

The cocoa grown in Ceylon possesses a peculiarly fine and delicate flavor, somewhat different to that grown in the western hemisphere.

The ordinary height of the tree ranges from 12 to 20 feet, but is sometimes higher. The plant when three years old begins to bear fruit, but it does not reach its full productiveness until the

seventh or eighth year. It has fine spreading branches with large handsome dark green leaves, the flowers are formed of small pale yellow blossoms, the fruit consists of large pods somewhat the shape of a lemon, but much larger, being from 6 to 9 inches long and 3 to 5 inches in diameter, containing nuts which number about forty, and lie in regular rows like the grains of maize. The pods hang pendulous from the tree by a tough stalk and are scattered about the trunk and larger branches. They are at first of a dark green with the side nearest the sun of a dull red; as they grow riper the green changes to a fine bright yellow and the dull to a more beautiful red. The tree bears two crops a year, and as the pods ripen they are cut down by men who go through the plantations every morning. The pods are then broken open by the natives and the beans placed in heaps for the curing process. When this is complete they are dried in the sun and packed in bags for exportation to Europe.

When a plantation is being laid out the ground has to be thoroughly cleared and prepared. The young plants—reared from seed—are set in regular rows about 15 feet apart and as the young tree is somewhat tender for some time after it is planted a quick growing tree is placed by its side, generally the banana, which affords shade and protection until the young cocoa tree is sufficiently strong to bear the rays of the fierce tropical sun.

It will thus be seen that cocoa cultivation requires a considerable capital, as three years of labor and care have to be provided for before the tree bears fruit and yields a return for the planter's outlay.

Now, having traced our cocoa bean through its early history and cultivation, until it is landed on our shores, it may be interesting to give a brief description of how this valuable gift of nature is manufactured, and the processes it passes through in order to render it one of the most delicious of beverages.

The Process of Manufacture.

Now to start with our raw cocoa bean, the first thing is to cook it. This is accomplished by roasting in iron cylinders revolving over coke fires; this process requires skill and judgment which only long experience can give. The roasting develops the delicious aroma and flavor characteristic of cocoa. The nuts having cooled are passed through rollers which crack the husk or shell; the whole is then passed through winnowing machines, where the shell or husk is separated from the crushed nut which now becomes the familiarly known cocoa nib. The shell has a small commercial value, being much used in Ireland for making a thin drink.

The nibs are now passed through a series of mills with large granite rollers. I should say that the cocoa bean contains a large quantity of natural fat—about 50 per cent. Owing to so large

a proportion of oil or cocoa butter—as it is termed—the hard, dry nib, becomes with the heat and friction of the mills reduced to a pasty substance and finally emerges from the last mill in a thin liquid stream. It is then poured into moulds and cooled, forming solid blocks about 28 lbs. each. These are stored ready to be used for making into the many forms of cocoa and chocolate with which we are familiar.

As I mentioned just now, the cocoa butter forms a large proportion of the cocoa bean. This excess of fat rendered cocoa somewhat indigestible to many, and to overcome this difficulty, West Indian arrowroot or sago and refined sugar were added, thus producing what is known as the prepared cocoas—a soluble, easily digested and nutritious beverage—and the well known brands, such as Caracas cocoa, homeopathic cocoa and pearl cocoa are deservedly popular and a great favorite with the younger members of our families.

Notwithstanding the numerous advantages of the prepared cocoas, many preferred the cocoa made from the nibs, although the process of making it was rather a troublesome one, requiring many hours of gentle stewing to extract the flavor, and the liquor allowed to cool in order that the oil or cocoa butter which rose to the top might be removed.

Modern research and science, however, have come to the aid of the lover of pure cocoa, and by means of powerful machinery the oil is extracted in large measure. To accomplish this the cocoa as it leaves the mills in its liquid state is run into canvas bags; these are placed in steel cylinders about a foot in diameter and perforated at the sides. The cylinders being filled with the bags of liquid cocoa, hydraulic pressure of about 1,200 lbs. to the square inch is applied and the butter flows out through the punctured sides of the cylinder warm and as liquid as salad oil and cools into the hard substance known as "cocoa butter." We have now left in the persuasive embrace of the cylinder a hard, dry mass which is ground down and passed through fine sieves of about 3,000 holes to the square inch. This constitutes the article known as cocoa extract, being a pure cocoa deprived of a large portion of the natural oil.

Another well known brand is pure concentrated cocoa, an article produced by a new scientific process and the careful use of the finest cocoa. This also has a portion of the oil extracted, and being in a highly concentrated form is very economical in use.

From cocoa we naturally turn to chocolate which is simply our old friend cocoa sweetened with refined sugar, flavored with vanilla and made into the great variety of forms so familiar to the lovers of sweetmeats. A very great favorite just now is the popular milk chocolate.

The present popularity of cocoa is due to its very agreeable qualities as a drink and this combined with the knowledge of its dietetic value has made it a most welcome adjunct to our breakfast tables, and as a light meal it is invaluable for supper.

Each special process of manufacture is watched with great care and the perfection of this article is the result of many years of experience and skillful treatment in which the introduction of the newest machinery has played an important part.

Another condition of success is the ex-

pert-judgment necessary in selecting the finest quality bean of the various countries; this requires a knowledge which only the long training of the mind, eye, and taste can give. As a rule the best results are obtained by a judicious blending of the different growths of cocoa. Two kinds of chocolate, with which you are no doubt familiar, are, however, made from one kind of bean only, that of which it bears the name, viz., Caracas chocolate and Ceylon chocolate.

Value as a Food Product.

And now a word as to the value of cocoa as a food. Analytical chemists tell us that cocoa possesses a large percentage of flesh and force producers. It will thus be seen that in cocoa we have a valuable article of diet, and in treating it as a drink the object has been to develop its peculiarly grateful aroma to the greatest possible extent and to make it perfectly soluble, palatable and digestible.

It, as it has been said, he is a public benefactor who makes two blades of grass grow where only one grew before, then surely he who by careful study and scientific research succeeds in evolving out of a crude product of nature a wholesome and nourishing food within reach of the poorest can lay claim to like distinction.

In the economy of this wonderful body of ours, it is necessary to the mainten-

PORK PACKERS AND THEIR DIFFICULTIES.

The seriousness of the removal of bonding privileges by the Minister of Agriculture continues to be demonstrated by those whose interests are at stake. Since this subject was first dealt with in the columns of The Grocer a good deal of correspondence has been received dealing with the situation. The following from F. W. Fearman Co., Limited, Hamilton, Ont., sets forth in convincing manner the true condition:

"The subject of handling American hogs in bond has been so well explained in your columns that there is but little more can be said.

"The fact remains that this country is not raising anywhere near enough hogs to keep the packing houses now in existence in working condition.

"There is a normal requirement of 56,000 hogs per week to enable these houses to operate upon a normal basis of manufacturing cost per hog or per 100 pounds.

"Any shortage of this required supply adds to the manufacturing cost per hog or per 100 pounds.

"When the average supply amounts to only 28,000 to 29,000 per week in any one week, with a maximum at any time of 35,000, it can readily be seen how serious this shortage is, and it can as readily be figured how this shortage adds to the operating cost that must be added to the product of a week's operations.

"It was to ameliorate this condition of extreme dearth of raw material that the Canadian bacon curer, as a matter of survival, of self-preservation, was compelled to resort to the handling of American hogs in bond. Simply this, and nothing more.

"The handling of American hogs in bond was not letting these hogs, nor the product of these hogs, into this country

free. It was simply the handling of them as far as the converting of the hogs into bacon was concerned, and provided work for employes who otherwise would have to go on short time, or without work altogether, and help keep the packing house in existence.

"Every pound of the product of these hogs had to be shipped out of the country or else pay the duty.

"It has been said if the bacon curers would pay more for the hogs the farmers would raise more.

"If those who make this assertion would stop to think that where there are fourteen packing houses, with only enough raw material available to keep half that number fairly well going, there is only one result in the struggle for a share of the supply that is in sight; the producer is bound to get, and does get, every farthing the curer can afford to pay, and in many periods gets more, far more, than he should have been paid.

"The Canadian farmer has every reason to congratulate himself upon the price he has been getting for his hogs. They have paid him, and paid him well. We will assert that they have paid him better than anything else on the farm. All things considered, he has been paid more for his hogs than any other farmer in the world.

"Those who are asking for better prices than have been paid by the bacon curers the last few years, and than they are paying now, are, to say the least, unreasonable.

"The larger percentage of the farmers of this country do not know what it costs them to raise hogs and put them upon the market, do not know what they are making out of them, and we think it would do good if the Government would give the results of their

ance of the due balance of health and strength that we should combine in our foods those articles which contain the elements required to renew the daily wear and tear and one of the most important of these elements is nitrogen. Now it is the special function of the nitrogenous foods, or flesh formers, to make good the continual waste of muscle and tissue. Cocoa contains a stimulating alkaloid called Theobromine, which is closely allied to the theine and caffeine of tea and coffee, and being one of the most highly nitrogenized vegetable substances known, it is at once apparent that it contains the elements of a valuable food; and in proportion as medical science advances and the conditions essential to maintain health and vigor become better understood, the importance is increasingly realized of a pure and wholesome diet, and the adoption of such articles of food and drink as are not only nourishing and appetizing, but which, being easy of digestion, are rapidly assimilated.

Dr. Andrew Wilson, F.R.S.E., the eminent lecturer on health, says: "In cocoa we have a perfect food, a bean rich in all materials needed for growth. A cocoa bean is a kind of vegetable egg which contains all that is needed to build up a living body."

Its sustaining properties are appreciated by cyclists, tourists, and others who find in a packet of chocolate a portable and satisfying meal.



QUALITY COUNT
quality of stove polish. You make friends for

numerous experiments costs to bring hogs a way as to im farmer.

"If the Ontario ing money at 6c p cases 6½c per lb. 1 December, how mu Michigan losing at hogs, both fed und conditions?

"There is no spread of infection of these hogs in bo the hogs passing train after train, Bridgeburg, or from whole stretch of t ton.

"We cannot believ of these hogs hant as Canadian bacon own case, we hav that what produc bond we have sent ket has been sold tion as to what it no way came in c affected the positio our Canadian hogs.

"In any event th have made such reg tively prevent the of these hogs in b compelling the baco the rind the words can hogs."

"A packing hous lines of manufactu

RIISING SUN AND SUN PASTE
STOVE POLISH IN CAKES **STOVE POLISH IN TINS**
WELL-KNOWN AND RELIABLE **DUSTLESS, LABOR SAVING, BEST IN THE WORLD.**
GUARANTEED TO THE TRADE



QUALITY COUNTS. Our goods are made perfect by forty years experience. It is worth something to the retail dealer to push goods that give the greatest satisfaction to the consumer. Our experience and special facilities developed over a long period at large expense enable us to produce the highest quality of stove polish. We pack our goods in the most attractive style. Largely increased sales prove our claims to superiority. You make friends for yourself and for us when you push **RIISING SUN** and **SUN PASTE**. They please the consumer.

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

numerous experiments as to what it costs to bring hogs to maturity in such a way as to impress it upon every farmer.

"If the Ontario farmer was not making money at 6c per lb. and in many cases 6½c per lb. through the month of December, how much was his friend in Michigan losing at 4.35c to 4½c for his hogs, both fed under very much similar conditions?"

"There is no more danger of the spread of infection through the handling of these hogs in bond than there is from the hogs passing through every day, train after train, from Windsor to Bridgeburg, or from Sarnia through the whole stretch of this country to Boston.

"We cannot believe that the bacon out of these hogs handled in bond is sold as Canadian bacon. Anyway, in our own case, we have positive knowledge that what product of these hogs in bond we have sent to the British market has been sold with full representation as to what it was and that it in no way came in competition with nor affected the position of the product of our Canadian hogs.

"In any event the Government could have made such regulations as to positively prevent the selling of the bacon of these hogs in bond as Canadian, by compelling the bacon curer to burn into the rind the words 'Product of American hogs.'

"A packing house differs from other lines of manufacturing. The raw ma-

terial is perishable and must be handled promptly and expeditiously. Comparatively the same staff has to be maintained right along whether the operations be large or small. You have to be prepared to take care of what hogs come in each week, be they few or many.

"We consider the Government are making a grave mistake in withdrawing the conditions under which American hogs in bond are handled, and are adding to the difficulty under which the bacon curing industry has been struggling for some time."

THE BONDED REGULATIONS.

The regulation governing the importation of hogs under bond, and which the Government has now decided to abolish, is given herewith. The regulation came into effect on May 3, 1880, and has not been very extensively made use of until recently, when the shortage of Canadian hogs became serious.

Sec. 1—Swine may be imported into Canada for the purpose of being slaughtered; the importer shall enter the same for warehouse upon the usual form of such entries, stating upon its face the number, live weight and value of the herd, and the rate and amount of duty, as prescribed by the tariff in force at the time of making such entry. Such importer shall then execute a bond to the King, with two sufficient sureties, to

the satisfaction of the collector of customs at the port where such swine are imported or warehoused, in double the amount of such duty; the condition of such bond shall be that upon due exportation within one year of the products of the swine so imported, slaughtered and cured in the form of pork, bacon, hams, shoulders and lard, then the said bond shall be and become null and void.

In January, 1882, the privilege was extended by the following order-in-council: The bond given by the importer, as before specified, shall be cancelled upon the exportation of 60 per cent. of the live weight of swine weighing 200 pounds each and under, or upon the exportation of 65 per cent. of the live weight of the swine weighing over 200 pounds each, as originally entered, in the form of pork, bacon, hams, shoulders and lard.

For the fiscal year ending June 30, 1905, the statistics of the U.S. Government show that a total of 44,496 hogs were exported to Canada. The number of these turned into bacon, etc., by the Canadian packers, and sent to the British markets will be forthcoming from the statistics of the Canadian Customs Department.

The total number of hogs imported from the United States in the fiscal year ending June 30 was 5,334,859 pounds. Of these 50,182 pounds were for consumption and the balance was in bond.

Just the Same

Year in, year out, quality never changes

The best **BLACK LEAD** made

"JAMES DOME"

We Wish You a Prosperous Year.

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

A GOOD SALMON

In 1-lb. tall tins to retail at 10 cents.

The best for the price.

Get our quotations.

THOMAS KINNEAR & CO.

Wholesale Grocers - - TORONTO and PETERBORO



UPTON'S

**Jams,
Jellies**

and

**Orange
Marmalade**

have the call

UPTON'S

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



Christmas Business over, now for
stock-taking. Did it ever occur to
you the convenience it is in having

**LOOSE LEAF
STOCK-TAKING
SHEETS?**

We carry them in stock and can
supply you with any quantity.

They can be neatly filed away in
one of our binders, thus having them
always easy of access.

Write us to-day.

The Rolla L. Crain Co.

LIMITED

OTTAWA, Canada

TORONTO OFFICE	-	18 Toronto St.
MONTREAL OFFICE	-	74 Alliance Bldg.
ST. JOHN, N.B.	-	Schofield Bros.
WINNIPEG, MAN.	-	Sylvester-Wilson Bldg.
VANCOUVER, B.C.	-	White & Bindon

GREEK CURRANT MONOPOLY.

Mr. Charles S. Wilson, secretary of
legation at Athens, reports that the com-
pany formed some months ago, which
obtained from the Greek Government
the monopoly of the growing and trade
in dried currants, upon taking over the
stock of the former companies, found
about 98,000,000 liters of currants in
its storehouses, and at the end of this
year that amount will be almost doubled.
In order to utilize this large supply, the
company is making experiments in feed-
ing animals with the product after it has
been kneaded and made into molds. The
company is also about to import a num-
ber of automobiles into Greece to be
used as public conveyances. The mo-
tive power of these machines is to be
alcohol extracted from currants. The
same alcohol will be used for lighting
purposes, and the company is now try-
ing to introduce lamps which burn al-
cohol. It is hoped, on account of its
price that alcohol will largely replace
petroleum, which is very expensive in
Greece.

WHAT DO YOU THINK OF THIS?

Louis and Arthur Bein put in four
acres of beets this year, which they
carefully tended during the Summer,
and now have a nice little bank ac-
count to show for their work. The
boys expended \$60.65 for seed, thin-
ning, pulling, etc., and did their own
irrigating, weeding and hauling. The
crop amounted to 90 tons and 762
pounds, for which they received \$451.90.
After paying their expense of \$60.65 the
boys had \$390.25 left as pay for their
work, which they deposited in the bank.
Is there any other place on earth where
two young schoolboys can earn that
much money during the Summer on four
acres?—Berthoud (Colo.) Bulletin.

NEW SOAP COMPANY.

From the St. John Globe it is learned
that an English company has been form-
ed to furnish a new soap which makes
laundry work with salt water possible.
Now ocean steamships will not have to
carry from 50,000 to 100,000 pieces of
bed and table linen to last during the
entire voyage. Washing can be done
aboard.

MOL

LUCA

Our

Jam

O

Write fo
Price Li

6 st

MOLASSES TRADE—

If you have been selling poor goods during the past year

Turn Over a New Leaf

Buy our "Barbados Special" in hf. bbls. or 3-lb. tins, and you will gain trade.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton**

Our Annual Stock-Taking is Over

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

James Turner & Co., Hamilton

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. Sacrament St., MONTREAL.

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

OUR COMPLETE CATALOGUE
CHEERFULLY SENT ON REQUEST

Coffees

Spices

Baking Powder

Cream Tartar

Flavoring Extracts

Jelly Powders

Cake Icings

Prepared Coconut



“WHITE SWAN”
BRAND
The Standard of Canadian Excellence



Flaked Wheat

Flaked Rice

Flaked Peas

Barley Crisps

S. R. Buckwheat Flour

Whole-wheat Flour

Graham Flour

Gluten Flour

Rye Flour

Wheat Kernels

THE KING'S FOOD

THE QUEEN'S FOOD

We have the most up-to-date plant in Canada for the production of High Grade goods.

Our entire equipment is planned with the one idea of making **WHITE SWAN** grade pre-eminent for quality and the supplying of dependable goods. All orders receive prompt, careful and courteous attention.

THE ROBERT GREIG COMPANY, LIMITED, WHITE SWAN MILLS, TORONTO.

Incr

“W

PUT U

2-lb. Carto

6-lb. Cotto

SPECI

FREIGHT

O

5-SACK

SACKS Contai

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FINE TEA

A good deal of a rected to the alm troversy of the in wise of tea drinkin Tea and Coffee Tr following interesti

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The reasons why one pound of tea p ishers' six pounds i eral ignorance her tea drinking and l to how to properl The whole trade sl Larkin blessed. F at one fell swoop

Increased Sales and Profits

GO HAND-IN-HAND TO THE MERCHANTS HANDLING

"WHEAT-OS" THE IDEAL BREAKFAST FOOD.

PUT UP IN

A FEW POINTS

- 2-lb. Cartons, to retail at 10 cents.
- 6-lb. Cotton bags, to retail at 25 cents.

SPECIAL

FREIGHT PREPAID
ON
5-SACK LOTS.

SACKS Contain 16 6-lb. BAGS.

- MADE FROM THE FINEST WHEAT—It contains all the phosphates of the whole wheat berry.
- IT IS A FOOD—Neither fad nor fake—that gives the consumer actual value.
- SOLD AT A POPULAR PRICE—Within the reach of all and pays the dealer a handsome profit.
- NO LOSS—IN WEIGHT OR TIME tying up parcels. It is put up in clean, attractive packages.

TRY A SACK WITH YOUR NEXT ORDER.

—IT WILL PAY YOU—

THE EBY, BLAIN CO., LIMITED.

Sole Wholesale Distributors, TORONTO.



RECEIVED
JAN 15 1906



RECEIVED
JAN 15 1906

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FINE TEA ADVERTISING.

A good deal of attention has been directed to the almost world-wide controversy of the injuriousness or otherwise of tea drinking. The United States Tea and Coffee Trade Journal has the following interesting remarks:

Truly it is an ill wind that blows nobody good. It is hardly likely that "Mr. P. C. Larkin, of Canada," when he wrote that letter to the New York Herald ordering his ad out of the paper because the Herald had printed a statement derogatory to India and Ceylon teas and favorable to China tea expected the Herald would straightway start in to print column after column of good stuff on tea, all of which is well calculated to arouse the interest of thousands in the subject and boom the American consumption of the article—or did he?

Whether wittingly or unwittingly, the Herald has done a great service to the general public by its investigations among prominent world physicians, nerve specialists, college professors, tea experts, etc., and printing their opinions day by day in its columns. No symposium like this one has ever before been attempted in this country. It cannot but result in a more intelligent understanding of the subject by the laity, and, incidentally, boom the consumption of tea in the United States.

The reasons why Americans drink only one pound of tea per capita to the Britishers' six pounds is because of the general ignorance here of the benefits of tea drinking and lack of knowledge as to how to properly prepare the drink. The whole trade should rise up and call Larkin blessed. He has accomplished at one fell swoop something that the

National Tea Association has been working on for years; he is getting the maximum of tea publicity at the minimum of expense. Bravo, Larkin!

And when the evidence is all in, and all the doctors have been heard from, the great American public will find out what the connoisseurs have always known, viz., that tea is bad for some people and good for others. In this it is no different from strawberries. These are good for some people, but others cannot abide them. Still, that is no reason for a wholesale condemnation of strawberries. What's true of strawberries is so concerning tea—and coffee as well.

AN INTERESTING FACT.

It is said on the high authority of a celebrated American medical journal that, although the Chinese people live in a germ saturated soil, they are singularly free from typhoid fever and other diseases of which water is the medium of communication. This condition is attributed to the universal custom of copious tea-drinking.

The tea itself is not held to be the safeguard against disease, but the boiling of the drink has a germicidal effect, which produces sanitary advantages. And if tea produces any ill results they are not to be considered beside these advantages.

The tea leaf is described as forming one of the most innocent and attractive flavorings possible for hot drinks, and the boiled drink is the foe to the deadly germ.

BUSINESS NOTES.

Mrs. Mary Delaney, grocer, St. John, N.B., is dead.

Catharine A. Burns, grocer, Toronto, Ont., is dead.

The Union Bank has opened a branch in Lacombe, Alta.

G. W. Willoughby, grocer, Almonte, Ont. Stock damaged by fire.

George Peters, confectioner, Gore Bay, Ont., has been burnt out.

M. Myers, general merchant, St. Pierre, Man., has been burnt out.

The Bank of British North America has opened a branch in Duncan, B.C.

Thos. Hetherington, biscuit manufacturer and baker, Quebec, Que., is dead.

Lewen & Rempel, general merchants, Rosthern, Sask., have been burnt out.

The Northern Bank has opened a branch in Fleming, Sask., and Hanley, Sask.

Mrs. M. Frawley, confectioner, Almonte, Ont. Stock damaged by smoke and water.

The Campbell Milling Co., Limited, Toronto Junction, sustained small loss by fire.

Z. Paquet, departmental store, Quebec, Que., furniture department partially destroyed by fire, insured.

R. J. Armstrong, produce, grain and agricultural implements, Gore Bay, Ont., has been burnt out.

O. Carignan & Fils, wholesale and retail grocers, Three Rivers, Que. Stock partially damaged by water; insured.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

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

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

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

TELEPHONE M 3960

MINCE MEAT

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

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

F. W. FEARMAN CO.,
HAMILTON LIMITED



**WESTERN
GROGERS**

**Satisfy your
customers**

by giving them the

**Finest Quality
Canned Meats**

Packed in Canada to-day.

Corned and Roast Beef
1 and 2-lb. Tins

Canned Chicken
1-lb. Tins.

For sale by all Western Jobbers
Packed by

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN NICHOLSON, BAIN & JOHNSTON
Winnipeg, Man. Calgary, Alta.

Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

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

OUR MOTTO :

Prompt shipment and one quality, namely, the best

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

73-75-77 Colborne Street

Toronto.

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There is not mu market. The den Kingdom is still vancing steadily. mand at this clearing our ma earlier than usua vance in prices v importers of Gre tically control now. There are non-production ah supplies for this for any ordinary the advancing pri tail the natural d

There is a limi any article of foo is concerned thi reached. Any fur will take this art "food" and trans "luxury," then o its place for foo

As previously p Winter months fir home, and these r ously for heating Pork products Australian meats British markets All this will go high prices of ch strong the situat

Of course, no m price may be, the demand to be sup hotels and restau cheese at any pr more in the cla "food." Where ti cheese as food co ing classes of the if they can get n than cheese, the preference, especi months when ti means no extra e

However, the cheese is a very are undoubtedly l the different cent and prices are st do not care about look for present p future. The futur tions means simp high prices for ti and a steady decli are reached.

This does not profitable business ward to. The m money if they ha for their goods. T to be to increa bring prices down can only be done their herds.

It pays the fan cheese even at m what they have o their milk, but u their herds and if ing butter instead

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

There is not much change in the cheese market. The demand from the United Kingdom is still on and prices keep advancing steadily. The unprecedented demand at this season of the year is clearing our markets of stocks much earlier than usual, and any further advance in prices will mostly benefit the importers of Great Britain, who practically control the available supplies now. There are fully four months of non-production ahead of us, and as the supplies for this period are insufficient for any ordinary consumptive demand, the advancing prices are required to curtail the natural demand.

There is a limit to the top prices of any article of food, and as far as cheese is concerned this limit seems nearly reached. Any further advance in prices will take this article out of the class of "food" and transfer it to the class of "luxury," then other articles will take its place for food.

As previously pointed out, during the Winter months fires are required in every home, and these may be used simultaneously for heating and cooking purposes. Pork products are getting cheap and Australian meats are coming on the British markets at reasonable prices. All this will go against unreasonably high prices of cheese, no matter how strong the situation may seem.

Of course, no matter what the market price may be, there is always a certain demand to be supplied. Families, clubs, hotels and restaurants will have some cheese at any price, but this trade is more in the class of "luxury" than "food." Where the large consumption of cheese as food comes from is the working classes of the United Kingdom, and if they can get meats at a lower price than cheese, they will take meats in preference, especially during the Winter months when the cooking of meats means no extra expense for fuel.

However, the present situation on cheese is a very strong one. Supplies are undoubtedly light both here and in the different centres of Great Britain, and prices are still advancing. Holders do not care about theories; they simply look for present profits regardless of the future. The future under present conditions means simply a starting at very high prices for the new season's make and a steady decline until bottom prices are reached.

This does not seem favorable for a profitable business season to look forward to. The merchants can make no money if they have to pay high prices for their goods. The only remedy seems to be to increase the production and bring prices down to a safe basis, which can only be done by farmers increasing their herds.

It pays the farmers very well to make cheese even at much lower prices than what they have obtained last year for their milk, but unless they do increase their herds and if they persist in making butter instead of cheese, we are al-

most face to face with a most serious shortage of supplies in the cheese trade, which would be a great pity for everybody in this trade both here and in Great Britain.

Canada is now the principal source of supplies of cheese for the British markets. The consumption of cheese in the United Kingdom is away ahead of their home production and their supplies from other European countries and New Zealand, and if our Canadian supplies fall short it means a serious deficiency on the British markets.

High prices may look well to the farmers of Canada, but if they produced a larger quantity and had to accept even a fraction less on their season's production, it might not only still pay them, but it might even increase their actual revenue. There is plenty of land and plenty of room for the farmers to increase their production of cheese and butter, and there is plenty of demand in the United Kingdom for their products. Why not build up on this?

Butter, made now, is comparatively lower in price than cheese, but even butter will shortly be wanted at higher prices. All of which goes to show that we need increased production of both cheese and butter. The remedy of this is entirely in the farmers' hands.

Election of Officers of the Montreal Produce Merchants' Association.

The annual meeting of the Montreal Produce Merchants' Association will be held on January 8, when the officers for the ensuing year will be elected. Nominations must be posted in the Board of Trade room before 6 p.m. January 4.

Mr. Alfred C. H. Froemcke, the retiring treasurer, whose term expires by limitation, has nominated Mr. Isaac Hibbert, representative of Messrs. Willer & Riley, Limited, of Manchester, England, as his successor. Other nominations for the executive committee are Mr. J. H. Scott of A. A. Ayer & Co., Limited, and Mr. Hugh Allan. Both gentlemen were nominated by Mr. F. Fowler. Besides president, vice-president and treasurer, there will be elected four members of the executive committee, and also an arbitration committee of five members of the association.

THE PROVISION SITUATION.

Since our last report trade has generally settled down to a steady basis at all points. The extraordinarily fine and mild weather had undoubtedly a slightly detrimental effect upon consumption during holiday season.

The packing industries report a falling off in demand since the holiday. Supplies of hogs are good, but farmers are already pressing for higher prices. In car lots at Ontario points 50 cents advance is being asked, but prominent packers have refused those prices, and

few sales have been effected above last week's quotations. There are, however, signs of developments of a serious situation from the insufficiency of supply. The export trade will undoubtedly suffer in an immediate way from this cause, which is likely to be seriously accelerated by the removal of the bonded privilege which has now come into effect.

The export of cheese has been fairly active, whilst the home consumption has declined. Dealers generally attribute this decline to the fact that prices have advanced to the point that makes cheese too much of a luxury to the middle class.

The butter industries are getting down to work, but no activity is reported from any points.

Poultry dealers report a material falling off in sales, due to the fine weather. Many dealers were well stocked and will be heavy losers before the season is over. It is claimed that consumption has been much less this year than last, but during Christmas week sales exceeded all records.

The relative prominence given to the subject of beef cattle at the Guelph live stock exhibition is sufficient proof of its importance to Canada. So long as the great majority of people continue to eat flesh, so long will beef retain its historic pre-eminence as an article of diet. No farmer now engaged in beef cattle production need have the slightest fear of the bottom falling out of the market. The population of Europe is increasing with sufficient rapidity to keep up the demand for beef, and the population of the United States is increasing with sufficient rapidity to keep down the supply available for exportation from there. New interest has been imparted to the subject by the prospect of a general election in Great Britain, in which the embargo on the importation of "store" cattle is already becoming a subject of keen controversy. If the embargo were removed, farmers who are constrained to raise cattle for other people to finish, would find themselves at once financially benefitted to a very appreciable extent.

"SWEET CREAM" BUTTER PROCESS.

The second test of the sample packages of butter made by the "sweet cream" process invented by Prof. Leclerc, head of the St. Lawrence Dairy School, has shown that butter made by Prof. Leclerc's method has excellent keeping qualities. The committee of expert judges who were appointed to test the butter are unanimous in declaring that it is superior to that made by the old system, both in flavor and in keeping qualities.

The test took place in Gould's cold

storage warehouse, where the samples have been kept through the Summer. The committee of judges was comprised of Messrs. F. Monet, of Fortier & Monet; H. G. Niven, of Wm. Niven & Sons; John Scott, of A. A. Ayer & Co.; F. X. Trudal, of the St. Lawrence Dairy Co., and Mr. T. H. Ryan, of the D. A. McPherson Co. Prof. Leclerc and a number of those interested in the dairy industry were also present.

This committee will present a detailed report at a meeting of Province of Quebec factorymen and dealers, to be held at St. Lin during the second week in January. As was the case at the first test held in June last, the judges expressed themselves well pleased with the quality of the butter and the dif-

ferent samples were scored very high. It was found that the butter had retained its flavor better and was in a much better state of preservation than the average class of goods made by the old system. The actual scoring has not been announced, but will be published when the judges have compiled their report.

The "sweet cream" process of butter making has been adopted by many of the creameries in the Province of Quebec. The product of these factories has always found a ready sale, some firms being willing to pay a fraction above the ruling market quotations to obtain it. Prof. Leclerc intends to instruct the Province of Quebec factorymen in the process at the St. Hyacinthe

and many factories are now getting down to straight work. Prices remain firm at previous quotations. We quote:

	Per lb.	
Creamery prints.....	0 25	
" solids, fresh.....	0 24	
Dairy prints.....	0 22	
" in tubs.....	0 18	0 21
" large rolls.....	0 21	0 21 1/2

Eggs.

Egg stocks are being drawn upon pretty freely, the new laid article being exceptionally scarce, and any really guaranteed are fetching on market as high as 40c.

New laid eggs, per doz. (nominal).....	0 30	0 35
Fresh " ".....	0 24	0 25
Pickled " ".....	0 22	

ST. JOHN, N.B.

Provisions.

Market is quiet, owing to the American market being lower on pork products than the Canadian. Local packers of pork have, therefore, found it hard to do business. In lard the American has had the business; some little Ontario stock is now being offered; prices higher. Refined lard continues low. Smoked meats firm. Fresh meats dull. Beef rules low. In both lamb and mutton, values unchanged, and reasonable prices rule. Veal out of season. Pork continues high. We quote:

Mess pork, per bbl.....	\$19 00	\$20 00
Clear pork, ".....	18 00	20 00
Plate beef, ".....	14 00	15 00
Domestic beef, per lb.....	0 05	0 07
Western beef, ".....	0 08	0 08 1/2
Mutton, ".....	0 03	0 06
Veal, ".....	0 07	0 08
Lamb, ".....	0 08	0 09
Pork, ".....	0 06	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 13 1/2
Refined lard, tubs.....	0 08	0 08 1/2
" pails.....	0 08 1/2	0 09

Butter.

Stock is still small, with a fair demand. There is no cheap butter. Fancy stock hard to get. We quote:

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

Eggs.

Prices are held firm at full figures. Guaranteed stock in demand at high prices. We quote:

Eggs, hennery.....	0 30	0 35
" case stock.....	0 22	0 24

Cheese.

Prices are high. Stock is small. Demand is but fair. We quote:

Cheese, per lb.....	0 13	0 13 1/2
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SALT BORING AT WINNIPEG.

The Manitoba Development Co. have made arrangements with the Canadian Northern for lease of the land in St. Boniface, on the Seine River, where they have been boring for salt. The company have secured a 20-year lease of the land and have agreed to have buildings erected and machinery installed ready for operation by the 1st of July. The water that is now being pumped from the well carries 35 per cent. of salt, and some thousand gallons are going into the Red River every day. Some people think the gold-eyes will be turned into salt herring when coming up stream next Spring. The manager of the company, who is an expert, has every confidence that the enterprise will prove a big success.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

Firmness with unchanged prices is the characteristic of the provision market. Business, however, is none too active and the holidays have flattened it out more. Live hogs continue very scarce and dealers prophesy higher prices shortly. Dressed hogs, abattoir killed, \$9.00 to \$9.25; country dressed, \$8.00 to \$8.50. Lard, fair demand. Poultry is easing up in price since New Year and 1c. to 2c. per pound reduction in all lines is being noted. We quote:

Lard, pure tierces.....	0 10 1/2
" " 56-lb. tubs.....	0 11
" " 20-lb. pails, wood (10 1/2).....	0 11 1/2
" " cases, 10-lb. tins, 60 lbs. in case.....	0 11 1/2
" " 5-lb. ".....	0 11 1/2
" " 3-lb. ".....	0 11 1/2
Lard, Boar's Head, brand, tierces, per lb.....	0 06 1/2
" " tierces, per lb.....	0 07 1/2
" " 80-lb. fancy tubs.....	0 07 1/2
Cases, 20 3-lb. tins, per lb.....	0 07 1/2
" " 12 5-lb. tins.....	0 07 1/2
" " 6 10-lb. tins.....	0 07 1/2
20-lb. wood pails, each.....	1 47 1/2
20-lb. tin pails, each.....	1 37 1/2
Wood net, tin gross weight—	
Canadian short cut mess pork.....	\$19 00 \$20 00
American short cut clear.....	19 00 20 00
American fat back.....	19 00 21 00
Breakfast bacon, per lb.....	0 14
Hams.....	0 12 1/2 0 13 1/2
Extra plate beef, per bbl.....	11 50 12 00

Butter.

Butter market shows little change, though a slightly easier tone was noted at early part of week. Local demand is good and exports are in excess of similar period last year. Choice creamery is quoted to-day at 23c. to 23 1-2c.; good to fine, 21 1-2c. to 22c.; western dairy, 20c. to 21c.; rolls, 21c. to 21 1-2c.

We quote:

Choice creamery.....	0 23	0 23 1/2
Finest creamery.....	0 22 1/2	0 23
Good to fine creamery.....	0 21 1/2	0 22
Western dairy.....	0 21	0 21
Manitoba dai y.....	0 19 1/2	0 20
Fancy Townships.....	0 23 1/2	
Fresh dairy tubs.....	0 20	0 20 1/2
Fresh rolls.....	0 21	0 21 1/2

Cheese.

The cheese market is decidedly strong and dealers are watching the trend closely. Tuesday's advance in Liverpool to 65s., has had the effect of still further stiffening up the few holders. Quotations 13 1-4c. to 13 1-2c. for western, and 13 1-4c. for eastern. Local consumption continues good and prices steady.

Eggs.

Local market unchanged. Prices rule firm. Some dealers are buying and holding for a rise before close of season. New laid scarce, 28c. to 32c.; selected, 24c. to 26c. No. 1 and Montreal limed, 20c. to 21c.; western limed, 20c. We quote:

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

TORONTO.

Provisions.

Local conditions denote a good deal of falling off in demand, in consequence of the heavy stocking of buyers previous to the holiday. Dressed meats continue firm at previous quotations. Hogs, however are showing a tendency to advance, and quotations are revised 25c. to 50c. Beef has advanced 1-2c. Mutton and lamb also show firmer quotations. We quote:

Long clear bacon, per lb.....	0 10 1/2
Smoked breakfast bacon, per lb.....	0 14
Roll bacon, per lb.....	0 11
Small hams, per lb.....	0 13
Medium hams, per lb.....	0 13
Large hams per lb.....	0 12
Shoulder hams, per lb.....	0 10 1/2
Backs, per lb.....	0 15
Heavy mess pork, per bbl.....	18 00
Short cut, per bbl.....	21 00
Shoulder mess pork, per bbl.....	14 50 15 00
Lard, tierces, per lb.....	0 10 1/2
" tubs ".....	0 10 1/2
" pails ".....	0 11
" compounds, per lb.....	0 07 1/2 0 07 1/2
Plate beef, per 200-lb. bbl.....	12 00 12 50
Beef, hind quarters.....	5 50 5 00
" front quarters.....	4 50 5 50
" choice carcasses.....	6 00 7 00
" common.....	3 50 5 00
Mutton.....	0 08 0 09
Spring lamb.....	0 10 0 10 1/2
Veal.....	0 09 0 10
Hogs, street lots.....	8 25 8 75
" dressed, car lots.....	8 00 8 25

Cheese.

Trade has been inactive, and no new feature to report. All stocks are now in the hands of jobbers, who hold them against an expected firmer market. Export trade has shown a slight improvement. We quote:

	Per lb.	
Cheese, large.....	0 13	
" twins.....	0 13 1/2	

Butter.

There is no new feature to report. Arrivals have been much more satisfactory

BANQUET

The Queen's scene of a victory on the which took a banquet to financial man Co., Toronto. was the preselected and the members' happy address.

Mr. R. B. Eby of Wyndham and entered the Co., wholesaler, in February, 1879,

When Mr. Eby ship with Mr. business was name of Eby, ployment Mr. uary 1, 1887, in their office the latter dat to take charge

Kyle & Co. (n and has been in management o nineteen years house. He 1 warm friends he has had th during his con business. Mr. nection with 1 Co. to enter t erbone Novelty firm, and in o in a fitting ma staff tendered Queen's Hotel cember 29 last

It will be re figured promin the Queen City largest organi Canada, and c successful finan able services of nent factor.

BANQUET TO MR. R. B. RICE.

The Queen's Hotel, Toronto, was the scene of a very interesting little ceremony on the evening of December 29, which took the form of a presentation banquet to Mr. R. B. Rice, the late financial manager of H. P. Eckardt & Co., Toronto. The event of the evening was the presentation of a handsome diamond and emerald pin to Mr. Rice from the members of the staff. The presentation was made by Mr. Eckardt in a happy address.

Mr. R. B. Rice was born in the village of Wyndham Centre, county of Norfolk, and entered the office of J. F. Eby & Co., wholesale tea merchants, in February, 1879, as office boy.

When Mr. Blain entered into partnership with Mr. Eby, a wholesale grocery business was started under the firm name of Eby, Blain & Co., in whose employment Mr. Rice continued until January 1, 1887, having filled every position in their office during the eight years. On the latter date he resigned his position to take charge of the office of Eckardt,



Mr. R. B. Rice.

Kyle & Co. (now H. P. Eckardt & Co.) and has been intrusted with the financial management of the business during the nineteen years of his connection with the house. He leaves behind him many warm friends in the trade, with whom he has had the most pleasant relations during his connection with the grocery business. Mr. Rice is severing his connection with Messrs. H. P. Eckardt & Co. to enter the business of the Featherbone Novelty Co. as a member of the firm, and in order to bid him farewell in a fitting manner, the members of the staff tendered him a banquet at the Queen's Hotel on Friday evening, December 29 last.

It will be remembered that Mr. Rice figured prominently in the founding of the Queen City Curling Club, one of the largest organizations of its kind in Canada, and certainly one of the most successful financially. In this success the able services of Mr. Rice were a prominent factor.

CLARK'S MINCE MEAT

The kind your customers are looking for. Made from fresh beef, new fruits, spices and peels; a really fine article. Good thick substantial stock, not loaded with water.

Try a Sample Order. You'll not Regret It.



PEPSIN

is one of the things that make

Nicholson's Mince Meat

superior to all others. See that you get the Mince Meat with Pepsin in it—NICHOLSON'S. Stock up

N. & B. JELLY POWDER
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Cable Address (Adscript, London.
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NEW ADVERTISEMENTS

Montreal Maple Co., Montreal.

THE EXPENSE ACCOUNT.

A man with a taste for figures has studied out the cost of running a business and as a result of his investigation he says: It is surprising that many good business men deceive themselves in regard to the cost of doing business—that is, the total cost as compared with the total sales. If they are making a good profit such a mistake may do little harm, but if the profit is small the error may be disastrous. We occasionally hear of a retail business being done at about a cost of 10 per cent. says an exchange, but if the matter was investigated it would probably be found that several items of expense had been omitted and that the actual cost was nearer 25 per cent.

Interest on the capital should be charged at a fair rate, say 5 per cent. The salary of each partner should be figured as part of the expense. All clerk hire, commissions, rent, taxes, insurance, heating, advertising, traveling, postage

and office expense, breakage and repairs, freight and cartage, as well as all material used in the store, such as paper, twine, etc., should be included; in fact, the expense of doing business covers every cent paid out except the invoice cost of the goods, and no concern can live unless they add to the invoice enough profit to cover all expenses of every description. It should be remembered that 33 1-3 per cent. should be added to the cost to cover the expense of 25 per cent. on the sales.

TO IMPROVE BUTTER SUPPLY.

Probably every farmer in Canada would like to obtain more profit from each individual cow in his herd, but at present there is lack of co-operation amongst farmers to accomplish this object.

In Denmark, the home of agricultural co-operation, there have been testing associations since 1895, and there are now nine thousand farmers having their cows tested systematically. Similar work will pay here, and pay well. Wherever such work has been done, the average production per cow has speedily been raised twenty-five and even fifty pounds of butter per annum. Surely there are hundreds of farmers, painstaking and thoughtful, willing to show a little enterprise for an almost certain return of from five to ten dollars more than at present from each cow per year.

In Michigan an association was organized in September, 1905. Canadian farmers need to take this matter up quickly and seriously.

As an instance of what substantial progress is possible when individual cows are tested, a farmer near Cowansville, Que., furnishes a striking illustration. In 1896 fifteen cows were kept, giving an average of only 131 pounds of butter. In 1900 tests were commenced of each cow separately, the milk being weighed regularly. In 1904 twenty cows were kept (on the same land which when purchased in 1881 would not decently keep nine cows) and the average production per cow was 254 pounds of butter. This increase of 123 pounds per cow can be attained on many other farms.

In some illustration testing undertaken in 1904 and 1905 by the Dominion Department of Agriculture it was shown that very poor returns are received from many cows, therefore the urgent need of cow-testing associations is apparent. Valuable practical bulletins on the subject are available and will be sent free by that department to any applicant.

Where any twenty patrons of a factory will agree to weigh the milk from each cow on three days during the month through the milking period, and furnish

themselves with scales and sample bottles costing about two to three dollars complete, the Minister of Agriculture announces that the testing will be done free of cost to the patrons. As the Department is anxious to assist farmers in organizing, Mr. J. A. Ruddick, Dairy Commissioner, Ottawa, will be glad to hear from any progressive farmer or factory owner in any community relative to this most important matter, and will arrange for meetings to discuss the question.

CANADIAN APPLES IN FRANCE.

Several French firms have been buying Canadian apples in a small way for a number of years. The trade has grown somewhat irregularly until the present year when it forms a marked feature of the business. The French trade demands a fairly firm apple, such as the Russet, Ben Davis or Stark, a class of apple which is increasing very rapidly as the newer plantations come into bearing. Unfortunately the French buyers in a few instances fell into the hands of the apple sharks and the reputation of Canadian fruit suffered accordingly. As the buyers increase in experience the trade is likely to assume large proportions.

The following extract from a letter to the fruit division from a prominent Paris firm will be of interest:

"We are able to say that generally speaking the fruit marked XXX is all right, there being only 4 or 5 per cent. of the barrels wasted in that mark. In XX fruit there is a larger proportion of wasted apples. Many packers leave in this brand apples which should be placed in the X brand so that the XX mark cannot be depended upon. Canadian XXX fruit can be sold in the original package, which is not usual in the French trade, but we are obliged to resort all the XX grade. If Canadian packers would pay as much attention to the packing of XX fruit as they pay to the packing of XXX fruit there is no doubt their apples would meet with a greater demand than those from the United States, which do not reach us in so good a condition."

This firm also referred to the very great difference in the weight of barrels, noting that they varied from 165 pounds gross to 150 pounds gross, partly as the result of different varieties, but mostly as the result of different sized barrels.

There is a very strong argument in this letter in favor of a definition of No. 2 apples as well as for uniformity in the size and weight of the package. These two points have often been referred to as ones which it would be desirable to have settled, but it is only when an actual customer in a foreign land marks them out as real hindrances

to trade that the full force of the arguments in favor of these reforms comes home to the Canadian fruit grower.

WORK, NOT CHARITY.

Pauperism in England is one of the most absorbing questions before the world to-day. There is an apparent reason for the revolutionary movement in Russia, but few Canadians can understand why "there are ten million people in Great Britain on the verge of starvation," as a leading British statesman put it a year ago, and how things can be so bad in London, the wealthiest city in the world, as to have a procession of 6,000 poorly dressed and half starved women, many of them carrying babies, march through the streets of the metropolis singing the "Marseillaise," and sending a deputation to Premier Balfour asking that public works be started to provide employment for their husbands, brothers and fathers.

But hard though it may be to realize that wealth and poverty are twin sisters, such is the fact, and the deplorable conditions existing in London have moved Queen Alexandra to donate \$10,000 to start a charitable fund to relieve the distress, Premier Balfour having stated that "he had little to suggest in the way of alleviation except an expression of hope that public charity would come to the aid of the unemployed. He deprecated the Socialistic suggestion that industries should be started at the national expense for the benefit of the unemployed as calculated to destroy the springs of enterprise and energy of the nation." And a recent cable says the poor are flocking to the metropolis in droves, being attracted by the Queen's fund to assist the unemployed. This influx simply aggravates the situation, as the impoverished

are invading London more rapidly than they can be provided for.

What is to be done to relieve this situation? Can the English race be allowed to starve and deteriorate in its home land and in the midst of plenty? Can the problem be left for solution by the leisure classes in England and for alleviation by Queen's funds and other charitable enterprises? As well may we do as an Irish domestic is said to have done—endeavor to mop up the water on the kitchen floor without turning the water tap off. A wealthy business man, one who had risen from the ranks, recently pointed out that it was the policy of the families in England having hereditary incomes or drawing large pensions to encourage pauperism, as it meant to them cheap labor and products of labor (food, clothing, etc.) a plentiful supply of cheap servants, and a servile common people. Little, therefore, can be expected from this quarter. Whatever practical measures are adopted must be suggested and put into action by business men who recognize the waste to society in keeping in existence an idle poor as well as an idle rich class. The incapacity of the offspring of idle parents will appeal to all thinking men who desire to see the world's undeveloped resources exploited.

"Work, not charity," were the words emblazoned upon the banners of the orderly out-of-works who paraded the streets of London recently. Men and women denied the opportunity to earn bread for themselves and their children asked that the opportunity to labor be given them. But the English tax-payer dearly loves low tax "rates"—even though it means workhouses and charity. The Canadian business man sees things differently. He sees "millions of acres wanting hands" in Canada, and "millions of hands wanting acres" in old England, and he makes the connection. Farmers in Canada are crying out for assistance, and while it is no easy matter to make a Canadian farmer of a British city dweller, three or four years spent on the farm will give sufficient knowledge to enable the former pauper to take up land and farm his own ground. This is a subject in which the retail trade is vitally interested, as the more Englishmen put on Canadian farms the more customers will the merchants of Canada have to serve. The average farmer's family spends about \$1,000 per year, and money spent in bringing and training a lot of families of this sort would soon pay for itself.

QUIT AT LAST.

It would appear that the new trading stamp law has been eminently satisfactory, judging from the latest circular

issued by the Trading Advertising Company, of Montreal, which reads as follows:

"Dear Sir:—In regard to the saving coupon, we find it is going to be impossible to continue business profitably on the present plan, and we have therefore decided to discontinue the same. We would advise you not to give saving coupons to your customers unless it is understood that you are to redeem them. We are sorry that matters have turned out this way, but the stand that the Retail Merchants Association has taken against us makes it impossible for us to continue. Thanking you for being willing to assist us as you have done."

When the Trading Stamp Act was passed by the Dominion House last session the Trading Advertising Company announced that they would be able to continue in business under another plan known as saving coupons.

The Trading Stamp Act was passed so that when retail merchants give their customers tickets, coupons, or cash register receipts they must have the merchant's name, address and the mercantile value of each ticket or coupon, and they must be redeemed at any time by any person at the store where they were given out. This gives the customer a chance to get full value for discount which the tickets are supposed to represent, and it prevents the merchant from redeeming them with cheap articles of furniture or other things of very little value.

EQUALIZED SUGAR RATES.

The Grocer is in receipt of a letter from Mr. John Curtis, of Port Hope, on the equalized sugar rates question, for which space could not be found in this issue. The letter will be published in The Grocer of next week.

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.

CHRISTMAS WINDOW DISPLAYS.

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

FIRST PRIZE	\$5.00
SECOND PRIZE	3.00

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

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

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

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

Banquet of N

The annual Commercial held at the was a most successful of the grip me reputation of l ers, and the gre reflects the gre charge. The al all-pervading a cellent menu da esting speeches, all contributed most memorab tory of the ass

Nearly two tables. Preside the chair, supp the Lieutenant McMillan, Hon. al treasurer; manager of the W. Bole, L. C. gan, F. J. C the left were D Sharpe, A. L. of trade; J. W I. M. Ross, an vice-chairmen tables were Mes Agnew, Vice-Pr and J. H. J. M

Apologies for Secretary Cox Premier Roblin Usher, Sir Th tario Commer tion, G. T. Bell

"King

It was 11.30 arose and in a l announced the Country," coul the Lieutenant McMillan, who applause on risi the fact that it the late Queen Manitoba many that one of the the people of tl general, and (travelers' associ loyalty to King

Sir Daniel ref of the west dur congratulated tl success. It nov over 1,900. He in the city of Wl mercial traveler, a Pullman car, pioneer traveler but because at t railroad here.

Winnipeg was and the western To-day there wa of Winnipeg wh five times the p village on the b which the speake cluding his very Daniel wished all cessful New Year

"Dominio

President Dysc toast to the "D introduced D. W. peg, who was

WESTERN NEWS.

Banquet of N. W. C. T. Association.

The annual banquet of the Northwest Commercial Travelers' Association, held at the Empire Hotel, Winnipeg, was a most successful affair. The men of the grip more than sustained their reputation of being princely entertainers, and the way everything passed off reflects the greatest credit on those in charge. The air of goodfellowship was all-pervading and, besides this, the excellent menu daintily served, the interesting speeches, and the catchy music, all contributed to make this one of the most memorable banquets in the history of the association.

Nearly two hundred surrounded the tables. President D. J. Dyson occupied the chair, supported on the right by the Lieutenant-Governor, Sir Daniel McMillan, Hon. J. H. Agnew, provincial treasurer; George H. Shaw, traffic manager of the C.N.R.; J. Horne, W. W. Bole, L. C. MacIntyre, F. H. Morgan, F. J. C. Cox, Geo. Wilson. On the left were D. W. Bole, M.P.; Mayor Sharpe, A. L. Johnson, president board of trade; J. W. Dafeo, F. W. Drewry, I. M. Ross, and J. G. Morgan. The vice-chairmen presiding at the other tables were Messrs. A. S. Lock, F. H. Agnew, Vice-President J. E. McRobie, and J. H. J. Murphy.

Apologies for absence were read by Secretary Cox from the following: Premier Roblin, Wm. Whyte, C. E. Ussher, Sir Thomas Shaughnessy, Ontario Commercial Travelers' Association, G. T. Bell and C. D. McPherson.

"King and Country."

It was 11.30 when President Dyson arose and in a brief, appropriate speech announced the first toast, "King and Country," coupling with it the name of the Lieutenant-Governor. Sir Daniel McMillan, who was greeted with hearty applause on rising to speak, alluded to the fact that it was in the service of the late Queen that he had come to Manitoba many years ago, and stated that one of the chief characteristics of the people of this western country in general, and of the members of the travelers' association in particular, was loyalty to King and country.

Sir Daniel referred to the prosperity of the west during the past year, and congratulated the association upon its success. It now had a membership of over 1,900. He remembered the arrival in the city of Winnipeg of the first commercial traveler, who did not arrive in a Pullman car, not because the said pioneer traveler was in financial straits, but because at that time there was no railroad here.

Winnipeg was then a small village, and the western country a wilderness. To-day there was one store in the city of Winnipeg whose employes numbered five times the population of the early village on the banks of the Red River which the speaker had known. In concluding his very interesting speech Sir Daniel wished all a very happy and successful New Year.

"Dominion Government."

President Dyson, in proposing the toast to the "Dominion Government," introduced D. W. Bole, M.P. for Winnipeg, who was to respond, as a man

with whom all present were acquainted in a commercial way. Mr. Bole arose amid loud cheers. He considered that Mr. Dyson should feel himself highly honored in being chosen to preside over the destinies of such a body as the Northwest commercial travelers. He congratulated the association on having nearly \$100,000 in its strong box, and referred to it as the "barometer of trade."

"Provincial Government."

The third toast proposed was to the "Provincial Government." In rising to respond, Hon. J. H. Agnew, provincial treasurer, explained that he was present as a substitute for Hon. R. P. Roblin, the Premier, who had found it impossible to come. The wealth of the country was derived from four sources, namely, the mine, the sea, the forest, and the land. From the first three of these Manitoba derived but little return, but as regards the fourth we are pre-eminent. So carefully had the Provincial Government compiled the crop returns that he was able to state that the yield of wheat this year had been 55,761,416½ bushels. In Winnipeg this year nearly \$12,000,000 worth of buildings had been erected, and in the country districts nearly \$1,000,000 worth. The past year had also witnessed the formation of two new provinces, and Manitoba now enjoyed the distinction of being the elder sister to the twin provinces to the west. We had also seen the advent of a new trans-continental railroad. "If you can't boost, don't knock," is a British Columbia saying which we should copy with reference to our country.

"Commercial Interests."

The toast to "Commercial Interests" called forth one of the best speeches of the evening from the genial president of the board of trade, A. L. Johnson, who was greeted with "For he's a jolly good fellow," lustily sung, as he arose to speak. The speaker referred to the great part which the commercial travelers played in the development of the west. Into the new districts the first to go is the settler, then the storekeeper, and the latter scarcely gets the last nail driven into his place of business before he sees something coming up the road—and it turns out to be a team of horses hitched to a load of trunks.

He spoke of our farms as being the backbone of our country, but added that our manufacturers must go with them hand in hand. Last year \$600,000,000 worth of goods had been manufactured in Canada, and \$150,000,000 worth of goods had been imported. A large proportion of these latter goods might be manufactured in Canada. He hoped that Winnipeg would get its share of manufactures. In this connection he considered cheap and abundant power one of the most important questions before the city.

"City of Winnipeg."

Vice-President McRobie took charge of the toast list at this stage, and he proposed the "City of Winnipeg," coupled with the name of Mayor Sharpe. The worthy mayor, fresh from his recent victory at the polls, was in

his happiest vein, and provided his hearers with several examples of his Irish wit. He spoke of his pleasant associations with commercial travelers, and attributed much of whatever success he had attained in life to truths learned from them. Travelers are capable of doing a great deal to advertise our city. At the Dominion Exhibition, held in Winnipeg, there had been displayed several signs, "Made in Canada." He hoped that "Made in Winnipeg" would soon be a frequent sign. We have the necessary men, materials, money and power within easy access.

Other Toasts.

"Railway Interests," responded to by George H. Shaw, traffic manager of the C.N.R.; "The Press," by J. W. Dafeo, editor of the Free Press, and "The Ladies," by Joseph Balfour, finished the list.

WINNIPEG POULTRY ASSOCIATION

A large and enthusiastic meeting of the Winnipeg Poultry Association was held on December 28 at the south fire hall, with President A. Williams in the chair. The secretary's and treasurer's reports were received, and after much favorable comment, adopted. It was decided to enter upon an aggressive movement this season. If a suitable building can be obtained the first annual show will be held, and other features that have lain dormant too long, taken up. The following were the officers of the association elected for the coming year: Patron, Lord Strathcona; hon. presidents, Sir Daniel McMillan, K.C.M.G., D. W. Bole, M.P., Hon. R. P. Roblin; hon. vice-presidents, J. T. Gordon, M.P.P., T. W. Taylor, M.P.P., E. L. Drewry, Mayor Sharpe; president, H. A. Chadwick; vice-president, H. Maw; treasurer, Capt. Starmer; secretary, J. E. Costello; executive, J. H. Mulvey, S. Ling, J. M. Aldrick, A. Williams, George Carr, C. C. Stewart; auditors, J. H. Mulvey, George Carr.

A committee consisting of H. A. Chadwick, Capt. Starmer and Messrs. Ling and Williams was appointed to wait upon the provincial government for the purpose of securing a grant to assist the prize list of the forthcoming exhibition. Messrs. C. C. Stewart, Costello and Maw were appointed a deputation to wait upon the city council and secure an additional grant for the same purpose. It was generally felt that this last committee would have an easy time in view of the Live Stock Association meeting at Brandon.

Messrs. Costello, Carr and Mulvey were appointed a committee to report upon a constitution. Messrs. Chadwick, Starmer and Mulvey were appointed a committee to interview the Exhibition Association regarding representation of poultry interests on the board.

Votes of thanks to the retiring president and officers of the association and replies by these gentlemen brought a most successful meeting to a close.

A WINNIPEG VINEGAR CO.

A new industry has been formed and will soon start business in Winnipeg, to be known as the Dyson Vinegar Company. The persons connected with the company are D. J. Dyson, Thomas Henry Lock, G. N. Jackson, James D. Windrum, and W. R. Mulock, all of Winnipeg. The capital stock of the company is \$50,000.

The Sure Road to Success

By giving goods of the best quality you not only hold but increase your trade.

The Shortest Tea-road ^{IS BY} SELLING

"SALADA"

CEYLON TEA

Its many Excellent Qualities have gained the Public Confidence

CORRESPONDENCE SOLICITED

"SALADA," Toronto or Montreal.

Highest Award at St. Louis Exposition, 1904

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

ARE YOU HANDLING

GELLVLOID 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 Ma

MC
Rice advanced
Sultanas quot
Shelled almor
Fish—First W
and white fish a
Cranberries ad
about \$4.00 to \$
Oranges—Calif
Florida tanger
Bran advanced

T
Rice firming
Fish—Haddoc
decline; herring
Hides, 1-2c. to

Quebec

GR
M

There is little trade conditions elsewhere, of a quiry among jo mation that "th business "is of order characte stocks, price bo been about the the grocery trav the week. The look forward to ness. The absen tions has cast a particular sales speaking, they a matters the mo week is the adv

Canned Goods
little business r fact all say lit the close of the stocktaking. —T

Group No. 1 comprises—
"Canada First," "Li shoe" and "Auto" b
Group No. 2 comprises—
"Lynnvalley," "Ma
"Thistle," and "Gra
Group No. 3 comprises—
"Globe," "Jubilee,
brands.

Cherries—
2s, red, pitted.....
2s, red, not pitted...
2s, black, pitted....
2s, black, not pitted
2s, white, pitted....
2s, white, not pitted

Currants—
Red, heavy syrup....
Red, preserved.....
Black, heavy syrup..
Black, preserved.....

Gooseberries—
Heavy syrup.....
Preserved.....

Lawtonberries—
Heavy syrup.....
Preserved.....

Peaches—
Yellow, flats, 1 1/2.....
" " 2.....
" " 3.....
whole 2.....

MARKETS AND MARKET NOTES

Abbreviated Market Notes for Current Week.

MONTREAL.

Rice advanced 20c. per 100 pounds.
Sultanas quoted 2s. higher.
Shelled almonds slightly higher.
Fish—First Winter caught pike, dore and white fish arrived.
Cranberries advanced 25 per cent., or about \$4.00 to \$7.00 per barrel.
Oranges—California navels easing off. Florida tangerines arrived.
Bran advanced \$1.00 per ton.

TORONTO.

Rice firming for advance.
Fish—Haddock, 1c. decline; cod, 1c. decline; herring, 1c. to 2c. decline.
Hides, 1-2c. to 1c. decline.

Quebec Markets.

GROCERIES.

Montreal, Jan. 4, 1906.

There is little to say this week as to trade conditions. These are here, as elsewhere, of a holiday character. Inquiry among jobbers elicits the information that "the boys" are all in and business "is of a letter order and wire order character." Going through stocks, price books and samples has been about the hardest work most of the grocery travelers have done during the week. The travelers practically all look forward to a good season's business. The absence of snow in some sections has cast a slight depression over particular salesmen, but, generally speaking, they are all hopeful. In trade matters the most notable feature this week is the advance in rice.

Canned Goods—A quiet market and little business reported by jobbers; in fact all say little can be expected at the close of the year and approach of stocktaking.—We quote:

Group No. 1 comprises—"Canada First," "Little Chief," "Lox 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.

	RU	Group No. 1.	Group No. 2.
Cherries			
2s, red, pitted.....	2 02½	2 00	
2s, red, not pitted.....	1 57½	1 55	
2s, black, pitted.....	2 02½	2 00	
2s, black, not pitted.....	1 57½	1 55	
2s, white, pitted.....	2 22½	2 20	
2s, white, not pitted.....	1 82½	1 80	
Currants			
Red, heavy syrup.....	1 60	1 57½	
Red, preserved.....	1 50	1 47½	
Black, heavy syrup.....	1 75	1 72½	
Black, preserved.....	2 07½	2 05	
Gooseberries			
Heavy syrup.....	1 90	1 87½	
Preserved.....	2 12½	2 10	
Lawtonberries			
Heavy syrup.....	1 77½	1 75	
Preserved.....	1 95	1 92½	
Peaches			
Yellow, flats, 1½.....	1 70	1 67½	
" " 2.....	1 90	1 87½	
" " 3.....	2 60	2 57½	
" " 3.....	2 85	2 82½	
whole 2.....	2 37½	2 35	

White.....	2	1 75	1 72½
" " 2½.....	2	2 50	2 47½
" " 3.....	2	2 70	2 67½
Pie.....	3	1 25	1 25
Pie, not peeled, gal.....	2	2 57½	2 55
Pie, peeled.....	4	4 52½	4 50
Pears			
Flemish beauty 2.....	1	1 65	1 62½
" " 2½.....	1	1 97½	1 95
" " 3.....	2	2 12½	2 10
Bartlett.....	2	1 80	1 77½
" " 2.....	2	2 17½	2 15
" " 3.....	2	2 32½	2 30
Pie.....	3	1 27½	1 25
Pie, not peeled, 3.....	3	3 80	3 77½
Pie, not peeled, gal.....	3	3 27½	3 25
Pineapple.....	gal	2 50	2 50
2s, sliced.....	2	2 25	2 25
2s " grated.....	2	2 35	2 35
3s " whole.....	2	2 50	2 50
Plums			
2s, Damson, light syrup.....	1	1 00	1 00
2s " " heavy syrup.....	1	1 20	1 20
2½s " " ".....	1	1 57½	1 57½
3s " " ".....	1	1 85	1 85
Gals. " " standard.....	2	2 95	2 95
2s " Lombard, light syrup.....	1	1 05	1 05
2s " " heavy syrup.....	1	1 35	1 35
2½s " " ".....	1	1 62½	1 62½
3s " " ".....	1	1 90	1 90
Gals. " " standard.....	2	3 15	3 15
2s " Green Gage, light syrup.....	1	1 15	1 15
2s " " heavy syrup.....	1	1 47½	1 47½
2½s " " ".....	1	1 72½	1 72½
3s " " ".....	1	2 00	2 00
Gals. " " standard.....	2	3 45	3 45
2s " Egg, heavy syrup.....	1	1 52½	1 52½
2½s " " ".....	1	1 80	1 80
3s " " ".....	1	2 10	2 10
Raspberries			
Red, light syrup.....	1	1 42½	1 40
Red, heavy syrup.....	1	1 67½	1 65
Red, preserved.....	1	1 87½	1 85
Black, heavy syrup.....	1	1 62½	1 60
Black, preserved.....	1	1 77½	1 75
Strawberries			
2s, heavy syrup.....	1	1 52½	1 50
2s, preserved.....	1	1 67½	1 65
Gallons, standard.....	5	5 27½	5 25
Asparagus			
2s, tips.....	5	5 24	5 20
Beets, sugar.....	0	0 85	0 85
Beans			
2s, wax.....	\$0	\$0 82½	\$0 80
2s, refuge.....	0	0 85	0 82½
Corn			
2-lb. tins, per doz.....	0	0 85	0 85
Gallon, per doz.....	5	5 00	5 00
Peas			
2s, standard (No. 4).....	0	0 62½	0 60
2s, early June (No. 3).....	0	0 70	0 67½
2s, sweet wrinkled (No. 2).....	0	0 82½	0 80
2s, extra fine sifted (No. 1).....	1	1 22½	1 20
Pumpkins			
3-lb. tins.....	0	0 72½	0 72½
Rhubarb			
2s, preserved.....	1	1 17½	1 15
2s, preserved.....	1	1 32	1 30
Gallons, standard.....	2	2 65	2 62
Spinach			
2s, table.....	1	1 42½	1 40
3s, table.....	1	1 82½	1 80
Gallons, table.....	5	5 02	5 00
Squash			
3-lb.....	1	1 00	1 00
Tomatoes			
3-lb. tins, per doz.....	0	0 95	0 92½
Gallon tins, per doz.....	0	0 92½	0 92½
FISH			
Lobster, tails.....	3	3 50	3 50
" 1-lb. flats.....	3	3 85	3 85
" 1-lb. flats.....	2	2 00	2 00
Mackerel.....	1	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.....			
1-lb. Tails, 5 cases and over, per doz.....	1	1 55	1 55
1-lb. " less than 5 cases, ".....	1	1 67½	1 67½
1-lb. Flat, 5 cases and over, ".....	1	1 70	1 70
1-lb. " less than 5 cases, ".....	1	1 70	1 70
Arrow brand, 7½ cents less, ".....	1	1 00	1 00
1-lb. " 5 cases and over, ".....	1	1 00	1 00
1-lb. " less than 5 cases, ".....	1	1 02½	1 02½
Low Inlet.....			
1-lb. Flat, 5 cases and over, ".....	1	95	95
1-lb. " less than 5 cases, ".....	1	97½	97½
Sugar —Business during the holiday end was quiet. Refiners report still quiet, and look for nothing much until after inventory time. Jobbers buying only practically daily requirements. Raw sugar has been offered by one or two importing commission houses at very low prices. We quote:			
Granulated, bbls.....	\$4	\$4 30	\$4 30
" " bags.....	4	4 25	4 25
Paris lump, barrels.....	4	4 80	4 80
" " half-barrels.....	4	4 90	4 90
" " boxes, 100 lbs.....	4	4 80	4 80
" " boxes, 50 lbs.....	4	4 90	4 90

Extra ground, bbls.....	4	4 65	4 65
" " 50-lb. boxes.....	4	4 85	4 85
" " 25-lb. boxes.....	4	4 95	4 95
Powdered, bbls.....	4	4 45	4 45
" " 50-lb. boxes.....	4	4 65	4 65
Phoenix.....	4	4 25	4 25
Bright coffee.....	4	4 20	4 20
" yellow.....	4	4 15	4 15
No. 3 yellow.....	4	4 10	4 10
No. 2 ".....	4	4 00	4 00
No. 1 " bbls.....	3	3 90	3 90
No. 1 " bags.....	3	3 85	3 85

Syrups and Molasses—A fair amount of business has been turned over in molasses during the past ten days. Some fair sized lots changed hands. Stocks are light. Holders, who are few in number, are hanging out for good figure. Corn syrups have good and increasing trade. The price is in their favor considering quality, etc. We quote:

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

Coffee—Business light. No changes. Situation continues strong. Latest reports from New York maintain previous strong position. We quote:

Jamaica.....	0	0 10½	0 11
Java.....	0	0 18	0 22
Mocha.....	0	0 18	0 19
Rio, No. 7.....	0	0 09	0 10
Santos.....	0	0 10½	0 11
Maracaibo.....	0	0 11	0 13½

Tea—No interest was shown in teas during the end of the past and early part of present week. Brokers say it is difficult to get offers, the general tendency being to restrict buying until after inventory. There was little or no inquiry from any outside points. Ceylon greens maintain firmness. Some little inquiry locally for Ping Suey, Young Hysons, also low priced Japans. We quote:

Japans—Fine.....	0	0 26	0 30
Medium.....	0	0 20	0 23
Good common.....	0	0 18	0 18
Common.....	0	0 13	0 15
Ceylon—Broken Pekoe.....	0	0 25	0 28
Pekoes.....	0	0 17	0 20
Pekoe Souchong.....	0	0 15	0 20
Indian—Pekoe Souchong.....	0	0 15	0 18
Ceylon greens—Young Hysons.....	0	0 16	0 18
Hysons.....	0	0 14	0 15
Gunpowders.....	0	0 13	0 14
China greens—Pingsuey gunpowders.....	0	0 11	0 13
Congous—Kaisows.....	0	0 11	0 12
Packing boxes.....	0	0 12	0 14

Foreign Dried Fruits.—Current: There is nothing really new in the situation. Market strong and the absorption by the syndicate has been on such a large scale that there is not sufficient left to supply a normal demand for export. Lower prices are considered out of the question, and whatever change the future may develop will be on a higher basis. Valencia Raisins: Little of importance has transpired since last advice. Good fruit is scarce and bringing shillings above ordinary fruit. Low offers stand little chance of acceptance. Sultanas: Lower grades are about two shillings higher than best prices of the season. Comadre Figs: There is fair demand, though prices are unchanged. Prunes: Californias are keeping up

strong and tending higher. Holders not anxious to sell freely. Shelled almonds: A slight advance is noted. Grenobles, shelled, no change. Shelled walnuts: Latest reports to hand indicate likelihood of higher prices in the near future. We quote:

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	
Peaches, "	0 10½	
Pears, "	0 13	
Malaga Raisins—		
London layers	2 00	
"Connoisseur Clusters"	2 50	
"Royal Buckingham Clusters, ½-boxes	1 10	
"Excelsior Window Clusters, ½-boxes	3 50	
" "	4 50	
" "	1 35	
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	0 06	0 06
" " 3 crown	0 06½	0 06½
" " 4 crown	0 08	0 08
Prunes—		
30-40s	Per lb.	0 08½
40-50s	0 08	
50-60s	0 07	
60-70s	0 06	
70-80s	0 06	
80-90s	0 05	
90-100s	0 05	
Oregon prunes (Italian style), 40-50s	0 08	
" " 50-60s	0 07	
Oregon prunes (French style), 60-70s	0 06	
" " 90-100s	0 04	
" " 100-120s	0 04	
Currants—		
Filiatras, uncleaned	0 04½	0 05
Fine Filiatras, per lb, in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas	0 06½	0 07½
Amalias	0 06	
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	0 09	
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 07	
Glove boxes, fine quality, per box	0 11	
Fancy washed figs, in baskets, per basket	0 20	
" " pulled figs, in boxes, per box	0 22	
" " stuffed figs	0 28	
12-oz. boxes	0 06½	0 07

Rice and Tapioca—Owing to the present high prices of cleaned rices in Europe and the course of the Paddy markets very uncertain, the Mount Royal Milling & Mfg. Co., Limited, have sent out notices of advances under date of December 30, 1905. This advance is 20 cents per hundred on "B" and "CC" rices. Tapioca maintains its firm position. Business, however, is light. We quote:

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05
Tapioca, medium pearl	0 65½ 0 06

Spices—The market is quiet and no trade reported worth noting. Locally very dull. We quote:

Peppers, black	Per lb.	0 16	0 22
" " white	0 25	0 30	
Ginger	0 12	0 20	
Cloves, whole	0 17	0 32	
Cream of tartar	0 25	0 30	
Allspice	0 12	0 15	
Nutmegs	0 25	0 50	

Beans—Firm market. Stocks are more plentiful and sufficient for present requirements. Prices unchanged. Inquiries from abroad and United States points have let up somewhat. This may be due to holiday dullness, as there was a growing demand from U. S. points a few weeks ago. We quote:

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

Evaporated Apples—The market continues strong with prices unchanged. Winter varieties are quoted at 9½ to 10c., though jobbers claim that less than this may be had. Evaporators

appear not to have any too much stock. Maple Products—Business dull in maple products of all kinds. Little inquiry for syrup. No interesting business is looked forward to for some weeks. We quote:

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

Honey—Honey has received more attention during the past ten days. Dealers are firm in their prices and intimate higher prices bound to come, as stocks are light. We quote:

White clover, extracted tins	0 08	0 09
" " kegs	0 07½	0 08
" " comb, new	0 13	0 14
Buckwheat	0 07	0 07½

Fish—The condition of the fish market at present is very dull, it being between seasons. Supplies of all kinds are ample and the quality of the stock arriving is A1. Dealers look forward to a better demand next week, as business will in a measure resume its normal flow. The first arrivals of Winter caught pike, dore, and white fish will arrive this week, and prices are expected to be reasonable. There have also been new arrivals of frozen lake trout, which has met with fair demand at quotations. Good, large Labrador salt

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 4th, 12.30 p.m.

BUTTER—Market dull. Prices easy. Some little better exports this week. English market firm. Finest creamery 23½; fine 23; good 22½ to 23 Dairy tubs 2c. Rolls 21½ to 22c.

CHEESE—No change. Prices firm. Export inquiry good. Local quotations: Finest Ontarios 13½ to 13c. Townships 13 to 13½.

EGGS—Market steady. Stocks equal to demand on the moment. Cold storage 21 to 22c. Lined 20 to 21c. Select 24 to 28c. New laid, strictly so, 40c., scarce, some asking 50c.

PROVISIONS—Firm market. Live hogs scarce. Fresh killed abattoir \$9.25 to \$9.50. Country dressed \$8.25 to \$8.50. Hams dull. Bacon good demand.

POULTRY—Quiet. Good business looked to on Saturday. Quebec holiday.

herring are scarce, and prices have advanced a little. Some inferior quality on the market may be picked up at less than our quotations, but reliable stock is held firm. The Malceque shell oysters are about finished, and are practically off the market. In bulk oysters the usual holiday trade obtains. We quote:

Fresh fish—		
Fresh haddock, per lb	0 03½	0 04
" " market cod, per lb	0 03½	0 04
" " steak cod, per lb	0 04½	0 05
Frozen fish—		
B.C. salmon, per lb	0 08½	0 09
Halibut per lb	0 08½	0 09
Gaspé salmon, per lb	0 15	
Dore, per lb	0 06½	0 07
Whitefish, per lb	0 08½	0 09½
Sea trout, per lb	0 08	0 08
Lake trout	0 08½	0 09
Striped bass, per lb	0 15	
Large herring, per 100 fish	1 90	2 00
Smelts, No. 1, per lb	0 09	
Mackerel	0 12	
Tomcods	2 00	
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb	0 06½	
Kipper herring, per box	0 90	
Bloaters, 100 in box, per box	1 25	
Yarmouth bloaters, 60 in a box	1 25	
New herring, in small boxes, per box	0 11	
Oysters and Lobsters—		
Hand-picked Malceque oysters, per bbl	11 00	12 00
Standards per imp gal	1 40	
Selects, per imp gal	1 60	
Oyster pails, pints, per 100	1 00	
" " quarts	1 25	
Prepared fish—		
Boneless fish, 1 and 2-lb. bricks, per lb	0 05½	
" " cod	0 06	
" " fish, 25-lb. boxes, per lb	0 04½	
Skinless cod, 100-lb. cases, per case	6 00	

Salt and pickled fish—		
No. 1 Labrador herring, per bbl	6 00	
" " " per half bbl	3 00	
" " " per pail	0 80	
" " " salmon, tierce	18 00	
" " " in bbls	18 00	
" " " in ½ bbls	7 50	
" " B.C. salmon, bbls	12 50	
" " " half bbl	7 00	
" " Labrador sea trout, bbls	9 50	
" " lake trout, per keg	4 50	
" " mackerel, per pail	2 00	
" " large green cod, per bbl, 200's	9 00	
" " medium, " " "	7 50	
" " small, " " "	6 50	
Pollock, med., green	6 50	
Haddock	7 00	
Salt eels, bbls	0 07	
Sardines, bbls, 200 lb	5 00	

Ontario Markets.

GROCERIES.

Toronto, Jan. 5, 1905.

Whilst trade has shown considerable decline since the holiday, it is gratifying to hear that the general feeling is one of satisfaction. A good few orders have come to hand, which go to indicate that the holiday retail trade has been encouraging. On the street things are, of course, slow, seeing that most wholesalers are busy stock-taking. Tea is showing a firmer market for all grades. Montreal rice has advanced in wholesale quotations, but no quotable change is reported. In fish, several lines have declined, a usual movement after the holiday season. Hides also have made a further movement downward.

Canned Goods—Sales continue good in small lots of sorting up kind; no feature of interest has developed and prices remain unchanged. 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.		

FRUITS.

Apples, standard, 3's	1 00	
" " preserved, 3's	1 25	
" " standard, gal	2 50	
" " preserved, gal	1 50	
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H.S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" " solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55

"PRINCE OF W"



Packed in 1 and 2-lb. "RICH, AROMATIC, DE"

Pears—	
2's, Flemish Beauty	.....
2½'s, Flemish Beauty	.....
3's, Flemish Beauty	.....
2's, Bartlett	.....
2½'s, Bartlett	.....
3's, Bartlett	.....
Gal. pie, peeled	.....
Gal. pie, not peeled	.....

Pineapple—	
2's, sliced	.....
2's, graded	.....
3's, whole	.....

Plums, Damson—	
2's, light syrup	.....
2's, heavy syrup	.....
2½'s, heavy syrup	.....
3's, heavy syrup	.....
Gal., standard	.....

Plums, Lombard—	
2's, light syrup	.....
2's, heavy syrup	.....
2½'s, heavy syrup	.....
3's, heavy syrup	.....
Gal., standard	.....

Plums, greengage—	
2's, light syrup	.....
2's, heavy syrup	.....
2½'s, heavy syrup	.....
3's, heavy syrup	.....
Gal., standard	.....

Plums, egg—	
2's, heavy syrup	.....
2½'s, heavy syrup	.....
3's, heavy syrup	.....
Gal., standard	.....

Raspberries, Red—	
2's, L. S. (Shafferberries)	.....
2's, H. S.	.....
2's, preserved	.....
Gals., standard	.....
" " solid pack	.....
Raspberries, Black—	
2's, black, H. S.	.....
2's, preserved	.....
Gals., standard	.....
" " solid pack	.....

SAUCE.

Tomato sauce, 1's	.....
" " 2's	.....
" " 3's	.....
Chili sauce same as tomato sauce	.....
Catsups, tins, 2's	.....
" " gal.	.....
" " jugs	.....

FISH.

Lobster, tails	.....
" " 1-lb. flats	.....
" " ½-lb. flats	.....
Mackerel	.....
Salmon, Horse Shoe, Maple L.	.....
1-lb. Tails, 5 cases and over, per case	.....
1-lb. " less than 5 cases, per case	.....
1-lb. Flat, 5 cases and over, per case	.....
1-lb. " less than 5 cases, per case	.....
1-lb. " 5 cases and over, per case	.....
1-lb. " less than 5 cases, per case	.....
Low Inlet	.....
1-lb. Flat, 5 cases and over, per case	.....
1-lb. " less than 5 cases, per case	.....
Sardines, French 1's	.....
" " 2's	.....
" " Portuguese 1's	.....
" " P. & C. 1's	.....
" " Domestic 1's	.....
" " Mustard 1's size, cases	.....
Haddies, per doz	.....
Haddies, per case	.....
Kipper herring, domestic	.....
" " imported	.....
Herrings in tomato sauce, domestic	.....
" " imported	.....

MEATS.

Beef, corned 1's, per doz	.....
" " 2's	.....
" " 1's	.....

No. 3.	No. 4.
4 00	1 00
3 00	0 30
2 00	1 00
0 50	0 20
2 00	0 50
1 50	0 50
2 00	0 50
1 25	0 50
2 75	1 50
1 50	0 30
....	0 03
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0 10	0 04
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STOCK TAKING?

Don't forget to figure your requirements in
Canned Fruits and Vegetables to
carry you through until next season.

YOU KNOW

that the consumption of Canned Goods will be
very large from now on.

WE KNOW

that stocks are very limited, and once exhausted
cannot be replaced until New Pack.

GET WISE

Order your supplies **immediately**. Later
on you may find prices higher, and goods un-
obtainable.

INSIST upon getting **CANADIAN
CANNERS' Brands**.

QUALITY IS GUARANTEED

CANADIAN CANNERS, LIMITED

HAMILTON - Canada

PRUNES

We can interest you.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Evaporated and Dried Apples— New dried apples in 50-lb. boxes are quoted at 8 1-4c. per pound. Evaporated apples are selling at 10 1-2c. per lb.

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

Buckwheat— Quoted unchanged at \$1.70 per half sack.

Breakfast Cereals— Oatmeal has advanced 10c. per cwt. Cornmeal unchanged at recent prices. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 15
40-lb. " " "	2 20
20-lb. " " "	2 25
8-lb. " " "	2 55
Cornmeal, in sacks	1 85
" in 1/2 sacks	1 90

FISH NOTE.

The Atlantic Fish Companies, Ltd., is the name of a new corporation in Halifax, which has taken over the business of Black Bros., Halifax and Acadia cod fish, continuing the business in Western Canada, which has reached considerable development in the last two years. Grocer.. Fill up .. alsh

PERSONAL MENTION.

Mr. Shaw T. Nishimura, of the Central Japan Tea Traders' Association, was a visitor to Toronto in the holiday week. The Grocer noticed him in company with Mr. George Stanway, Toronto agent.

Mr. Walter J. Elliott, of Quebec, representative of E. W. Gillett Co., Limit-

ed, Toronto, was a caller at the Montreal offices of The Grocer last Monday. Mr. Elliott was on his way west to refurnish samples and fit out for the coming year.

UNIQUE CALENDAR.

The Grocer is in receipt of a very pretty calendar of desk size from the Foster Pottery Co., Limited, of Hamilton. The calendar just slips in an envelope and makes an acceptable New Year's greeting.

N. S. Markets.

Halifax, N.S., Jan. 3, 1906.

Notwithstanding many drawbacks in the early part of the season, the business of the year just brought to a close has been most successful. The tie-up on the railways during the Winter months greatly hampered trade in Nova Scotia, but later in the season business improved so very greatly that it made up for much of the lost time.

B. W. Chipman, the Secretary for Agriculture for Nova Scotia, in reviewing the business of the year, says that 1905 was one of the most successful that the farmers of Nova Scotia ever had. He says the oldest farmer cannot remember a season when values were so high. All the crops turned out well, and the cattle are reported to be in fine condition, the farmers receiving a higher price for their stock than ever before.

Dairying Industry.

Referring to the dairying industry Mr. Chipman says:

"The prices the last few years should stimulate farmers to greater efforts along these lines. I regret to say that our creameries, aided by Government bonuses in starting, have not increased their output the last few years.

"This I attribute to the effect of our traveling dairy school system established a few years ago. Two of these outfits have visited every country in the province, and some of them a second time. These dairies carry a complete outfit equal to a modern or miniature creamery. The dairy schools have held each year nearly 400 meetings, have addressed upwards of 16,000 farmers' wives and daughters, and the average attendance at these meetings has been about forty.

"The instructions given have had a marked effect on the quantity and quality of dairy butter produced, bringing it in most cases quite up to the standard of creamery butter.

"Consequently nearly all the farmers now have their own separator and the family is making the butter on the creamery plan, thus saving the cost of carrying and the expense of making it at the creameries. Personally I am in favor of the co-operative plan, but the tendency of our farmers is to do this work at home, thus saving the cost of the creamery."

Growth of Horticulture.

Speaking of the marvelous growth of horticulture in Nova Scotia, Mr. Chip-

Alc

1-LB. GLAS

Scotch Orange
Home-made
Tangerine O
Pine Apple
Ginger ..
Green Fig...
Green Fig an
Ginger and
Fig and Len
Apricot ..

Apple.....
Bramble...
Damson...
Gooseberry
Plum.....

Tartan

OUR ANNUAL TEA SALE NOW ON

Some big values in all lines, also many snaps.

See our travellers or write for samples.

If in a hurry for goods phone 596.

BRAND

Wholesale Grocers,

HAMILTON, Ont.

BALFOUR & CO.,

Alexander Cairns & Sons

PAISLEY, SCOTLAND

Marmalades Jams, Jellies

Marmalades

1-LB. GLASS JARS—PATENT AIR-TIGHT CAP.
CASES OF 2 DOZEN.

Scotch Orange	\$1.75
Home-made Orange	2.20
Tangerine Orange	2.20
Pine Apple	2.30
Ginger	2.30
Green Fig	2.30
Green Fig and Ginger	2.30
Ginger and Pine Apple	2.30
Fig and Lemon	2.30
Apricot	2.30

Jellies

1-LB. WHITE STONE POTS.
CASES OF 4 DOZEN.

Apple	\$1.90
Bramble	2.00
Damson	2.00
Gooseberry	1.90
Plum	1.90

Jams

1-LB. GLASS JARS—PATENT AIR-TIGHT CAP.
CASES OF 2 DOZEN.

Strawberry	\$2.10
Raspberry	2.30
Black Currant	2.30
Red Currant	2.10
Gooseberry	1.90
Apricot	2.10
Greengage	2.20
Raspberry and Red Currant	2.20
Plum	1.80
Damson	1.90
Blackberry	1.90
Assorted	2.10

Jellies

1-LB. GLASS JARS—PATENT AIR-TIGHT CAP.
CASES OF 2 DOZ.

Black Currant	\$2.80
Red Currant	2.80

SCOTCH ORANGE MARMALADE.

7-lb. Tins. Cases 1 dozen	\$7.20
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Quantities of 5 Cases or more, one kind or assorted
kinds, 5 per cent. trade discount.

TERMS—F. O. B. Montreal, net 30 days, or 1 per cent. 10 days.

HUDON, HEBERT & CIE
MONTREAL, P.Q.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

man says that: "It is only necessary to refer to the fact that this year the fruit growers of the province will receive probably one million dollars for their crop of apples. The growth of the industry since 1870 has been wonderful. Hundreds and hundreds of acres of new orchards have been planted, and there are young trees now beginning to bear which in the first favorable season I venture to say will produce upwards of one million barrels.

"The season of 1905 was not conducive to a good crop. Cold weather, rain, frost and blight destroyed many blossoms, and at one time it was thought that the apple crop would be a total failure, but more were left to grow than was anticipated, and the yield amounted to probably 350,000 barrels, and the fruit growers are favored with prices higher than for many years."

Acreage Under Crop.

The secretary concludes his interesting statement with the following, which shows the production of the acreage under crop:

"I find we produced last year about 350,000 barrels of apples; hay, 556,000 acres, 691,246 tons; wheat, 16,390 acres, 249,470 bushels; barley, 7,910 acres, 182,300 bushels; oats, 92,200 acres, 2,600,000 bushels; rye, 900 acres, 15,000 bushels; buckwheat, 9,370 acres, 196,000 bushels; beans, 825 acres, 16,040 bushels; peas, 260 acres, 9,000 bushels; mixed grain, 3,000 acres, 100,000 tons; forage crops for Summer feeding, 1,200 acres, 6,000 tons; potatoes, 40,000 acres, 4,594,000 bushels; other field roots, 1,100 acres, 267,277 bushels."

B. C. News.

Vancouver, B.C., Dec. 28, 1905.

The usual after-Christmas condition is very much in evidence in the grocery and provision trade this week. A very busy and satisfactory week preceded the holiday, and now the reaction is on. Anticipating the end of the year clean-up, the retail men are buying the minimum and the same is of course true of the retail customers, so that the wholesale trade has a week to straighten up after the rush preceding the holiday.

Speaking generally, the trade, both retail and wholesale, has experienced the best year on record. Vancouver public is a generous one at all times and especially at the Christmas season. In the ordinary course of events such generosity, if extended to credits, is not conducive to good business. But business is good in all ways in the western city, and as a consequence, the public has the money to indulge its generous penchant.

Both retail and wholesale merchants report money freely paid and the percentage of credit smaller than ever. All of which is a condition to cause a great deal of thanksgiving at the beginning of the New Year.

A large consignment of raw sugar from Fiji was received by the B. C.

sugar refinery, ex SS. Miowera, of the Australian line. The Miowera has brought a large consignment of chilled mutton, nearly three thousand carcasses from the Antipodes, part from Australia and part from New Zealand.

By the SS. Athenian, which arrived the day before Christmas, the last expected consignment of Japanese oranges was received from the Land of the Chrysanthemum. This lot was held up and fumigated by the inspector of fruit pests, because of the rumor that the fruit exhibited the presence of the San Jose scale. That pest has been kept out of B. C. by rigid enforcement of quarantine regulations, aided by favorable natural conditions, and the authorities rightly take no chances. The last shipments, which were found to be infected, were fumigated at the expense of the Government, as they had reached retail hands, and the retailers were in no sense responsible. This last lot was fumigated at the expense of the importers.

California oranges have been received, and the wane of the Japanese season is marked by increased activity in the larger variety.

In the produce market larger supplies of fresh eggs are noticed. The milder weather has had its effect in inducing the hens to get down to producing a Winter supply. "Strictly fresh" eggs

TRADE WITH ENGLAND

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

"Commercial Intelligence"

(The address is 188 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80). Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

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

For sale by all Wholesale Dealers See that you get them.

Sawyer's CRYSTAL

50 Years the People's Choice.

See that Top **Blue.**



For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

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

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.

67 Broad Street,

BOSTON - - MASS.

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

THE PEOPLE OF **JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Oakey's 'WELLINGTON' KNIFE POLISH

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

JOHN Oakey & Sons, Limited
Manufacturers of

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

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street MONTREAL.

are no longer in the holidays a price is no lower than five cents and a wholesale way of chance of a rail 55c. and 60 c. month or so.

Eastern butter ket to a certain stocks are held remains as last ery is apparent it has been for

The Christmas ites did not cos on the average. 25c. retail, we season, but on figure until as price. The qua might be expec Ontario sent the keys, comparati country, the d success. On V grown, colder somewhat less better chance.

Geese and du 12c. and 15c. ample to carry mand.

N. B.

St Again we sta St. John corre tunity of wishi Grocer a pros Let us each m Better methods The wholesale busy, are not d is perhaps the c as far as nev Not only the r

19

H

Send us we will

are no longer impossible, and now that the holidays are practically over, the price is no longer prohibitive. Forty-five cents and even less is quoted, in a wholesale way, and there is not much chance of a rally to the former prices of 55c. and 60 cents, which held for a month or so.

Eastern butter is coming into the market to a certain extent, but no large stocks are held by anyone. The price remains as last quoted, and local creamery is apparently destined to stay where it has been for a month or more.

The Christmas turkey of Vancouverites did not cost more than 18c. per lb. on the average. Higher prices, even to 25c. retail, were quoted early in the season, but one after another cut the figure until as low as 17 1-2c. was the price. The quality was superb, as well might be expected, seeing that Eastern Ontario sent the supply. Very few turkeys, comparatively, are raised in this country, the damp climate precluding success. On Vancouver Island some are grown, colder weather, and in Winter, somewhat less rain, giving the birds a better chance.

Geese and ducks were sold as low as 12c. and 15c. per pound. The stock is ample to carry over the New Year demand.

N. B. Markets.

St. John, N.B., Jan. 2.

Again we start a new year, and the St. John correspondent takes the opportunity of wishing every reader of The Grocer a prosperous and happy one. Let us each make it truly a new year. Better methods, harder work.

The wholesale grocers, while generally busy, are not doing great business. This is perhaps the quietest week of the year, as far as new business is concerned. Not only the retailers but the consum-

ers buy freely before Christmas and everything is very quiet for a time. It is, however, just what the merchant needs, giving time for stock-taking and the straightening out of accounts.

No successful merchant will go into the new year with any loose ends. In all accounts there will be either a settlement or a clear understanding. Bad debts written off. All stock taken at fair market values, particularly where there has been depreciation. Arrangements made to clean up all dead stock. The result will be such a statement of the business as will show the actual position. No effort even to deceive one's self. No concern can have any reasonable excuse for not knowing its real condition. The wise will take right steps either to retrench and improve, or to wisely extend present methods. We believe, if steps are taken in time, failure can always be avoided, but it requires courage and brains.

Being so little business, there is not much of interest. The extreme price of evaporated apples and the lower price of oatmeal are perhaps the two most important conditions.

Oil.

In burning oil conditions remain unchanged. Prices are still low. In lubricating oil dealers are now busy booking orders for Spring. The outlook is good. Paint oils begin to have some attention. The extreme price of turpentine is a feature. In cod oil market a little easier.

Salt.

While last season, owing to extreme freights, the winter port boats brought little or no Liverpool coarse salt here, now, because of better arrangements, stock is being received. It is, however, a very quiet time of year. Prices unchanged in both coarse and fine salt.

Canned Goods.

Everything is dull. Corn and tomatoes rather firmer. In the American market tomatoes are high and strong. Fruits are quiet. A good stock of gallon apples held. Salmon quite firm,

sopractically no sockeye grade here. Oysters firmer. Meats for Spring were bought low. In domestic fish no change. A fair supply of sardines.

Green Fruit.

There is small business. Apples dull. Dealers are backward about paying the high prices for best stock. In oranges, Floridas rather higher and Californias held firm, quality improving. The Valencias offered are particularly good for the season. Some California lemons offered. They do not seem popular. Quite full prices rule. There are no cranberries.

Dried Fruits.

Raisins are dull, rather lower prices expected in seeded. While California loose may be lower it will not affect the local market as Malaga loose are held and they cost low. Prunes are a light stock and firmer; a good demand expected. Apricots and peaches never sell largely. Dates are higher, quite full supplies now due. Figs and peels have little demand, peels are higher, supply small. Currants are firm. Evaporated apples much higher; sales, owing to extreme price, are light. Fair stocks are held. Dried apples, pie fillings, etc., are being sold to take their place. Onions are firmer, just fair demand.

Sugar.

Some Scotch granulated sugar was landed low during the past week. It is thought the market is firmer. Sales are not large.

Molasses.

There is still a full stock of Porto Rico held, prices low. Barbadoes rather light supply.

Fish.

There continues to be quite a full supply of fresh fish and a fair variety. The British Columbia salmon offered are a feature. Smelts are high. In dry fish prices, while unchanged and high, are hardly as firm. Pickled herring, which have been very high, still have upward tendency. Smoked herring are firm. Haddies unchanged.

1906 and still hustling
 OUR SALESMEN ARE OUT AGAIN
 DEMONSTRATING THE MERITS OF
HOLBROOK'S SAUCE
 England's most famous Worcestershire

Send us a postal card,
 we will mail you a free sample.

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

TO MANUFACTURERS.

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

WANTED.

EXPERIENCED young man for general store; not afraid of work, and a hustler; total abstainer; salary \$35 a month; country trade; send copy references. The R. Calderwood Co., Florence. [F]

AT ONCE—Man who thoroughly understands roasting coffee and grinding spices. Apply with testimonials, stating wages expected, to Empress Manufacturing Co., Limited, Vancouver, B.C. [F]

FOR SALE.

FOR SALE—Stock of groceries and meat market; doing good business; reason for selling, ill health; location 225 Huron Avenue, Port Huron, Michigan. [F]

FOR SALE—Groceries, butcher, restaurants, stocks of all kinds; city or country. A. Hudgin, 198 Dundas, Toronto. [F]

FOR SALE—General business, stock and premises; in a fine dairy section, where a good business can be done; satisfactory reasons given for selling; possession can be given in January. Write James Row, postmaster, Avon. [F]

FOR SALE—Best general business in New Ontario village of one hundred on Rainy River; turnover, thirty thousand; stock, eight thousand; rent for large store and dwelling of six rooms, twenty dollars per month; postoffice in connection; in centre of rapidly growing agricultural section; terms, one-half cash, balance spread over two years if secured. Apply Box 20, Barwick, Ont. [F]

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.

O Y S T E R S
O Y S T E R S

Standards, \$2.00 per gal. Selects, \$2.25
THE W. J. GUEST FISH CO., WINNIPEG, MAN.

MANUFACTURERS!

If open to appoint agents in **WINNIPEG or CALGARY**

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

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

CALGARY BRANCH:
NICHOLSON, BAIN & JOHNSTON


ARE YOU GETTING YOUR SHARE OF THE LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & 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



COX'S INSTANT POWDERED GELATINE
An old friend in a new guise.
Saves time and trouble Recipes in every package
Canadian Agents: **J. & G. COX, Ltd.**
C. E. Colson & Son, Montreal
D. Masson & Co., " **Gorgie Mills,**
A. P. Tippett & Co., " **EDINBURGH**

1845-1905



Gold Standard Tea
NO OTHER TEA
is sold on the same "generous" plan—Entire satisfaction or money refunded—but then, no other tea is so "generously" rich in fragrance and aroma as
GOLD STANDARD TEA "GUARANTEED THE BEST"
We ship in any quantity, everywhere

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Packed and "Guaranteed the Best" by
CODVILLE & CO.
Winnipeg and Brandon, Man.
and
CODVILLE, SMITH & CO., - Calgary, Alta.



POULTRY, FISH, GAME AND OYSTERS.
WINNIPEG FISH CO.
PHONE 1480
259 PORTAGE AVE.
Any quantity of fish shipped. Address—Mail P.O. Box 791 WINNIPEG.

BUSINESS
George T. Ha
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Cook & Hal
Falls, Ont., ass
J. A. Maher, r
real, Que.; asse
C. G. Folkes
have started in
Norman Casa
has assigned, as
W. A. Ross,
Godfroi, Que., a
Samson & Laf
(St. Henri), as
J. F. Bellew
Rimouski, Que.,
Thomas Cron
has sold out to
E. Rabinovitz
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W. L. Galbra
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A. B. Rattray
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Elvidas Le
(St. Louis),
Amour.
Kearney B
Florenceville,
nership.

BUSINESS CHANGES.

George T. Hair, grocer, St. Thomas, Ont., has sold out.

Cook & Halpenny, grocers, Smith's Falls, Ont., assets sold.

J. A. Maher, general merchant, Montreal, Que.; assets sold.

C. G. Folkes & Co., grocers, Ottawa, have started in business.

Norman Casault, grocer, Verdun, Que., has assigned, assets sold.

W. A. Ross, general merchant, St. Godfroi, Que., assets sold.

Samson & Lefebvre, grocers, Montreal, (St. Henri), assets sold.

J. F. Bellevance, general merchant, Rimouski, Que., assets sold.

Thomas Crone, grocer, Birman, Ont., has sold out to M. L. Kenzie.

E. Rabinovitz, general merchant, Belwood, Ont., has compromised.

W. L. Galbraith, tobacconist, Clinton, Ont., has sold to R. Marshall.

A. B. Rattray & Co., produce, etc., Montreal, Que., have dissolved.

T. O. Lamontagne & Co., confectioners, Quebec, Que., have assigned.

E. Cherpaw, grocer, Toronto, Ont., has sold out to W. D. Macartney.

J. A. Brassard, general merchant, L'Anse Au Foin, Que., assets sold.

A. M. Todd, grocer, Kamloops, B. C., has been succeeded by J. Beaton.

A. Desjardins, grocer, St. Therese, Que., has assigned to A. Lamarche.

Raoul Julien, baker and grocer, Beauceville West, Que., assets sold.

Ferdinand Martel has registered under style of grocer, Montreal, Que.

H. R. Thompson, general merchant, French Village, Man., assets sold.

Bouchard & Michaud, general merchants, Chicoutimi, Que., assets sold.

V. Thibault, general merchant, Sayabec, Que., offering to compromise.

Winnipeg General Stores, Limited, Winnipeg, Man., extension granted.

James Rowe, general merchant, Avon, Ont., has advertised business for sale.

W. J. Portwood, tobacconist, London, Ont., has sold out to W. J. Martin & Son.

John A. King, baker and confectioner, Clinton, Ont., has sold to H. Bartliff.

A. Hadis, general merchant, Arden, Ont., has assigned to William McGregor.

M. L. Meloche & Co., general merchants, Thurso, Que., H. Lamarre, curator.

J. W. Meloche & Co., general merchants, St. Denis, Que., H. Lamarre curator.

J. J. Smith, general merchant, Yorkton, Sask., has assigned to F. W. Huckins.

Elvidas Leonard, grocer, Montreal, (St. Louis), has assigned to Nap. St. Amour.

Kearney Bros., general merchants, Florenceville, N.B., have dissolved partnership.

T. P. Pelletier Co., general merchants, Trois Pistoles, Que., have applied for charter.

E. D. Gall & Co., general merchants, Manitou, Man., have sold to W. H. Sharpe.

A. W. H. Thompson, general merchants, High River, Alta., has sold part of stock.

LeBlanc & Caza, general merchants, Comber, Ont., have assigned to S. T. Anderson.

John Cox, general merchant, New Liskeard, Ont., has been succeeded by Jas. C. Whyte.

Charles E. Gormley, grocer and meat dealer, St. John, N.B., has stock for sale by auction.

Cousineau & Freres, general merchants, St. Lazare, Que., have dissolved partnership.

Wagner & McKeen, flour and feed, Winnipeg, Man., have sold out to W. Drew & Co.

Mrs. T. Brokenshire, fruits, confectionery, etc., Rossland, B.C., is giving up business.

T. S. McPherson, grocer, Nelson, B.C., has been succeeded by A. L. Teetzel & R. M. Hood.

Moore & Hall, general merchants, Olds, Alta., O. C. Smith, Calgary, appointed trustee.

Achille Michaud, general merchant, Tetu, Que., assets were to have been sold on the 4th inst.

The Toronto Cream & Butter Co., Limited, Toronto, Ont., have applied for winding-up order.

James Albert Dewery has registered under style of Stanstead Ice Co., Stanstead Plain, Que.

W. T. Anderson, grocer and confectioner, Carievale, Sask., has been succeeded by D. Dean.

Wm. Sawyer, bakery, confectionery, etc., Vernon, B.C., has been succeeded by R. W. Timmins.

J. F. Bellevance, general merchant, Rimouski, Que., assets were to have been sold on the 29th ult.

Anderson & Playfair, general merchants, Baldur, Man., have been succeeded by Playfair Bros.

A. E. Parsons & Co., wholesale produce, etc., Winnipeg, Man., have assigned to C. H. Hewton.

P. Maher, general merchant, St. Guillaume Station, Que., absentee, A. Lamarche in possession.

Smith, Fischel & Co., cigar manufacturers, Montreal, Que., have received demand of assignment.

Mrs. Napoleon Morin has registered under the style of N. Morin & Co., grocers, Montreal, Que.

Mrs. Louis Lacouture has registered under the style of Lacouture & Co., grocers, Montreal, Que.

Miller Bros., general merchants, Lloydminster, Sask., have sold out to Cameron & Cummings.

W. Brown & Co., (est. of), tobaccon-

ists, Winnipeg, Man., stock was to have been sold on the 28th ult.

J. W. Meloche, general merchant, St. Denis, Que., meeting of creditors was to have been on the 2nd inst.

Mrs. Anatole Lacasse has registered under the style of D. O. Lacasse & Co., tobacconists, Montreal, Que.

A. Trudeau, general merchant and lumber, Windsor Mills, Que., has sold general store to A. Provancher.

Jos. Poisson & Co., general merchants, Gently, Que., meeting of creditors was to have been on the 3rd inst.

Mrs. H. C. Lucas, baker, Ladysmith, B.C., has been succeeded by G. W. Smith and removed to Comox.

Cosens & Kindon, manufacturers' agents, Vancouver, B.C., have been succeeded by Terminal City Rice Mills.

The T. Long & Bro. Co., Limited, general merchants, Collingwood, Ont., have advertised their retail business for sale.

Clement Gendron and Arthur Belanger have registered under the style of Gendron & Belanger, ice, Montreal, Que.

John Dase, grocer, Arnprior, Ont., has assigned to John R. Tierney, meeting of creditors was to have been on the 30th inst.

L. R. Belanger, groceries and liquors, Montreal, Que., has assigned. Meeting of creditors was to have been on the 28th inst.

Fairfield & Co., general merchants, Rockland, Ont., have assigned, meeting of creditors was to have been on the 15th inst.

Thomas Rattray and Thomas H. Skelcher, have registered under the style of Rattray & Skelcher, produce, etc., Montreal, Que.

Max J. Heller has registered under the style of Canada Wafer Co., manufacturers of ice cream, wafers, etc., Montreal, Que.

Wildig Bros., poultry farmers, Lachine, Que., have dissolved partnership. Mrs. G. L. B. Wildig & George A. Wildig, registered.

Eva M. Clay, grocer, Galt, Ont., has assigned to N. L. Martin, Toronto, Ont.; meeting of creditors was to have been on the 3rd inst.

Joseph Edmond Labrecque and Joseph Anselme Labrecque have registered under the style of American Pure Food Co., manufacturers baking powder, etc., Montreal, Que.

NEW SUGAR-BEET MACHINES.

Louis Gittleman, of the Town of Germantown, Wis., it is reported, has invented a machine for topping sugar beets and also one for pulling the beets. The invention consists of two machines, one the topper and the other the lifter or muller. The topper passes over the beets first, taking off the tops and carrying them away at the same time. The lifter or puller lifts the beets, carries them over a chain or carrier and deposits them in the middle of the row. By passing over the carrier all dirt is removed from the beets.

**"HUMAN NATURE'S
DAILY FOOD"**

Grocers, tell your customers that **Orange Meat** is good for all classes and conditions of men

Tell them that its continued use not only engenders good health, but it builds up body and mind perfectly for the active duties of life because it is easily digested and absolutely pure.

You know that

ORANGE MEAT

is manufactured by a new process, from the best Canadian wheat. It is put up in Mercerized Bags to keep the food fresh and clean.

Coupons are in the 15c. packages and the Jumbo package at 25c. contains 2½ times as much as a package of other foods selling at 2 for 25c

Grocers, bring all your customers in close touch with "Orange Meat" facts.

Orders for you will be the result.

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

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

GENERAL CONDITIONS.

Reports to hand from various points denote a general after holiday depression. The amount of domestic trade up to date is giving a good degree of satisfaction; prices, too, are reported as being well maintained on steady basis. Business from the Maritime Provinces has fallen exceptionally flat, and travelers returning report trade as disappointing.

The export trade is still uncertain. A good deal of movement is in evidence by way of completing previous orders, but new trade is difficult to conclude on present basis. One large exporter in constant communication with the European markets reports the difference between the two markets as having reached a crucial stage. Offers have been freely made at a price which leaves about six pence difference, meaning to the dealer on this side a bare exchange on his outlay, but the European markets show no disposition to advance.

This year, as far as can be ascertained, none of the larger mills are carrying heavy stocks, and with the exception of a very few 5,000 and 10,000-bush. lots, there is none purchased for storage in the elevators at lake ports. This will be partially accounted for by the high lake freights which have ruled this last Fall, especially during November, and partially by the fact that with December wheat Fort William selling about three cents a bushel below cash wheat, the all-rail wheat could be bought for December-January delivery, as cheaply as the lake-and-rail wheat for present delivery, thus saving the millers the carrying charges, and doing away with the necessity of making large purchases ahead.

Now that the season of navigation is closed, the shipments of Manitoba wheat from Fort William this year form an interesting comparison with those of former years. Frank F. Gibbs, Government inspector, reports the shipments from Fort William and Port Arthur between Sept. 1 and Dec. 12, inclusive, as 30,358,066 bush.; which would be all wheat of this year's growth against 17,116,221 bush. in the same time last year, which was a short crop year and the harvest was at least a couple of weeks later than this year, and not in such good condition.

RETIREMENT OF MR. JOHN CAMPBELL.

The milling industry of Ontario has lost one of its oldest members, by the retirement from the business of Mr. John Campbell, of St. Thomas, who has sold his interest in the John Campbell Co., Limited, of which he was president. Mr. Campbell has been very prominent in the milling business of Western Ontario, and for many years was among the largest, if not the largest, of the exporters of flour to Great Britain. His mill is situated on

the Michigan Central, as well as on the Grand Trunk Railway, and this enabled him to secure, in the olden days, very exceptional advantages in the way of special freight rates. Mr. Campbell is largely interested in several other St. Thomas industries, among others a land company having large holdings in Saskatchewan, to which he will now devote a large portion of his time.

IS THIS A MISTAKE?

A prominent flour and grain merchant of Quebec City, who has enjoyed a high reputation for honesty and integrity in his business connections, was arrested at the instance of the milling firm of Ogilvie & Co., who charge him with using their brand on bags containing an inferior grade of flour. The accused indignantly denies the charge, and states there must be a mistake.

TESTING THEIR NEW PLANT.

The American Cereal Co. have been putting the products of their new flour plant, which was recently installed in their Peterborough, Ont., mill, to the severest tests, and have satisfied themselves absolutely of the superiority of their products, at every point where quality counts, before offering to the trade their new brand Quaker Manitoba Patent. The high standard this company has always maintained in Quaker Oats and other products, makes it certain they will be a factor in the Canadian flour trade.

MONTREAL MARKETS.

Flour.

Trade quiet during holiday week. Sales small, buying being hand-to-mouth character. The stock-taking season is being taken advantage of to keep stocks down. Quiet trade expected for some weeks.

We quote:

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

Rolled Oats.

Quiet and weak market with little stock arriving. Dealers look forward to a drop shortly. Prices unchanged.

We quote:

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

Feed.

Feed of all kinds active. Bran particularly strong. Millers advanced prices of Manitoba bran \$1 per ton with stocks

light. Ontario inquiry. Ontario mand but diff supplies.

We quote:

Ontario bran.....	
Manitoba shorts.....	
" bran.....	
Moullie, milled.....	
" straight gra.....	

No change. holidays. No. of No. 2 inferior We quote:

No. 1.....	
Clover mixed.....	
Clover, pink.....	

TORONTO

Business has without distir last report. L is reported, an ly of a sortin trade has show mand and few dence. Prospece red good. Pri tain and show mestic prices quotations. We

Manitoba wheat patents
Strong bakers
Ontario wheat patents
Straight roller

Trade has no our last report ing in pretty l reports denote mills, and ten are disposed to vious quotation

We quote:

All on track Toronto
Manitoba wheat, North
" " hard,
" " "
Red and white, per bushel
Barley.....
Oats, new, " "
Foss.....
Buckwheat " di
Eye, per bushel, " du

Mill

CA

Ask yo
6 1-gal.
12 ½-gal
24 ¼-gal

If you prompt shi

light. Ontario shorts limited and good inquiry. Ontario bran also in good demand but difficult to secure sufficient supplies.

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
Mouillie, milled.....	21 00	24 00
" straight grained.....	25 00	28 00

Hay.

No change. Business quiet during holidays. No. 1 in good demand, plenty of No. 2 inferior but no call for same.

We quote:

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

TORONTO MARKETS.

Flour.

Business has been uninteresting and without distinctive feature since our last report. Little new domestic trade is reported, and orders have been mainly of a sorting up character. Export trade has shown a distinct break in demand and few orders have been in evidence. Prospects for export are considered good. Prices are difficult to maintain and show tendency to decline. Domestic prices remain firm at previous quotations. We quote:

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

Grain.

Trade has not been over active since our last report; arrivals have been coming in pretty freely. At outside points reports denote good deliveries at the mills, and tend to show that farmers are disposed to market their grain. Previous quotations remain unchanged.

We quote:

All on track Toronto.....	0 88	0 89
Manitoba wheat, Northern No. 1.....	0 85	0 86
" hard, No. 1.....	0 83	0 84
" No. 2.....	0 48	0 53
Red and white, per bushel.....	0 36	0 36
Barley.....	0 83	
Oats, new.....	0 57	0 58
Pesa.....	0 76	
Buckwheat " dull.....	0 76	
Eye, per bushel, " dull.....	0 76	

Breakfast Cereals.

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

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

ST. JOHN, N.B.

Flour, Feed and Meal.

In flour there has been a slight decline in both Manitoba and Ontario grades. While oats show little change, oatmeal continues to drop off and market seems weak. Prices were considered extreme. It is thought there is trouble in the combine. Cornmeal is easy. Beans rather higher, just a fair sale. Dealers are beginning to take some interest in seeds. Prices are likely to be higher, particularly in clovers, which were already high.

A FINE PROGRESS.

There are twelve creameries in Alberta under Government control, the output being 800,000 pounds, an increase of 80 per cent. over 1904. There are ten private creameries in Alberta. The local output from all factories was a million and a half pounds. A market is found in Yukon, China and Japan, and the industry is growing by leaps and bounds.

NEW FISH PACKING COMPANY.

The Ketch Harbor Fish Packing Co., in which P. M. Duggan and several other well known Halifax merchants are interested, is to start operations as soon as the wharf and store now being constructed at Ketch Harbor for

them are ready. It is the intention to buy the fish fresh and then pickle and dry them. Herring and mackerel are to be packed in kits and half barrels, as well as barrels, and new markets will be exploited. A small steamer is to be purchased and when one is secured the company will begin supplying fresh fish for the Halifax market.

Ralston Health Food

The most widely advertised and best known Breakfast Food in the United States.

Is now made in Canada by us from Canadian Wheat under Canadian conditions, but the manner of making is the RALSTON way.

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

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



WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in

1 pound packages at 10c.

2 pound packages at 15c.

(One pound makes seven pounds ready to eat.)

A good profit in it for you—a better for your customers.

THE TILLSON COMPANY

Limited

TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

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

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers

FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

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

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM
Established 1871

A. A. McFALL

Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices

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.

SATISFACTORY REPORT OF N. W. SUGAR INDUSTRY

The closing of the year's operations of the Knight Sugar Company's refinery in Raymond leaves a successful and satisfying record. For the three years during which the business of refining has been carried on, there has been a strong advance in the output. The first year it was three-quarters of a million of pounds of refined sugar. Last year the output was about three million pounds. This year's results have been an advance of over fifty per cent. on last year's, the total being four million, six hundred and thirty thousand pounds. About five per cent. of the crop was lost owing to the November storm, but this part of the crop will be available for food, for which purpose it is worth over half as much as it would be for sugar purposes. The crop was somewhat reduced by ravages of the web worm, which stripped the tops in some places in July and so retarded the growth of the root. The subsequent growth might have been expected to reduce the value of the roots, as it was new growth, coming at a time when the plants were strengthening in saccharine properties.

Fine Land for Sugar Beets.

The superiority of the Raymond lands for beet growing is again vindicated by the fine record of 256½ lbs. of sugar per ton of roots, which is about the average for beet lands. From two hundred and fifteen to two hundred and twenty-five pounds per ton is considered a satisfactory return. This record is a direct return in sugar from the beets and is not helped by the process of recovery of sugar by supplementary operations on the residue of molasses from direct sugar extraction from the beet.

Though the results are not as high in the total as hoped for, the year's work has been satisfactory to both refiners and beet growers. The campaign lasted about sixty days without check and a total of 18,000 tons of beets were sliced. These were purchased at the flat price of \$5 per ton from the farmers, which means the payment of \$90,000 to the farmers in the vicinity of Raymond, Stirling, Cardston and Magrath. In some cases the yield per acre reached fourteen or fifteen tons, but the average is considerably below this.

Cost of Production.

It has been estimated that the average cost of producing the crop including interest on land, seed and labor, is between \$18 and \$23. When the crop realizes between \$40 and \$50 per acre it may be seen that this leaves a better margin than could be secured from grain or other farm crop and the general opinion is that beet growing is the best way to utilize land in this district. The refining of sugar from beets is essentially a proposition of more importance from the farming standpoint than from the standpoint of manufacturing. It brings large returns from a comparatively small acreage and may be made a part of a very profitable rotation. It is perhaps the best kind of cropping to bring land forward from a raw state, as it requires deep and frequent cultivation. At the same time it represents important transactions of another kind and affects other commercial interests. During the campaign last year one hundred laborers were employed in the refinery, fifty on day and fifty on night shift. This itself involved the distribution of

\$20,000 for labor, apart from the superintendents of agriculture and operation, the engineers, chemists and others permanently employed.

By-products.

The pulp is a most important side product of the refinery on account of its feeding value. Last year the culls from cattle sold in the Fall and which were worth not more than \$30 per head, by finishing on pulp sold for from \$52 to \$57 per head. Cattle fatten very quickly on pulp. Feeding does not generally begin before March and only lasts a couple of months.

Ready Markets.

The sugar will be sold directly by the company instead of by dealers, and will be distributed between Moose Jaw and the mountains. Most of the sugar of the west comes from Vancouver, with which the Raymond sugar competes. The price this year is about a cent a pound less than last year, due largely to last year being a drought year in Germany, which is a large sugar producer, but it is fair to assume that the bringing to market of nearly 5,000,000 pounds in Alberta this year has been a direct advantage to the consumer.

The bonusing of enterprises such as that of the Knight Sugar Company might be reasonably defended on account of its wide industrial and commercial significance and importance to districts in which the enterprise is established. Most of our sugar comes from refineries which handle the product of the Fiji and other Pacific islands. In these cases nine-tenths of the producing processes are already done and the labor and capital involved in operation are comparatively small.—Manitoba Free Press.

REINDEER
Condensed COFFEE
 EVERY TIN CONTAINS
Pure Coffee
Rich Milk
and Sugar
COMBINED READY TO USE
 A cup of excellent Coffee
 is prepared by simply
 adding boiling water.
 It is not necessary to remove the Coffee
 from the tin when it is opened, but may
 be used a little at a time if necessary.
 The Coffee will keep until the whole
 is used.
 TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

VALUE "When You Buy" BUFFALO BRAND



At the price of common
ROLLED OATS
 You are Getting Double Value
 Free from Black Specks and Hulls
 Ask for Car Lot Delivered Prices
NICHOLSON & BAIN, Winnipeg, Man.
 Sole Sales Agents

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Each
J. V

A Delicious Cup of Coffee

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

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

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

A NEW YEAR RESOLUTION

It will pay you to resolve to handle only the best quality flour during 1906. A trial order will convince you that the best flour is

"Gold Crown" Flour

If you will give us a trial order we won't have to ask you for a second.

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



CAPSTAN BRAND PURE MINCE MEAT

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

2-lb. Pails, 2 doz. in Crate

1/4 " 1/2 " "

25-lb. Pails. 75-lb. Tubs.

1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

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

LOBSTERS

They are expensive but it pays to buy the BEST

Ask for the old reliable

ICE CASTLE BRAND

Each and every can warranted highest grade.

Sold by all leading dealers.

Packed by

J. W. WINDSOR,

HEAD OFFICE

MONTREAL

After the Holiday Season you will no doubt, want to fill in your stock. We are offering this week :

- 1 Car Rose Extra Fancy Navel Oranges
- 1 Car Chinook Extra Fancy Navel Oranges
- 1 Car Gavilan Fancy Navel Oranges
- 1 Car Arch Fancy Navel Oranges

All well colored and from latest shipments :

- 1 Car Mexican Oranges
- 1 Car Messina Lemons
- 1 Car Valencia Oranges

Also full line of Nuts, Figs, Dates, Grapes, &c.



TORONTO, ONT.

Have also to hand three Cars of Fancy Yellow Danvers Onions, which we offer for this week at \$1.25 per bag. Send in your orders.

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

A SPLENDID TRIBUTE.

During the recent Dominion Fruit, Flower and Honey Show, Mr. A. McNeill, chief of the fruit division of the Department of Agriculture, when showing a Toronto friend some of the choice fruit representing different sections of Canada, offered him some of the first prize fruit. This gentleman suggested instead that Mr. McNeill would allow him to send it to two friends in England, one the Right Hon. Lord Glenesk, proprietor of the Morning Post, London—a paper which in the last few months has paid a great deal of attention to Canadian affairs and dealt with them in a most kindly way. The other lot he suggested he should be allowed to send to Sir Hugh Gilzean-Reid, another distinguished publisher and friend of Canada—although unfortunately opposed to Mr. Chamberlain and his policy. Sir Hugh visited Canada a couple of years ago on his return from St. Louis, where he presided at the World's Press Parliament. The other day Mr. McNeill received the following most cordial acknowledgment from Lord Glenesk :

"139, Piccadilly, W.,
December 13, '05.

"Dear Mr. McNeill: Did such fruit ever grow out of the Garden of Eden? Surely mortals and angels might well be excused for yielding to such baits. Canada needs little other inducement to immigration.

"I must thank you over and over again for this proof that Canada, which can supply all that is necessary, can also supply all that is beautiful.

"If Chamberlain comes in, there simply must be a bounty on your lovely fruit.

"With reiterated thanks, believe me,
"Yours sincerely,
"GLENESK."

CELERY EXTRAORDINARY.

The Toronto Globe is responsible for the following particulars of a new description of celery plant, which, if it turns out as expected, will practically revolutionize celery growing :

G. B. Bolton, Pere Marquette station agent at Ruthven, Ont., is in a fair way to make a fortune out of celery in the next few years without growing or handling a single stalk of it, but simply by drawing royalties from a nursery company of Monroe, Mich., on a wonderful new celery plant that came into his possession two years ago. The company has agreed to pay him a royalty on every plant sold, and none will be disposed of for less than \$1 a plant. Purchasers are also bound not to sell any of the plants, but only cut the stalks.

The president of the company says Bolton's celery is the greatest thing he has seen in the vegetable line, and that it will surely revolutionize the celery industry. The stalks are round, uniformly crisp and do not rust.

A singular thing is that the Bolton

plant is a hybrid and came into existence through an act of carelessness. A farmer named Smith near Ruthven had a few trenches of ordinary celery growing, but only a part of it was gathered before Winter set it. The rest was abandoned. Next Spring Farmer Smith was surprised to see a round stalk of celery growing from the neglected plants. He had never before heard of celery roots living through the Winter in frozen ground. Neither had anyone else. This new hybrid growth proved to be a perennial. He grew them for a few years and then Station Agent Bolton gave him \$200 of his savings for all the plants as a speculation. Now he stands to make thousands every year. He has christened the plant the "Silver King."

HIGH PRICES FOR APPLES.

The highest price ever obtained for Nova Scotia apples in the London market is just reported in a lot that netted \$7.85 per barrel.

There have been higher average prices than are being realized this season, good as it is, but none that equal the figure given. An orchardist at Port Williams shipped to Northard & Lowe, London, twenty barrels of apples as follows: Twelve barrels Cox's orange pippin at 50s.; two do. at 30s., and six Kings at 21s. This means a net price to the orchardist for the whole lot of \$7.85 per barrel.

These varieties are grown in England, but the crop there is short this year.

FRUIT-GROWERS' ASSOCIATIONS.

Nova Scotia.

The Nova Scotia Fruit-Growers' Association met again in session recently, and after routine business, appointed delegates to the Dominion Fruit-Growers' Convention, which meets in Ottawa in June next. A resolution was passed to ask the Government to make the apple barrel a standard measurement, and have but one size for all barrels throughout the Dominion.

The discussion of the Fruit Marks Act by Inspectors Vroom and Fitch showed that, having had ample opportunity to form a correct opinion as to the extent that dishonest packing is practiced, they distinctly stated that while cases did sometimes arise which looked like a clear case of fraud, they were comparatively rare. A weak spot in the Act seemed to be in its failure to define what shall be considered second class fruit. As it stands to-day a man may brand any fruit as second-class, and yet be within the law. The speakers gave it as their opinion that much of the complaint heard from some of the dealers in St. John, arose from their buying second and third quality apples, and expecting them to turn out as good as first-class.

A resolution v session pledging tion the support Fruit-Growers' A elected for the en President—Jo liams.

Vice-President-

Secretary—S. C Assistant Secre bridge.

Treasurer—Geo Auditors—Geo. Harris.

Executive Boar president, secret Shippy Spurr, E Starr.

A fruit-grower been formed for names of the mer ed at once to the Department, so receive a charter. held in Kaslo nex

The officers are president, Hon. R president, G. A Theo. F. Adams;

Goldsmith; secre treasurer, O. T. f Henricks; hon. Beer, Kaslo: Will D. Clark, Ainsv Crawford Bay;

Lake; John Borr Wm. White, Low ectors, J. Riddell Buchanan, S. H.

enough, H. Gieger Spiers, J. Allan,

MONTREAL

Gree

The green fruit dull. The holiday Christmas business feature of the weel is the remarkable ries. A jump of p is noted and they at \$15 to \$17 a b erably under mar being sold in Nev \$20 per barrel.

selling quite freely large shipments at this month, possib rels. Grape fruit i A fair demand i prevails. Prices. to drop from 25 i crop is reported as year. California c ply and in good de Spinach, \$3 per \$2.50 per dozen. cents per dozen, s is expected that p now on. Florida at \$3 per box and fruit. Florida o cents per box and We quote :

Oranges, Florida, case	.....
Tangerines	.....
Navels	.....
Dates, per lb.	.....
Bananas	.....

A resolution was passed during the session pledging the Shippers' Association the support of the Nova Scotia Fruit-Growers' Association. The officers elected for the ensuing year are:

President—John Donaldson, Port Williams.

Vice-President—G. C. Miller, Middleton.

Secretary—S. C. Parker, Berwick.

Assistant Secretary—J. H. Cox, Cambridge.

Treasurer—Geo. Munro, Wolfville.

Auditors—Geo. Thompson and R. E. Harris.

Executive Board—The president, vice-president, secretary, J. H. Cox, Col. Shippy Spurr, E. E. Archibald, A. C. Starr.

Kaslo.

A fruit-growers' association has just been formed for the Kaslo district. The names of the members will be forwarded at once to the Provincial Agricultural Department, so that the society may receive a charter. An exhibition will be held in Kaslo next Fall.

The officers are as follows: Hon. president, Hon. R. F. Green; hon. vice-president, G. Alexander; president, Theo. F. Adams; vice-president, Alex. Goldsmith; secretary, J. W. Cogle; treasurer, O. T. Stone; auditor, Robert Henricks; hon. directors, Archdeacon Beer, Kaslo; William Simpson, Howser; D. Clark, Ainsworth; Oscar Burden, Crawford Bay; A. G. Fraser, Trout Lake; John Bornholdt, Howser Lake; Wm. White, Lower Duncan River; directors, J. Riddell, J. G. Palmer, G. O. Buchanan, S. H. Green, A. W. Good-enough, H. Giegerich, J. W. Prunk, Jas. Spiers, J. Allan, A. Leet, G. Crawford.

MONTREAL MARKETS.

Green Fruits.

The green fruit market is decidedly dull. The holiday trade, particularly Christmas business, was very good. The feature of the week, and a startling one, is the remarkable advance in cranberries. A jump of practically 25 per cent. is noted and they are selling here to-day at \$15 to \$17 a barrel. This is considerably under market price as they are being sold in New York this week at \$20 per barrel. Jamaica oranges are selling quite freely at \$4 per barrel and large shipments are expected to be made this month, possibly 1,500 to 1,600 barrels. Grape fruit is quiet at \$4 to \$4.50. A fair demand for California oranges prevails. Prices, however, are expected to drop from 25 to 30 cents a box, as crop is reported as just as large as last year. California celery is in large supply and in good demand at \$5 per crate. Spinach, \$3 per barrel. Cucumbers, \$2.50 per dozen. Lettuce advanced 40 cents per dozen, selling at \$1.25, but it is expected that prices will recede from now on. Florida tangerines are selling at \$3 per box and very good quality of fruit. Florida oranges advanced 50 cents per box and selling now at \$4.

We quote:

Oranges, Florida, case	4 00
Tangerines	3 00
Navel	3 40
Dates, per lb.	0 05
Bananas	1 85

CALIFORNIA CELERY

Fresh from the fields in California.

Fancy large heads, packed in crates 5, 6, 7 and 8 dozen.

PRICE \$5.00 PER CRATE

An excellent seller and profit maker.

FISH

FISH

We are offering this week a full line of **Frozen Sea Fish**
Smelts, Flounders, Haddies, Sea Herring,
Long Island Native Oysters

WHITE & CO., LIMITED

TORONTO

HAMILTON

Our Weekly Price List explains fully.

W. B. STRINGER

POSITIVELY

J. J. McCABE

THE BEST LEMON

is "St. Nicholas" and the grocer who handles only "St. Nicholas" brand during 1906 will have a prosperous New Year so far as his Lemon business is concerned.

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

Pineapples, Tomatoes, California Celery,
Navel Oranges, Nuts, Figs, Dates, etc.

The F. T. JAMES COMPANY, TORONTO

33 Church St., 76 Colborne St.

We have carload of fine **SWEET POTATOES** in Hampers and they are **CHEAP**—\$1.75 per Hamper, with special price in lots.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

WALNUTS
FILBERTS

BRAZILS
all best grades


ALMONDS
PEANUTS

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

Fancy Navels, all sizes.

"Mexicans,"

CHOICE EXTRA HEAVY MALAGA GRAPES



Pure Fruits
Full Weight
Moderate Prices
Prompt Shipment

Every grocer is looking for the above when he orders **JAMS, JELLIES** and **SEALED FRUITS IN GLASS.**

When he orders the **E.D.S. BRAND** he gets **PURE FRUITS, FULL WEIGHT, MODERATE PRICES, PROMPT SHIPMENT.**

Look for the name "**E. D. SMITH**" on the label.

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

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

Hugh Walker & Son,

For 1906 Send us your fruit orders. We have exceptional facilities and will give you satisfaction.

DROP A CARD FOR OUR LIST

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture. Their Breakfast Cocos is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

STOCK NOW.



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

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

Cocoanuts, per bag of 100.....	3 75	4 00
Pineapples.....	5 00	5 50
Jamaica grape fruit, per box.....	3 50	4 25
Apples.....	2 25	4 75
Sweet potatoes, per bbl.....	4 50	
Lemons, per box.....	2 75	
Jamaica oranges, per bbl.....	4 00	
Grapes, Almeria, extra fancy Longkeepers.....	7 00	
" " Fancy.....	6 50	
" " Choice.....	6 00	
Cranberries, N.S.....	15 00	
" " Cape Cod.....	17 00	
Spanish onions, cases.....	2 75	

Vegetables.

The local vegetable trade has shown a fair amount of business during the holidays. There are no radical changes in prices to note, however. Potatoes are in good demand and selling at 60 to 63 cents per bag of 90 pounds, and in a jobbing way 65 to 70 cents per bag, ex store 70 to 75c. Red onions in good demand at \$2.25 to \$2.50 per barrel.

We quote:

Potatoes, per bag.....	0 65	0 67 1/2
Mint, per doz. bunches.....	0 15	
Parsley, ".....	0 25	0 35
Sage, per doz.....	1 00	
Savory, per doz.....	1 00	
Beets, new, per doz.....	0 12	0 15
Egg plant, per dozen.....	2 00	
Green onions, per bbl.....	2 00	
Cauliflowers, home grown, per doz.....	1 50	
Green peppers, per basket.....	0 70	
Cranberries, per bbl.....	8 50	9 50
Home-grown cabbage, per doz.....	0 40	
Tomatoes, box.....	10 20	
Home grown cabbage, per doz.....	0 40	
Spanish Onions, crates.....	2 50	2 75
Red onions, bbl.....	2 50	2 75
Turnips, bag.....	0 75	
Sweet potatoes.....	2 50	3 00

ONTARIO MARKETS.

Green Fruits.

Trade has been distinctly quiet during the week under review. No feature of interest is manifest. General satisfaction is expressed at the run of holiday trade, one fruit firm stating that they had practically cleared right out of stock, their present stock having nearly all arrived since Christmas. Oranges are fluctuating somewhat, the riper stock arriving fetching firm prices. Smaller and inferior qualities are easier. Fancy Spy apples are 10 cents easier. Bananas, for which there has been ready demand, are firming 5 cents to 10 cents.

We quote:

Oranges, California, southern, 96's to 200's, per box.....	3 75	
" " " " 20's to 28's ".....	3 25	3 50
" " " " northern, 126's to 25's ".....	3 50	
" " " " Mexican 96's to 25's, per box.....	3 00	3 35
" " " " Florida, 96's to 216's ".....	3 25	
" " " " Valencia, 420's, 714's, 1 64's, per case.....	4 50	5 75
Lemons, Messina, 300's 360's, per box.....	3 25	3 50
" " " " fancy, 300's.....	3 25	
" " " " choice, 300's, 360's, per box.....	2 50	2 75
Grapes, Almeria, per barrel.....	7 50	
Cranberries, fancy Jersey's, per barrel.....	13 00	
" " " " per case.....	4 50	
Apples, fancy spies, per box.....	1 40	
" " " " greenings, per box.....	1 40	
" " " " Winter varieties, per barrel.....	3 25	3 50
" " " " cooking, per barrel.....	2 75	
Bananas, per bunch, firsts.....	1 60	1 90
" " " " eights.....	1 25	1 40
Pineapples, per case.....	5 00	
Grape fruit, Florida, 46's to 80's, per box.....	4 50	
Tangerines, Florida, fancy 1 strap.....	3 00	
Pomegranates, nominal.....		

Vegetables.

Little trade has been doing since our last report. Christmas time in vegetable lines is always considered a quiet time; fruit is more before the public, and vegetables consequently take a back place. Several deliveries of celery have arrived, and McWilliam & Everist are expecting a car to arrive from California at any moment. Domestic rhubarb is expected on the market at an early date.

We quote:

Potatoes, kiln dried sweet.....	4 50	5 00
" " " " bushel hamper.....	1 90	
Potatoes, per bag.....	0 90	1 00
Onions, per bushel.....	0 75	
Spanish onions, per small crate.....	1 10	
" " " " large cases.....	3 00	
Cabbage, per doz.....	0 40	
Cauliflowers, domestic, per doz.....	0 75	1 25
Beets, per bushel.....	0 50	
Carrots, per bushel.....	0 50	
Lettuce, per doz. bunches.....	0 30	

are that conf I be 1 7 40c.

Vale
T

Co

D.

QUEBEC

Keep This Fact in Mind

The sales of

Blue Ribbon Ceylon Tea

are increasing at a good rate. Every sign points to that conclusion. *Blue Ribbon* flavor captured public confidence and *Blue Ribbon* reliability is holding it.

In view of the growing trade your order should be larger. You need more *Blue Ribbon Ceylon Tea!*

The *Red Label Line* is, as you know, the best 40c. worth to be had.

You cannot order too much of it.

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



—THE—
PINNACLE OF
PERFECTION

King
Oscar
Sardines

The most delicate sardines packed
and in the purest olive oil. Keep
them to the front. They pay you.

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Agents

Another Difference
—Is Reliability

Did you ever hear anyone say that

Southwell's
Jams and Marmalades

were "not as good as last time"? When such cannot
truthfully be said, isn't it a sign that Reliability is the
watchword of the maker?

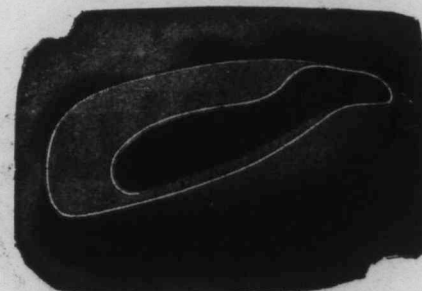
When the customers are satisfied the Grocer
orders with confidence.

We know your customers would readily take to
SOUTHWELL'S JAMS AND MARMALADES if
you recommended a trial.

Will you do it?

FRANK MAGOR & CO.
Canadian Agents
MONTREAL

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and
Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons
Hamilton Pottery HAMILTON, ONT.

IT SELLS READILY

There is a good field for a cold water
starch like

"IVORINE"

The price, \$2.50 per case of 40 pkgs.,
yields you large profits.

We'll guarantee you can sell more
IVORINE STARCH than any other kind.

Try it. Your jobber will supply you.

ST. LAWRENCE STARCH CO.
LIMITED

PORT CREDIT, Ontario

WIN

AN IDEA THAT

IN Providence their department stor valiant struggle They were located in city on opposite corner of two busy thoroughf tising schemes were by each. One day on operation a good thi artistic moving pictu in the windows. The given every evening a thronged with people, play, crowded into th chant giving it. Dur stood against the gre store across the stre sserted all evening. Th of suffered much unea ed the subordinates.

"I must do someth ting all the custom,"

"I have an idea I us," an ingenious cle view of their place fr admirable. Why not-

And an enthusiasti the proprietor and su in which the clerks a its conclusion there v and "Mr. Jones," th patted on the back inches taller.

Then there followed among the force and phone bells and summ The next morning disclosed rows and seats in the great sh which all the goods l and the morning pap display advertisement

"The beautiful art c ly in Blank's departm be enjoyed from ou dows. We have arra free. All are welcom truly meritorious per

And thereafter whi the street lasted the store was busier evi hive.—New York Con

CHRISTMAS WIN
COMPETITION

The Canadian Groc agement of good wir decided to open a e subscribers. Prizes w photos or drawings descriptions of the s will consist of:

First Prize
Second Prize

and \$2.00 for every p tion which is consid lication.

The competition, w uary 15, 1906, will

WINDOW AND INTERIOR DISPLAYS

AN IDEA THAT MADE A HIT.

IN Providence there were two rival department stores that made a valiant struggle for the business. They were located in the centre of the city on opposite corners at the junction of two busy thoroughfares. New advertising schemes were constantly devised by each. One day one of them put into operation a good thing. Beautiful and artistic moving pictures were displayed in the windows. The performance was given every evening and the street was thronged with people, who, after the display, crowded into the store of the merchant giving it. During the show they stood against the great windows of the store across the street, which was deserted all evening. The proprietor thereof suffered much uneasiness. He consulted the subordinates.

"I must do something. Blank is getting all the custom," he said.

"I have an idea I think might help us," an ingenious clerk responded. "The view of their place from our windows is admirable. Why not—"

And an enthusiastic discussion among the proprietor and subordinates followed in which the clerks all participated. At its conclusion there was much chuckling and "Mr. Jones," the bright clerk, was patted on the back until he felt four inches taller.

Then there followed a great activity among the force and a ringing of telephone bells and summoning of mechanics. The next morning the raised curtains disclosed rows and rows of circus-like seats in the great show windows, from which all the goods had been removed, and the morning papers contained a big display advertisement reading:

"The beautiful art display given nightly in Blank's department store can best be enjoyed from our great show windows. We have arranged seats for you free. All are welcome. Come and see a truly meritorious performance."

And thereafter while the show across the street lasted the rival department store was busier evenings than a beehive.—New York Commercial.

CHRISTMAS WINDOW DISPLAY COMPETITION.

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

First Prize \$5.00
Second Prize 3.00

and \$2.00 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15, 1906, will admit of photo-

graphs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course, all pictures, in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

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

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

INTERIOR OF A GROCERY STORE.

The cut of an internal view of a grocery store given herewith is that of G.

KEEP THE WINDOWS CLEAN.

The old problem of keeping the windows free from frost is now a live one. Many methods that have been devised from time to time are well known to the trade, but there are some trimmers who do not take advantage of them. If the windows are well ventilated they will not coat with moisture, or become covered with frost nearly so much as unventilated windows. One of the simplest and quickest methods of removing ice from windows is to place common coarse salt on a dry cloth and rub the frost. You will be surprised to see how rapidly the frost is removed and the glass will not coat again for a day or two, even in very cold weather.



Interior of the G. H. Hyndman Store, Fort William, Ont.

H. Hyndman, Fort William, Ontario. It shows at a glance the great utility of well arranged fittings; perfect order is thereby constantly maintained, and an immense saving of time effected.

On November 16, 1905, Mr. G. H. Hyndman moved into this new store in Fort William which had just been finished. The store is solid brick, 44x25½, and has electric and gasoline lights. The shelving and counters are American chestnut. One side of the store which is shown in the illustration will give an idea of the arrangement of stock and the up-to-date shelving, and it might be mentioned that the windows are just as neatly dressed. Mr. Hyndman was in business in Murillo for seven years.

WHOLESALE GROCERS' GUILD.

The Montreal Wholesale Grocers' Guild, at a meeting in the board of trade, elected the following officers: Joseph Quintal, president; A. Orsali, vice-president; J. Ethier, treasurer; S. J. Carter, L. O. Demers, W. Gendreau, directors.

Mr. L. E. Geoffrion, the retiring president, was made the guild's nominee for election to the council of the board of trade.

There were present Messrs. L. E. Geoffrion, president; S. J. Carter, L. O. Demers, Jos. Ethier, N. Gendreau, Albert Hebert and A. Orsali.



Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?

The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT
53 Upper Water Street Board of Trade Building
HALIFAX, N.S. MONTREAL

REFINED PEOPLE

ASK FOR

STEWART'S

DELICIOUS

CHOCOLATES

AND

CONFECTIONERY

SECURE YOUR TRADE

HANDLE THIS HIGH-CLASS LINE

EARN MORE MONEY

DO IT NOW

THE

STEWART COMPANY, LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

**"MOTT'S
CHOCOLATE**

for

1906"

should be the motto of every progressive grocer. There are no lines to equal

"Diamond" and "Elite" brands for selling qualities and profit.

Every jobber sells them.

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

J. A. TAYLOR MONTREAL SELLING AGENTS: E. S. McINDOE TORONTO JON. E. HUXLEY WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

**Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

POIN'

HONESTY

The following in honesty appeared Work:

"In Scotland who at years of discre reputation for cap simply on his note character, advance (usually a moderat business. This is conclusion is based good risk. In lar and Chicago, for e not so frequently e but there is no do western country ow derful growth to th try bankers who r rower's character v be considered. N plays a relatively loaning operations in a large bank, in in a Wall street ba ning of a business relative importance vironment.

"In 1895 a New chants became heav prises that were so realization of cash of the house info tives of the banks obliged to 'carry t difficulties or there when the banks w The banks agreed and assumed the bu investigation it app of the house, in omitted certain fac lack of frankness years later that sa president of a new corporation or tru the money market There was no reaso dation should not particular banker v signature of the pr called the episode o sult was that the directors of the co could only have the another president v in that man's Cha presidency of this tion.

"A mining prom charming personal float a valuable mi in Wall street. He other man took up left off and succee failed, he said bitt

"Personally I ar ago I had the mi ciated with a man money out of a qu was said to be hi dential man. No c and now I find th tant to trust me, but"—and then I reputation would fortune to me in th

"One of the n street bank preside one occasion to be private banking fir for money making

POINTERS FOR PROGRESSIVE CLERKS.

HONESTY AN ASSET.

The following interesting article on honesty appeared recently in World's Work:

"In Scotland when a man has arrived at years of discretion and has won a reputation for capability a bank will, simply on his note, backed only by his character, advance him sufficient money (usually a moderate sum) to start in business. This is considered—and the conclusion is based on results—to be a good risk. In large cities, New York and Chicago, for example, business is not so frequently conducted in that way but there is no doubt that our great western country owes much of its wonderful growth to those far-sighted country bankers who realized that the borrower's character was the chief asset to be considered. Naturally, character plays a relatively larger part in the loaning operations of a small bank than in a large bank, in a country bank than in a Wall street bank, and in the beginning of a business man's career. Its relative importance is a matter of environment.

"In 1895 a New York firm of merchants became heavily involved in enterprises that were sound but in which the realization of cash was slow. The head of the house informed the representatives of the banks that they would be obliged to 'carry the firm' through its difficulties or there would be a failure, when the banks would be heavy losers. The banks agreed that this was so, and assumed the burden. In the ensuing investigation it appeared that the head of the house, in securing loans, had omitted certain facts that indicated a lack of frankness, we will say. Six years later that same man was elected president of a newly formed industrial corporation or trust. It appeared in the money market as a large borrower. There was no reason why the accommodation should not be granted, until a particular banker was attracted by the signature of the president, when he recalled the episode of 1895. The final result was that the bankers informed the directors of the corporation that they could only have the credit desired when another president was elected. A flaw in that man's character cost him the presidency of this particular corporation.

"A mining promoter, a man with a charming personality, endeavored to float a valuable mine several years ago in Wall street. He failed to do so. Another man took up the work where he left off and succeeded. Asked why he failed, he said bitterly:

"Personally I am honest. Some years ago I had the misfortune to be associated with a man who accumulated his money out of a questionable trade. I was said to be his adviser and confidential man. No one would trust him, and now I find that everyone is reluctant to trust me. I am a 'nice fellow, but'—and then I fall down. A good reputation would have been worth a fortune to me in the last few years."

"One of the most successful Wall street bank presidents was invited upon one occasion to become a partner in a private banking firm. The opportunities for money making were very great. He

thought it over and was favorably disposed toward the proposition. He consulted a friend.

"'But,' said the friend, 'a man of your character could not get along with (mentioning a member of the firm). Why? He's tricky.'

"Two years later the firm in question dissolved, and the tricky partner retired, but he had impaired the standing of the house.

"The same banker was offered \$25,000 to become a director of an industrial company that appeared to be, and was, financially sound.

"'Your duties,' said the lawyer making the offer, 'will be only nominal. We simply want your name.'

"The banker concluded that he could not afford to be associated with the other men of the board. Surely the character of this man is a very tangible credit asset.

"A Swede walked up to the president of a western bank and said:

"'Ay tank Ay want to borrow \$5,000, and Ay tank Ay get him here.'

"Cross-examined, it was ascertained that he had no money except a few hundred dollars, but he wanted to buy a mill. He was honest, a hard worker and a good trader. The banker liked him so well that he was willing to back his own judgment, and so loaned the Swede the money he needed. The borrower made good and became one of the most useful citizens of that community.

"In a little southern health resort town last Winter I met a young merchant who did a business of \$35,000 a year on a borrowed capital of \$3,000.

"'How did you do it, and how did you get the credit?' he was asked.

"'I turn my stock over ten times a year,' he replied, 'but the banks here know me, and they know that I am a man of my word, and they knew my father before me. When I say that I will be at the bank to-morrow at 11 o'clock with \$1,000 they know that I will be there at 10.55. I am part of this town. I was born here; my wife and children are here and I expect to die here. The man I bought this business from was not as honest as he might be. I worked for him, and at the same time I protected the two banks with which we did business.'

"I made a few inquiries and the country banker made this explanation:

"The man who owns the business now worked for another man who owed us \$2,500. The present owner knew that the money was in another bank, and promised us that it would be delivered here at a certain time. The old owner drew out the money and went off on a spree. The present owner, rather than not make good his word, borrowed the money on his own note and paid us off. When the business came on the market we helped him get it, and we are glad to do business with him. We only wish that we could get more like him.'

"There are ten thousand business men in New York who to-morrow might lose every penny they possessed and yet on the day following they would start new careers, full of courage and confidence, backed by the seemingly intangible but very definite assets—brains, health, and, most important, good character."

"I See It Now!"

Ha! Grocer, Esq., in your town didn't quite understand that Packed-Piping-Hot Biscuits like

PERFECTION CREAM SODAS

are entirely different to Packed-Cold Biscuits. He used to sell both kinds, but some of his customers who got the "cold kind," told him about it, and insisted on getting "Perfections" or none. Grocer, Esq., now sells

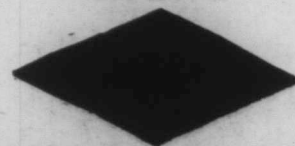


solely, He finds they pay him better because they are more satisfying to the palate, and more nourishing to the system, hence, the best biscuits for people to eat.

Let us send you 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

A Leader for 1906 **Excelsior Coffee**

A delicious, full-bodied cup of Coffee, with an aroma peculiarly its own. It draws trade, pleases your customer, gives you a profit and satisfies all except those who are still "trying to match it." The right combination; the right flavor; the right price. Now is the time to order if not already using it.

TODHUNTER, MITCHELL & Co.
Coffee Dealers TORONTO

"MADE IN CANADA"

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

Shredded Whole Wheat

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

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

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

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

Erin's best

is a good **BEST**, as exemplified by

JACOB'S BISCUITS

You'll find them a good, tasty line, different from the ordinary—the kind that will appeal to your better class trade.

"**WINDSOR WAFER**" is a nice, cool, crisp, tasty sandwich.

"**KIEL FINGER**" is a delightful shortbread biscuit.

Ask our agents for samples.

W. & R. JACOB & CO.,
Limited

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones,
Box 623 Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

**DUBLIN,
IRELAND**

Every New Year

should be an improvement on the old.

You may have done a fair **Maple Syrup** trade last year, you undoubtedly would have done a better business had you sold

Grimm's Pure Inspected and Guaranteed Maple Syrup

Let 1906 guide you to sell the purest Maple Syrup—**GRIMM'S**.

Write for Particulars.

THE GRIMM MFG. CO., Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies **Montreal**

STARCH I

Twenty year potato starch province. At of their produ land and the l ately for this i covered a pro fertilizer at a cheap fertilize gave them con of the world, potato starch per ton, which £8 10s. to £9 1 the past ten would net the dollars of a los of this, five o have been pull the builders of

This season of starch has the five factori or four hund potatoes have

The United duty to a pro mains but o potato starch, cotton compar are limited to usually buy in

Whatever of the P. E. I. f season over w companies requ until the next will be about over; in conse of next Fall w less than half

There are tv factories in t they do not pa tion this last s

During the : the Canadian look for the P ers was very P

The boom i eral prosperity tries, which i the cotton cor tion, and mad starch. It is years the iner ada, especially more cotton l needs, and the every year fo potato starch : they can easil hundred tons i ket for.

Delivery of s Sugar Compan been going ahe upwards of 47, this season. I all the beets the province h

January 5, 1906

STARCH INDUSTRY ON P. E. ISLAND.

Twenty years ago there were ten large potato starch factories operating in this province. At that time large quantities of their product were shipped to England and the United States. Unfortunately for this industry, the Germans discovered a process of making a potash fertilizer at a very moderate cost. This cheap fertilizer and their cheap labor, gave them control of the starch markets of the world, and reduced the price of potato starch in England from £15 10s. per ton, which it was in 1890, down to £8 10s. to £9 10s., which it has been for the past ten (10) years. This price would net the P. E. I. maker about five dollars of a loss per ton. In consequence of this, five of the ten large factories have been pulled down—making a loss to the builders of about \$50,000.

This season a very large quantity of starch has been manufactured by the five factories now in operation. Three or four hundred thousand bushels of potatoes have been turned into starch.

The United States having raised their duty to a prohibitive point—there remains but one market for Canadian potato starch, and that is the Canadian cotton companies, whose requirements are limited to just so much, which they usually buy in the Fall of the year.

Whatever quantity of potato starch the P. E. I. factories make in any one season over what the Canadian cotton companies require, has to be carried over until the next season. This year there will be about five hundred tons carried over: in consequence of this the output of next Fall will have to be reduced to less than half of this year's make.

There are two or three potato starch factories in the Province of Quebec; they do not pay, and were not in operation this last season.

During the year of the depression in the Canadian cotton industry, the outlook for the P. E. I. potato starch makers was very poor indeed.

The boom in the west and the general prosperity of all Canadian industries, which it has produced, has put the cotton companies in a better position, and made a demand for P. E. I. starch. It is possible that in a few years the increased population of Canada, especially in the west, will require more cotton factories to supply their needs, and that there will be a market every year for the full output of our potato starch factories. At the present they can easily make from four to five hundred tons more than there is a market for.

Delivery of sugar beets at the Ontario Sugar Company's factory, Berlin, has been going ahead. It is estimated that upwards of 47,000 tons will be treated this season. It is thought that nearly all the beets grown in this section of the province have now been hauled.

THE CANADIAN GROCER

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

McLAUGHLAN'S Cream Soda Biscuits

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



This design a guarantee of quality.

RED-BROWN WRAPPING

All Weights FOR FURNITURE PACKING All Sizes.

Strong, Tough and Stiff. A Sure Protection to Destination

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL**IRRESISTIBLY
DELICIOUS**

A QUICK, STEADY AND PROFITABLE
ACCOUNT FOR ANY DEALER.
ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Renoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont.; W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

Why Pebble and Pharaoh Cigars Should be the "Chosen Ones"

You see

Pebble and Pharaoh

Cigars are not the same as other Cigars. If they were they might be called by other names. **Pebble and Pharaoh Cigars** are "particular-named" Cigars because they are "particular-made" Cigars.

In the first place, I personally go to Cuba every year and buy the best tobacco produced. Good tobacco can be spoiled by bad handling in the factory. Not so in my case! As soon as the tobacco arrives at my factory it is placed in humidors, built for the purpose, and kept there for from two to three years at a temperature which, as closely as possible, corresponds with the climatic conditions of Cuba.

In the second place, this systematic "housing" of the tobacco in humidors removes the injurious "gum" and develops that rich flavor known only in my cigars. It is a flavor that wins smokers every time.

Would you like 1,000 of my Cigars on "very easy" terms?

"Payne Cigars are Perfect Cigars."

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Look to T. & B. if it's Tobacco you are concerned about

Time spent on Tobacco yields valuable returns. Witness, as proof of this, the accomplishments of Grocers who were "not afraid to try."

Now, every Grocer has practically the same chance to sell tobacco. In most cases that chance is excellent. But

T. & B.

is necessary to successful tobacco-selling. That is so because **T. & B.** has been thoroughly tested by smokers, and as a result enjoys their confidence.

Therefore, if it's tobacco you are concerned about—and you should be concerned about tobacco—look to **T. & B.**

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

THINGS A DEAL

A tobacco company printed a neat formation and dark formation which know, if only to possible questions

Referring to that the color of dication of the the folder says:

"No cigar mat fillers by shades, which the strengt of the same brand entiated one from 1,000 cigars, given 10 to 20 percent wrappers to

"The wrappers quality, as near the cigars are macker, who rapidly by the wrap medium, and dark form and pleasing the filler is in eve the darkest Madu est Claro.

"Few people k dictionary transla as 'mature' or 'r per significance of not convey the id "The smoking depends almost e in which the leaf per blending of

"Every expert that in a given grown under the tions, the dark l distinctly higher mildness to the lig ple reason that dark are the one maturity before the light leaves v plucked when onl

"The persistent has induced many tobacco prematur larger percentage majority of these bitter and general wrappers are the expense of burnin ma. Indeed, ther that a great majo which dealers are from dissatisfied the craze for pal give satisfaction o and bitter taste. sure, obtained hi but he finds that ing, that the b

TOBACCOS, CIGARS AND ACCESSORIES

THINGS A DEALER SHOULD KNOW.

A tobacco company of New York has printed a neat folder on the question of light and dark cigars, containing information which every dealer should know, if only to answer his customers' possible questions.

Referring to the erroneous impression that the color of the wrapper is an indication of the strength of the cigar, the folder says:

"No cigar manufacturer assort his fillers by shades, or in any other way by which the strength or mildness of cigars of the same brand and quality are differentiated one from another. To make 1,000 cigars, a cigar-maker is given 10 to 20 pounds of filler and sufficient wrappers to cover them.

"The wrappers and filler are of one quality, as near as possible. When the cigars are made they are sent to the packer, who rapidly assort them, judging by the wrapper only, into light, medium, and dark, merely to get a uniform and pleasing appearance. Thus the filler is in every respect the same in the darkest Maduro as it is in the lightest Claro.

"Few people know that the Spanish dictionary translates the word 'maduro' as 'mature' or 'ripe.' This is the proper significance of the word, which does not convey the idea of strength.

"The smoking quality of the cigar depends almost entirely on the locality in which the leaf is raised and the proper blending of the different tobaccos.

"Every expert tobacco man knows that in a given quantity of tobacco, grown under the same general conditions, the dark leaves will average of distinctly higher quality and superior mildness to the light leaves, for the simple reason that the leaves which cure dark are the ones which came to full maturity before being plucked, while the light leaves were those which were plucked when only partially ripened.

"The persistent demand for light color has induced many planters to cut their tobacco prematurely in order to get a larger percentage of light wrappers. The majority of these leaves are acrid and bitter and generally burn unevenly. Pale wrappers are thus secured, but at the expense of burning quality and fine aroma. Indeed, there is no reason to doubt that a great majority of the complaints which dealers are compelled to listen to from dissatisfied customers, are due to the craze for pale cigars, which do not give satisfaction on account of this acrid and bitter taste. The smoker has, to be sure, obtained his light colored cigars, but he finds that there is something lacking, that the brand which he once

avored is not as good as it used to be, and he forsakes it and tries another.

"Tobacco does not lose quality by age, a fact that is known to every cigar manufacturer. It becomes sweeter and more aromatic and also darker in color. Therefore, a dark cigar is generally more aromatic and better in every particular than the light one, the tobacco of which latter may have been cut too early and spent too short a time in the curing process."

CUBAN TOBACCO CROPS RUINED.

Heavy rains continue in Cuban tobacco districts, and it is reported that a large part of the tobacco crop is ruined. 4.69 inches had fallen in ten days, and since then there has been a constant downpour. The average in December for 30 years is 2.15 inches. Wet grounds spoil the tobacco plant.

Dealers here have received word that only the latest planting will be good, and that is doubtful unless the rain stops. At the weather bureau the prediction is that the end of the rain is not in sight. The explanation is that cold northern winds in contact with warm humidity have caused the precipitation.

ANOTHER ADVANCE IN TOBACCO GROWING.

The Department of Agriculture, through Mr. Charlan, an expert brought out from France, will conduct extensive experiments during the next few months in the curing of Canadian-grown tobacco

Through an arrangement with a tobacco manufacturing firm in Montreal, it is stated a large lot of some 30,000 or 40,000 pounds of the raw material will be cured and manufactured under the direction of Mr. Charlan.

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.

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.

TWO SPECIMEN RETAIL ADS.

A SHORT time ago I said I would design three or four retail advertisements and give "Reasons Why."

As will be noticed, two have been designed for this issue, one a Christmas announcement, the other a general grocery advertisement.

The Christmas advertisement is given on account of its especial appropriateness, and for similar reasons has been allotted the largest space. It has been constructed with an eye to seasonable phrasing, and so contains one or two general remarks and perhaps a little of what some grocers might style tautology.

But a Christmas advertisement must be

We Are Equipped

to supply you regularly with

**CHOICE GROCERIES
FRUIT AND FISH**

We are specialists in blending teas and coffees and have contracted for a new arrival of creamery butter each week.

Out-of-town Customers given good attention.

Prompt deliveries. Phone 458.

Carpenter & Son
McKenzie Square.

different from other advertisements. The writer must not be afraid to dwell on what he considers are strong points. The advertisement must have a persuasive tone. It must impress. It must rise above the commonplace. That is why I have done no particularizing and made no mention of prices.

Why should a grocer pay for printing details about his Christmas fruits, etc., when every person who will read his announcement will expect him to have variety? A great amount of grocery advertising should be treated as the major premise of a syllogism—taken for granted.

It will be seen that in the Christmas advertisement appearing on this page I have chosen to put force into words devoted almost to a single theme rather than to divide attention on a list of goods. It will be seen that I have chosen to lay stress on the necessity of getting satisfaction. The fact is, I have written in a way that I think would appeal to me if I were a buyer.

In only one instance has a special note been made in the Christmas advertisement. That is the reference to berry dishes, etc., for which reference there is a particular reason. The grocery store that keeps chinaware and such like commodities is apt to be passed over at Christmas time if there is a crockery store anywhere within reasonable distance. Hence the importance of riveting public attention in this way.

The general advertisement herewith given applies to almost any time of the year. It is framed chiefly on the basis of attracting the new dwellers in the community or the people who have no allegiance to one store. This advertisement is given the smallest space because it would likely appear quite often.

The references to tea and coffee and creamery butter, while perhaps in the ordinary case superfluous, are timely just here. Teas, coffees and butter are among the items on the grocery list that most people are particular over. New customers and "no allegiance" customers are usually "particular."

At other times I have said a good deal about the necessity of courting out-of-town trade. Naturally the general advertisement affords the most continuous opportunities for doing so. Hence my reference.

As will be seen, the typography of both the advertisements contributes its quota in the form of "first impression." Balance enhances or mars first impression. It is one of the greatest essentials in typography. The compositor with an eye to balance avoids, as much as possible, uneven lines, an excess of "turn-overs," disproportionate display, and irregular indentations.

"White space" is another important element in the advertisement. If all store announcements appeared next to reading matter white space would not be essential; but as this is never the case the marginal effect is essential as a force for individuality.

Thus shape is given to the advertisement and the continuity of thought preserved. This facilitates reading and strengthens the theme of the advertisement.

That is why you can grasp the contents of some advertisements quickly. And that is why—when there is no balance to the setting—you find everything in the advertisement appealing to your eye at once—one line detracting from the other, and the whole effect weak.

It is just as important that your advertisements should be well set as that they should be well written.

Both of these advertisements are open to criticism and may be entirely unsuited for the class of trade some grocers are doing. I know certain advertisements must have a little slang, others a lot of store talk, others, again, solid facts, no explanations, and many must be devoted principally to farmers. These advertisements have been designed for the majority but there ought to be in them something of value to all.

**Christmas Comes
But Once a Year**

Therefore, let us make the most of it, that our satisfaction be to the full. You want the very best goods at the fairest prices. I have the very best goods at the fairest prices, so you just want what I have.

**CHRISTMAS GROCERIES
FRUITS, CANDIES
NUTS, ETC.**

My assortment is choice and inviting—just so much more choice and inviting than other grocers' assortments as to be just that much better. If you would like to make a present of a Berry Dish I have an excellent selection, and Olive Trays, Salad Bowls, etc., also.

Will you call and see me around Christmas time and know wherein my store leads all the time?

JACKSON
Walnut and Farley Streets

I hope next week to give a design of a special sales advertisement.

A. A. B.

"TALKING OF ANTS."

The American truth-teller was in form. "Talking of ants," he said, "we've got 'em as big as crabs out west. I guess I've seen 'em fight with long thorns, which they used as lances, charging each other like savages." "They don't compare to the ants I saw in the east," said an inoffensive individual near by. "The natives have trained them as beasts of burden. One of 'em could trail a ton load for miles with ease. They worked willingly, but occasionally they turned on their attendants and killed them." But this was drawing the long-bow a little too far. "I say, old chap," said a shocked voice from the corner, "what sort of ants were they?" "Eleph-ants," said the quiet man.



Quotations on The following department apply to

Quotations for proppie etc are supplied by th agents, who alone are accuracy.

Baking P

- Ammonia Powder—
- Bee brand, 48 5c. pkg
- " " " 37 10c. pk
- " " " 10 25c. pk
- Cook's Friend—
- Size 1, in 3 and 4 doz. bc
- " 10, in 4 doz. boxes...
- " 2, in 5 " " "
- " 12, in 6 " " "
- " 5, in 4 " " "
- Found. tins, 2 doz. in case
- 12-oz. tins, 4 " " "
- 5-lb. " " " "

W. H. GILLA

- Diamond—
- 1-lb. tins, 2 doz. in case
- 1-lb. tins, 3 " " "
- 1-lb. tins, 4 " " "

IMPERIAL BAKI

- | Cases. | Size |
|--------|------|
| 4-doz. | 10c. |
| 3-doz. | 5-c |
| 1-doz. | 12-c |
| 3-doz. | 12-c |
| 1-doz. | 24l |
| 1-doz. | 5lb. |

JERSEY CREAM BA

- Size, 5 doz. in case....
- " 4 " " " "
- " 3 " " " "
- " 2 " " " "

OCEAN B

- Ocean Baking Powder,
- " " " " "
- " " " " "
- Borax, 1 lb. pack
- Corstarch, 40 pk
- Freight paid 5 p-s

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. 5, 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
 " " 37 10c. pkgs. " " " " 2 00
 " " 10 25c. pkgs. " " " " 1 75

Cook's Friend— Per doz.
 Size 1, in 3 and 4 doz. boxes... \$3 40
 " 10, in 4 doz. boxes... 2 10
 " 2, in 5 " " " " 0 90
 " 12, in 6 " " " " 0 70
 " 3, in 4 " " " " 0 45
 Pound tins, 3 doz. in case... 3 00
 12-oz. tins, " " " " 2 40
 5-lb. " " " " 14 00

W. H. GILLARD & CO.

Diamond—
 1-lb. tins, 3 doz. in case... \$3 00
 1-lb. tins, 3 " " " " 1 25
 5-lb. " " " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	12-oz.	1 75
1-doz.	18-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	24lb.	10 50
1-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size.	5 doz. in case	Per doz.
" 4	" " " "	0 75
" 3	" " " "	1 25
" 2	" " " "	2 25

OCEAN MILLS. Per doz.
 Ocean Baking Powder, 1 lb., 4 doz... \$0 45
 " " " " 1 lb., 5 doz... 0 90
 " " " " 1 lb., 3 doz... 1 25
 Borax, 1 lb. packages, 4 doz... 0 40
 Cornstarch, 40 lbs. 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 80
4 "	5 "	0 75
4 "	8 "	0 85
4 "	12 "	1 40
4 "	12 "	1 45
4 "	16 "	1 75
4 "	24-lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case
1 "	12 "	\$4 55

ROYAL BAKING POWDER.

Size.	Per Doz.
Royal-Dime	\$ 0 85
" 1 lb.	1 40
" 3 oz.	1 95
" 1 lb.	3 55
" 12 oz.	4 90
" 3 lb.	13 50
" 5 lb.	22 31

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Size.	Per Doz.
Cleveland's-Dime	\$ 0 93
" 1 lb.	1 33
" 3 oz.	1 90
" 1 lb.	3 45
" 12 oz.	3 70
" 1 lb.	4 55
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

Per doz.	
1-lb. tins, 4 doz. in box	\$3 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

Per doz.	
"Bee" brand, 48 5c. tins	\$3 50
" " 36 10 "	4 00
" " 24 15 "	4 50
"Beaver" brand, 24 15 pkts.	4 80



EAGLE BAKING POWDER.

Per doz.	
Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	3 25



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each... per lb. 16c	
"Sapphire"—14-lb. boxes, 1 lb. pkgs. per lb. 12c	
"Union"—14-lb. boxes, assorted 1 & 1/2-lb. pkgs., per lb. 10c	

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz., or 1 gross, 4 oz.	
Reckitt's Zebr paste, 1-gro. boxes, per gross.	\$10 20

JAMES DOME BLACK LEAD.

Per gross	
5c size	\$0 40
2c size	2 50

BORAX.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 15 oz., cases, 48 "	4 25

EAGLE BORAX.

Per doz.	
Cases of 5-doz. 5c. packages	\$0 45
" 5-doz. 10c.	0 50

Cereals.

Wheat OS, 5-lb. pkgs., per pkg.	0 08
" 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoas—
 Hygienic, 1-lb. tins... per doz. \$6 75
 " 1-lb. tins " " " 3 00
 " 1-lb. tins " " " 3 00
 " fancy tins " " " 0 25
 " 5-lb. tins, for soda water fountains, restaurants, etc., per lb. 0 50
 Perfection, 1-lb. tins, per doz. 2 40
 Cocoa Essence, sweet, 1-lb. tins, doz. 2 55

Chocolates—

Queen's Dessert, 1/2's and 1/4's	\$0 40
" " " " " "	0 40
Mexican Vanilla, 1/2's and 1/4's	2 25
Royal Navy Rock, " " "	0 25
Diamond, " " "	0 25
" " " " " "	0 25

Ingredients for cake—

Chocolate, pink, hazelnut color, 1-lb.	\$1 75
Orange, white and almond, 1-lb.	1 00

GRANULATED SUGAR Extra Standard A Strictly CANADIAN PRODUCT



As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num- Covers and	bered. Coupons
	bered.	numbered
In lots of less than 100 books, 1 kind assorted.	4c.	44c.
100 to 500 books	34c.	4c.
100 to 1,000 books	3c.	34c.

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 "
30 00 "	9 "
50 00 "	12 "



Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$8.40.

Infants' Feed.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	groats	1 75
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS.		Per doz.
Frank Magor & Co., Agents.		
Orange marmalade		\$1 50
Clear jelly marmalade		1 80
Strawberry W. F. jam		2 00
Raspberry " "		2 00
Apricot " "		1 75
Black currant " "		1 75
Other jams		\$1 50
Red currant jelly		2 75

T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 3 doz. in case,	per doz.	\$1 00
2-lb. tins, 3 doz. in case,	per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in	crate	0 06 1/2
7 and 14-lb. wood pails,	per lb.	0 06 1/2
30-lb. wood pails,	per lb.	0 06 1/2
Compound Fruit Jellies—		
12-oz. glass jars, 3 doz. in case,	per doz.	1 00
2-lb. tins, 3 doz. in case,	per lb.	0 07
7 and 14-lb. wood pails, 6 pails in	crate	0 06 1/2
30-lb. wood pails,	per lb.	0 06 1/2
Home Made Jams—absolutely pure—		
1-lb. glass jars (16-oz. gem) 3 doz. in	case	\$1 45
5 and 7-lb. tin pails, 8 and 9 pails in	crate	0 09
7, 14 and 30-lb. wood pails, 6 pails in	crate	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 75	
Dulce large cent sticks, 100 in box		...	

Lye (Concentrated).

GILLETT'S PERFUMED.	Per case.
1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetthey'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 25
" " 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 25
1-lb. tins	0 25
1-lb. tins	0 25 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 25
1-lb. tins	0 25
1-lb. tins	0 25 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25



Orange Meat.

Cases, 36 15c.	packages	\$4.50
5 case lots	4.40	(Freight paid.)
Cases, 20 25c.	packages	4.10
5 case lots	4.10	(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.	
"Anchor" brand 1-lb. glass	\$1 50
" " quart gem jars	1 40

T. UPTON & CO.

12-oz. glass jars, 3 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06 1/2
Golden shred marmalade, 3 doz. case,	per doz. 1 75

Pickles.

SHERPENS'

A. F. TIPPET & Co., Agents

Cement stoppers (pints)	per doz. \$1 20
Corked " "	1 00

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in	case)	\$1 65
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Soda.

COO BRAND.

Dwight's Cow Brand Soda

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 60	1-lb. and 60 1-lb.
pkgs.) per box, \$3 00.		
Case of 5c. pkgs. containing 96 pkgs., per	box, \$3 00.	

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	\$3 75
No. 2, " 120 1-lb. "	3 75
No. 3, " 60 1-lb. "	3 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	3 85
5 cases	3 75

"BEE" BRAND.

"Bee" brand, 50c., cases, 120 pkgs.	3 85
" " 10 oz., cases, 72 pkgs.	3 85
" " 15 oz., cases, 48 pkgs.	3 85

Quality has always been the strong feature with

BORDEN'S

"Eagle" brand Condensed Milk

and "Peerless" brand Evaporated Cream



There are no sellers in the Condensed Milk line that will show you profits and increase your sales like BORDEN'S

WILLIAM H. DUNN,

MONTREAL AND TORONTO

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders.

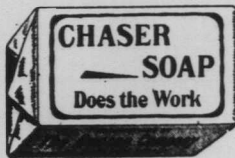
A. P. TIPPET & CO., Agents. Maypole soap, colors... per gross \$10 20

RABBITT'S.

Babbitt's "1776" 6-oz. pkgs. \$3.50 per box. 5 boxes a freight paid and half box free.



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.

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—No. 1 White or blue, 4-lb. carton... \$0 05

Ontario and Quebec. Brantford Starch—No. 1 White, 4-lb. cartons, 48 lb. 0 05

Stove Polish. Rising Sun Stove Polish. For durability and for cheapness this preparation is truly unrivalled.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec. Laundry Starches—Canada Laundry, boxes of 40-lb. \$0 04

Culinary Starches—Challenge Prepared Corn—1-lb. packages, boxes 40 lb. 0 05

ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec. Culinary Starches—St. Lawrence corn starch, 40 lb. 0 05

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)

In papers of 4 to 5 lbs. Per lb. Blue, white or assorted. 6c.

In Pictorial Cardboard Boxes—4 lbs. net weight... 8c.

Stove Polish. Rising Sun Stove Polish. For durability and for cheapness this preparation is truly unrivalled.



Per gross. Rising Sun, 6-oz. cakes, 4-gross boxes \$3 50



W. H. DUNN, AGENT. Enameline No. 0 38 4, bxs., ea. 3 ds. Enameline No. 0 65

MOTHER'S FAVORITE MELAGAMA TEA put up in 30, 60 and 100 lb. boxes.

Wholesale. Retail. Black, green, mixed, 1 lb. 0 18 0 25

Teas. SALADA CEYLON. Wholesale. Retail. Brown Label, 1 lb. \$0 20 \$0 25

KOLONA PURE CEYLON TEA. Ceylon Tea, in 1 and 1-lb. lead packages, black or mixed.

RAM LAL'S PURE INDIAN TEA. Royal yeast, 3 doz. 50. pkgs. in case... \$1 05

Cases, each 60 1-lb. \$0 35. Blue Label, 1 lb. \$0 18 \$0 25

LUDEWIG CEYLON, 1's AND 1/2'S PKGS. Blue Label, 1 lb. \$0 18 \$0 25

Wholesale. Retail. Red Label, 1-lb. and 1/2... \$0 35 \$0 50

E. D. MARCHEAU, Montreal. Japan Teas—"Condor" I 40-lb. boxes... \$0 42

"Condor" Ceylon black tea in lead packets. Green Label, 1/2, 1/2 and 1/2... 0 25 at 0 30

Black Teas—"Old Crow" blend—Bronzed tins of 10, 25, 50 and 80-lb.

THE EMPIRE TOBACCO CO., LIMITED. Smoking—Empire, 4s, 6s and 12s... \$0 46

Chewing—Currency, 12s. and 6s... 0 46. Old Fox, 12s... 0 49

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