

**PAGES  
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, APRIL 20, 1906

NO. 16

Keen's  
Oxford Blue



Should SELL  
Everywhere  
in Canada

Are you selling

The Best Laundry Blue?

**KEEN'S OXFORD BLUE!!**

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

About this time the grocer plans for his season's supply of

## STARCH

If your experience has taught you  
anything your orders will call for

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

A safe policy to pursue in such important lines is to buy the Best.

All Jobbers sell them.

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

Works,  
CARDINAL, Ont.

53 Front St. East,  
TORONTO, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29



## There's Money In It.

There's a large business to be done in Burton's All-Healing Tar Soap.

1. It is a pure high grade antiseptic soap.
2. The ideal soap for Doctors, Surgeons, Dentists, Medical Students and Nurses. With this class of people it sells largely.
3. Every home is visited by sickness or accident; therefore, Burton's All-Healing Tar Soap has a place in every home.
4. For cleansing the hair and scalp it is very beneficial.
5. It is used by many of the leading hospitals throughout Canada.
6. It bears a good profit and is a quick seller.

Vital reasons why you should sell

## Burton's All-Healing Tar Soap

One of the excellent lines manufactured by Albert Soaps Limited, Montreal

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

Manufactured by

THE

### CANADA SUGAR REFINING CO.

LIMITED

Montreal



Y. & S.  
SCUDDER  
M. & R.

STICK LICORICE

ACME PELLETS

M. & R. WAFERS

LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

## National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe

Selling Agent,

120 Church St., Toronto

# Molasses

We are prepared for

## SPRING TRADE

with a splendid assortment of the Standard Grades:

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

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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

# The Pickle and The "Thistle"

*Hannah's  
Scotch  
Pickles*

A good pickle is a hard thing to get hold of now-a-days. To be good a pickle must be sound, tart, crisp, palatable. Hannah's Scotch Pickles are all this and more. They are as good when the bottle is opened as the day they went into the bottle itself. That is because of the excellent high quality of the vinegar used. Packed in 10, 16, 20 and 30 ounce bottles and *packed right*.

ORDER NOW

*"Thistle"  
Maple  
Syrup*

Made by particular people for particular people. The real honest kind that brings one back to the old farm again with its grove of sugar maples on the "north" side of the hill. Maple Syrup with the real maple taste to it.

Pints, Quarts, Gallons or in Bulk.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal  
20½ Front St. East, Toronto



Manufacturers' Agents and Brokers' Directory

BARBADOES, W. I.

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

CALGARY

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

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

CHARLOTTETOWN, P. E. I.

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

HALIFAX, N.S.

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

MONTREAL.

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

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

**W. E. FELLOWES**

Manufacturers' Agent and Commission Merchant  
 6 St. Sacrament St. - - Montreal.

I am open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

TORONTO.

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

**W. E. BIDWELL**  
 Broker and Commission Merchant  
 27 1/2 FRONT ST. E., TORONTO  
 Calling on best Grocers and Mfg. Confectioners.  
 Could handle another first-class specialty for Manufacturers.

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

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

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

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

MOOSE JAW.

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

QUEBEC.

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

WINNIPEG.

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

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

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

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

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

**W. A. TAYLOR**  
 BROKER and WAREHOUSEMAN  
 243 Main Street  
 WINNIPEG, MAN.  
 HIGHEST REFERENCES

(Continued on page 52.)

# EXTRA FINE SIFTED PEAS, NO. 1

## SWEET WRINKLED PEAS, NO. 2

## EARLY JUNE PEAS, NO. 3

## STANDARD PEAS, NO. 4

We are delighted to know that the Retail Merchants, generally, are pushing the sale of the finer grades, which will mean **increased profits** and **satisfied customers**. Our orders through the Wholesale Trade within the past few weeks have been largely for the finer grades of peas, showing that the Retailers and consumers are benefitting by the knowledge of the difference in size and quality.

The brands are, viz :—

Group 1.—“Canada First” (Aylmer), “Little Chief,” “Log Cabin,” “Horseshoe” (Bowlby), and “Auto” (Canadian Cannery.)

Group 2.—“Lynnvalley” (Simcoe), “Maple Leaf” (Delhi), “Kent,” “Lion” (Boulter), “Thistle” (Brighton), and “Grand River” (Lalor.)

Group 3.—“Globe” (Schenck), “Jubilee” (Lowrey), “White Rose” (Lakeport), and “Deer” (Saylor.)

**EVERY TIN GUARANTEED**

# *Canadian Cannery, Limited*

**HAMILTON, CANADA.**

PRODUCE CO.

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Jobbers  
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## CEYLON TEA—Green and Black

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Perfect in growth.

Scientifically manufactured.

Absolutely pure.

Ideal cup results.

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**CEYLON TEA** the perfect self-tea

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NEW  
HOP  
OF

# FARROW'S *Real* MUSHROOM KETCHUP

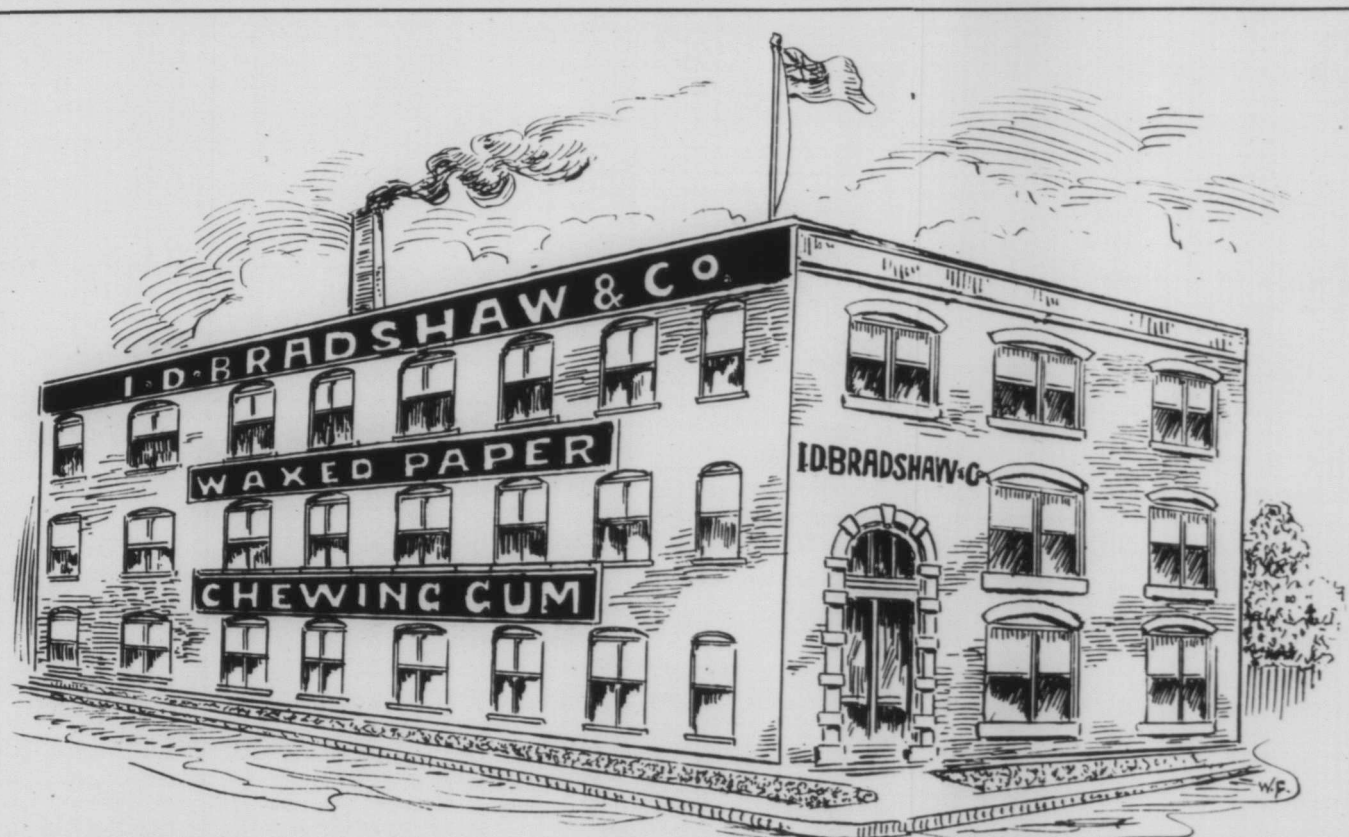
is absolutely pure and free from any foreign Acids, Salicylic or otherwise. Warranted. Purity certified by Sir Charles Cameron, C.B., Professor of Chemistry, R.C.S.I.

AGENTS WANTED EVERYWHERE

Apply **J. FARROW & CO., Mustard Makers**  
PETERBOROUGH, ENGLAND

ESTABLISHED 1833

The largest and best makers of Mushroom Ketchup in the world



NEW  
HOME  
OF

**I. D. Bradshaw & Co., Toronto** Cor. Atlantic and Pacific Aves.



# The Salt that Saves Money and Time for You

"Time is money"—save time then, and you save money too. Waste no time and you waste no money. Is it really worth while to spend useless energy in an endeavor to push inferior articles of trade? We think not.

Windsor Salt is the standard because so often used for comparison—you hear "as pure as Windsor Salt" used everywhere to-day. You don't have to argue with a customer over its merits—its quality is too well known. It's pure white, dry, crystalline. It is nothing but salt.

You lose more than we do by not stocking up with it—lose time, lose money, lose trade.

## Windsor Table Salt

THE CANADIAN SALT CO., Limited  
Windsor, Ont.

For genuine all round quality,  
style and satisfaction  
to consumer

# ROWAT'S

brands of  
**PICKLES and  
OLIVES**

are lines every  
grocer should handle.

Place a trial order with your jobber and insist  
upon getting

## ROWAT'S

## "EDINBURGH'S PRIDE"

EVERY BOTTLE OF



## Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

## Thos. Symington & Co. EDINBURGH

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# TO SAY THAT "SALADA"



Highest Award and Gold Medal,  
World's Fair, St. Louis, 1904

Ceylon Tea is "Good" Tea would only be a half truth, as it is not only "good" but positively incomparable in quality, value and every characteristic that goes to make a cup of tea in perfection— This is the secret of it's enormous sale and continental leadership.

Black, Mixed or } Sealed Packets only.  
Natural Green }

Wholesale terms from "SALADA," Toronto or Montreal.

It does not pay

**ROYAL  
YEAST**



to stock  
more than  
1  
kind of

**YEAST**

is the standard  
Yeast of Canada

You know it and  
your customers know it

WHY EXPERIMENT?

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

Toronto, Ont.

Chicago,  
Ill.

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



The best in pickles and relishes  
bear the mark on each bottle in red  
ink:

**STERLING  
BRAND  
PICKLES**

You will not be disappointed,  
no matter what kind you may choose.  
Simply make sure you've chosen  
"Sterling" goods.

—Made in Canada's great-  
—est pickle factory.

**THE T. A. LYTTLE CO., LIMITED  
TORONTO, CAN.**



# MAPLE SUGAR

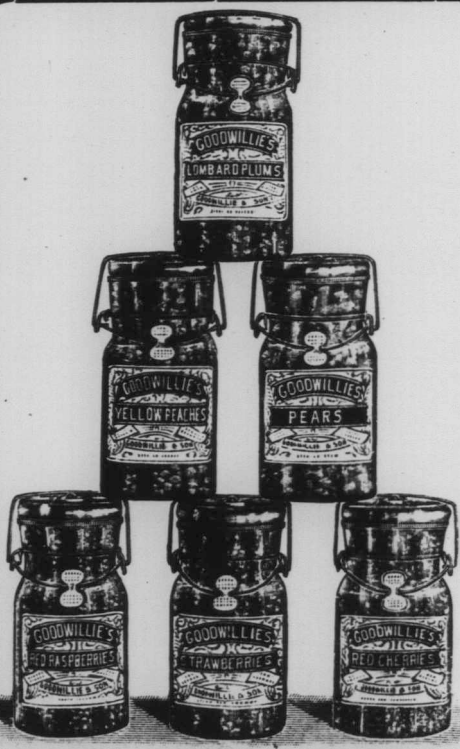
*Largest Exporters of*  
**PURE**  
**BEAUCE COUNTY**  
**SUGAR**

## D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA



THEY  
Sell  
Well

Show  
a Nice  
Profit.

Give  
Satis-  
faction.

WHY?

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



# EASY TO SELL

Because everyone knows  
that

## Paterson's Camp Coffee Essence

is the very best coffee essence  
on the market, and the price is  
reasonable.

ROSE & LAFLAMME  
Agents, - - - Montreal.



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## LARGE ADVERTISING

Goods with merit have a claim upon the progressive grocer's attention, but when that merit is exploited by the manufacturer with such liberal methods of advertising as we pursue with our well known and deservedly popular RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins the real live dealer must recognize the help we give him in selling the right Stove Polish. Largely increased sales support our policy of merit backed by extensive advertising.

**MORSE BROS., Props.,** - - **Canton, Mass., U.S.A.**

# THE BEST

It should mean much to you to know that your coffees are :

**First in Purity**  
**First in Uniformity**  
**First in Quality**

You are sure of this if they are Chase & Sanborn's  
 High-Grade Coffees.

# Chase & Sanborn

The Importers, - MONTREAL

**"EARTH HAS NOT ANYTHING TO SHOW MORE FAIR"**

than the price of Red Label Line.

**Blue Ribbon**  
**Ceylon Tea**

The price it is worth is 50 cents. The price it sells at is 40 cents.  
**RED LABEL** is the grocer's profit-maker. Are you taking advantage of the opportunity?

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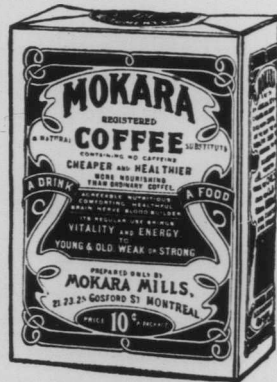


Part of every grocer's duty towards his customers is to be positive that the teas he sells them are **genuine** and satisfactory—

In **Green Teas** those of **JAPAN** stand out as the **cleanest, sweetest, purest** and **healthiest** for young and old—consequently

# JAPAN TEAS

are absolutely the most reliable to sell—If you have not had them in stock place an order with your jobber for some.



**Just a Splendid Line to Stock This Year**

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

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

Retails at 10c. pkge.

**Mokara Mills**

21, 23, 25 Gosford Street, - - MONTREAL

## OUR MOTTO

**THE BEST PRODUCT FROM THE PUREST MATERIAL**

We carry this principle into actual practice—every day.

The milk is procured in the richest dairy sections in Canada.

The strictest care is used in its selection—every can of milk is tested before it is received.

Manufacturing conditions are guarded at every point—our methods and appliances are the most modern and improved.

The net result is quality.

**"REINDEER" Condensed MILK**  
**"JERSEY" Sterilized CREAM**

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

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We are  
Wholesale  
Agents for

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# A SNAP

In Ceylon Tea to retail at a quarter

A genuine bargain.

Write quick, for sample

## Thomas Kinnear & Co.

WHOLESALE  
GROGERS

TORONTO AND PETERBORO

YOU ARE SELLING

### Chocolates and Cocoa

every day more and more.  
Have you sold the VERY BEST and finest of all

Swiss  
Chocolates and Cocoa?

That is

## SUCHARD'S

These are the premier brands the world over:

- Suchard's Soluble Cocoa
- " Milk Chocolate (full cream)
- " Velma " (the velvet chocolate)
- " Premium " (unsweetened)
- " Economique " (sweet)

Canadian Agents:

Write for particulars

**Frank L. Benedict & Co.**  
MONTREAL

### Purnell's Genuine Worcestershire Sauce



Shews a good profit

Never fails to  
give satisfaction.

Do You Stock it?

If not, mail your order  
to-day.

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

We are  
Wholesale  
Agents for

# MACKINTOSH'S

## TOFFEE

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO





# "PRINCE OF WALES" MOCHA AND JAVA **COFFEE** Packed In 1 and 2-lb. Tins

It is RICH, AROMATIC, DELICIOUS—prepared by a special process that removes all the chaff, parchment, etc. This costs us a little more; but the improved quality and steadily increasing demand show the wisdom. Are you handling it? A trial will convince you.

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

# GREIG'S WHITE SWAN PREPARED COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance, and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our **WHITE SWAN** guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

## THE ROBERT GREIG CO., Limited, WHITE SWAN MILLS, TORONTO

### *A Delicious Cup of Coffee*

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

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

### **S. H. EWING & SONS**

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

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.

# ST. JOHN EASILY FIRST

## Custom House Figures

Direct imports of Black and Green Teas from India and Ceylon to the following ports for the last fiscal year:

<b>St. John, N.B.,</b>	-	<b>4,453,898 lbs.</b>
<b>Toronto,</b>	-	<b>2,632,455 "</b>
<b>Montreal,</b>	-	<b>1,753,649 "</b>

St. John is the natural port for the importation and distribution of Ceylon and Indian Teas.

The growth of the business gives ample proof of this.

The Red Rose Tea business is here—the best location in Canada—right where rail and water transportation meet.

---

# T. H. ESTABROOKS

St. John, N.B.

Branches: Toronto, Winnipeg



## HANSON'S



**DRY COLD AIR PRINCIPLE**  
**Makers of the Best Refrigerators**  
 PRICES MODERATE

Write for a catalogue; it will not cost you a cent, and may be the means of doubling your Refrigerator sales.

Our cheapest goods have all Brass Trimmings. No Elm used in the construction of our goods. The cheapest made in ash and the better class in oak, lined with Galvanized Iron or vitrified enamel, insulated with mineral wool, automatic refrigerator traps.

**J. H. HANSON, 422 and 424 St. Paul St.**  
 MONTREAL

## EVERY USER OF TIN CANS

is invited to get ready for the coming season by ordering now.

You will make no mistake in placing your order with

## The Acme Can Works

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

**Acme Can Works, - Montreal**

## EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

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

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

**WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England**  
 We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.  
 We sell cost, freight and insurance. Western Union Code.  
 LONDON, LIVERPOOL, GLASGOW.

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

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

This space \$15 per year.

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

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

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

This space \$30 per year.

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

This space \$15 per year

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

This space \$30 per year.

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

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

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

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## Modern Merchandising

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### IF A MA

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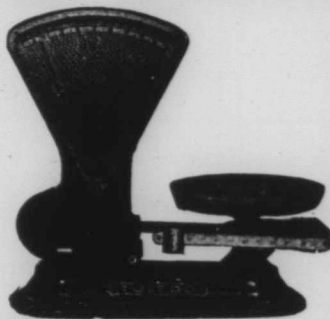
**THE EBY, BLAI  
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## TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

## FOR OVER 70 YEARS

the choice of all refined palates!

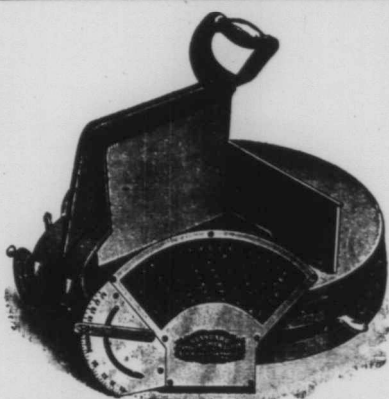


Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

## "LEA & PERRINS"

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

J. M. Douglas & Co.  
 Montreal Canadian Agents



## THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

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

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

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

### Modern Merchandising

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



#### IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.  
 C. O. BEAUCHEMIN & FILS, MONTREAL.  
 Wm. T. SLOANE, WINNIPEG, MAN.  
 ALLISON COUPON CO., Manufacturers.  
 Indianapolis, Indiana.

### W. P. KAUFMANN

19 Caer Howell Street, TORONTO

#### Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

## VICTORY DINNER RELISH



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

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

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

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ICKES & CO.,

15, EASTCHEAP, LON.

TREET, LIVERPOOL.

ons made in Canned

Vegetables. Consign-

respondence solicited.

\$30 per year.

VD & CO.,

LIVERPOOL,

l kinds of CANADIAN

references. Wide

D., 4th and 5th ed.,

Deber's Codes. T. A.

SKELL & CO.

LANTS, LIVERPOOL,

of Spare Ribs, Hocks,

did outlet for all kinds

Best prices—prompt

Established 1883.

erge's House,

HEAP, LONDON, ENG.

ers in Great Britain



DO YOU PREFER AN  
**Automatic Pendulum Computing Scale**



to any other style? If so be sure to get the best and at the same time the cheapest. — **We have it.**

**No. 103 DAYTON**

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.  
Full Capacity Thirty Pounds.  
Each Pound Same Width on Chart.  
Each Cent Indicated by a Line.  
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

**\$57.00**

Send a postal to The "Dayton"  
**THE COMPUTING SCALE CO.**  
OF CANADA, LIMITED  
164 King Street West, TORONTO

**COLES** Electrically Driven  
Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

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

**Our Grinders Wear Longest**



No. 65

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

GRINDING CAPACITY.  
Granulating 2 lbs. per minute.  
Pulverizing 1/2 lb. per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

**COLES MANUFACTURING CO.**

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

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

**JUST WHAT IS WANTED**

SPECIAL DUPLICATING

**Counter Check Books**

Made with alternate white and colored leaves, thus simplifying the system, and reducing the possibility of errors to a minimum.

You can have originals either white or colored; the same with duplicates. Made in various sizes.

We shall gladly send you sample and prices or have our representative call.

**The Garter-Crume Company, Limited**

Manufacturers of Counter Check Books of every description

TORONTO and MONTREAL

Why not handle the Best Goods,  
That give you the Best Profit,  
And that are the Best Sellers ?

That is

**Capstan Brand  
Worcestershire Sauce**

It Gives you 50% Profit

Ask your wholesale grocer  
for it or write us for prices

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



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

**JOHN Oakey & Sons, Limited**  
Manufacturers of

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

Wellington Mills, London, England

Agent:

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

**GROCERY BUSINESS  
FOR SALE**

Under instructions there will be offered for sale by public auction on Saturday, April 21, 1906, at 10 o'clock in the forenoon, upon the premises now occupied by him on King St., known as Watt's grocery store, the stock in trade, etc., of Fred H. Watt, grocer, Gananoque; the stock and fixtures amount to about \$1,500; the store is centrally located, and the business heretofore done has been about \$25,000 a year; this is a snap for a good man; the sale will be en bloc, and at a rate upon the dollar based upon stock list; parties preferring to do so may submit their offers by private tender; the stock in trade, fixtures, etc., and also the stock list can be inspected at any time, and all terms and conditions of sale made known upon application to E. M. Hiscocks, bailiff, or Jas. C. Ross, vendor's solicitor. Dated at Gananoque, April 9th, 1906.



**WILSON'S  
FLY PADS**

Annual sales many times larger than  
all other fly poisons combined.

**ADVERTISED**

Throughout Canada.



# RETAIL . . . BOOK-KEEPING

## The Crain Monthly Account System

has special advantages over all competitors in continuous systems. It includes :

**Ledger Sheets    Petty Ledger Sheets**  
**Notes and Drafts Sheets    Invoice Sheets**  
**Recapitulation Sheets**

in fact almost the entire business of a retail store can be kept in one binder. It is a labor saving system. One writing charges up and at same time makes out invoice, accounts are thereby always ready to render.

The strongest recommendations for the **CRAIN SYSTEMS** are our well pleased customers from Halifax to Vancouver. If we have a representative in your city call him up, or write us direct.

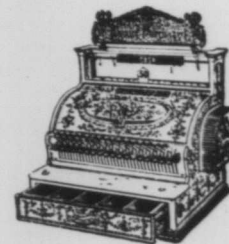
**THE ROLLA L. CRAIN CO., Limited, OTTAWA CANADA**

**BRANCHES and AGENCIES:—Toronto Office—18 Toronto St. Montreal Office—74 Alliance Bldg., 107 St. James St. Winnipeg Office—Sylvester-Willson Bldg. St. John, N.B.—Schofield Bros. Vancouver, B.C.—White & Bindon.**

## Customers are Gained by

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

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



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

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

*Tear off here and mail to us today*

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

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

Name

Address

No. of men





Walker Bin Interior.

## CONSIDER THE LOSS

that results each year from an untidy, unattractive and inconvenient store—

- Loss from shrinkage
- Loss from dirt
- Loss on shelf-worn stock
- Loss of time and labor
- Loss of customers
- Loss of PRESTIGE

### The Cost of Installing Walker Bin Fixtures

providing attractiveness, cleanliness and convenience IS SMALL IN COMPARISON.

They not only increase business, but give CHARACTER to it.  
Write for Illustrated Catalogue. Spring is the best time

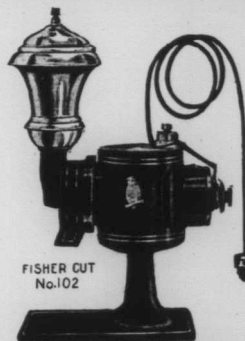
**THE WALKER BIN AND STORE FIXTURE CO., LIMITED**  
BERLIN, - ONTARIO.

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

THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.  
Beats gas, electricity, or coal oil.  
Satisfaction guaranteed. Catalogue on request.

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

## ELECTRIC POWER COFFEE MILLS



FISHER CUT No.102

This cut shows one of the designs we are making.

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

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

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

## TWO BIG SELLERS

# Maple Cream Hearts Twin Block Pure Maple Sugar



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

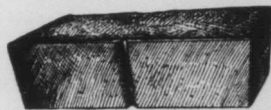
Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - **\$3.00**

Profit to Retailer in one

Case - **\$1.00**

### BEWARE OF IMITATIONS

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

**ALL JOBBERS HANDLE OUR GOODS**

**SUGARS, LTD., MONTREAL, P.Q.**

HO



Is fa  
Are  
pleas

MIN

# HOLBROOK'S

GENUINE Worcestershire

# SAUCE

HAS THE

## LARGEST SALE

IN THE

## WORLD



and is made and bottled in England.

Pause a moment and compare it with other sauces, **then** you will learn the secret of its success — and it sells for 25c. per bottle.

Samples and Prices from

**HOLBROOK'S LIMITED, - - 28 Front Street E., Toronto**

**Mother's Favorite**

## “MELAGAMA” CEYLON TEA

Is fast becoming **the** tea of Canada. Sales are increasing in every district daily. Are you handling it? If not, let us hear from you. There's money in it, as well as pleased customers. We are also large handlers of all lines of Bulk Teas.

SEND FOR SAMPLES

**MINTO BROS.,**

**TORONTO**



## Syrup sells fast these days

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

### Aurora Brand Corn Syrup

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

Also

### Aurora Maple Syrup

with the true smack of the sugar bush about it.

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

See our travellers—write us.

## W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

## FOR SPRING TRADE

We have a full assortment of canned fruits, also the following **bottled goods** put up by E. D. Smith of Winona (pints and quarts):

Peaches, Pears, Plums,  
Raspberries, Blackberries,  
Strawberries and Cherries,

ALSO

Wagstaff's Fig and Lemon Marmalade

## LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON,

ONT.

## CROCKERY = DEALERS

Have you ever examined our line of

### English Black Rock Teapots?

We have splendid varieties of both **PLAIN** and **DECORATED**, at prices which will surprise you. Ask to see them.

THE JOHN L.

## CASSIDY

CO., LIMITED,

MONTREAL

## ORDER NOW—

You will soon need a full line of Brushes, etc., for Spring House-cleaning. We are well prepared to fill your orders for all kinds of

## BRUSHES

WHITE WASH  
KALSOMINE  
SCRUBS  
STOVE  
SHOE

We guarantee the Quality of every Brush we sell—

OUR PRICES  
ARE RIGHT  
OUR VALUES  
UNEQUALLED

## THE EBY, BLAIN CO., LIMITED

Wholesale Grocers,

TORONTO

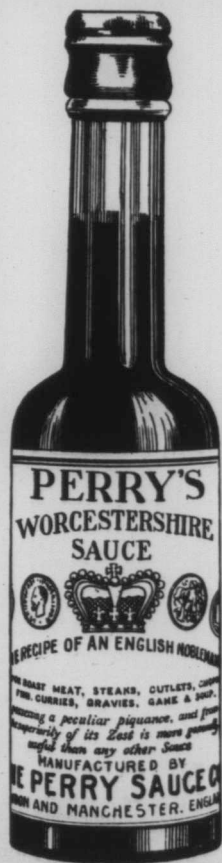


# MINT SAUCE

*Something new in the sauce line  
A very high-grade attractive line  
A sure seller on sight  
Particularly seasonable*

*Our travellers have samples*

**JAMES TURNER & CO.  
HAMILTON**



"Perry's Sauce is always good  
To use with Fowl and all such  
food."

The people are asking for

**Perry's  
Worcestershire  
Sauce**

Knowing this fact he is a wise  
grocer who prepares for custom.

We are selling agents for **Perry's  
Worcestershire Sauce** and have  
every reason to believe it has no  
superior anywhere.

The sauce is fairly priced. It is  
sure to sell in your store.

We shall be pleased to send you  
prices.

**Taylor & Pringle Co.**

Limited

Manufacturers of *Queen Quality  
Brand Pickles*

**OWEN SOUND, ONT.**

Selling Agents.

# Tartan BRAND

*The Sign of Purity*

Specials in **Maple Syrup**  
" **Canned Goods**  
" **Prunes and Figs**

**Wagstaffe Fig and Lemon Marmalade**  
IN GLASS, IS DELICIOUS

Phone 596, our expense, for particulars.

**BALFOUR & CO.**

Wholesale Grocers

**HAMILTON, ONT.**



## DISSOLUTION OF THE CANADA GROCERS, LIMITED

For personal, rather than business, reasons the Canada Grocers, Limited, will, on May 1, dissolve into its ten constituent wholesale grocery houses, taking as a basis of dissolution the company's position according to the annual statement of January 1. That this action would be taken was known some months ago, but the public announcement of it was not made until last week's issue of The Grocer.

"The company is disbanding," said its vice-president, Lieut.-Col. Davidson, of Davidson & H. "not because it has not been successful, but on account of the desire of some of the members to dissociate themselves from an unpleasant association."

On another occasion he assigned as the reason for the move Amos III, 3, which runs: "How can two walk together except they be agreed?"

### Paid Seven Per Cent.

The company's success is evidenced by the fact that it has paid 7 per cent. half yearly on its preferred stock since its organization two and a half years ago, and one half year the dividend was at the rate of 9 per cent. In addition to that a reserve of \$100,000 was accumulated and \$50,000 was expended in improvements and alterations to offices and warehouses.

The firms included in the company were Lucas, Steel & Bristol, Hamilton; John Sloan & Co., Toronto; Balfour & Co., Hamilton; Warren Bros. & Co., Toronto; James Turner & Co., Hamilton; the Davidson & Hay, Limited, Toronto; W. H. Gillard & Co., Hamilton; Edward Adams & Co., London; J. F. Smyth & Co., Windsor; W. H. Gillard & Co., Sault Ste. Marie; James Turner & Co., Calgary, N.W.T.; W. Somerville & Co., fruit exporters, Hamilton; W. Somerville & Co., coffee and spice mills, Hamilton; John Sloan & Co., Belleville, Ont.; the Red Feather Tea Co., Toronto.

### How it was Organized.

The Canada Grocers, Limited, was organized in 1903, by Mr. Lets, an American, who had previously organized the National Grocers, Limited, of Chicago, and since committed suicide. The capitalization was \$5,000,000, half preferred stock and half common. The amount actually issued was \$1,000,000 of each. Each firm that entered the organization sold its business to the company, receiving payment in cash for their properties and stocks, and common stock for good will. Then each member of the company purchased what amount of preferred stock he desired. Some, in this way, put back into the company all they got for their business, others only part. Each business then became a branch of the Canada Grocers, Limited, and the former owner became manager.

### What it was to Do.

The organization was expected to prove an economical advantage in two directions, buying and management. It is claimed by the officers that the expectations in regard to combined buying were fully realized, and that the expected economies of combined management, while of necessity slower of realization, were maturing. This latter, however, even some of the members of the company doubt. For instance, one stockholder said:

"The largest saving was expected in travelers' salaries, but there are just as many travelers on the road now as when the company started. Two of the largest Ontario houses did not come in and every branch had to keep all its men on to hold its own."

### The Jealous Eye.

A shrewd observer on the street said: "Instead of minimizing competition the organization fostered it. Each branch was anxious to make a better showing than the others, and it didn't hurt as much to see business go to a rank outsider as to another member of the combination."

But that's not how an officer of the corporation states the case in regard to travelers. The intention, he said, was that instead of having half a score of travelers all representing various branches of the Canada Grocers calling on the trade in one town the same day, to have one man call each day. Of course at first each traveler would represent his own branch, but gradually the trade would be educated up to regard the Canada Grocers as one concern, and so the number of travelers would eventually be greatly reduced.

### Two Wrong Ideas.

Two very erroneous ideas are abroad with regard to the Canada Grocers. One is that the company is in some way connected with the Dominion Wholesale Grocers' Guild, and the other is that the dissolution is in consequence of the proceedings taken against the officers of the guild, on a charge of conspiracy, at Hamilton. The Canada Grocers, Limited, has no direct or indirect relation with the Guild, and the decision to dissolve was arrived at before the proceedings at Hamilton were thought of.

While each of the firms comprising the company will take back its business, the company will be continued in order that advantage may still be taken of benefits not incompatible with individual management. All the present members of the company will remain in. It may be assumed that when each business is operating independently the personal idiosyncracies which made combined management distasteful to some will not be obtrusively apparent. Just sufficient capital will be retained to do the business required.

### Officers of the Company.

The present officers of the company are: President, Geo. Bristol; vice-president, Lieut.-Col. Jno. I. Davidson; directors, Alex. Turner, John Sloan, Warren Kitson, William Logan, H. C. Beckett, Jas. Somerville, R. T. Steele, R. A. Lucas, F. Smye, S. Scream, T. Turnbull, J. F. Smyth, Lloyd Newburn, S. Vila, Wm. Somerville.

### Effect on the Trade.

To the statement that all the firms in the corporation will take their businesses back there is one possible exception. One of the men in the trade in Toronto desires to devote his energies in another direction, and may not buy back his business. In that case the company will wind it up, it is said, rather than try to find another buyer. "What effect will the dissolution have on the trade?" the manager of a prominent house was asked.

"None at all," he replied. "It had no effect going in; it'll have none going out."

This very aptly presents the view of the trade generally.

There is much scepticism outside the corporation as to the advantages of combined buying. "I could underbuy them every day in the week," said the head of one firm. There was also a tendency on the part of the importing brokers to hold aloof from such a co-operative effort, and the brokers have an organization of their own.

### BARBADOES MOLASSES HIGHER

A recent cable received stated that the market had advanced 1c. at the islands owing to active buying for Newfoundland, and the fact that the crop was about three-quarters sold. This advance at the islands is equal to practically 1.30 per imperial gallon landed, and would make the laid-down cost about 25½c. Owing to short quantity of molasses from the other islands it is quite probable that higher prices will yet be paid for the balance of the crop.

Since writing above other cables have been received advising that planters were unwilling to sell, and as there were several buyers, high prices were expected shortly.

### C. M. A. MEETING.

The Canadian Manufacturers' Association held its monthly meeting on April 10. Although several matters were discussed, nothing, however, was done, the matters being carried over to the next meeting. J. H. Sherrard, of the Ideal Bedding Company, was elected to fill the vacancy caused by the resignation of W. P. Coleman, of the Canada Car Company, whose resignation was accepted.

### HOW TO

If a bargain is to be made, it must be given in its own right. The only way to get it is to give it in its own right. I assume, if you gain department profit is to be primary.

And the result of the installment is its own right. The only way to get it is to give it in its own right. I assume, if you gain department profit is to be primary.

The very thing that you want is to get it in its own right. The only way to get it is to give it in its own right. I assume, if you gain department profit is to be primary.

Your business will always be simple to do for the customer where custom will buy in its own right.

No matter how big the department, if you want to get it in its own right, you must give it in its own right. I assume, if you gain department profit is to be primary.

The first thing that you want is to get it in its own right. The only way to get it is to give it in its own right. I assume, if you gain department profit is to be primary.

The main thing is to get it in its own right. The only way to get it is to give it in its own right. I assume, if you gain department profit is to be primary.

A bargain is to be made, it must be given in its own right. The only way to get it is to give it in its own right. I assume, if you gain department profit is to be primary.



## PROGRESSIVE RETAILING

### HOW TO CONDUCT A BARGAIN DEPARTMENT.

(By E. J. Hale.)

If a bargain department is worth instituting at all, it is worth instituting right. Then it is necessary for you to give it enough of your time and personal attention to keep it going right. I assume, if you should open up a bargain department, it is primarily to help your business in general, and that direct profit is to be incidental rather than primary.

#### Have it well Placed.

And the first thing necessary for you in the institution of a bargain department is its location. By having it properly placed in your store, you score one of the points that assures success.

The very best place for it is down through the centre of your store where all who enter may see it, and be coaxed from a shopping into a buying mood. What is use of offering real bargains unless you put them where they can be seen by the largest possible crowd.

Your bargain department should and will always draw people to your store simply to see what you have on sale for the day. Put the bargains out where customers can see them and they will buy in other lines.

#### No Expensive Fixtures.

The fixtures for your bargain department need not be expensive, although I would advise you to have them as substantial and attractive as your own better judgment and ability dictates. You can make these fixtures yourself, and all that will be required will be some single, some double and some triple tables. You can even use goods boxes to good advantage. And where they are used, it would be well enough to procure some nice and attractive wall paper and paper them. Your customers then will never know the difference, and if they do, what does that matter?

#### First Loss the Best.

The main object of a bargain department is to close out "stale" goods. However, in offering these stale or shelf-worn goods, you should mix in some bright, catchy and up-to-date goods, also, in order to make a nice showing. You can hardly expect to get regular prices for these "stickers." Better sell them at some price and put the money back in other goods which you can turn over, and on which you can make a profit.

A bargain department provides an easy avenue of escape for broken lots and slow sellers from all over the store, provided you keep the counter spiced up

with a few good, cracking values at all times, so that people will always look there with the expectation of finding real bargains. Of course, commonplace goods offered in a commonplace way will not do the work.

#### Keep it Alive.

Whatever you do, don't let your bargain department get stale. Always show something new. Shift your goods frequently. This week have glassware in the front and next week in the rear. Change the show cards. Give things a "different" look. Accustom people, your people, to expect something new and good every time they pass by your bargain counter. If you don't, it will soon get like any other department in your house—to be visited only when particular goods are needed.

The purpose of your bargain department is to interest people—to remind them of things they need—to get them started in buying—to sell them something that is a real bargain so that it will bring them back to your store when they need anything in your line.

#### Have a Reserve Line.

When you receive a shipment, don't display everything at once! But hold back some for to-morrow and the next day. Above all, change your leaders often! Transfer a 10c. item to a 5c. counter and mark it "special for to-day." To-morrow have it back on the 10c. counter. Then put something else on the 5c. counter equally as good.

### SECURING MORE BUSINESS FOR THE RETAIL STORE.

By R. E. Taylor.

Retail dealers have been complaining a great deal lately of department store competition, and some have even gone out of business on this account. I have found, however, by pushing my business and giving careful attention to the smallest details that the department store is not the bugaboo it is held to be by many in the trade. This competition can be successfully met by retail dealers, but it cannot be done with the tactics used 20 years ago. They must adopt some of the methods used by the managers of the larger class of stores. And these will also be found advantageous by dealers throughout the country, even where department store competition is not felt.

I have given more attention to arranging my show window displays and to getting out printed matter, which I take care to have carefully distributed throughout the neighborhood served by my store. This printed matter has

brought results that are very gratifying, and I think that as time passes it will prove more and more profitable and pay larger returns for the time and trouble taken to put it out. I have arranged a book containing lists of kitchen outfits for city homes and country cottages. This is a small book of about 30 pages, and contains price lists of five different housekeeping outfits, arranged for kitchen use and general housekeeping work. These vary in price from \$1.50 to \$16. It will be well for all dealers to make such a list for their own personal use, if for nothing else, showing what a variety of furnishing goods may be bought for \$16. Copies of these goods are wrapped up with articles of merchandise that are sent out, and I can testify that the results coming from people who have received them are very pronounced. People call to see my 73-cent aluminum covered saucepan, or they mention a specific article with the price given in the catalogue. This enables me to trace very readily the work done by the printed matter. By having a printed list the housewife realizes the things she is out of and can find the price of any article desired.

My show windows are carefully filled with seasonable goods appealing to the housewife, and care is taken to change the display frequently. One week agate ware is used entirely, while the next week nickel plated copper ware is presented. Kitchen utensils made of aluminum are now becoming cheaper in price and people are beginning to realize the many advantages of this ware, and take to it readily. I have had more profit resulting from the sale of aluminum ware during the past year than from any other line of kitchen utensils carried. Then, too, there is another advantage in handling it, for it is not liable to be cracked while on the shelves, as is enameled ware.

#### FAILURE.

What is failure? It's only a spur  
To a man who receives it right,  
And it makes the spirit within him stir  
To go in once more and fight.  
If you never have failed, it's an even  
guess  
You never have won a high success.

What is a miss? It's a practice-shot  
Which we often must make to enter  
The list of those who can hit the spot  
Of the bull's-eye in the centre.  
If you never have sent your bullet wide,  
You never have put a mark inside.

What is a knock-down? A count of ten  
Which a man may take for a rest.  
It will give him a chance to come up  
again  
And do his particular best.  
If you've never been bumped in a ratt-  
ling go,  
You never have come to the scratch, I  
know!



## IDEAS FOR THE INDUSTRIOUS

### SUCCESS IS POWER.

"Strength is success. Strength to be, strength to do, strength to love, strength to live. It is not happiness, it is not amusement, it is not content. These will come, but they are not the object."

That is Dr. Edward Everett Hale's definition of success. Success, he continues, is the real object in life. All the other definitions fail. When people say that men live to be happy, they do not express what they mean. A man's real motive should be the use of every power he has to the best he can achieve with it. And we shall gain a great deal in the management of life if we can keep this motive and this object in mind. "I mean to train my hand and my eye to the best they can do. I will make the best of my body." And so again, "I mean to train my mind for the best it can do, to reason, to remember, to plan." And that he may keep body and mind up to the mark in this way, a man resolves to keep his soul, which ought to be master of mind and body, to the very best. "Here am I," the man says. "The body and the mind are my two tools. They shall be the very best I can make them, and shall meekly obey me, who am their master."

### Master of the Business.

In endeavoring to solve the great problem, it is well to keep Doctor Hale's wisdom in mind. Success is power. Deep in the human mind is the desire for power. All wish to attain to some measure of it. The soldier who fights a good battle and is victorious is powerful. The mechanic who is the master of his trade is powerful and is a success. Every man who has developed his faculties to the best of his possibilities must be, and is, successful. There is no need for any man to envy another because that other has achieved greater fame, made more money or stands more prominently before the public in a political capacity.

### Education a Great Factor.

Every young man should determine to be practical—even poets can be that. Every young man should learn to concentrate. The better his education, the farther along life's highway he will get in the span of years allotted to him, be they few or many. The education is the foundation. He should know himself. He should study his capacity and his limitations. A man undersized cannot be a soldier, nor a man with a crippled leg a sprinter. So there are limitations to the range of mental capacity. Knowing himself, he should strive to utilize whatever ability he possesses to the utmost. Concentrate upon a pur-

pose and stick to it in the face of all obstacles. Hold to the theory that every man has a right to succeed—to use all his powers to the best advantage. Happiness and content will be met with at many a turn along the way.

### THE MAN WHO FALLS OVERBOARD

A big business is a steamboat bound for a port called Success. It takes a large force of men to operate this boat. Eternal vigilance is not only the price of liberty, but is the price of every other good thing, including steamboating.

To keep this steamship moving, the captain requires the assistance of hundreds of people who have a singleness of aim—one purpose—a desire to do the right thing and the best thing in order that the ship shall move steadily, surely and safely on her course.

Curiously enough, there are men constantly falling overboard. These folks who fall overboard are always cautioned to keep away from dangerous places, still there are those who delight in taking risks. These individuals who fall off and cling to floating spars, or are picked up by passing craft, usually declare that they were "discharged." They say the captain or mate or their comrades had it in for them.

I am inclined to think that no man was ever "discharged" from a successful concern—he discharges himself.

When a man quits his work, say, oiling the engine or scrubbing the deck, and leans over the side, calling to outsiders, explaining what a bum boat he is aboard of, how bad the food is, and what a fool there is for a captain, he gradually loosens his hold until he falls into the yeasty deep. There is no one to blame but himself, yet probably you will have hard work to make him understand this little point.

When a man is told to do a certain thing and there leaps to his lips or even his heart the formula, "I wasn't hired to do that," he is standing upon a greased plank that inclines toward the sea. When the plank is tilted to a proper angle, he goes to Davy Jones' locker, and nobody tilts the fatal plank but the man himself.

And the way this plank is tilted is this: The man takes more interest in passing craft and what is going on on land, than in doing his work on board ship.

So I repeat: no man employed by a successful concern was ever discharged. Those who fall overboard get on the greased plank and then give it a tilt to starboard.

If you are on the greased plank you had better get off from it, and quickly, too.

Loyalty is the thing—faith. — Elbert Hubbard.

### MARK TWAIN'S SERVANT.

Mark Twain has just lost a servant who has been in his employ since the day of his marriage; and, while attending his funeral, the philosopher-humorist uttered a tribute to the dead man which could not have been higher. "In all the time he was with Mrs. Clemens and myself he never ran out. I have had other servants who would say, 'Mr. Clemens, I forgot, and there isn't a cigar in the house,' but that never happened with Patrick McAleer, for he never forgot anything, and I never had to give him an order."

Think of that! "I never had to give him an order." What would the average employer give for a man like that? There are lots of men who can do a thing after they are told with exactness what they are wanted to do. But the man who can divine what is wanted and have it done and ready before the need is felt—that man is beyond price!

It is no wonder that Mark Twain said that "his life ought to rank with that of great soldiers, statesmen and chief justices, for they were no more proficient in their professions than he was in his." "He was with me last summer in Dublin, N.H.," Mr. Clemens proceeded. "I did not give him an order during the summer; and he did not need one."

Of course, one man must learn a great deal about another man's mind before he can fit into it like that; but how many men can learn this lesson in a million years? Ah! but, you say, every man does not want to be a servant. Doesn't he? What man is not a servant in his need to please other people? The successful departmental store king—isn't he a servant? Must he not know what his customers want and get it for them before they ask for it, if he is to succeed? Must he not serve the public through the whole summer and the whole winter "without an order?" The merchant who waits to do things until he is "ordered," is soon ordered off the premises.

It is this ability to catch in advance the mind of another which makes the invaluable servant, the successful merchant, the great politician. An employer who can find such a man has added immensely to his own productiveness; for when he must explain in detail everything he wants done, he almost might as well do it himself. Mark Twain did not put the value of his old servant too high. He was fit to "rank with statesmen and chief justices." His epitaph might well be—"He never ran out."—Montreal Star.

AFTER making the net i such inve ledger accounts opening entry.

Below will business of Mr. guidance of the accounts, as tr: business :

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The followir ing or crediting etc.:

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The balance present worth

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Credit this all goods retur or damage.

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Charge this are made whic Account No

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Account No and acceptance

Charge this ceived, creditin credit "bills r

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# BUSINESS MANAGEMENT

By Howard R. Wellington.

(Continued from issue of April 6th.)

**A**FTER making the opening journal entries showing the net investment in the business and of what such investment consists, it is necessary to open ledger accounts for the various titles represented in the opening entry.

Below will be found the accounts necessary in the business of Mr. J. M. Russell, and simple rules for the guidance of the merchant in debiting or crediting these accounts, as transactions arise in the ordinary course of business:

This set of accounts will be used later on in the series showing transactions for a period posted up and the books closed, showing trading account, profit and loss account, and balance sheet.

The following rules may be used as a guide in charging or crediting the various accounts, numbered 1, 2, 3, etc.:

Account No. 1.—It is not necessary to make any further entries in this account until the close of the year, when the net profit is transferred from profit and loss account.

The balance in the account at present shows the present worth of Mr. J. M. Russell.

Account No. 2.—The cash account is usually carried in a separate book, although the principles involved are exactly the same. Debit cash for all cash on hand or in bank at commencement. Debit cash for all currency, money orders, cheques, drafts received. Credit cash for all cash paid out or cheques issued. (Specimen cash books will be taken up later).

Account No. 3.—Debit merchandise account at commencement of business for amount of merchandise on hand, as shown on stock sheets.

Debit this account for all merchandise purchased and also for goods returned by our customers.

Credit this account for all goods sold and also for all goods returned to other parties on account of defect or damage.

(The best methods of recording sales will be described later).

Account No. 4.—Debit equipment account at commencement for value of rigs, horses, harness, office and store fittings.

Charge this account from time to time as additions are made which increase the value of the equipment.

Account No. 5.—(Same as No. 4).

Account No. 6.—Charge this account with such items as salaries, light, taxes, rent, insurance, postage, stationery and sundry current expenses.

Account No. 7.—Debit at commencement for all notes and acceptances on hand.

Charge this account as drafts are made or notes received, crediting the customer. When the notes are paid, credit "bills receivable" account in the cash book.

This account may be kept in the general ledger or in a separate book, as desired. (A design for each will be given later).

Accounts Nos. 8, 9, 10, 11.—These are ordinary accounts with customers, showing balances owing, to which is added purchases from time to time.

Account No. 12.—The "bank," or "bank discount" account is credited with the amount borrowed, showing as a liability to the business.

Account No. 13.—Credit bills payable account with acceptances of drafts or notes issued by us, charging the party to whom note is given.

When note becomes due and is paid, bills payable account is debited and cash is credited.

Accounts Nos. 14, 15, 16.—These are ordinary creditor's accounts showing balances due to others, to which is added amount of subsequent purchases.

Date	Dr.	J. M. Russell Capital	Cr.	Date	Dr.	J. M. Russell Capital	Cr.
1906				1906			
Jan 1	Liabilities	J. 335000		Jan 1	Assets	J. 1737000	
(2)					Cash		
Jan 1	Overland	J. 56000			Overland		
(3)					Overland		
Jan 1	Overland	J. 25000			Overland		
(4)					Overland		
Jan 1	Overland	J. 60000			Overland		
(5)					Overland		
Jan 1	Overland	J. 30000			Overland		
(6)					Overland		
Jan 1	Overland	J. 115000			Overland		
(7)					Overland		
Jan 1	Overland	J. 8000			Overland		
(8)					Overland		
2/5/06	to Jan	100-			Overland		
1/3/06	to Jan	60-			Overland		
12/16/06	to Jan	40-			Overland		
(9)					Overland		
1906	G. Brown	J. 40 50			Overland		
(10)					Overland		
1906	J. Jones	J. 50 00			Overland		
(11)					Overland		
1906	J. Best	J. 50 50			Overland		
(12)					Overland		
1906	J. Best	J. 30 00			Overland		
(13)					Overland		
1906					Overland		
Jan 1	Owe.	J. 200000			Overland		
(14)					Overland		
1906					Overland		
Jan 1	Owe.	J. 5000			Overland		
(15)					Overland		
1906					Overland		
Jan 1	Owe.	J. 10000			Overland		
(16)					Overland		
1906					Overland		
Jan 1	Owe.	J. 4500			Overland		
(17)					Overland		
1906					Overland		
Jan 1	Owe.	J. 4000			Overland		
(18)					Overland		
1906					Overland		
Jan 1	Owe.	J. 3500			Overland		
(19)					Overland		
1906					Overland		
Jan 1	Owe.	J. 2000			Overland		
(20)					Overland		

(To be continued.)



**CALIFORNIA FRUIT PROSPECTS.**

The following early estimate of the conditions of the prospective California crops has been received at the office of The Canadian Grocer:

Although too early to give positively or definitely the size of the crops of fruit of the different varieties we will have in the state this year, we can give an outline with a good degree of accuracy, and barring unusual occurrences, general conditions, considering all districts as a whole, will be about as below indicated.

**CHERRIES**—The very early varieties will be light, while black Tartarians are fair to good crop. It is too early to declare firmly on Royal Anns, but they promise a very good crop indeed. The first express refrigerator carload will go forward about May 1.

**APRICOTS**—Very light crop, in fact in some places in the shipping districts a complete failure.

**PEACHES**—Very early varieties such as Alexanders, Hales, Triumph, Imperial and St. John, good crop. Crawford's, Fosters, Susquehannas, Elbertas, etc., fair to good. Late Crawford's, Picquets and Salways, fair. Clings, light to fair. There will be the usual quantity of peaches for shipping purposes.

**PLUMS AND PRUNES** — Excepting Clymans, the very early varieties such as Abundance, Botan and Red June are light. Burbank, Tragedy, Climax, etc., fair to good. Wickson, Satsuma and Kelseys, very light, while Purple Duanes, Gros, Egg, German, Fellenburg, Giant, etc., are very good.

**BARTLETT PEARS** promise good crop. The percentage of damage by blight in the heavy producing districts is small, so that we should have a good output this year.

**GRAPES**—Prospects in all districts splendid. No damage reports whatsoever.

**RAINFALL**—We have had plenty of rain to mature all crops even if no more should fall.

**DATE OF RIPENING**—The rain and cool weather have retarded growth somewhat and the season, comparatively, now appears to be about ten to fourteen days later than last. In other words, instead of being quite early it will be about normal or a little earlier.

**CALIFORNIA FRUIT DISTRIBUTORS.**

**COMPANIES INCORPORATED.**

Provincial charter has been granted to the Belleville Fruit & Vinegar Company, Limited, to carry on the business of manufacturers of jams, jellies, canned, dried and evaporated fruits, cider, vinegar, and other fruit products, and to produce, purchase, sell, prepare and deal in fruits of all kinds and fruit products, with incidental and subsidiary powers. The share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, of which two hundred shares to be preference shares, the head office of the company to be at the city of Belleville, and the provisional directors of the company to be Robert James Graham, Henry Willis Ackerman, Egbert Perry Frederick, Henry Campbell Hunt and William Charles Springer.

Provincial charter has been granted to

the Bartle Sugar Company, Limited, to import, manufacture, refine, buy, sell and otherwise deal in all kinds of sugar, molasses, syrups, and the products of and from sugar cane and beets, and to transact all business incidental and conducive to the said objects and the economical carrying on of the business of the company, and to grow sugar canes and sugar beets, with incidental and subsidiary powers. The share capital of the company to be one million dollars divided into ten thousand shares of one hundred dollars each, the head office of the company to be at the city of Toronto and the provisional directors of the company to be John Frederick Holliss, Thomas Hubert Wilson and Gordon Richard Brady.

Provincial charter has been granted to the Sarnia Match Company, Limited, to manufacture and sell matches and box-shooks, match-boxes and all other articles necessary to the business of the company, including match machinery. The share capital of the company to be three thousand shares of one hundred dollars each, of which one thousand five hundred shares to be preference shares; the head office of the company to be at the town of Sarnia, and the provisional directors of the company to be John Martin Diver, Frederick Forsyth Pardee and Ernest Charlton Barre.

Dominion charter has been granted to Compagnie E. D. Marceau, Limited, to manufacture, buy, sell, and carry on the general line of business incidental to the grocery trade and to grocers' supplies and similar products. The total capital stock of the company to be one hundred and fifty thousand dollars divided into fifteen hundred shares of one hundred dollars, and the chief place of business of the said company to be at the city of Montreal, in the Province of Quebec.

**BUSINESS PERSONALS.**

T. H. Ryan, of D. A. McPherson & Co., has left for a month's trip to New York and Atlantic City.

Hugh J. Hickey, of Mason & Hickey, Winnipeg, went east last week on a fortnight's business trip.

Thomas Montgomery, of Thos. Montgomery & Son, Montreal, is in New York at present on a business trip.

M. Bull, president of Royal Crown Co., Winnipeg, has gone to the Harrison Hot Springs for the benefit of his health.

H. R. Arnold, western representative of T. H. Estabrooks, wholesale tea merchant of St. John, N.B., was in Winnipeg last week calling on the trade.

W. H. Dunn, Montreal, is in Toronto this week. Before returning Mr. Dunn will call upon the trade in Hamilton, London and Western Ontario and New York.

Armand Chaput, of L. Chaput, Fils & Cie., Montreal, left last Friday for New York, where he intended spending the Easter holidays, as well as combining business with the pleasure trip.

J. Brown, general merchant of Neepawa, Man., was in Winnipeg last week on his return journey from Edmonton, where he went early in the month with a party of capitalists interested in the western city.

W. M. Harrison, who for the past five years represented Salada tea in the

Eastern Townships, has opened up a general store in Bedford, P.Q. The Grocer wishes him success. M. Ste. Marie is being removed from the North Shore to take Mr. Harrison's old ground.

J. McCuaig, representing the Walker Pivoted Bin & Store Fixture Co., Limited, Berlin, Ont., spent a few days in Montreal last week, on his return from the Maritime Provinces. Mr. McCuaig reports very satisfactory trade and prospects bright in that section. J. H. Maiden introduced him to the local trade here.

William Duff, managing director of the Atlantic Fish Company, Limited, Lunenburg, N.S., was a visitor to Montreal this week. In company with A. H. Brittain, eastern representative, he called upon the local trade. He speaks highly of the success with which Duff's Scotch-cured boneless herring is meeting among the trade, and looks for large business in this new style package.

J. F. Eby, of the Eby, Blain Co., Limited, Toronto, was a visitor to Montreal the latter part of last week. The Canadian Grocer representative spent a few pleasant and interesting hours in his company last Saturday. Optimism is one of Mr. Eby's characteristics and he speaks hopefully of the future of the grocery trade; developments are all in the right direction and prospects were never brighter.

**WINN & HOLLAND, LIMITED.**

The following notice has been issued by Winn & Holland, manufacturers' agents, of Montreal, referring to the recent incorporation of their firm:

"55 St. Francois Xavier street, Montreal, March 28, 1906.

"We beg to announce the incorporation of our company under letters patent of the Dominion of Canada, to take over and continue the business of Winn & Holland.

"There will be no change whatever in resources or management, and our aim will be to merit a continuance of the confidence and support accorded to the late firm since the establishment of the business in 1844.

"WINN & HOLLAND, LIMITED."

**EXHIBITION IN AUSTRALIA.**

The exhibition branch of the Department of Agriculture at Ottawa is collecting exhibits for the exhibition which is to be held in Christchurch, New Zealand, opening on November 1. Already some fifty Canadian manufacturers have signified their intention of making an exhibit. As the Government pays all costs in connection with the exhibition, it is expected that this number will be greatly augmented. The exhibits will be taken from central points and forwarded in carloads to Vancouver, whence they will be shipped to New Zealand via the Allan Line Steamship Company, which is under contract to give quick direct service between Vancouver and New Zealand every sixty days. Manufacturers may obtain full information by applying to the exhibition branch of the Department of Agriculture, Ottawa. Applications for space will close July 1, provided the space contracted for by the Government is used up by that time.

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**PERU A NEW SUGAR COUNTRY.**

Reporting upon the sugar industry in Peru, T. F. Sedgwick says:

"The progress of Peru's sugar industry with the last decade has been marked. The exportations of sugar have increased in that time from about 72,000 to 132,000 metric tons, as will be seen by the export list:

	Metric tons.
1896 .....	71,735
1897 .....	105,463
1898 .....	105,713
1899 .....	103,706
1900 .....	112,222
1901 .....	114,637
1902 .....	117,361
1903 .....	127,673
1904 .....	131,957

"The production of sugar at the present time is probably in the neighborhood of 150,000 tons.

"Judging from the results at Cartavio and what has been learned of other estates, it would be conservative to estimate that the output of commercial sugar from the acreage of cane now annually cut could be increased fully fifty per cent. by intensive cultivation and the introduction of the most efficient machinery, particularly milling machinery.

"In addition to the sugar lands, cultivated and uncultivated, now under the water system, many thousands of acres could be put into cultivation if the mountain water supplies were made available. It ought not to be a very difficult problem to control and conserve the super-abundant waters of the flood season.

"Satisfactory flowing wells have been sunk near Lima, and it is quite probable that other flowing wells could be successfully sunk on estates that care to increase their water supply.

"The cost of producing sugar should be less than in many other countries. As the lands are level or gently sloping, all kinds of labor-saving machinery can be utilized. Since grinding can be continued throughout the year, proportionately smaller factories are sufficient, and labor can be better regulated both in field and factory. The labor system is good and the price of labor is reasonable. As yet it has not been possible to get full or satisfactory figures leading up to the cost of the production of sugar, but the managers of several of the best estates have placed the cost at about 1.2 cents (gold) per lb.

"Peru is essentially a sugar-growing country, possessing the conditions that should, under systematic development, make it rank high among cane sugar countries."

**OTTAWA'S STEADY PROGRESS.**

C. H. Crysedale, of Oshawa, Ont., was in Toronto this week on one of his periodical business trips. He says that the outlook for business in Oshawa is unusually bright. Several of the factories there are enlarging their buildings and plant on account of the growing business which they are experiencing, and there have been several sales of real estate at figures in some instances double those asked a few years ago. The building trade is in consequence very busy. The water works system promises to be of great advantage to the people of the town. The

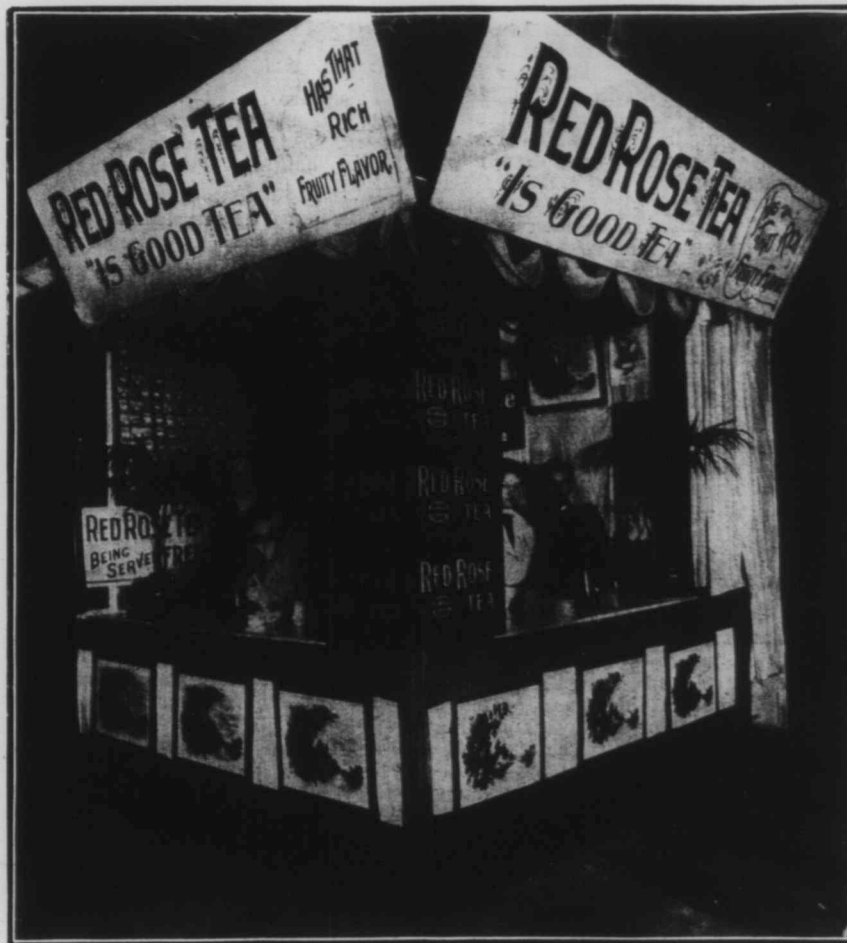
county fair, which has heretofore been held at Whitby, will hereafter be held in Oshawa. A board of trade was recently organized there and the leading business men of the town are taking an active interest in it.

**A CONSTANT REMINDER.**

A handy ash tray—one of those little items useful for a hundred and one things, and without which the constant smoker cannot rest content—such is a souvenir article which has found its way into The Canadian Grocer office. Its form is that of the Canadian flag floating in the air, and it is gotten up brass polished and blue. Neatly emblazoned on its surface are the words

**AMAZING GROWTH OF RICE EXPORTATION IN AMERICA.**

In 1886 the production of rice in southwest Louisiana amounted to a little over two hundred carloads, and six years later, in 1892, it had reached 7,000 carloads; while in the season of 1904, according to the official reports of the Rice Association of America and the Rice Millers and Distributors' Association, the crop of Louisiana and Texas aggregated 5,127,451 bags of rice, and during that season American rice was exported to almost every country of Europe, besides Cuba, Porto Rico, the Hawaiian Islands and Central American states.—J. L. Wright in Sunset Magazine.



The above cut shows the exhibit of "Red Rose" tea at the recent Pure Food Show, Toronto.

"Empire Brand," which is a reminder that it has emanated from the enterprising firm of Lucas, Steele & Bristol, Hamilton, who are the pushers of that line of groceries and canned goods.

**A NEW PRODUCE COMPANY.**

A report is current of the formation of a new produce company in Western Ontario, composed of many of the old and well known houses of that district. The company will have cold storage warehouses at Montreal and Toronto, with main offices at the latter place. The idea appears to be that of a purely commercial company to handle the products of the various firms incorporated.

**AMHERSTBURG FIRE.**

The grain warehouse of Barron, Bailey & Bailey, grain buyers, Amherstburg, Ont., was totally destroyed by fire recently. Loss about \$5,000 on grain and building; insurance \$2,200. Origin of the fire is supposed to be the stove in the office while all were at dinner.

**AGENTS WANTED.**

A firm of mushroom catsup manufacturers in Great Britain are desirous of appointing Canadian agents for their goods. Particulars can be had by applying care of Editor Canadian Grocer, Toronto.

Handwritten notes on the right margin: "Page 24 30", "To our cut-30", "Page", and a signature.



**THE NEW CANNING FACTORY AT NIAGARA.**

The new enterprise in the canning industry to which attention was called in a recent issue of the Canadian Grocer, is making substantial headway. The two prominent men in the enterprise are E. D. Smith, of Wentworth, and T. E. Owens, of Picton, both of whom are men of great experience in all branches of the trade. Both gentlemen have already extensive interests in canning industries, Mr. Smith being well known as the canner of the E.D.S. brand of goods, and Mr. Owens in connection with the Quaker brand.

Mr. Owens arrived from New York on Monday, where he has been for the last ten days on business in connection with the new factory being built in the Niagara district.

It is intended to make this the largest and most up-to-date canning factory east of the Rock Mountains. Four lines of machinery will be installed, which will make the plant capable of packing two hundred thousand cans in ten hours. Plans are being drawn by New York architects, who make a specialty of building canning factories, and one of the best known men in New York State in the canning business has been engaged as superintendent. It is intended to look after export as well as home business. Mr. Smith has some four hundred acres of fruit orchards in the Niagara district, as well as extensive nurseries, and is one of the largest growers and shippers of deciduous fruits in the Dominion. All this tends to make a combination that should make for a successful business from the start.

**A "SURPRISE" PAMPHLET.**

Premiums are at the present moment the order of the day in Canada, and are by many considered a good method by which to encourage trade and to create interest. It is really surprising the great care and expense to which firms go in maintaining these systems. The Canadian Grocer is in receipt of a handsomely gotten up premium pamphlet bearing on the front page the familiar pictures of the dainty dairy maid peculiar to "Surprise Soap" fame, and which marks it out as emanating from that firm. The pamphlet in itself is a veritable picture book, illustrated from cover to cover with pictures of their multitude of premiums given for Surprise soap wrappers. There is no doubt a copy of this handy booklet would be forwarded on application to the St. Croix Soap Mfg. Co., St. Stephen, N. B.

**BUSINESS NOTES.**

Elzear Huot, manufacturer of wines, Quebec, has assigned and V. E. Paradis has been appointed provisional guardian.

The creditors of the estate of D. Sabourin, general merchant, St. Isidore, Ont., have been notified to file their claims with the administrator of the estate.

D. W. Clark, grocer Bellevue avenue, Toronto, is building himself a new store at 248 Avenue road, and expects to remove to it about July. The new store is to be modern and handsome in

its appointments, befitting a trade in what is coming to be one of the choice residential sections of the city.

Canada has 29 cold storage plants for bait in operation and a number of others in course of construction—21 in Nova Scotia, 5 in P.E.I., 1 in New Brunswick, and 2 in Quebec. The Canso plant has a capacity of 10,000 barrels of bait. It has had a good effect on the fishing of the provinces, and has been quite profitable for all concerned.

An important meeting of the town council of Richmond, Que., was held to decide whether or no grocery licenses should be issued. Three applications came up for consideration, but opposition was manifested by the local clergy. Unless new applications are filed, there will be no grocery licenses for the ensuing fiscal year.

**RICE GROWING IN AMERICA.**

There are raised in America only two varieties or "styles" of rice—the Honduras, having an oblong grain, and the Japan, having a short oval grain.

In the Carolinas and Georgia and the Mississippi River territory, only the Honduras is raised, while in south-west Louisiana and Texas honors are about equally divided between the two mentioned.

Prior to 1893 only the Honduras varieties had been planted in America. Several cargoes of imported Japan rice had been received in New Orleans and milled there, and upon finding that it met with favor, Gustave A. Jahn, now of Beaumont, one of the pioneer rice men, sent a few hundred pounds of this Japan rice to the Crowley district for experimental planting.

Notwithstanding the doubts and unfavorable opinions of the more sceptical rice men, the Japan rice grew as satisfactorily in Louisiana as upon its native soil in the land of Nippon; and as a result of Mr. Jahn's little experiment twelve years ago, thousands and thousands of acres of land are now planted in Japan rice, about forty per cent. of the Louisiana and Texas plantings being of this variety, which gives us still another example of the marvelous progress of the rice industry.

During the past few years the imports of Japan rice have fallen off from 27,996 tons in the fiscal year ending June 30, 1899, to a few insignificant consignments received for seed rice purposes during the past year.—J. L. Wright in Sunset Magazine.

**MILLING COMPANY'S PLANS.**

The Lake of the Woods Milling Company is planning to build an oatmeal mill of large capacity, and some thirty new elevators in different parts of the west. This was decided at a meeting of the directors of the company which was held last week to ratify the purchase of the Keewatin mills. The new Keewatin mills, which have been taken over, will make it necessary to have these buildings to properly handle the grain. The grinding of oats is something new for the Lake of the Woods Milling Company. The new oatmeal mill, which will be most modern, will be situated at or near Portage la Prairie.

**A USEFUL SOAP DEVICE.**

A comparatively new article which is rapidly coming into general use in America, and one which everywhere recommends itself to the public, is a new type of apparatus for providing small quantities of soap in public lavatories to each individual user. Numerous contrivances of this class have been on the market for several years, but as is customary with all new ideas, the first articles to appear were more or less crude and unsatisfactory.

The purpose of the system is to do away with the indiscriminate use of ordinary soap by all users of a public washstand. This end is accomplished by attaching to the wash bowl, or to the wall near by, a compact little device, called a granulator, which gives out any quantity desired of finely granulated soap in response to the operation of a small handle on the top of the granulator.

The need for a new and better way of using toilet soap has been common talk among physicians for years, as it was well known that the promiscuous use of the same cake of soap by numerous people has been a frequent means of spreading disease-laden germs. Some startling discoveries in this line were recently made as a result of tests of cakes of soap taken from certain hotels in New York city, including one or two of the very best, and at least one from a section whose residents and visitors are rarely suspected of special attention to the subject of cleanliness.

It was found that the big hotels had little ground for sneering at the more humble hostelries. Nearly all the samples examined bore unmistakable evidences that the hands which had used them were sadly in need of soap, and, still worse, that the soap itself constituted an attractive depository for the substances which are usually supposed to take their departure through the wash basin.

It is claimed that the granulators, in addition to their great hygienic advantages, are a source of economy. In the first place they thwart the purpose of that part of the general public which derives its entire soap supply from public buildings, and in the second place they discourage the tendency of many people to use too liberally something that costs them nothing. The average user of the granulator will extract from the apparatus only as much soap as he needs, whereas if he has unrestricted opportunity to use the article in cake form he is never too careful to practice the gentle art of economy which he knows in his own home.

Few New York hotels and office buildings are now without the granulators or similar devices, which have so many advantages that there is every reason to anticipate their universal introduction in the near future.

Think no evil and you will say nothing wrong, and do no wrong.

- Baking Powder.**  
Gillett, E. W. Co.,  
McLaren's, W. D.,
- Biscuits, Confects**  
Bode's Gum Co., M  
Bradshaw, I. D., T  
Canadian Shredde  
Falls, Ont.  
Cowan Co., Toront  
Jacob, W. & R., &  
Kingery Mfg. Co.,  
McAuchlan, Sou  
M. clure & Langie  
Mooney Biscuit &  
Mott, John P., & C  
National Licorice (C  
Stewart Co., Toron
- Brooms and Brus**  
Nelson, H. W. & C  
Woods, Walter, J
- Canned Goods.**  
Balfour & Co., Har  
Canadian Cannery,  
Manitoba Cannin  
Man.  
Turner, James & C
- Cash Registers.**  
National Cash Reg
- Cash Sales Books**  
Carter-Crume Co.,
- Cheese Cabinets.**  
Walker Pivoted E  
Co., Toronto.
- Cigars, Tobaccos.**  
American Tobacco  
Empire Tobacco C  
McDougall, D., & C  
Payne, J. Bruce, G  
Sherbrooke Cigar  
Tuckett, Geo. E., &
- Clothes Lines.**  
Hamilton Cotton C
- Cocoas and Choc**  
Baker, Walter & C  
Benedict, F. L., N  
Cowan Co., Toront  
Dunn, Wm. H., M  
Epps, James, & C  
Lowney, Walter M  
MacLure & Langcy  
Mott, John P., & U  
VanHouten's—J. I.
- Computing Scales**  
Computing Scale C  
Toledo Computing
- Concentrated Ly**  
Gillett E. W. Co.,
- Condensed Milk**  
Borden's—Wm. H.  
Truro Condensed B  
Truro, N.S.
- Consulting Chem**  
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- Counter Check Bo**  
Allison Coupon Co.  
Carter-Crume Co.,
- Crockery, Glassw**  
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Gowan, Kent & O
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MacLaren, A. F.,  
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Park, Blackwell O  
Power, B. H., Hal  
Rutherford, Marsh  
Ryan, Wm., & Co.,
- Financial Instit**  
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- Acme Can Works  
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Auer Light Co.  
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Canada Maple Ex  
Canadian Press Cl
- Canadian Salt Co.  
Capstan Manufact  
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Carrier, P. W.  
Carter-Crume Co.  
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Counors Bros.  
Cowan Co.  
Cox, J. & G.  
Craik, Rolla L. C  
Davenport, Percy I  
Davidson & Hay  
Dawson Commissi  
Dingle & Stewart  
Distributors Co  
Dominion Brokers  
Dominion Molasses  
Doughty, A. C., &  
Douglas, J. M., & C



**Baking Powder.**

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

**Biscuits, Confectionery, Etc.**

Bode's Gum Co., Montreal.  
Bradshaw, I. D., Toronto.  
Canadian Shredded Wheat Co., Niagara Falls, Ont.  
Cowan Co., Toronto.  
Jacob, W. & R., Co., Dublin, Ireland.  
Kingsy Mfg. Co., Cincinnati.  
McLachlan, Sons & Co., Owen Sound.  
MacLure & Langley, Toronto.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Stewart Co., Toronto.

**Brooms and Brushes.**

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

**Canned Goods.**

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

**Cash Registers.**

National Cash Register Co., Dayton, O.  
Carter-Crume Co., Toronto.

**Cheese Cabinets.**

Walker Pivoted Bin and Store Fixture Co., Toronto.

**Cigars, Tobaccos, Etc.**

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

**Clothes Lines.**

Hamilton Cotton Co., Hamilton.

**Coccos and Chocolates.**

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

**Computing Scales.**

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

**Concentrated Lye.**

Gillett E. W., Co., Toronto.

**Condensed Milk and Cream.**

Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk and Canning Co., Truro, N.S.  
Nicholson & Bain, Winnipeg.  
Peterboro' Cereal Co., Peterboro', Ont.  
Quance Bros., Delhi, Ont.  
Saratoga Chips Co., Hamilton, Ont.  
Stevens, F. B., & Co., Chatham, Ont.  
Western Canada Flour Mills Co., Toronto.  
Woodstock Cereal Co., Woodstock, Ont.

**Consulting Chemists.**

Kaufmann, W. P., Toronto.

**Counter Check Books, Etc.**

Allison Coupon Co., Indianapolis, Ind.  
Carter-Crume Co., Toronto.

**Crockery, Glassware and Pottery.**

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

**Dairy Produce and Provisions.**

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

**Financial Institutions & Insurance.**

Bradstreet Co.

**Fish.**

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

**Flavoring Extracts.**

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

**Fly Pads.**

Wilson, Archdale, Hamilton, Ont.

**Foreign Importers.**

Boyd, Thos., & Co., Liverpool, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gaitkell, J. H., Liverpool, Eng.  
Hall, R. C., & Co., London, Eng.  
Lethem, John, & Sons, Leith, Scotland.  
Little, Geo., Manchester, Eng.  
Marshall, James, Aberdeen, Scotland.  
Neubeck & Schimpmann, Hamburg, Ger.  
Rapp, Herman, & Co., Liverpool, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Sowerbutts, A. E., & Co., London, Eng.  
Vincentelli, P. & F., A. I. W. S. P.  
Whiteley, Muir & Co., Liverpool, Eng.  
Wickes, Hamilton, & Co., London, Eng.

**Fruits—Dried, Greens, and Nuts.**

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

**Gelatine.**

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

**Grain, Flours and Cereals.**

American Pure Food Co., Montreal.  
Egg-o-See, Toronto.  
Frontenac Cereal Co., Kingston.  
Greig, Robert, Co., Toronto.  
Kirouac, Nap. G., & Co., Quebec.  
Lake Huron & Manitoba Milling Co., Goderich.  
McFall, A. A., Bolton, Ont.  
McLeod Milling Co., Stratford, Ont.  
Nicholson & Bain, Winnipeg.  
Peterboro' Cereal Co., Peterboro', Ont.  
Quance Bros., Delhi, Ont.  
Saratoga Chips Co., Hamilton, Ont.  
Stevens, F. B., & Co., Chatham, Ont.  
Western Canada Flour Mills Co., Toronto.  
Woodstock Cereal Co., Woodstock, Ont.

**Grocers—Wholesale.**

Balfour & Co., Hamilton.  
C. E. Colson & Son, Montreal.  
Davidson & Hay, Toronto.  
Eckardt, H. F., & Co., Toronto.  
Eby, Blain Co., Toronto.  
Gillard, W. H., & Co., Hamilton.  
Hudson, Hebert & Co., Montreal.  
Kinneir, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Major, S. J., Ottawa.  
Robertson, Geo., & Son, Kingston.  
Sloan, John, & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

**Grocers' Grinding and Packing Machinery.**

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

**Hides, Skins, Etc.**

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

**Infants' Foods.**

Keen, Robinson & Co., London, Eng.

**Interior Store Fixtures.**

Walker Pivoted Bin and Store Fixture Co., Berlin.

**Jams, Jellies, Etc.**

Batgers—Rose & Lafamme, Montreal.  
Goodwillie's—Rose & Lafamme, Montreal.  
Smith, E. D., Winona, Ont.  
Southwell & Co.—Frank Magor & Co., Montreal.  
Sutcliffe & Bingham, Toronto.  
Upton, Thos., & Co., Hamilton.

**Ledgers—Loose Leaf.**

Copeland-Chatterton Co., Toronto.  
Crain, Rolla L. Co., Ottawa.

**Malt Extract.**

Sleeman, Geo., Guelph, Ont.

**Manufacturers' Agents, Brokers and Commission Merchants.**

Adam, Geo., & Co., Winnipeg, Man.  
Adams, J. T., Montreal.  
Bidwell, W. E., Toronto.  
Carman, Joseph, Winnipeg, Man.  
Carrier, P. W., Quebec.  
Dawson Commission Co., Toronto.  
Dingle & Stewart, Winnipeg.  
Dominion Brokerage Co., Calgary, Alta.  
Dunn, Wm. H., Montreal and Toronto.  
Fellows & Fellows, Montreal.  
Gorham J. W., & Co., Halifax N.S.  
Hazard, Horace, Charlottetown, P.E.I.  
Hughes, A. J., Montreal.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
McLachlan, Joseph K., Owen Sound.  
MacLaren, A. F., Imperial Cheese Co., Toronto.  
Millman, W. H., & Sons, Toronto.  
Moo-e Jaw Fruit & Produce Co., Moose Jaw.  
Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm. Co., Toronto.  
Stevens, H. J., Montreal.  
Taylor, W. A., Winnipeg.  
Teas & Perse, Winnipeg.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Watson, Stuart, Winnipeg, Man.  
Watt, J. L., & Scott, Toronto.  
Western Cartage Co., Calgary, Alta.

**Mince Meat.**

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

**Oils.**

Queen City Oil Co., Toronto.

**Oil Tanks.**

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

**Pass Books, Etc.**

Allison Coupon Co., Indianapolis, Ind.

**Patent Medicines.**

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

**Pickles, Sauces, Relishes, Etc.**

Capstan Mfg. Co., Toronto.  
Douglas, J. M., & Co., Montreal.  
Farrow, J. & Co., Peterborough, Eng.  
Holbrook & Co., London, Eng.  
Lytle, T. A., Co., Toronto.  
Paterson's—Rose & Lafamme, Montreal.

Purnell, Webb & Co., Bristol, Eng.  
Rowat's Pickles, Montreal.  
Suatt Co.  
Sutton, G. F., Sons & Co., London, Eng.  
Taylor & Pringle, Owen Sound, Ont.

**Polishes—Metal.**

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

**Polishes—Stone.**

James' Dome, W. G. A. Lambe & Co., Toronto.

**Refrigerators.**

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

**Salt.**

Canadian Salt Co., Windsor, Ont.  
Dominion Salt Agency, London, Ont.  
Gray, Young & Sparring, Wingham, Ont.  
Toronto Salt Works, Toronto.

**Sigars.**

Martel-Stewart Co., Montreal.

**Soup.**

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

**Soda—Baking.**

Church & Dwight, Montreal.

**Starch.**

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

**Sugars, Syrups and Molasses.**

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

**Teas, Coffees, and Spices.**

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

**Vinegar and Cider.**

Wilson, W. H., Co., Hillsborough, Ont.

**Washing Compound.**

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

**Wines, Liquors, Etc.**

Beland, B. O., Montreal.  
Sleeman, Geo., Guelph, Ont.

**Woodenware.**

Woods, Walter, & Co., Hamilton.

**Wrapping Paper, Paper Bags, Twine, Etc.**

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Hamilton Cotton Co., Hamilton, Ont.

**Yeast.**

Gillett, E. W., Co., Toronto.

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# THE CANADIAN GROCER

Established 1886

**The MacLean Publishing Co.  
Limited**

**JOHN BAYNE MACLEAN** President

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

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## THE PURE FOOD SHOW.

The Toronto Pure Food Show has been a success. It has already considerably more than paid expenses, and it will return to the four gentlemen who promoted and financed it a handsome profit. They have earned it. Since early in December they have been at work on the undertaking, and they have backed their energy with their cash. Three of them are grocers, each with a large business of his own—M. Moyer, G. Good and F. C. Higgins—and the time they put into the show was overtime. It cost over \$6,000 to finance the undertaking, but on Tuesday last the expenses had been more than paid. Half Wednesday's receipts was donated to the Japanese relief fund. That, this year, was the only beneficiary beyond the promoters.

"There aren't three other grocers in the city who would venture on the enterprise," said one of the managers. "There's a good deal of work in getting 70 manufacturers to exhibit, and

then arrange for the attractions to draw the people. The advertising is a big thing, too. You have to keep at it."

"When are you going to make it in fact, as well as in name, a pure food show, by requiring each exhibitor to furnish a certificate by a qualified chemist that his goods are pure?" he was asked.

"We'll come to that," he replied, but he thought that for the present the undertaking could not make good on that basis.

"Do you find that the people come out of an interest in pure food?"

"No, but the demonstrations in the booths give it to them when they get here."

It was intended to give daily lectures on food subjects, and half a dozen were given, three by Mr. A. McGill, analyst to the pure food branch of the Inland Revenue Department, Ottawa, but it was found expedient to discontinue them. They did not attract in opposition to the more sprightly form of entertainment of the show itself. Mr. McGill came at the instance of the Minister to try and disseminate knowledge about the working of the adulteration act. The attendance at his lectures was not sufficient to make that part of his mission a success. Even when all the grocers in the city were notified by post card of the lecture on cream tartar tests, a mere handful responded.

Mr. McGill, however, got into touch with the trade in a way that will prove useful to himself and the department, and he learned a lot about the pure food show which also was worth his while.

## TIN PLATE COMPANY'S PROGRESS

Stories that the Canada Tin Plate & Sheet Steel Company are ordering machinery for their new plant at Morrisburg, and that the plant will soon be in operation, have been investigated by Hardware and Metal, but all that appears to be under way as yet is a small order for shafting and pulleys being filled by the Polson Iron Works, Toronto. A large order for special machinery is said to be promised later on.

The buildings being erected at Morrisburg are not in any shape for the installation of machinery, the floors not yet being concreted. The steel building, about 600 x 60 feet, is roofed with matched spruce, to be covered later with roofing paper, and a stone building, about 160 x 60, is in a similar condition, and work is proceeding very slowly, not a man being working when our representative visited the plant.

## The Canadian Grocer

While it is claimed that from \$100,000 to \$200,000 has been expended, not over \$25,000 or \$30,000 appears to have been outlaid so far.

The Morrisburg Town Council, however, is going on with the power scheme, having let the contract for the plant complete, to include the power lines to the factory, all excavations, machinery, etc., for \$73,600, the plant to develop 1,100 horse-power. Mr. Birmingham, of Ottawa, is the contractor, and Mr. Shipman the engineer, the latter being the fourth engineer employed by the municipality up to the present time.

Mr. Allison, who is to get \$2,250 cash for a site for the factory from the municipality, has deeded to the Tin Plate Company eight acres of the 240 acre farm he purchased for \$15,000. He has also laid out 300 building lots, and should he succeed in selling them for \$200 each he will net \$62,250, and still have over 100 acres of land left.

The company has been very dilatory in making its returns to the Provincial Secretary, and although the Incorporated Companies Act provides that all companies failing to make returns by February 8 of each year shall be liable to a fine of \$20 per day, the Tin Plate Company did not make returns until March 23, no fine being imposed, however. The returns show that of the \$1,500,000 share capital \$565,400 has been paid up, and \$5,450 remains subscribed for and unpaid, shares not yet allotted amounting to \$934,600. Of the stock subscribed for \$548,300 has been allotted to various shareholders free from call, only \$17,100 being subject to call, of this \$8,249 having been paid in answer to the two calls already made. What consideration was received for the shares issued free from call has not been learned, but the returns show that 5,654 shares, equalling the paid-up capital of \$565,400, have been allotted for property concessions.

The largest shareholder is J. Wesley Allison, he holding \$321,500 worth; G. H. Meldrum, the president of the company, holding for himself and in trust three amounts of \$41,000, \$28,700, and \$55,500, totalling to \$125,200. The directors and their holdings are: W. P. Bull, barrister, Toronto, \$10,500; Arch. Campbell, M.P., \$1,000; Hon. Richard Harecourt, \$3,500; J. J. Main, manufacturer, Toronto, \$10,500; E. P. Pearson, insurance agent, Toronto, \$10,500, and A. C. Pratt, M.P.P., who holds stock worth \$500. Other well-known shareholders are Hugh Graham, proprietor of the Montreal Star, \$1,000; F. B. Polson, manufacturer, Toronto, \$3,000; S. Nordheimer, manufacturer, Toronto, \$2,500; Premier Whit-

## The Canadian

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## CANADIAN

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net, \$500, and E. C. Whitney, Ottawa,  
\$10,000. Altogether there are nearly  
fifty shareholders, a large number of  
these being in England and Ireland.

It is currently reported that the com-  
pany's tin plate expert, Mr. Lewis, will  
leave shortly for England, his mission  
being to engage Welsh laborers experi-  
enced in tin plate making. There is  
some doubt expressed, however, regard-  
ing this, some saying that Mr. Lewis  
may not return to Canada if he makes  
the trip.

#### CANADIAN FISH INDUSTRY.

The increase in the consumption in  
canned fish in Canada is rather re-  
markable, and has resulted in the  
establishment of a number of small  
factories about the Nova Scotia Coast.

We have not the statistics at our  
hands at the moment as to the total  
number that are now operating, but at  
present there seems to be more than  
enough to supply the present wants of  
Eastern Canada, while the industry is  
springing up on the western coast in  
British Columbia.

A few years ago lobsters were the  
only article that were canned to any  
extent. The price on these, however, is  
now so high that they are beyond the  
reach of buyers. Later on canning  
finnan haddies was begun at Digby,  
N.S., and is now carried on at a num-  
ber of points. Subsequently kippered  
herring and herring in tomato, after  
the Scotch style, became an important  
industry, while small herring put up as  
sardines is one of the largest lines at  
present existing.

The canners of Canadian fish appear  
to suffer very much, like many of the  
farmers do when selling their apples,  
considering that anything will do for  
the Canadian market, the natural con-  
sequence has followed to discredit  
largely the use of canned fish.

There are a few high-class canners  
whose goods are fit for any market in  
the world, but they complain bitterly  
of the utter want of support by the dis-  
tributing trade of high-class goods, and  
for years past have canned fish, not  
only without profit, but frequently at a  
loss, hoping the tide would turn. The  
craze for cheap goods, however, con-  
tinues, and we learn from different can-  
ners that they will abandon the Cana-  
dian market altogether rather than con-  
tinue. This certainly is to be de-  
preciated, as we want the best of goods  
in Canada, nothing being too good for  
Canadians.

During the last few years the supply  
of haddock has been decreasing, and  
unscrupulous canners have substituted  
other fish for them under the same  
name. The consequence has naturally

mitigated against the trade, as it is  
impossible to find any fish to take the  
place of the haddock.

Herring also were very poor during  
1905, and canners who had sold early  
in the season found themselves badly  
put about to fill orders. The same  
equally applied to Scotch canners.

#### BETER APPLE PACKING.

The latest news to hand speaks of  
greater care being taken in the methods  
of packing apples for the export market.  
One authority gives it as his opinion  
that since the recent activity of the fruit  
inspectors quite ninety per cent. of the  
packing has been straight packing, equal  
in every way to Government require-  
ments.

This is highly satisfactory, and it is  
to be hoped that the coming season will  
see inaugurated those reforms which  
have been clearly demonstrated as ne-  
cessary for the substantial development  
of the industry.

In turning to one of the most recent  
reports from Commercial Agent W. A.  
MacKinnon, the matter is put in a most  
serious light and should speak as a  
warning to both packer and broker. He  
says:

"I have also had complaints of 'over-  
facing,' and some of the smallest and  
meanest apples I ever saw have been  
sent to this office as a fair sample of  
what was found beneath an ordinary  
'No. 2' face. I am aware that the pack-  
ers of some of these lots have been pro-  
secuted and heavily fined for similar  
misdoings which were discovered by the  
inspectors in Canada, but unfortunately  
the evil effects of business methods of  
this kind on the reputation of Canadian  
fruit are not counteracted by any prose-  
cutions, or by the imposition of any  
penalty. The trade here see the fraud,  
and most of them never dream that any  
punishment has been meted out to the  
wrong-doers. They simply conclude not  
infrequently that Canadian shippers are  
untrustworthy."

The serious import of such an impres-  
sion as this on the minds of foreign buy-  
ers will be manifest when it is pointed  
out that in one comparatively small dis-  
trict the amount involved in its apple  
trade during the past season was no less  
a sum than \$100,000.

This is an industry which cannot be  
allowed to suffer at the hands of a few  
unscrupulous and often irresponsible  
men. And it is this class of packers  
which are mainly to blame.

We are far from believing all that has  
been written and said on this subject.  
There are men who are foremost in the  
ranks, and stand high in the estimation  
of all sections of the trade, and we re-  
fuse to believe them capable of jeopar-

dizing a name and trade which has only  
been built up by years of industry.

It is rather the man who, acting  
merely as an agent, and has no name  
to lose, and may be here to-day and  
gone to-morrow, that stoops to these  
nefarious methods, and upon these the  
law should be brought to bear. It is of  
the first importance to secure the confi-  
dence of the buyer abroad, and any and  
every means to that end should be em-  
ployed.

#### THE GRADING AND MARKING OF BUTTER AND CHEESE.

The advisability of marking and dat-  
ing the several lines of export produce  
has often been discussed, and has been  
recently again brought to the front by  
advices coming to hand from England.  
The particular complaint appears to run  
on the butter and cheese exports.

The subject is no doubt one of first  
importance. It is imperative in com-  
merce that the buyer knows all that is  
to be known concerning the article for  
which he is negotiating, and the need of  
some sound principle upon which to go  
is nowhere more manifest than in the  
purchase of such lines as butter and  
cheese on the British market. Often the  
most a buyer can do on that side is to  
pass along the warehouse and draw his  
samples from a few likely looking tubs  
or boxes, as the case may be, and upon  
this he must bargain for perhaps a few  
hundreds of goods. If after his purchase  
it is found that the bulk consists of a  
variety, instead of uniformity of qual-  
ity, the result of his deal may be to him  
a disastrous undertaking financially, and  
not less so to Canadian trade. The read-  
ing of the following small paragraph of  
six lines from Commercial Agent W.  
A. MacKinnon is therefore pregnant  
with meaning:

"There continues to be a strong im-  
pression of opinion to the effect that  
Canadian cheese will not hold as good a  
place in the market which it might win,  
unless and until every cheese is dated to  
show the month in which it is made."

The suggestion is no doubt a good one,  
and carries on the face of it an idea of  
what would meet the case. In some re-  
ports a further suggestion has been  
made, particularly in the case of butter,  
that the name and address of the actual  
producer be clearly marked on the pack-  
age. There are difficulties in both these  
suggestions, but which, however, may  
meet with solution whilst fully follow-  
ing the spirit of what is desired. For  
instance, many of these goods are col-  
lected from small dairies, in very small  
quantities, and often at a variety of  
dates for one and the same consignment,  
so that the multiplicity of the marking  
would probably only add a further fea-  
ture of difficulty, as buyers would natur-



ally insist upon same dates being sold in one lot and each dairy being classified and separately sampled; indeed, unless this were so it is difficult to see that the desired good would result.

After looking at all the interests at stake in this proposition it would seem as though by far the most rational way to deal with this question would be to have sufficient qualified men at the points of export embarkation, whose special duties would be to examine and grade all packages placed for export, the special grade, date, and name to be forthwith clearly marked on package. It would really serve very little purpose for the foreign buyer to know the exact locality as long as the mark were absolutely reliable. As regards the dealer on this side, he is always in a position to trace his package by reason of the usual number of the dairy.

By adopting a scheme on such lines as these the foreign market would be served most effectually by establishing a consistent system of grading at the right moment, and fixing the date, place and owner at the time of grading. Furthermore, the service to Canadian trade would be immense, as it would insure that nothing passed out except under honest commercial grading.

### THE MUCK RAKE.

President Roosevelt stirred a Washington audience the other day with some remarks on the man with the muck rake, applying Bunyan's conception to the individual who can see nothing but graft or crookedness in the conduct of public and financial affairs. He recognized the necessity for removing filth when it existed and applauded that kind of public service. "But," he concluded, "the man who never does anything else, who never thinks or speaks or writes, save of his feats with the muck rake, speedily becomes, not a help, but one of the most potent forces for evil."

A newspaper guided on the muck rake plan is a greater evil than the individual in the ratio of its circulation to one. It is worse than Samson's forty foxes with the blazing tails. There are men and there are newspapers that allow themselves to be stampeded to grasping the muck rake by a revelation of evil in one place or a dozen places. That indicates merely lack of mental balance and too little faith in human nature. But there is a newspaper that goes deliberately into the muck rake business for commercial purposes. Without regard to individual or financial consequences they grovel with the muck rake, bending their energies to enflame the public mind and create sensations by distortion and misrepresentation of fact or the presentation of partial truths.

In the eyes of such papers every business organization becomes a combine or a trust and every financial institution is regarded with suspicion. This attitude on the part of a newspaper does infinite harm.

### IS THE PROSECUTION OFF?

The Hamilton prosecution of the officers of the Dominion Wholesale Grocers' Guild on a charge of conspiracy in restraint of trade was adjourned four weeks ago until next Tuesday, April 24. But it will not go on on Tuesday, nor for sometime to come. At least if it does there will be a disappointed lot of wholesale grocers in Ontario.

"It won't go on on Tuesday," said a prominent member of the guild this week. "Why should it? If there's been any offence it has been merely a technical one, because the profits in the wholesale grocery business are less than in any other line I know of. Why, we don't average two per cent. over running expenses. If there has been any infringement of the law we want to know it. All we can get now is a legal opinion, and even judges are not always agreed, to say nothing of lawyers."

### Going to the Government.

"We're going to the Government at Ottawa on Friday, wholesalers, retailers and manufacturers, and we're going to ask that the meaning and intent of the code be made plain. Then we're going to ask also for the appointment of a permanent commission of business men who will constitute a tribunal for the hearing of issues involving trade questions and conditions. So until the Government at Ottawa deals with our requests, it would be folly and a useless waste of time and money to go on with the case at Hamilton."

"Would you have the proposed commission an itinerant body like the Railway Commission?" he was asked.

"Oh, my, no," was the reply. "Why, it might not have to meet once a year."

### Attorney-General More Captious.

Hon. J. J. Foy, Attorney-General, was asked about it by a Grocer reporter and he was not at all positive about the suspension of the conspiracy proceedings at Hamilton. The reporter saw the provincial law lord and master of all Crown attorneys as he sat at his desk in the Legislative Chamber after the House adjourned on Wednesday evening.

"Well, if he knew and was an honest man I suppose he was right," replied Mr. Foy after hearing what the grocer had told the reporter. "but I don't know. They came to me about the matter and I asked them to send me some more papers and those I got only today. Then I must see Crown Attorney Washington to find out what he has to say, and I haven't even written to him yet. It wouldn't do to act on a one-sided statement, you know."

### Deputation Saw Him.

A deputation of the guild members from Toronto and Hamilton waited on the Crown Attorney ten days ago, represented to him the action they purposed taking at Ottawa, and submitted the advice of their lawyers that the prosecution at Hamilton had at best no better basis than a merely technical offence.

The annual meeting of the Dominion

Guild was held in Montreal Thursday, and to-day a large deputation including most of the members of the guild in attendance at the annual meeting, representatives of the provincial committee of the grocers' section of the Retail Merchants' Association, and a number of leading manufacturers will wait on the Government to urge the clarifying of the law and the constitution of a business commission.

### SALT WAR IN THE STATES.

The salt interests of the Eastern and Middle States are at war and the result is cheap salt. It was started by the Ohio Salt Company, an independent concern, because the trust, the International Salt Company, had invaded its territory, secured to it by agreement with the trust. Other independent companies with similar agreements as to territory also complain of invasion and are breaking away.

The trust's answer to the Ohio Company was a deeper cut of 15 cents a barrel below the Ohio level. Here are the trust's old and new prices:

	New basis.	Old basis.
Bulk, dairy, 320-lb. bbls.	1.32	1.64
Sacks, 224 lbs.	.85	
200 lbs.	.76	
Barrels, 100 3-lb. pockets	2.06	2.36
70 4-lb. pockets	1.87	2.15
40 7-lb. pockets	1.74	2.02
28 10-lb. pockets	1.70	2.00
20 14-lb. pockets	1.65	1.90

### MR. MARSHALL'S PLANS.

The resignation of David Marshall from the management of the Canadian Canners came as a surprise to the trade. Mr. Marshall by his long connection with the canning industry is very widely known, and is regarded for his amiable personality as he is respected for his business ability.

Although giving up the management of the great canning consolidation he was so large a factor in organizing and placing on its present basis. Mr. Marshall still retains his connection as a member of the firm and a stock-holder.

As to his future plans Mr. Marshall is not in a position to make an announcement just at present.

### CUT RATE WAR.

Import commodity rates have been greatly cut recently by American trunk lines. These rates come into force from Philadelphia and Baltimore. The reason given for the cutting of the rates by some in authority is that the trunk lines wish to put a stop to the ever-increasing inroads of the Canadian and Gulf routes on import traffic.

The C.P.R. state their intention of meeting the rates of the trunk lines on goods from England to the States.

### GRAIN EXPORTERS RETIRING.

It is stated that a Chicago firm, Harris, Scotten Co., who, for the past two seasons have been the largest grain exporters through the port of Montreal, are retiring, and that a new firm, Norris & Co., will continue the business.



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2's, red, not pitted  
2's, black, pitted  
2's, black, not pitted  
2's, white, pitted  
2's, white, not pitted

Currants—  
Red, heavy syrup  
Red, preserved  
Black, heavy syrup  
Black, preserved  
Gal apples  
Gooseberries—  
Heavy syrup  
Preserved

Lawtonberries—  
Heavy syrup  
Preserved  
Peaches—  
Yellow, flats, 1  
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Flemish beauty  
Bartlett



# MARKETS AND MARKET NOTES

## Quebec Markets.

### FLUCTUATIONS.

Beans—Advanced.  
Sugar—Declined 10c.  
Molasses—Slight decline.  
Fish—Revised throughout.

Montreal, April 19, 1906.

The wholesale trade, as well as the retail merchants, report having transacted an excellent Easter business. The demand for all lines of groceries was first-class. During this week, however, there has been an after effect, as it were, which is felt more by the wholesalers than by the retailers. There has been a falling off in the demand for different lines, the public seemingly having not yet used up their Easter purchases. The orders coming in from country points are still small, but now that local navigation has opened up it is expected that an increased business will be noticed. Collections have been fairly good, and are expected to show much improvement after the first dairy money gets circulated. It will be noticed that there has been a decline of ten cents all along the line in sugar this week. At these prices the sales ought to pick up a little. Business in tea generally is quiet. Ceylon greens seem to be moving about as well as any other lines. Canned goods are very quiet, even tomatoes having fallen off in demand. Beans are not coming forward very rapidly. Prices have again advanced. Foreign dried fruits do not present any interesting features.

**CANNED GOODS**—There is nothing new in canned goods this week. There is no extra demand for any line in particular. Even tomatoes are quieter than usual. It is probable that the demand will experience a still further falling off when the new fruit and vegetables begin to arrive.

	Group No. 1	Group No. 2
<b>Cherries—</b>		
2s, red, pitted	2 12½	2 10
2s, red, not pitted	1 67½	1 65
2s, black, pitted	2 12½	2 10
2s, black, not pitted	1 67½	1 65
2s, white, pitted	2 32½	2 30
2s, white, not pitted	1 92½	1 90
<b>Currants—</b>		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal apple	2 77½	2 75
<b>Gooseberries—</b>		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
<b>Lawtonberries—</b>		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
<b>Peaches—</b>		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole	2 37½	2 35
White	1 75	1 72½
" " 2	2 50	2 47½
" " 3	2 70	2 67½
Pie	1 27½	1 25
Pie, not peeled, gal.	2 57½	2 55
Pie, peeled	4 52½	4 50
<b>Peas—</b>		
Flemish beauty 2	1 65	1 62½
" " 3	1 97½	1 95
" " 4	2 12½	2 10
Bartlett	1 80	1 77½
" " 2	2 17½	2 15
" " 3	2 32½	2 30

Pie, not peeled, 3	1 27½	1 25
Pie, not peeled, gal.	3 87½	3 85
Pie, not peeled, gal.	3 27½	3 25
gal.	2 50	2 50
<b>Pineapples—</b>		
2s, sliced	2 25	2 25
2s, " grated	2 35	2 35
3s, " whole	2 50	2 50
<b>Plums—</b>		
2s, Damson, light syrup	1 00	1 00
2s, " " heavy syrup	1 20	1 20
2½s, " " " "	1 57½	1 55
3s, " " " "	1 85	1 85
Gals. " " standard	2 95	2 95
2s, " Lombard, light syrup	1 05	1 05
2½s, " " heavy syrup	1 35	1 35
3s, " " " "	1 62½	1 62½
Gals. " " standard	1 90	1 90
2s, " Green Gage, light syrup	3 15	3 15
2s, " " heavy syrup	1 15	1 15
2½s, " " " "	1 47½	1 47½
3s, " " " "	1 72½	1 72½
Gals. " " standard	3 45	3 45
2s, " Egg, heavy syrup	1 80	1 80
2½s, " " " "	1 80	1 80
3s, " " " "	2 10	2 10

<b>Raspberries—</b>		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
<b>Strawberries—</b>		
2s, heavy syrup	1 52½	1 50
2s, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

### VEGETABLES

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

### FISH

<b>Lobster, tails</b>	3 50	3 50
1-lb. flats	3 85	3 85
1-lb. flats	2 00	2 00
<b>Mackerel</b>	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf		
1-lb. Tails, 5 cases and over, per doz.	1 55	1 55
1-lb. " less than 5 cases, "	1 57½	1 57½
1-lb. Flat, 5 cases and over, "	1 67½	1 67½
1-lb. " less than 5 cases, "	1 70	1 70
Arrow brand, 7½ cents less.		
1-lb. " 5 cases and over, "	1 00	1 00
1-lb. " less than 5 cases, "	1 00	1 00
Low Inlet.		
1-lb. Flat, 5 cases and over, "	95	95
1-lb. " less than 5 cases, "	97½	97½

**SUGAR**—There has been a decline of ten cents all along the line in sugar. This took place on Tuesday morning. The raw sugar market is lower, and the market in New York recently went down ten cents also. The demand locally is not very brisk at present, the orders reported by jobbers being of the hand-to-mouth character. At the lower prices sales ought to pick up a little in the near future.

<b>Granulated, bbls.</b>	34 10	34 10
1-bbls.	4 25	4 25
bags.	4 65	4 65
<b>Paris lump, barrels</b>	4 75	4 75
half-barrels	4 65	4 65
boxes, 100 lbs.	4 65	4 65
boxes, 50 lbs.	4 75	4 75
<b>Extra ground, bbls.</b>	4 50	4 50
50-lb. boxes	4 60	4 60
25-lb. boxes	4 70	4 70

<b>Powdered, bbls.</b>	4 30	4 30
50-lb. boxes	4 50	4 50
<b>Phoenix</b>	3 95	3 95
<b>Bright coffee</b>	3 90	3 90
yellow	3 85	3 85
No. 3 yellow	3 80	3 80
No. 2 " "	3 75	3 75
No. 1 " bbls.	3 60	3 60
No. 1 " bags.	3 55	3 55

**SYRUP AND MOLASSES**—Reports from the Barbadoes say that the market is very strong and that the demand is very brisk. Sales here are better at prices which have declined somewhat.

<b>Barbadoes, in puncheons</b>	0 25	0 25
in barrels	0 30	0 30
in half-barrels	0 31	0 31
<b>New Orleans</b>	0 22	0 22
<b>Antigua</b>	0 30	0 30
<b>Porto Rico</b>	0 40	0 40
<b>Corn syrups, bbls.</b>	0 02½	0 02½
1-bbls.	0 02½	0 02½
2-bbls.	0 03	0 03
35-lb. pails	1 30	1 30
25-lb. pails	0 90	0 90
<b>Cases, 2-lb. tins, 2 doz. per case</b>	1 90	1 90
5-lb. " 1 doz. "	2 35	2 35
10-lb. " 1 doz. "	2 25	2 25
20-lb. " 1 doz. "	2 10	2 10

**TEA**—In tea circles business is not as brisk as it might be, yet some lines are moving quite freely. Ceylon greens are very firm and selling well. Inquiries for Ceylon blacks are good. Indians are meeting with their usual sale. Japans are moving slowly, and it is said that stocks are not large. Congous are not going very fast. Prices remain about the same.

<b>Japans—Fine</b>	0 25	0 30
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 13	0 15
<b>Ceylon—Broken Pekoe</b>	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
<b>Ceylon greens—Young Hysons</b>	0 17	0 18
Hysons	0 15	0 17
Gunpowders	0 13	0 14
<b>China greens—Pingsuey gunpowder, low grade</b>	0 11	0 15
" " " "	0 19	0 21
" " " "	0 28	0 32
<b>Congous—Monging, finest</b>	0 30	0 40
choice	0 25	0 30
fine	0 18	0 25
good common	0 17	0 15
Paklung, boxes	0 13	0 20
fine	0 2	0 30

**COFFEE**—The situation is better. More inquiries are being received and these would indicate improved trade. There is no change in the quotations.

<b>Jamaica</b>	0 10	0 11
<b>Java</b>	0 18	0 22
<b>Mocha</b>	0 18	0 19
<b>Rio, No. 7</b>	0 04	0 10
<b>Santos</b>	0 10	0 11
<b>Maracaibo</b>	0 11	0 13

**FOREIGN DRIED FRUITS**—Trade locally is on the quiet side. There has been some little demand for Valencia raisins. Taragona almonds are reported firmer. Shelled almonds are also higher, the market abroad having advanced three shillings. There is no change in currants and little business doing. In other lines business is about the same as usual.

<b>Valencia Raisins—</b>		
Fine off-stalk, per lb.	0 04	0 04
Selected, per lb.	0 04	0 05
Layers	0 05	0 05
<b>Dates—</b>		
Halloweas, per lb.	0 04	0 04
<b>Californian Evaporated Fruits—</b>		
Apples, per lb.	0 13	0 14
Peaches	0 12	0 14
Pears	0 13	0 15
<b>Malaga Raisins—</b>		
London layers	2 50	2 50
"Connoisseur Clusters"	2 50	2 50
boxes	0 80	0 80
<b>Royal Buckingham Clusters,</b>	1 10	1 10
boxes	3 50	3 50
<b>"Excelsior Window Clusters,"</b>	4 50	4 50
boxes	1 35	1 35



Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " ch. ice seeded, in 1-lb. pkgs.	0 08½	0 08½
" " 2 crown	0 07½	0 08
" " 3 crown	0 06	0 08½
" " 4 crown	0 08	0 08½
Prunes—		
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s	0 06	0 06
Oregon prunes (Italian style), 40-50s	0 08	
" " 50-60s	0 07½	
Oregon prunes (French style), 60-70s	0 07½	
" " 90-100s	0 06	
" " 100-120s	0 05	
Currants—		
Filiatras, uncleaned, barrels	0 04½	
Fine Filiatras, per lb., in cases	0 05	
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 06½	0 07
Finest Vostizzas	0 06½	0 07½
Amalias	0 06	0 06
Sultana Raisins—		
Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton	0 06	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	0 07½
Glove boxes, fine quality, per box	0 11	
Fancy washed figs, in baskets, per basket	0 20	
" " pulled figs, in boxes, per box	0 22	
" " stuffed figs	0 28	
12-oz. boxes	0 06½	0 07
SPICES—The market in ginger is much better this week than it has been for some little time. Peppers, ginger and nutmegs are all much firmer. Orders are coming in normal, and prices remain as they have been the past few weeks.		
Peppers, black		
" " white	0 15	0 22
Ginger	0 16	0 24
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

RICE AND TAPIOCA—Tapioca remains at the old price of 6½c. The demand is very small. Supplies on hand, from current reports, are not very large. Rice is quiet, the demand being no greater than usual.

BEANS—Prices have advanced considerably since last week. The market is very strong, but few lots are coming forward.

HONEY—The season is just about over now, and the market is, in consequence, very quiet.

MAPLE PRODUCTS—The new maple syrup continues to come in in good quantities. Orders which manufacturers have had on file for some time are gradually being filled. Prices are unchanged with the exception of pure Townships sugar, which is now selling from 7c. to 8c.

EVAPORATED APPLES—There is little change in evaporated apples. They are selling all the way from 10c. to 12½c., according to quality. Supplies at hand are very limited.

FISH—Now that the Lenten season has come to a close, the demand for all lines of fish has fallen off considerably. No improvement is looked for now before the opening of navigation. The close season for mackerel or dore, which began April 15, will continue until May 15, so that this fish will be off the mar-

ket during that time. Fresh lake trout and white fish will not begin to arrive until after May 1. In smoked fish dealers expect a continued demand for haddies and other lines until the warm weather sets in. There is a fair demand for skinless cod and pickled salmon in salt fish, but other lines are neglected.

Fresh haddock, per lb.	0 04½
Fresh steak cod	0 05½
" halibut	0 10
" grass pike	0 07
Fresh frozen fish—	
Single frozen haddock	0 03
market cod, per lb.	0 03
" steak cod, per lb., heads off	0 04
B.C. salmon, per lb.	0 08
Dore, per lb.	0 07
Round frozen grass pike	0 04½
Large frozen Halifax herring, per 100 fish	2 00
Smelts, No. 1, per lb.	0 04
Extra large	0 03
Mackerel, per lb.	0 09
Sea trout	0 07

Smoked fish—	
Haddies, fresh cur d express, 15 and 30-lb boxes, per lb.	0 07
Kipperd herring, per box	0 75
St. John bloaters, 100 in box, per box	1 10
New smoked herring, in small boxes, per box	0 13
salmon	0 22
Oysters and Lobsters—	
Standards per imp gal	1 40
Oyster pails, pints per 100	0 90
quarts	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 06
fish, 1 and 2-lb. bricks, per lb.	0 05½
fish, 25-lb. boxes, per lb.	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl.	3 50
" " salmon	0 80
" " " in bbls.	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls.	12 50
" " half bbl	7 00
" mackerel, per pail.	1 75
" large green cod, per lb.	0 05
" medium	0 04
" small	0 03

## Ontario Markets.

### FLUCTUATIONS—

Sugar down 10c. Molasses continue firm. New canned pineapples in the Summer's shipments higher. Tapioca up again. Pork products firmer. Butter easier. Eggs on the run. Oranges firmer. Strawberries cheaper. Potatoes dearer, up to \$1. Hides still very scarce.

### GROCERIES.

GROCERIES.—Business is progressing smoothly at this centre with little to distinguish one day from another. The general tone is cheerful, while there is no excitement or hilarity in regard to volume. The decline in sugar which took effect Tuesday was the only price variation of moment during the week, though of course there are changes and

### LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 19, 1906.

BUTTER—Supplies coming forward better. Prices: New milk creamery has declined ½ to 1c.  
CHEESE—Market easier. Buyers holding off. Prices about the same.  
EGGS—Unchanged. Lower prices expected very soon. Receipts but equal to demand.  
PROVISIONS—Still on quiet side. Prices show no change. Dressed hogs selling \$10.25 to \$10.75.

rumors of changes in the primary markets. Sugar is the only weak spot.

CANNED GOODS—The demand continues good in all lines and prices are holding firm.

The Spring supply of canned pineapples has arrived and from all quarters the demand is reported good. The price for Summer shipment from Singapore is 10c. to 20c. a dozen higher than Spring importations cost. The sale of canned pineapples in Canada is increasing very rapidly since ruling prices have enabled a 1½-lb. can to be sold profitably at 15c., while 2½-lb. cans can be sold with good profit to the grocer at 25c.

### FRUITS.

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

Asparagus, California	2's	2's, Canadian
Beets—		
2's, sliced, sugar	2's, whole	3's, sliced
3's, whole	3's, whole	
Beans—		
2's, golden wax	2's, refugee	3's
Gals.	2's, crystal wax	2's, red kidney
2's, Lima	Gals., standard	1's, Baked, plain
1's, Baked, plain	1's, " toma	1's, " chili
1's, " toma	2's, " plain	2's, " toma
2's, " toma	2's, " chili	3's, " plain
3's, " toma	3's, " chili	
Cabbage—		
3's		
Carrots—		
2's		
3's		
Cauliflower—		
2's		
3's		
Corn—		
2's		
Gal., on cob		
Parsnips—		
2's		
3's		
Peas—		
Extra fine sifted	Sweet wrinkle	Early June
2's, standard		
Pumpkin—		
Gal.		
Rhubarb—		
2's, preserved		
3's		
Gal., standard		
Spinach—		
2's		
3's		
Gals.		
Tquash—		
2's		
Succotash—		
2's		
Tomatoes—		
3's, all kinds		
Gal., all kinds		
Turnips—		
3's		
Tomato sauce, 1's		
" " 2's		
" " 3's		
Chili sauce same as		
Catsups, tins, 2's		
" " gal.		
" " jugs		
Lobster, tails		
" 1-lb. flats		
" ½-lb. flats		
Mackerel		
" Scotch		
Salmon, Horse Sho		
1-lb. Tails, 5 cases a		
1-lb. " less than		
1-lb. Flat, 5 cases a		
1-lb. " less than		
1-lb. " 5 cases a		
1-lb. " less than		
Low Inlet		
1-lb. Flat		
Spring cohoes, per d		
Hu upbacks		
sardines, French ½		
" " Portugues		
" " P. & C. ½		
" " P. & C. ½		
" " Domestic		
" " Mustard		
Haddies, per doz		
Haddies, per case		
Kipperd herrings		
Herrings in tomato		
2's		
6s.		
1s.		
Chicken, 1's, bonel		
Turkey, 1's		
Duck, 1's		
Tongue, 1's, lunch		
Soup, 2's, gblt		
" 2's, tomato		
3's		
Pig's feet, 1's, bonel		
1's		
SUGAR—A		







to mouth, and are carrying as little stock as possible."

**FOREIGN DRIED FRUITS**—The market in currants maintains considerable strength, and all offers below actual quotations are refused, while in some cases slight advances are demanded. The demand is good locally and a fair amount of business has been done for importation.

The local demand for Valencia raisins is improving, and some sales have been made from first hands during the week, which cleaned up the few thousand boxes so held, and now practically all stocks are in the hands of the dealers and the position is decidedly firmer. "There is only one course for the price of Valencias," said a prominent broker this week, "unless the demand should prove to be below the local supply, but on the contrary everyone looks for a large demand, the price being abnormally low and all competing fruits being abnormally high."

Prunes are in active consumptive demand locally, and without quotable change in price as yet, despite a very strong situation in California. Apricots also are in good demand and very firm.

Prunes, Santa Clara—		Per lb.	Per lb.
90-100s, 50-lb boxes	7 06 1/2	60-70s, 50-lb boxes	0 07 1/2 0 08
80-90s	0 07 1/2	50-60s	0 08 1/2 0 09 1/2
70-80s	0 08	40-50s	0 09 1/2 0 09 1/2
		30-40s	0 10 1/2 0 10 1/2

Note—25 lb. boxes 1c. higher.

Candied and Drained Peels—		Per lb.	Per lb.
Lemon	0 11	0 11 1/4 Citron	0 18 0 20
Orange	0 11 1/2	0 12 1/2	
<b>Figs—</b>			
Elemes, per lb.	0 10	0 14	
Tannets	0 04		
<b>Apricots—</b>			
Californian evaporated, in 50-lb boxes	0 14	0 15	
<b>Peaches—</b>			
Californian evaporated	0 14	0 15	
<b>Pears—</b>			
Californian evaporated, per lb.	0 13		
<b>Currants—</b>			
Fine Filiatras	0 25 1/2 up	Vostizzas	0 07 1/2 0 08 1/2
Patras	0 07 1/2	0 07 1/2	
<b>Raisins—</b>			
Sultana	0 05 1/2	0 07	
" Fancy	0 10	0 14	
" Extra fancy	0 15	0 16	
Valencias, selected	0 05 1/2	0 05 1/2	
Seeded, 1 1/2 pockets	0 09	0 10 1/2	
<b>California, loose muscatels—</b>			
2-crown	0 07 1/2		
4-crown	0 09		
<b>Dates—</b>			
Hallowees	0 04 1/2	0 04 1/2	Fards new choicest 0 09 0 10 1/4
"airs	0 03 1/2	0 04	" new choice 0 09 1/2 0 09 1/2
Domestic evaporated apples	0 10	0 11	

**NUTS**—Business in nuts, shelled and unshelled, is active at recent advances, but the price here has not gone up to the extent of the advance in the primary markets. But as stocks are not heavy local prices are slowly but steadily creeping up to the equivalent of importation cost, and as high prices usually stop importation it would not be surprising if an acute shortage should manifest itself during the next few months.

Almonds, Tarragona, per lb.	0 12 1/2	0 13
" shelled Valencias	0 25	0 28
Walnuts, Grenoble	0 14 1/2	0 15
" Bordeaux	0 10 1/2	0 11
" shelled	0 25	0 27
Filberts, per lb.	0 10	
Pecans, per lb.	0 14	0 17
New Brazils, per lb.	0 14 1/2	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish	0 08 1/2	
A 1's, banners and suns	0 08	
Japanese Jumbo's	0 08 1/2	
Virginia	0 10	

**RICE AND TAPIOCA**—The lower price on tapioca of two weeks ago led importers to suppose that the market was about to tumble from the high price recently established, but those having best information, brokers, to wit, advised taking advantage of the temporary dulness, and now the market has again advanced 2s., or a little over 1c. on the duty paid price, and

Singapore firms say that the prices are fully warranted by the actual position of the article.

	Per lb.
Rice, stand. B.	0 03 1/2 0 03 1/2
Rangoon	0 03 1/2 0 03 1/2
Patna	0 05 0 05 1/2
Japan	0 06 0 07
Java	0 06 1/2 0 07
Sago	0 06 1/2 0 07
Carolina rice	0 08 0 08 1/2
Tapioca, medium pearl	0 06 0 07
" double goat	0 07 1/2

**HONEY**—Consumption continues satisfactory and stocks are in very small compass. Prices are unchanged:

Honey, extracted clover, in 60-lb. cans, per lb.	0 08 1/2 0 09
" " in 5 lb. & 10 lb. cans, lb.	0 09
" sections, No 1, per doz.	2 00
" " No. 2, " "	1 40 1 60
" Buckwheat, per lb.	0 04 1/2 0 05

**BEANS**—The market is steady and without quotable change.

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

**FISH**—The fish trade is taking its Spring rest. Most of the frozen stock is out and the fresh is slow coming in, so that the list is much curtailed. Oysters also are done.

Fresh halibut	0 12 0 15
Haddock, fresh caught, per lb.	0 06 0 07
" frozen	0 05 0 06
Fresh cod, per lb.	0 07 0 08
" lobsters, boiled, per lb.	0 20 0 25
Shrimps per gal.	1 25
Whitefish, per lb.	0 12
Salmon trout, per lb.	0 10
Pickarel, per lb.	0 07 0 07 1/2
Finnan haddies	0 07 1/2 0 08 1/2
Ciscoes	1 25
Mackerel, per lb.	0 10

**DRIED AND CURED FISH**—Prices continue according to last week's quotations.

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

**HIDES**—The supply continues abnormally light, partly due to the excessively bad roads which, combined with a hope for still better prices, keeps the country butchers from marketing their stock. There may be a further slight upward movement, but large buyers think the limit has been reached. For days Chicago holders and tanners have been 1c. apart, and nothing doing, but the feeling is that that can't last, and that the holders will give way.

Hides, inspected, steers, No. 1	0 11
" " No. 2	0 11
" " cows, No. 1	0 10 1/2
" " No. 2	0 09 1/2
Country hides, flat, per lb.	0 08 1/2
Calf skins, No. 1, city	0 14
" " No. 1, country	0 13
Dekins	0 75 0 85
Sheep skins	1 45 1 65
Horse hides, No. 1	3 15 3 55
Rendered tallow, per lb.	0 04 1/2 0 04 1/2
Pulled wools, super, per lb.	0 22 0 24
" " " "	0 24 0 25
Wool, unwashed fleece	0 16 0 17

**FUR SKINS.**

	Prime No. 1.
Badger	\$ 1 50 \$0 70
Bear, black	15 00 7 00
" yearlings	7 00 3 00
Fisher	6 00 2 00
Fox, red	3 00 1 50
" cross	10 00 3 00
Lynx	6 00 3 00
Marten, dark	20 00 4 00
Mink, dark	3 07 1 50
" pale	2 00 0 75
Muskrat	0 25 0 15
Raccoon	1 25 0 50
Skunk	0 75 0 35
Weasel, white	0 50 0 10
Wolf, timber	3 50 0 80
" prairie	1 75 0 50
Wolverine	5 00 2 00

White & Co., Limited, are into the pineapple business very largely this season. Their first full car of the Godinez brand arrived this week.

**N. B. Markets.**

St. John, April, 1906.

Business is more active. The outlook for the Summer is good. Nothing so affects the situation in this province as the results obtained from the lumber operations; it is said the cut has been large and that the river driving is likely to be successful. This with the full prices ruling points to good times. With money for lumber coming freely into the province all branches of business are favorably affected. The break in the past week and bad weather have somewhat hurt immediate business.

In markets there is nothing of particular interest, prices generally firmly held. Molasses is higher. Pork products continue to advance. Lard making record prices. In spice, ginger has advanced quite rapidly. Cloves are again higher. Pepper is rather easier, particularly in the New York markets. Nutmegs are rather higher; they have for a long time been low. Cream of tartar little changed.

**SALT**—This is the busy season. Arrivals of Liverpool coarse salt are very heavy. Of late years the Manchester steamers have brought perhaps the larger quantities, usually giving a better rate of freight. Demand is good; prices rather easier. Fine salt, with the opening of the dairy season, is in more active demand; prices unchanged.

**CANNED GOODS**.—Tomatoes are very firm at full prices. Corn, while firmer, is still sometimes quoted at close figures. Peas are low. In fruits, gallon apples are higher; all fruits are firmer. In salmon, prices unchanged. Meats are low; while American meats are being pushed, the dumping clause is acting as a barrier. Oysters firmer. In domestic fish, sardines about the only line held.

**GREEN FRUIT**.—Apples about out of the market, high prices for good stock. Bananas begin to sell freely, prices about as usual. Valencia oranges are higher; Californias are firm. Lemons, fair sale at about even prices. Fine rhubarb now seen, prices high. New cucumbers offered.

**DRIED FRUIT**.—Prunes are quite interesting; prices are higher, stock scarce. In raisins, seeded are quite low, prices rather firmer. Apricots and peaches are held at full prices. Malaga loose Muscatels have a steady sale, being lower than California stock. Valencias rather dull. Currants are very firm, a fair business. Peels, particularly citron, will be high; this is the first new dried fruit to be bought. Dates are firm. Evaporated apples sell but slowly at the high prices. Onions quite firmly held; Egyptians were rather higher last week; Valencias, American and Canadian are also in the market.

**MOLASSES**.—Barbadoes, of which both in choice and fancy a fair stock is held, with considerable bought to arrive, is higher and firmly held. No New Porto Rico yet offered; old sells slowly, prices quite high compared with Barbadoes.

**FISH**.—Just a fair supply of fresh fish. Gaspereaux come to hand slowly. Nice halibut offered. In dry fish, prices rather lower but still quite high. Smoked herring are lower. Pickled herring still very scarce and high. Just fair sale for finnan haddies.

**B. C.**

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## B. C. Markets

Vancouver, April 18, 1906.

The laying of rails on the Great Northern Railway's Similkameen branch is to begin at once, and the line will then be opened for traffic as far as Princeton. In addition to giving rail connection into the district it will give the opportunity for shipment from the many productive fruit growing sections in the district which have hitherto been unable to dispose of the fruit. The range of fruit growing in the Similkameen is as great as in the Okanagan valley, and some say even greater. The peaches, apricots, etc., are, it is confidently asserted, as readily grown as are apples and other fruits.

Large areas of fruit lands have been subdivided and sold in anticipation of the coming of the railway. Last year in the Keremeos section alone over 25,000 trees were set out. This year there will be many more.

In the Kootenay valley close to the city of Nelson and for miles along the shores of both lake and river, the lands are being taken up rapidly and cleared for orchards. There has been no cessation to the movement since the attention of enterprising people has been turned to the favorable conditions for fruit-raising and the profitable returns from the industry. This district as well as the Similkameen will give the Okanagan valley a hard race for supremacy in the field so long held undisputed by the latter. The quantity of fruit produced, when all orchards now being reared in the three interior districts are in bearing, will go a long way to supplying the great market of the Northwest.

The purchase by the C.P.R. of the charter for an electric railway up the Fraser valley on the south side of that stream to the Chilliwack district gives promise of the line being built soon. The plans of the company since purchasing the charter have not been announced, but seeing that at least one other road, the Great Northern, is aiming to build in the same direction, it is supposed that the line will be built this year. While no positive announcement has been given, the statement has been made on good authority that the British Columbia Electric Railway Company will electrify and operate the new line as it does the C.P.R.'s Lulu Island line, using part of the power now generated at Lake Beautiful.

The building of this road would not only give rail access to the Chilliwack district, an old and wealthy settlement, but it would open up and bring into favorable condition for settlement a large acreage from the Fraser River to the international boundary line.

Northern shipments are beginning to move in anticipation of the opening of the season on the Yukon. The steamer Amur took north a good cargo and the other vessels in the northern trade are carrying large shipments every trip. Advices from the north indicate that the Winter trail is about to break up. Then ensues for a time a break in the line of communication so far as carrying passengers goes. The opening of the river, which usually occurs some time in May, is looked for earlier than usual this Spring. In preparation for the open season the White Pass Railway Co. has

greatly improved its fleet of river steamers.

Market conditions while healthy show no great activity for this season of the year. Staples are firm and well stocked, produce is in fair supply in most lines, fruit is limited to the citrus varieties, while the range of vegetables increases.

The arrival of the steamer Moana of the Canadian-Australian line brought a consignment of New Zealand butter, which is likely to be the last this season, though there may be one more shipment by way of San Francisco, direct from New Zealand. The other butter stocks arriving are some held stock from the east, and of course the weekly output of the local creameries, which is increasing every week now. Prices for the New Zealand butter and for local fresh creamery to the trade are 30c. and 31c. Eastern held goods bring 27c. and 28c.

Eggs are in plentiful supply locally, and despite the Easter demand brought about the same price as a week ago, 25c. per dozen to the trade. An indication of local production is found in the market report from New Westminster's weekly farm market, in which it is stated that about 100 cases of eggs were bought for Vancouver trade in the one day. This is, however, a record, and perhaps due to the expected Easter demand.

Fruits are not showing many new varieties at present. There are strawberries to be obtained from California, but the price prohibits importation yet. Oranges are in good supply and fine quality, but the price remains firm. The range is from \$3 to \$3.75. Lemons are now in active demand and the price was quoted up to \$4 this week. Grape fruit is regularly on the market, but demand is limited. Apples will soon be out altogether. Few are in the market and are selling at \$2.50 per box. The S.S. Moana brought in some pineapples from Honolulu, which are selling at about \$6 per dozen. Bananas are in regular weekly supply by rail and bring \$3.50 to \$3.75 per bunch.

## N. S. Markets.

Halifax, April 18, 1906.

The retail grocery business this Easter was unusually good. Many of the dealers report that they were taxed to their limit to fill the orders. The wholesale trade is also good not only in the city but also at outside points. Some of the principal articles called for at Easter time were high and scarce this season, this applying particularly to hams, bacon and eggs.

The scarcity of hogs all season has caused a shortage of both hams and bacon, and at the last moment the egg supply slackened up, and thus an advance in price followed. The choicest local cured hams are quoted at 18 cents retail, and bacon 20 cents. The local product is preferred to the imported.

CANNED GOODS—Are cheap and in good supply the demand being good for all lines. More canned goods are being used on this market than ever before. The quality generally seems to

have improved, and people who heretofore were prejudiced against their use are now getting the habit.

FRUITS—Some good apples were marketed during the week, and they were readily bought up. The Northern Spys sold for \$5 per barrel, and the retailer disposed of them for 25 and 30 cents per dozen. Even at these figures there was very little money in handling them. Nonpariels are offering at \$4.50 per barrel. The demand for all green fruit is good. Jamaica oranges are about cleaned up; the stocks now held here are small both in quantity and quality. They are quoted at \$7 per barrel. Valencias are selling from \$4.50 to \$6. Bananas are coming in more freely as the season advances. The quality as yet is very poor. Strawberries are quoted at 40 to 45 cents. Lemons are the same as last week. It is expected that the new crop of Jamaica onions will soon be marketed here.

VEGETABLES—Some fine quality vegetables were exposed for sale at the green market on Saturday, including beets, carrots, parsnips and turnips. Most of these were kept in the ground during the Winter, and they were in fine condition. They sold readily. Potatoes are becoming a little scarce, the Island stock all requiring to be picked over. Some New Brunswick potatoes of good quality are now being marketed. The commission houses are quoting turnips at 90 cents per barrel, carrots and beets at about \$1.50, and parsnips at \$1.75. The latter are becoming scarce. Cabbage are unusually scarce and hard to obtain at any price. They are quoted at from \$1 to \$1.25.

MEATS AND POULTRY—Good poultry was out of the question this Easter. Nothing of first quality was offered. Some fowls and a few old turkeys were exposed for sale. The former were quoted at from \$1.25 to \$1.50 per pair. The turkeys were 22 cents. Not a good young turkey could be had at any price. Those offered were only fit to boil. Spring lamb was worth from 30 to 35 cents per pound by the quarter; mutton from 7 to 9c., and veal about 8c. All the beef offered was of first quality it being raised principally in Nova Scotia. For some of the choicest the dealers paid as high as 10c. per pound.

BUTTER AND EGGS—There was but a slight improvement in the receipts of butter during the week. A little more fresh dairy butter was marketed, but the quantity was not sufficient to have any influence on the price. The quality of this butter is of the best, and in consequence the farmer wants all that he can get for it. Quotations are: Creamery, 25 to 26c.; solids, 24 to 25c.; dairy tubs, 23 to 24c., and rolls, 22 to 23c. The expected slump in the egg market at Easter did not materialize. Prices advanced instead of decreasing, as forecasted. Usually at Easter on this market eggs are in abundance and the price is low. Not so this season. To use a stock market term, "eggs are fluctuating." The Nova Scotia supply fell off very suddenly, and had not the Island eggs come to the rescue the market would have gone short. From 17 to 18c. were the prices quoted, and they were retailed at 20 to 22c.



# THE GREAT WEST

## WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

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

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

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

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

For some time Secretary Coulson has been following the plan of organizing the trade in local sections each of which comprises five or six neighboring towns. Each district has its own chairman and secretary and is equipped with the necessary organization to arrange all local disputes. A partial list of the sections already organized is as follows:

Arcola Extension—S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Creelman, secretary.

Arnaud—W. Ledoux, secretary.

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

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Cartwright—R. F. Moore, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—Arthur Kelly, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

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

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; T. J. McCammon, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

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

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

Several of these local sections have been formed during the last three weeks by the secretary and others are to be organized immediately. These local organizations are in position to deal effectively this season with the handling of farm produce and it is confidently hoped that in some districts they will remedy the evil that has been the most pressing.

On the night of the 11th inst. an important organization meeting of the Kirkella section was held in Lemberg. Secretary Coulson made a special trip from Winnipeg to attend the meeting and there was a large attendance of dealers from all parts of the section. Officers were elected, as noted above.

There has been some unfortunate and foolish competition in Killarney that has been attracting the attention of the trade in neighboring towns. A few days ago the climax was reached when a big "special sale" was announced in one of the stores to be in charge of a Winnipeg firm who make a specialty of the conduct of clearing sales. The other dealers met and agreed to conduct an auction sale in premises specially secured for the occasion. Each store contributed its share of goods and the proceeds were kept separate. As an effective counterblast to the special sale, the auctioneering method was a success, but it is unfortunate that such things should occur.

There is an erroneous impression abroad among the trade that the General Merchants' Association and the Hardware Merchants' Association have amalgamated; some dealers imagining that the Retail Merchants' Association of Western Canada has absorbed the Western Retail Hardware Association and some imagining that the latter has absorbed the former. This is a great mistake. The two associations have affiliated for certain purposes but they have not amalgamated. There are still two separate associations, there being a world of difference between affiliation and amalgamation. Briefly the situation is this: The two associations have, in joint session, elected a "Western Board" whose main duty it is to look after any legislation in the common interest of all retailers. That is the extent of the affiliation that has been effected. Each association has its own executive, its own secretary and its own particular aims and objects.

### ASSOCIATED BOARDS OF TRADE OF WESTERN CANADA.

The following communications have been received at the office of The Canadian Grocer, having reference to the

Western Canada Convention of the Associated Boards of Trade, to be held in Edmonton on June 13th and 14th next.

#### Edmonton Board of Trade.

"The Editor Canadian Grocer.

"Dear Sir,—Attached is a circular notice in regard to the annual convention of the Associated Boards of Trade of Western Canada. This will probably be of interest to many of your readers, and I will be glad if you will make mention of the convention. These notices have been sent in to all boards of trade interested, so far as I have information as to their existence.

"Development is very rapid in the west at present, and it is hard to get informed of all that goes on, and some recently formed boards of trade may have been overlooked. If there are any such it would be taken as a favor if they would advise the secretary of the Edmonton Board of Trade, and the notice referred to will be sent to them.

"Special arrangements have been made with the Canadian Northern and Canadian Pacific Railways for transportation of delegates at greatly reduced rates.

"F. T. FISHER, Secretary."

The following is a copy of the notice issued from Edmonton to the various boards of trade secretaries, and to which early response is requested:

#### Edmonton Board of Trade.

Edmonton, Alberta.

"The Secretary, Board of Trade,—

"Dear Sir,—At the second annual convention of the Associated Boards of Trade of the Northwest Territories, held at Regina on June 29 and 30 last, it was decided that the 3rd annual convention should be held at Edmonton in 1906, under the title of 'The Associated Boards of Trade of Western Canada.'

"I now have the honor to advise you that Wednesday and Thursday, 13th and 14th of June next, have been fixed as the dates of that convention, and your board is invited to send the full number of delegates permitted under the constitution.

"Under separate cover I am sending you a copy of the report of the second annual convention. Beginning on page 34 will be found the constitution and by-laws of the association. If you will be good enough to refer to section 9 of the constitution, you will learn the representation to which your board is entitled at the convention. A list of membership, certified by your secretary, should be furnished.

"I would also draw attention to section 14, which makes provision for a fund to cover the expenses incidental to



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FOR BUTCHERS AND GROCERS.  
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**PERCY P. DAVENPORT**  
Chartered Accountant  
378 Bannatyne Avenue, Winnipeg

Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11 1/2
Ginger, in 10 lb. boxes, per lb.	0 15
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70

WHOLE SPICES.

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

**RICE, TAPIOCA AND SAGO**—Tapioca is firmly held at the high prices quoted, but sales at these figures are not very large. We quote:

Japan rice, per "b., cwt. lots.	0 05 1/2
50-lb. lots.	0 05 1/2
Rangoon rice, per lb.	0 04
Patna " "	0 04 1/2
Tapioca, per cwt.	7 25
Sago, per lb.	0 04 1/2

**POT AND PEARL BARLEY**—

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

**EVAPORATED AND DRIED APPLES**—There has been a sharp advance of 3 cent per lb. in dried apples, the price now being 12 1/2c. per lb. for 50-lb. cases and 13c. per lb. for 25-lb. cases. Dried apples are unchanged, price is 9 1/2c. per lb.

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

**HONEY**—

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

**SAUCES**—

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

**OATMEAL AND CORNMEAL**—Prices are steady since the recent decline.

Roller oats, 20-lb. sacks, per sack.	2 05
40-lb. " "	1 05
20-lb. " "	0 54
8-lb. " "	0 25
Granulated oatmeal, per sack.	2 55
Standard " "	2 55
Cornmeal, " "	1 61

**FISH**—

Lake superior trout.	0 09
Gold eyes.	0 03
Blue fish.	0 13
Mackerel.	0 12 1/2
Red Snapper.	0 15
B. C. Salmon.	0 09
Halibut.	0 08 1/2
White fish, per lb.	0 07
Pickrel.	0 05 1/2
Jackfish.	0 03 1/2
Finnan haddie.	0 07 1/2
Halifax " brand salt cod, fish cakes 24-1's.	0 07 1/2
" Acadia " " " 20-1's.	0 08
" Bluenose " " " 20-1's.	0 07
" Acadia " " " 2-lb. boxes.	0 10
" " " " 4-lb. boxes.	0 10
" " " " shredded, 24 cartoons, per bx.	1 80
bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	4 00
per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails.	0 12
Smoked halibut strips.	0 11
Kipperd gold eyes, per doz.	0 45 1/2
Yarmouth bloaters, 60 in box, per box.	1 50
Lobsters, fresh boiled, per lb.	0 23
Caviare, extra, small jars, per jar.	0 40
Frog legs, 6 doz. in box, per doz.	0 40
Oysters, selects, per gal.	2 25
Standards, per gallon.	2 00
Holland herrings, in kegs, per keg.	0 70
Herring 1-barrels.	4 00
Digbys, chicks, per box.	0 17
Herrings, 1/2-bbls.	4 25

**BUSINESS CHANCES.**

**BEST** opening in Ontario for one or two bright young men to go into general retail business; turn-over twenty-five thousand cash; stock seven; opposition light; good stand; established business; eight thousand to be done next three months; at once. Box 112, CANADIAN GROCER, Toronto.

RETURNED  
Nov/2/06.  
to owner  
Cut B... 56  
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**MISTER GROCER!**

Have we had your order for

**"Gold Standard Tea?"**

The tea that pays you a good profit.

The tea that is especially adapted to Western Canada.

The tea that is full value for your money.

The tea that is

**"Guaranteed the Best"**

**The Codville-Georgeson Co.**  
Limited  
Winnipeg, Man.

**EASTERN MANUFACTURERS AND SHIPPERS**

Keep in touch with the  
**WESTERN TRADE**

We sell all lines handled by the  
**Wholesale Grocers**

Write or wire us your offerings  
**Nicholson & Bain**  
Winnipeg and Calgary  
Wholesale Brokers and Commission Merchants.  
Established 1882  
First-class storage for all kinds of goods



# Easter

Your Easter trade requires

**THE REAL THING**

In mild cured

# HAMS

AND

## BREAKFAST BACON

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

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

TELEPHONE M 3960

# HAMS

With the coming of Easter comes the demand for Hams and Eggs.

We can sell you both or either. The Hams we cure ourselves under the same formula as used by us for over fifty years; and there are no finer.

If you have not already ordered—do so now.

The fire which occurred at our packing house recently will not interfere with the taking care of all orders.

**F. W. FEARMAN CO.,**  
HAMILTON LIMITED



The merchant who knows his business talks

## QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

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

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

## GROCCERS

Ask your jobbers for our brand and compare with others.

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

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

**NICHOLSON & BAIN,** Winnipeg and Calgary

Western Agents for

**THE MANITOBA CANNING CO., LIMITED**

GRANDE POINTE, MANITOBA



# "Corona" Meats

PRONOUNCED UNEXCELLED

**CHOICE BUTTER,  
CHEESE, EGGS,**

Send for trial order and mention THE GROCER. No Retail Stores.

**The Montreal Packing Co.,**

MONTREAL, P.Q. Limited

MONTREAL STOCK YARDS.

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# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN

The situation on both cheese and butter remains unchanged, especially as far as last season's make is concerned. Stocks are now well concentrated in British importers' hands; they are light and barely enough to last until the new season's make can reach the markets in sufficient quantities to affect prices.

There is, however, a good deal of activity at country points regarding the opening of the new season. Country boards are being organized and factories opened for business. Quantities produced at present are naturally very limited yet, but the very fact that some new cheese are being made is already having some effect on the market. Most conflicting reports regarding prices asked by factories and those bid by merchants are at present the order of the day; this is misleading and irregular.

Butter is in good local demand and prices are a long way above the export basis; this should be a note of warning to the creameries not to force production. The season in European dairy countries is much earlier than our own, and Irish and continental butter will rule the British markets well into June. It does not seem probable, from present view, that we will get any demand from the United Kingdom until we get to full grass quality, and if the early make of fodder butter is larger than our home consumption, prices will decline very rapidly, which would entail severe losses. As the season advances the flow of milk increases and so does the production of cheese and butter.

Colored cheese is very scarce at present in the British markets, and the demand for it is likely to be good for some time to come. It should, however, be borne in mind that white cheese will also be wanted and it would be a decided mistake if the great majority of our factories were to rush in to make only colored cheese, as any over-supply would be followed by lower prices.

On the whole, even the near future of market values of either cheese or butter is very uncertain, and it is most difficult to make any predictions in this respect at the present moment. No doubt supply and demand will regulate prices in time, but at present it seems safer for farmers to make more cheese and less butter, as British markets will need cheese, and, as before stated, they will have plenty supplies of butter from other sources.

It is encouraging to read reports from many sections, both in Ontario and Quebec, that the question of individual cow-testing has been taken up in earnest and some interesting results have already been published. We certainly recommend the general adoption of this system throughout all the dairy sections of the Dominion; it is in the interests of the farmers, and as the Government officials are ready to aid the farmers in assuming the greater part of the expenses, it is only right that our farm-

ers, interested in dairy herds, should avail themselves of this opportunity. The cost of keeping a poor cow is as great as that of keeping a good cow; the latter will pay for her keep, while the former will not, and by weeding out non-paying stock the farmers will be the gainers.

Once more we wish to mention the importance of using better cheese boxes. Complaints about broken boxes continue to come in from British importers. A new box, made and exhibited by Mr. D. M. McPherson, of Lancaster, was generally approved by the merchants of Montreal. This box certainly seems an improvement on the boxes now in use. It has been tried in shipments both from country points to Montreal and from Montreal to Great Britain. It may not be absolutely perfect, but as the cost of this box is not more than that of the ordinary box, it is certainly worth trying on a larger scale.

A most interesting and satisfactory test was recently made with a large line of paraffined cheese. These were made during last September and kept at the Government cool curing room in St. Hyacinthe until about April 1. The Montreal weighmaster was sent there and his averages proved that not one pound was lost in weight during all this time, when it is conceded that an average loss in weight during this time would have been at least 3 lbs. per box, it is the strongest possible argument in favor of the paraffining of cheese. The shrinkage in weight of cheese held in storage is a very material item, and while it benefits nobody, it means a serious loss to the holder of the cheese. Now, if the paraffining will prevent this enormous loss, by all means let us have every cheese paraffined.

### THE PROVISION SITUATION.

The provision outlook shows little change since our last review. Packers report moderate supplies of hogs—at eastern points barely sufficient to keep demand going; at Ontario points arrivals have been more regular but of inferior growth and quality.

Usually at this season farmers rush supplies along, so as to reduce as far as possible their pens of live stock in view of coming out door work. If the present season is being dealt with in the same way, the natural conclusion is that packers will have to go sadly short of supplies in the near future. It is expected, however, by those who are in touch with the farmers, that more stock will be reserved for service, so that gradually increasing supplies will be continued.

The Cincinnati Price Current has the following interesting note, which gives a fair idea of the conditions abroad and against which the Canadian exporter has to compete:

"There is usually a tendency to re-

duce marketing of hogs at this time in the year, and this condition is reflected in the past week. Total western packing 380,000 hogs, compared with 485,000 the preceding week, and 360,000 two weeks ago. For corresponding time last year the number was 390,000, and two years ago 435,000.

"The quality of current marketings is good. Prices at the close are a little higher, prominent places indicating an average of about \$6.40 per 100 pounds, compared with \$6.35 a week ago, \$6.35 two weeks ago, \$5.40 a year ago, \$5.20 two years ago.

"Foreign markets were firm and domestic markets were quiet and steady. The export clearances for product were moderate and show a decrease as compared with the preceding week and a falling off compared with the corresponding week last year."

It will thus be seen that the American market is a very strong one, with supplies scarcely equal to last year at similar dates, and considerably below that of two years ago.

American exports to Europe were also below similar averages, so that the total result should be considerable strengthening of the English market in favor of Canadian bacon.

### SALES OF PURE BRED HOGS.

According to the report issued by the Government on the Government sales of pure bred hogs in the Province of Quebec, some hundred and six animals were sold. The report advises farmers to give more attention to the proper raising of swine of the bacon type, and goes on to say that instead of allowing the animals to run to three or four hundred pounds the farmers should allow them to reach a marketable condition at from seven to eight months of age when weighing from 180 to 220 pounds. The report continues that if farmers devote the proper attention to the raising of the bacon class of hogs they will participate in the many millions of dollars annually distributed in Canada from Great Britain, where Canadian bacon has gained such an enviable place.

### BUTTER AND LARD IN LONDON.

The latest mail advice by Thos. Nesbitt & Co. of provision prices current in London, shows the following relative values in shillings per cwt.:

Butter—	
Irish factories .....	89 92
Dutch creameries .....	102 104
Normandy .....	110 118
Danish and Swedish .....	112 115
Russian .....	94 104
United States .....	70 86
Australia and New Zealand....	80 100
There was no Canadian butter on the market and it was not quoted.	
Lard—	
Irish .....	54 64
Danish .....	52 58
Canada and U. S. ....	43 50



PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—The Easter trade in provisions has been excellent; just at present, however, trade is rather quiet. The demand for bacon is improving. Stocks are light and prices have gone up in consequence. Hams are in better demand now also.

Lard, pure tierces	0 11 1/2
" " 56-lb. tubs	0 12
" " 20-lb. pails, wood (10 1/2)	0 12 1/2
" " cases, 10-lb. tins, 60 lbs. incase	0 12 1/2
" " 5-lb.	0 12 1/2
" " 5-lb.	0 12 1/2
Lard, Boar's Head brand, tierces, per lb.	0 08
" " 1/2-bbl., per lb.	0 08 1/2
" " tubs	0 08 1/2
Cases, 20 3-lb. tins, per lb.	0 09
" " 12 5-lb. tins	0 08 1/2
" " 6 10-lb. tins	0 08 1/2
20-lb. wood pails, each	1 70
20-lb. tin pails, each	1 60
Wood net, tin gross weight—	
Canadian short cut mess pork	\$22 00 \$22 50
American short cut clear	21 00 22 50
American fat back	22 50
Breakfast bacon, per lb.	0 17
Hams	0 13 1/2 0 15
Extra plate beef, per bbl.	12 00 13 00

BUTTER—The market is rather quiet at present. The new milk creamery is down 1/2c. Other lines are changed a little also. Old stock is nearly cleaned up.

The English market is in a very unsatisfactory condition and the range of values is low. The prospects are at present that Canadian butter will have to come down before the opening of the export trade in order to do business with the Old Country.

Choice new milk creamery	0 23	0 23 1/2
Fall creamery	0 19	0 20
Western dairy	0 18	0 18
Manitoba dairy	0 16	0 16 1/2
Fresh rolls	0 19	0 20

CHEESE—The old cheese is off the market entirely, and the new fodder stock is coming in in increasing quantities. Prices range from 12c. to 12 1/2c. for white, and about 12 1/2c. for colored. These prices will ease off as the receipts increase.

EGGS—The market is easy in tone at present. Prices vary but the average seems to be about 16c. Stocks are fairly plentiful.

TORONTO.

PROVISIONS — Pork products still have an upward tendency and though the packers cut the price on live hogs 10c. on Monday no immediate decline in the finished article is looked for. Supplies, the dealers say, are not increasing and the consumptive demand is very good. There is a higher range of prices for long clear hams and short cut. Lard, too, is very strong, partly, perhaps, in sympathy with the American market. At any rate dealers are quoting 1/2c. to 3/4c. higher. Street lots of hogs are slightly higher than last week but are expected to return to about that level.

Long clear bacon, per lb.	0 12
Smoked breakfast bacon, per lb.	0 14 1/2
Roll bacon, per lb.	0 11 1/2 0 12
Small hams per lb.	0 14
Medium hams, per lb.	0 14
Large hams per lb.	0 15 1/2
Shoulder hams, per lb.	0 11
Backs, per lb.	0 16
Heavy mess pork, per bbl.	20 00
Short cut, per bbl.	23 00
Shoulder mess pork, per bbl.	14 50 15 00
Lard, tierces, per lb.	0 11 1/2
" " tubs	0 11 1/2
" " pails	0 12
" " compounds, per lb.	0 07 1/2 0 08
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	8 00 9 25
" " front quarters	5 25 6 25
" " choice carcasses	7 00 8 00
" " common	5 50 6 50
Mutton	0 08 0 10
Yearling lamb	0 12 0 13 1/2
Veal	0 10
Hogs, street lots	9 50 9 85

BUTTER—The market is taking its seasonable downward. The only ques-

tions are how fast and how far. It is just a case of increasing supplies owing to fresh cows and larger yield of milk. The quality is improving a little but the marked change will not come till the kine get out to grass.

Creamery prints	Per lb.	0 25	0 26
" " solids, fresh	0 22	0 23	
Dairy prints, choice	0 20	0 23	
" " ordinary	0 18	0 19	
" " in tubs	0 18	0 19	
" " large rolls, good	0 18	0 19	
" " large rolls ordinary	0 16	0 17	

CHEESE—New cheese is coming in somewhat more freely but the demand is not large and last week's quotation is now a little high.

Cheese, large	Per lb.	0 14
" " twins	0 13	0 14
New cheese, large	0 13	0 13 1/2
" " twins	0 13	0 13 1/2

EGGS—Increasing supply and decreasing demand have had a depressing effect on the egg market. The mid-week quotation was 15c. to 15 1/2c. and dealers varied in their views, some holding those prices would hold for the rest of the week, others that they would sag some more.

Eggs, new laid	0 15	0 15 1/2
" " pickled	0 14	

WINNIPEG.

BUTTER—The price of creamery holds steady as there is a brisk demand for the first-class article.

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 23
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks (eastern)	0 27
" " (western)	0 23 0 25

Dairy—No. 1 dairy is commanding from 13c. to 15c. per lb. delivered from Winnipeg produce houses and No. 2 from 10 to 12 cents.

LARD—Another advance of 1/2c. per lb. brings the tierce basis to 11 1/2c. We quote:

Tierce basis, per lb.	0 11 1/2
Small packages take the following advance:	
50-lb. tin cans, per lb.	0 00 1/2
20-lb. tin pails, in 80-lb. cases, per lb.	0 00 1/2
10-lb. " in 60-lb.	0 00 1/2
5-lb. " "	0 00 1/2
3-lb. " "	0 01
20-lb. net white wood pails, per lb.	0 00 1/2

CHEESE—There has been a sharp advance and finest Ontario large is now quoted at 15 1/2c. per lb. Quotations are:

Finest Ontario, large	0 15 1/2
" " Manitoba, large	0 15
" " twins	0 15
" " small	0 15

CURED MEATS—Hams are advancing sharply and revised quotations will be found below:

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" " medium, 14 to 16 average	0 14 1/2
" " heavy, 20 to 30, for slicing	0 14 1/2
" " heavy skinned, 20 to 30 for slicing	0 14 1/2
Picnic hams, light, choice, 6 to 8	0 11 1/2
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15 1/2
" " clear bellies 12 to 14	0 15
Clear backs, b bacon light	6 14 1/2
" " b bacon 12 to 14	0 14 1/2
Spiced rolls, long if in stock	0 15
" " short	0 13
Dried beef ham sets	0 11 1/2
Smoked hams boned and rolled, 2 1/2 per lb. additional	0 11 1/2

DRY SALT MEATS.

Bacon, dry salt long clear	0 12 1/2
" " " smoked	0 13 1/2
" " " boneless backs	0 12 1/2
Shoulders	0 12 1/2

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " per 1/2 bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.	0 03 1/2			0 04
hocks,				

EGGS—Produce houses are paying 15 cents per dozen for eggs delivered in Winnipeg.

ST. JOHN, N.B.

PROVISIONS—In barrel pork high prices rule. Mess pork scarce, little except Ontario packed offered. Beef is rather higher, sales light. Smoked meats firm at full figures. Pure lard again higher. Refined compound while higher is still well below pure and selling freely. The feature of the Easter fresh meat market is the fine veal offered; full prices asked. Beef rather firmer. Mutton rather light supply, prices well maintained. Pork is high.

Mess pork, per bbl	\$20 00	\$22 00
Clear pork, " "	21 00	22 00
Plate beef, " "	13 50	15 00
Domestic beef, per lb.	0 05	0 07 1/2
Western beef, " "	0 08 1/2	0 10
Mutton, " "	0 08	0 10
Veal, " "	0 08	0 10
Lamb, " "	4 00	5 00
Pork, " "	0 09	0 11
Hams, " "	0 13	0 14
Rolls, " "	0 10	0 13
Lard, pure, tubs, " "	0 12	0 12 1/2
" " pails, " "	0 12 1/2	0 13
Refined lard, tubs	0 09	0 09 1/2
" " pails	0 09 1/2	0 09 1/2

BUTTER—Higher prices rule. Stocks, particularly of good butter, very light. Little new seen.

Creamery butter	0 24	0 25
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20
Fair	0 16	0 18

EGGS—Stock before Easter was scarce and higher prices ruled.

Eggs, strictly fresh	0 25	0 31
Eggs, fresh	0 20	0 24
" " case stock	0 18	0 20

CHEESE—Market quite bare. Some new now seen. High prices prevent any active business.

Cheese per lb.	0 14 1/2	0 15
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COW TESTING ASSOCIATIONS.

This year eleven associations have been organized in Ontario and Quebec by the dairy division of the department of agriculture. About three thousand cows are now regularly under test, their owners having agreed to weigh the milk six times a month, the department doing the testing for a year. It is expected in this way that several unprofitable cows will be detected and disposed of, while an incentive will be given to keep better stock and feed them better.

A table has been issued giving the result of the first thirty day period of testing at St. Armand, Que., showing the average yield of each herd, and the contrast between the highest and lowest yield of butterfat from the best and poorest cow in each herd.

LARGE NEW MONTREAL COMPANY.

The formation is under way at present of a stock company capitalized at \$150,000 to carry on a general business in Montreal in grocers' sundries, coffee roasting, spice manufacturing, etc. The new company, which is to be composed of Edouard D. Marceau, D. Masson, L. J. Francois, Edmond N. Marceau and N. Prudhomme, all of Montreal, will be known as the Compagnie E. D. Marceau (Limitee).

HIN

The Montreal port an exception, notwithstanding.

A. F. MacL Limited, have fine large w September an they are quot post card w quotations.

RETURN

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ALBERTA

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ROCKE

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**HINTS TO BUYERS.**

The Montreal office of "Salada" report an exceptionally good week's business, notwithstanding the holiday intervening.

A. F. MacLaren Imperial Cheese Co., Limited, have still a number of very fine large white and colored cheese, September and October make, on which they are quoting interesting prices. A post card will bring particulars and quotations.

**RETURNED FROM ENGLAND.**

I. Hibbert, Canadian manager for Willer & Riley, of England, has just returned from the Old Country. Mr. Hibbert is still suffering from the sprained ankle he sustained before he left Montreal, but is able to get around much better now. He reported business in England as being very good. The prospects are bright for a good trade in cheese and butter when the season opens. At present, however, the English butter market is in anything but a satisfactory condition. Mr. Hibbert states that business generally in the Old Country is very good.

**NEW AGENCIES APPOINTED.**

W. H. Millman & Sons, brokers, Toronto, have just been appointed Canadian agents for Bertenshaw & Turner, Manchester, one of the largest peel manufacturers in England. They manufacture very large quantities for large exporters in England, but have never attempted selling direct in Canada until now. No doubt their prices will be very interesting to Canadian buyers. W. H. Millman & Sons report they expect samples immediately, when they will be able to show them to the trade.

W. H. Millman & Sons have also just been appointed agents for a large packer and exporter of Camadra figs, and will have some interesting prices for the coming Summer for direct shipment.

**ALBERTA'S SUGAR REFINERY**

The annual meeting of the stockholders of the Knight Sugar Co., of Raymond, Alberta, was held in Salt Lake City, Utah, it being a Mormon undertaking, on April 2. A dividend of 8 per cent. was declared on the company's capital stock, \$1,000,000. The profits during the past season from the company's cattle land and merchandise business was reported as especially gratifying. The only change made in the board of directors was the election of C. A. Magaath, Lethbridge, in place of J. Wm. Knight.

**ROCKEFELLER AND THE GROCER.**

John D. Rockefeller is reported to have had quite an argument with his grocer in Lakewood, N.J., recently. John did not want to pay fourteen cents a gallon for his kerosene oil and the grocer thought he should do so, since the Standard Oil Company charged him thirteen cents. The grocer contended that he could not do business if he did not make anything out of his sales. The report does not state who won out in the end.

It's not a question of Taste, only—

But quality, skill, and absolute cleanliness that makes

**Clark's Meats**

The best to buy or sell.



An Opportunity Worth Taking Advantage Of

You can get in a supply of

**Nicholson's Mince Meat**

and sell it with little effort on your part. Nicholson's is high-grade, fair-price Mince Meat—in other words, The Best.

Five Lines That Sell Regularly:

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

**NICHOLSON & BROCK**

9 Jarvis St., TORONTO, ONT.

**SALT SALT**

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

C. R. COOPER

**TORONTO SALT WORKS**

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

**SAUSAGE**

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

**The WM. RYAN CO., Limited**

70 and 72 Front St. E., Toronto.

**BUTTER and EGGS**

—WE ARE—

**BUYERS and SELLERS**

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,

TORONTO.

**AGENTS WANTED**

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth posters to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars.—Address, CARROLL S. PAGE, Hyde Park, Vt.

**White Spruce**

**BUTTER TUBS**

10-20-30-50 lb.

**EGG CASES AND FILLERS**

Order now for delivery later,

it will **Pay You**

**WALTER WOODS & CO.**

Hamilton and Winnipeg.

**BUTTER, CHEESE, EGGS**

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

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.



**FLOUR AND CEREAL FOODS**

The outlook is certainly improving, and a better feeling is evident among dealers. The domestic trade has little to report; demand continues good but of a distinctly hand to mouth character.

There was a decidedly better inquiry for Winter wheat from the millers during the past week and prices are slightly higher on account of the light offerings.

The exhaustion of stocks of Manitoba wheat at ports east of the lakes is being felt by millers, especially west of Toronto, as they are compelled in some instances to pay the high rate of freight from Midland in order to secure enough to carry them over until the opening of navigation. It is reported that there are only a few thousand bushels of No. 1 northern and No. 2 northern available at Midland and only six or eight thousand bushels No. 1 northern left at Owen Sound, so with very light offerings from North Bay, it looks as though some millers who depend on the lake port elevators for their supplies may find themselves in an awkward position before shipments arrive across the lakes.

Exporters report that while the demand for Manitoba wheat has been spasmodic, that they have been able to put through a number of good sales. The superior quality of the Manitoba wheat causes the demand for it, notwithstanding that the price of Duluth wheat is now so nearly on a level with Manitoba prices.

The Grand Trunk and Canadian Pacific Railways have agreed to the following arrangements in reference to Montreal terminals and storage on grain shipments:

Shipments of oats will be way-billed at the domestic rate and reduced to the export rate on proof of exportation, and the Montreal terminal charge, which will include elevation, 20 days' storage or part thereof and floating in Montreal harbor, but exclusive of insurance will be 3c. per 100 lbs. in addition to the freight rate.

This arrangement will be applicable on all traffic originating at points in the Province of Ontario and Quebec west of Montreal, including traffic originating on connecting lines as well as at stations on the lines of the Grand Trunk Railway system in the provinces mentioned.

The above arrangements will also apply on export oats going into the elevator on and after March 31, and additional storage will be given until May 15, 1906, without extra charge.

On export grain, other than oats, a charge of 7c. per bush. will be made, same to include elevation, twenty days'

storage or part thereof, but will not include insurance or any portion of the cost of floating or lighterage.

The Winnipeg market for wheat was the strongest in America during the week. A gain of 3c. to 1 1/2c. was made. There was a good demand from export buyers and local trade was also better. At the close of the week cash No. 1 northern was selling at 76c., No. 2 northern 74c., and No. 3 northern 73 1/2c. At the same time the May option was worth 77c., and July 78 1/2c., all in store Fort William and Port Arthur.

**SHOULD WHEAT GRADING CHANGE.**

The present agitation in the Northwest for changing the grading of wheat is assuming definite shape, and has called forth some very opportune remarks, among which is a communication from the Scotch Co-operative Wholesale Society, and one which should have special weight, seeing that the company are very largely buyers of Canadian wheat, consuming several millions of bushels yearly. The letter is as follows:

"Mr. R. McKenzie, Secretary Manitoba Grain Growers' Association, Brandon, Manitoba, Canada:

"Dear Sir,—Yours of Jan. 21 duly received. Kindly excuse delay in replying to same, as I have not had an opportunity of doing so till the present.

"With regard to No. 1 northern Duluth and No. 1 northern Manitoba: If we had samples of each at present we would be better able to judge as to which is relatively better value but, as a general rule, No. 1 northern Duluth is, in our opinion, a stronger wheat than No. 1 northern Manitoba, and we have generally given a shade more for No. 1 northern Duluth. I think if you will compare the standard samples of each you will find that I am about right.

"With regard to the demand for Duluth, as compared with Manitoba. You must bear in mind that America has a much larger population than Canada, and that the milling capacity is accordingly very much larger also, apart altogether from the export trade, and this to a certain extent accounts for any apparent difference in price which takes place. So far as I know, there has been very little Duluth wheat coming over to this side, American millers being able to absorb the whole of the crop themselves. The same applies to Kansas or hard Winter. No. 2 red Winter, however, has been shipped to this side in moderate quantities.

"Your people should not think about lowering your grades of wheat. If you do so, buyers on this side will be compelled to turn their attention to Russian and wheats from the United States. By keeping up the standard, you have a better chance of having the

preference. Personally I am more in favor of using the Canadian than any other, and I think that, taking everything into account, the growers on your side are getting fair prices for their product. Just now wheat is on the down grade, and those who have it stored in elevators will, I fear, lose money, in addition to having elevator charges to pay and loss of interest as well.

"My advice, therefore, is: Don't alter your grading, and don't let your people run away with the idea that No. 2 northern Manitoba is as good as No. 1 northern Duluth. If it is, I should be very much surprised to know it. I will make it my endeavor to get standard samples of the Duluth wheats, but, of course, cannot possibly have them for some time. I will be glad to hear from you later on, if you have anything to communicate. Yours truly.

"(Signed), W. F. STEWART."

Michaud Bros. & Co., grain merchants, occupying a building on East Notre Dame street, near Desery, Montreal, were burned out last week. Their loss will be about \$7,000. Loss on the building will be in the neighborhood of \$4,000. There is \$10,000 insurance on the building and stock.

**MONTREAL MARKETS.**

**FLOUR**—The demand for all brands of flour is improving daily. With the opening of navigation increased business is expected. Indeed many orders are already on file for shipment after navigation opens. Quotations do not show any change.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00
Royal Household.....	4 50	
Glenora.....	4 10	
Manitoba spring wheat patents.....	4 50	
"    strong bakers.....	3 90	4 10
Buckwheat flour.....	2 00	2 10
Five Roses.....	4 50	

**GRAIN**—Corn has gone up another two cents and now sells for 58c. Latest advices from the west report that higher prices are expected. The exact cause of these advances is not known. Other lines are on the quiet side.

No. 4 barley.....	0 47 1/2
No. 2 white oats.....	0 39 1/2
No. 3 white oats.....	0 38 1/2
No. 3 yellow corn.....	0 58
No. 2 peas, basis 78 per cent. points.....	0 75

**ROLLED OATS**—There is a fair demand for rolled oats, but the prices are very irregular. The figures quoted hereunder are regarded as being a fair average. No price to suit all millers can, however, be given.

Fine oatmeal, bags.....	2 20	2 40
Standard oatmeal, bags.....	2 40	2 50
Granulated ".....	2 40	2 50
Rolled oats, 90-lb. bags.....	1 90	2 00
"    80-lb. bags.....	1 80	2 00
"    bbls.....	4 25	4 40

**FEED**—There is little to say about the feed situation except that bran and shorts are almost impossible to obtain in any quantity whatsoever. Prices do not show any change since last week.

Ontario bran.....	20 00	20 50
Ontario shorts.....	20 00	21 00
Manitoba shorts.....	19 00	20 00
"    bran.....	19 00	19 50
Mouillie, milled.....	21 00	24 00
"    straight grained.....	25 00	28 00
Feed Flour.....	1 15	1 25

**Hay**—There is a firmer feeling in the local hay market. Deliveries coming forward are very light. Dealers are awaiting the opening of river navigation for the regular business to start

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**ARE YOU A GROCER? YES.**

Then write us at once regarding  
**OUR HONEST OFFER. FREE.**

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

**MRS. RORER'S  
SARATOGA CHIPS**

10c.  
AND 20c.

MADE EXCLUSIVELY BY  
**Hamilton Saratoga Chip Co.**  
Three Sixteen King East  
HAMILTON, - CANADA.

Send us  
your name  
and name  
of your job-  
ber and we  
will sur-  
prise you.

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

Not a  
Cereal

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

**"Starving With  
Plenty to Eat"**

seems hard to comprehend. Yet that is the case with  
thousands.  
Unless the food digests the body is worse than  
before.

**CANADA FLAKES**

is made to digest.  
The finest of Canadian wheat, cooked scientific-  
ly. All of the grain with not a portion removed.  
The addition of Malt Extract and Maple Syrup, pro-  
duces a food perfect in quality and flavor.  
All intelligent grocers recommend Canada Flakes  
on account of its purity and health-giving qualities.  
We welcome visitors to our factory, and the  
guide is proud to show them every detail of the pro-  
cess of manufacture.

**Peterborough Cereal Co. Limited**  
ROELOFSON & ROELOFSON, Ontario Sales Agents  
152 Bay Street. TORONTO

**WESTERN CANADA  
FLOUR MILLS CO., Limited**

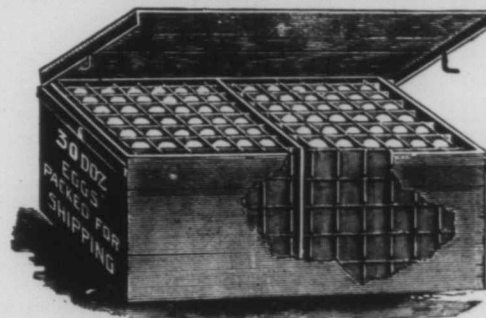
AN AMALGAMATION OF  
**The LAKE HURON & MANITOBA MILLING CO., Ltd.**  
AND  
**A. KELLY MILLING CO., Ltd.**

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

IT PAYS YOU TO PAY FOR QUALITY

**BUY FIVE STARS FLOUR**

**EGG CASE FILLERS**



HAND AND MACHINE MADE FOR  
25, 30, 36 and 49 doz. egg cases with standard size  
egg spaces (1 3/4-in. sqr. x 2 1/4-in. deep)

Also  
**SPECIAL SIZE FILLERS**  
(Machine Made)  
30 doz. Fillers egg spaces 1 3/4-in. sqr. x 2-in. deep  
" " " 1 3/4-in. " x 2 3/4-in. deep  
" " " 1 3/4-in. " x 2 7-16-in. deep  
(Hand Made)  
30 doz. Fillers egg spaces 1 13-16-in. sqr. x 2 1/2-in. deep

**The Miller Bros. Co., Limited**  
30-38 DOWD STREET  
MONTREAL

Board Mill and  
Filler Factory at  
GLEN MILLER, ONT.



in earnest. The market in the United Kingdom is strong. Latest advices report the arrival in Liverpool of about

## SEED CORN

Try us for choice seed corn naming varieties required—germination guaranteed—samples and prices on application.

FRED B. STEVENS & CO., Chatham, Ont.

The McLEOD MILLING CO., Limited  
Stratford, Ontario.

olicit 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.

1,500 tons. Quotations range from 58s. to 59s. c.i.f. Liverpool.

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

### TORONTO MARKETS.

FLOUR — Local trade continues attractive on account of a steadily increasing demand. The greater run has been on the No. 1 qualities, and in consequence prices of that grade have advanced some 10c. One prominent dealer expressed himself that they were full up with orders for No. 1's, and were not anxious to see any more just now. Export trade is also good. Some very fair inquiries have been in evidence at inviting prices.

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

GRAIN—Trade has been good and prices have advanced 1c. to 1½c. since our last review. Export trade has also shown more life and augurs well for the coming season.

(F.o.b. elevator; 5c. more N. Bay.)	
Manitoba wheat, hard, No. 1, nominal	0 87
" " " " " " " " " "	0 85
" " " " " " " " " "	0 81
" " " " " " " " " "	0 81
Red, " " " " " " " " " "	0 77
White, " " " " " " " " " "	0 77
Mixed, " " " " " " " " " "	0 76
Spring, " " " " " " " " " "	0 73
Goose, " " " " " " " " " "	0 73
Barley, No. 1, " " " " " " " " " "	0 48
" " " " " " " " " "	0 46
" " " " " " " " " "	0 46
" " " " " " " " " "	0 35
Oats, white, " " " " " " " " " "	0 34
" mixed, " " " " " " " " " "	0 34
Peas, " " " " " " " " " "	0 77
Buckwheat " " " " " " " " " "	0 48 0 48
Rye, per bushel, " " " " " " " " " "	0 69 0 70

BREAKFAST CEREALS—The market continues about same condition. It would appear as though the releasing of the various firms from the working agreement at once opened up a measure of competition, which has completely demoralized the trade, and brought into being cutting of the worst kind.

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

### N. B. MARKETS.

FLOUR, FEED AND SEED — In flour market unchanged; good average sales.

Feed is high and scarce.  
Oats unchanged.  
Oatmeal is dull; package goods have the demand.  
Cornmeal, good steady business.  
Beans are still low, particularly yellow eyes.  
In seeds sales are active; timothy firm; red clover high but rather more freely offered.

## SPLIT PEAS

QUALITY GUARANTEED. We quote prices delivered anywhere.

Woodstock Cereal Co., Ltd.,  
WOODSTOCK, ONTARIO.

# RAYON D'OR

## THE FINEST PURE OLIVE OIL

### ON THE MARKET

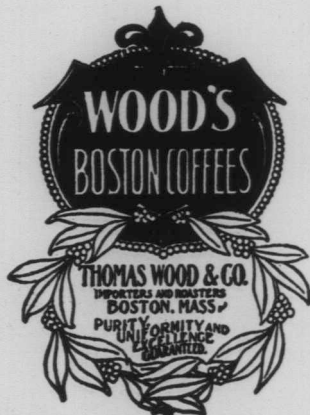
A quick seller.

A pleasure to use.

### MENGERT CAGNOLI & CIE

Canadian Agency:  
J. RUSSELL MURRAY, MONTREAL

BARI LUCCA, NICE



**Purity, Uniformity, Utility**—Security to the Grocer  
**Experience, System, Equipment**—Security to the Wholesaler  
**Scientific Expert Selection**—Security for Both and the Public

That is the "Wood" way, and it has raised

## WOOD'S COFFEES

to the highest level of Public Estimation, Appreciation and Demand.

CANADIAN FACTORY and SALESROOM:  
No. 428 St. Paul Street - - MONTREAL.

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**AUSTRALIAN NEWS.**

(By Our Own Correspondent.)

The Commerce Act is one of the most commercial measures which has ever passed the Australian Legislature, and a brief explanation of the scope of the measure ought to be interesting to Canadian merchants and politicians. It comes into operation as from 8th June next. The most interesting portions of the act—the main part of which is but a transcript of the British Merchandise Marks Act—relate to the description of goods, both imports and exports. While under the present provisions there is no obligation to place any trade descriptions upon goods, still if one be placed on either imports or exports it must be absolutely true in every particular. Regulations which may be made hereafter can go further than this by requiring as to certain classes of goods, and those only, that a trade description of the kind set out in such regulations shall be affixed to all imports and exports. Among the classes of goods which shall so be affected, will be articles used for food or drink by man or used in the manufacture or preparation of articles for internal or external use. With such regulations in force, it will, of course, be impossible to export any goods unless they are up to the proper standard, and equally impossible for similarly low quality imports to find a market, or if so, then only on condition that the full extent of weighting or adulteration be properly set out on the labels or packages.

Another political measure which has just passed successfully through our Parliament, of great interest to tradesmen, is an act relating to secret commissions, rebates, and profits. The provisions of this act are far-reaching, and the penalties for breaches are severe. It is made to apply to trade and commerce with all countries and among the states of the Commonwealth of Australia, and the interpretations clause includes under the term "agent" any person acting on behalf of any corporation, firm or person whether as "agent, partner, factor, broker, servant, trustee, director, or in any other capacity." It is a brief statute of only eleven clauses, of which the fourth and fifth are the most important, being as follows:

"Any person who, without the full knowledge and consent of the principal, directly or indirectly— (a) being an agent of the principal accepts or obtains or agrees or offers to accept or obtain from any person for himself or for any person other than the principal; or (b) gives or agrees to give or offers to an agent of the principal or to any person at the request of an agent of the principal; any gift or consideration as an inducement or reward—(1) for any act done or to be done, or any forbearance observed or to be observed, or any favor or disfavor shown or to be shown, in relation to the principal's affairs or business, or on the principal's behalf; or, (II) for obtaining or having obtained or aiding or having aided to obtain for any person an agency or contract for

or with the principal, shall be guilty of an indictable offence.

"Penalty: In the case of a corporation, one thousand pounds; in the case of any other person, two years' imprisonment or five hundred pounds, or both.

"Any person who—(a) gives to an agent; or (b) being an agent receives or uses, with intent to deceive the principal, any receipt, account, or document in respect of which the principal is interested, or in relation to a dealing, transaction, or matter in which the principal is interested, the receipt, account, or document being false, erroneous, or defective in any material particular, or likely in any way to mislead the principal, shall be guilty of an indictable offence. :

"Penalty: In the case of a corporation, one thousand pounds; in the case of any other person, two years' imprisonment or five hundred pounds, or both."

The sacrificing of profits by the relentless "cutter" is being successfully dealt with by the P.A.T.A. of Victoria, equivalent to the similar association in England and the N.A.R.D. of America. Eight months ago the grocers of the state came into the movement, which until then had been conducted by druggists with proprietary medicines alone. Now the periodical lists published by the association contain many well-known grocery lines, many of world-wide fame. Under the system adopted by the association the manufacturer or agent lists his goods, stipulating minimum prices, wholesale and retail. If these prices be cut, the cutter is forced to sign a hard and fast agreement, forcing him to observe the proprietor's prices or to do without the goods. The association conducts the necessary detective work to prove cases, trace sources of supply, and the like. Manufacturers were at first pessimistic and inclined to ridicule, but so rapidly has the movement grown among the grocers, that the great wholesale grocery houses are now coming into the movement, because it has been recognized that the retail grocer is bound to accord preference to protected over unprotected lines. That is where the manufacturer gets his quid pro quo. If a new line come on the market, the grocer who is a member of the P.A.T.A. will have nothing to do with it until the proprietor place it upon the P.A.T.A. list, and similarly old lines are being treated where possible. The result is a movement essentially based upon mutual help and advantage, and the grocers are taking advantage of its successful machinery more and more.

**BUSINESS NOTES.**

J. W. Merner, Zurich, Ont., is opening a general store at Elmira.

A. Yule, of Listowell, Ont., has started a bakery and confectionery store at Harriston.

F. L. Wagner has removed to Aylmer, Ont., from a nearby village, and has opened a very nice grocery.

Harry Fisher, Cookstown, Ont., has sold his general store business to Powell & Goodfellow, Toronto, who will continue it.

Wm. Bone, flour and feed merchant, Wingham, Ont., has opened a first-class grocery. Mr. Bone is very well known and no one doubts his success.

Parr Bros., Blackstock, Ont., have refitted their store, and have now one of the finest places of business east of Toronto, and one of the best general stores in the province.

Fred Dutton, Ingersoll, Ont., has sold his grocery business to Jacques & McQueen, and has opened a very nice restaurant, with bakery and confectionery business attached.

The Newfoundland Government has decided to adopt the drift net fishery and pay one dollar per barrel on all herring exported, the object being to undersell the American market.

J. H. Schinbien, general merchant, Listowell, Ont., has gone into his new store. It is very handsomely fitted and modernly equipped, and besides increasing Mr. Schinbien's facilities for business is a credit to the town.

W. H. Duncan, Cornwall, Ont., who has one of the finest groceries in Eastern Ontario, has arranged his difficulties and is going on. Poor collections on a heavy asset of book accounts occasioned his temporary embarrassment.

J. Lindsay, Orangeville, has retired from the active management of his general store business, placing his nephew, E. C. Clark, in charge, and will continue in the grain business. Mr. Clark is "making good" with his end of the work.

Halliday & Stinson, the "Mammoth," Chesley, Ont., have refitted and decorated their store in anticipation of a big Spring and Summer trade. They have now a store that will hold its own in comparison with anything north of Toronto.

John Ham & Son, grocers, Cobocok, Ont., will shortly reopen their creamery for the season. It is one of the best equipped in the province, and such care is taken and skill applied that Ham & Son's product is greatly sought after.

"One of the finest stores west of Toronto is Wm. Stoneman's, Mitchell, Ont.," said an old traveler in the city for the last week end. Mr. Stoneman's is a grocery and crockery business, and in season he operates an ice cream parlor that is handsomely quartered.

Mr. Berwick, of E. Berwick & Co., Shelbourne, Ont., who has one of the finest general stores in the north country, and is one of the oldest merchants of the district, "told me," said a grocery traveler Saturday, "that business was good, notwithstanding the bad roads."

The Quebec Board of Trade has received a letter from Mr. J. S. Larke, Canadian agent at Sydney N.S.W., in which he states that Sir William Lyne, Minister of Customs, has decided to accede to the request that all goods shipped from Eastern Canada via Vancouver shall have to pay no higher duty than if they had been shipped by way of New York.

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**ALS**—The marine condition. It is the releasing of the working of the measure has completely and brought into first kind.

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.....	1 20
bl, in bags ..	4 00
in wood ..	4 25
or broken lots "	4 20

**SETS.**  
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**MARKET**  
**A, NICE**

Wholesaler  
and the Public

**NTREAL.**



## Arrivals for this week:

- 3 Cars Mexican Oranges  
STOCK FINE
- 2 " Navel Oranges
- 1 " Valencia
- 3 " Bananas
- 1 " Cabbage
- 1 " Florida Celery
- 1 " Egyptian Onions

Also Pineapples, Sweet Potatoes, Tomatoes, Onions, Spinach, Lettuce, Cucumbers, etc. Our Circle L Pines are the best shipped and command highest price in all markets. We guarantee satisfaction.



25-27 Church St., TORONTO

## DRIED APPLES

BRIGHT, DRY STOCK  
WANTED.

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

INGERSOLL

Established - - 1886

# BASKETS

We make them in all shapes and sizes. We have

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

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

THE...

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

## GREEN FRUITS AND VEGETABLES

The general situation continues good, trade is active all along the line, the main features centering in oranges and apples. It is somewhat of a surprise to some that the quality of oranges now arriving has been so well maintained. This no doubt has been the principal reason why prices have so well maintained themselves.

Advices from Southern California say that: "Estimates compiled by the Fruit Exchange and independent shippers place the number of cars of navel oranges left in Southern California at 4,000. Of this amount Riverside has 1,000 cars. Aside from the navels small shipments of bloods are being made. This is necessary from the fact that from now on the color fades in the bloods. Practically no shipments of seedlings have been made from Southern California. It is estimated that the eastern market can take 150 cars of navels a day from now on and no demoralization result. Fruit is now going out iced."

The N. Y. Packer publishes the following interesting information from the correspondent at Los Angeles:

"The citrus fruit situation in California never looked so promising for the grower, shipper and broker as it does at this writing. Oranges are of excellent quality and flavor; prices are good, and deliveries to eastern markets seem to be well timed and the fruit is reaching the auction and sales markets in just the condition that is necessary to get the highest prices.

"The outlook for lemons promises to be unusually bright on account of the reports of the shortness of the Sicily crop. This will create a demand for California lemons that bids fair to equal the demand of last season, which was the greatest known for some ten years.

"Growers are shipping their fruit just as fast as it can be picked, as already some evidence of rot has set in, caused by the recent heavy rains. This means that the fruit now going forward is good, but that the prospects for the later pickings may not be so good. It simply depends upon the staying quality of the fruit which has been subjected to the heavy rains. With even this condition in sight the growers are feeling good, for prices are better than they anticipated and their total profits will bring them to the good."

### MARKET FOR AMERICAN FRUITS.

U. S. Consul Culver, of London, Ont., reports to his Government successful refrigeration shipments of tender fruits from Ontario Province to Winnipeg, and believes that fruit growers in the United States would also find it profitable to ship their products into the Canadian Northwest. The barrel is reported best for Winter ap-

ples; the bushel box, 10x11x20 inches, for early Fall apples and Winter pears, and the half bushel, 5x11x20 inches, for peaches and early pears. The basket carries grapes and plums well, but for safety it should be closed, as in the Georgia six-basket carrier, or the two-basket carrier.

### APPLES IN ENGLAND.

The U. S. Consular and Trade Report has the following interesting remarks under the heading "Apples in England."

"Consul Stephens writes from Plymouth that England is importing on an average a little over 150,000 bushels of apples per week. They come from the United States and Canada. Those from Oregon bring the highest prices. The best qualities bring \$3.65 a box; ordinary samples, \$2.90. These are good prices, considering that a box contains only a bushel. The California apples are selling at \$2.45 a box for best and \$1.95 for ordinary grade. The United States fruit is put up in barrels of about 140 pounds. The best range in value is from \$5.30 to \$6.78 a barrel; ordinary, from \$4.35 to \$4.86. Nova Scotian apples sell from \$6.08 to \$6.78 a barrel. Ordinary Canadian apples, from various sources, bring from \$4.60 to \$5.82 a barrel. In these lines the Wagners are the cheapest and the russets the dearest. Some of the latter sell for \$6.78 a barrel.

### Competition from Australia.

"Consul Worman, of Three Rivers, Que., writes, on the strength of the report of the Canadian agent at Melbourne, that the rapid development of the orchards in Australasia, especially those in Tasmania, has brought to the English fruit markets a strong competitor to American and Canadian apples. It was assumed by the English trade that some 700,000 cases would be exported from Hobart during March and April, but cold weather and very heavy rains have turned a promising into a failing crop, so that not half a crop will be harvested. The Canadian agent at Melbourne reports that the export will not exceed 380,000 to 400,000 cases as a maximum. The export of apples from the States of Victoria and South Australia have never yet assumed anything like the formidable proportions of Tasmania. The same weather conditions have prevailed throughout these states, and the fruit crop is at least a month late. It is now almost a certainty, writes the agent, that the limited production of apples this season from Australia will not have the slightest influence in the lowering of prices in England, and then adds that late Nova Scotian and other Canadian apples should obtain somewhat higher prices in England during April and May next, owing to the curtailment of shipments usually placed upon the British market at that season of the year. When it is generally known in London that the imports from Tasmania will be about 50 per cent. less than usual, the immediate effect will be to harden prices."

### PERIODICAL

Temperature the growth of English Fish the body heat the surrounding fish becomes comes hot, is required for the body, on Thus digestion the temperature the freezing eating. It for the temperature it is especially as streams and the fish themselves a it may be seasonal, are in temperature, subject to tidal and is periodic of all living -cetaceans temperature subjected to as near the Summer and Winter, and the periodical skeleton of oyster shell. inches in length size when sh old. Growth that a plaice is 20 years of spawn when years old wh flounder of 1 A cod of 30 age, and one to 11 years. which have been close observations are recorded, monstrated by

### MONT

GREEN FRUITS report an export transacted during Easter. This fallen off compared to last week. been few cases last week. mand at the end have their s

Messina blood oranges, Florida, Tangerines, Navels, Dates, per lb., Bananas, Cocoanuts, per basket, Pineapples, Jamaica grape fruit, Apples, Lemons, per box, Jamaica oranges, Grapes, Almeria, Fancy, Choice, Cranberries, N. S. Cape, Spanish onions, California Grape fruit, Florida New strawberries.

VEGETABLES business was vegetables, suffering the practically purchased for been all sold merchants a Florida cabbage are also Florida



**PERIODICITY IN GROWTH OF FISH**

Temperature has everything to do with the growth of piscatorial life, says the English Fish Trades Gazette. In a fish the body heat varies with the heat of the surrounding water. In cold water a fish becomes cold, in hot water it becomes hot, and a certain amount of heat is required for the chemical processes in the body, one result of which is growth. Thus digestion of food is arrested when the temperature of the water sinks near the freezing point, and the fish gives up eating. It follows that in Winter when the temperature of the water falls—and it is especially marked in fresh water, as streams and lakes—growth ceases, and the fish may in some cases bury themselves and hibernate. All animals, it may be said, except birds and mammals, are influenced in the same way by temperature, and their growth is thus subject to the variation of the seasons and is periodic. In the sea the growth of all living things except the mammals—cetaceans and seals—depends on the temperature of the water. In regions subjected to the influence of the seasons, as near the coast, growth goes on in Summer and is retarded or ceases in Winter, and one may see the marks of the periodicity elsewhere than in the skeleton of fishes—for example, in an oyster shell. A female plaice about 15 inches in length, that is to say at the size when she first spawns, is 5 years old. Growth after this is slower, so that a plaice at 25 inches or 26 inches is 20 years old or more. Herring, which spawn when 3 years of age, are about 7 years old when 12 inches in length. A flounder of 16 inches is 8 or 9 years old. A cod of 30 inches is at least 7 years of age, and one of about 40 inches from 9 to 11 years. Among fresh water fishes which have been kept under more or less close observation some very old fellows are recorded, but their age was not demonstrated by any scientific method.

**MONTREAL MARKETS.**

**GREEN FRUITS** — Fruit merchants report an excellent business having been transacted during the week preceding Easter. This week the demand has fallen off considerably, but business has been good nevertheless. There have been few changes in the prices quoted last week. Oranges are in good demand at current prices. Other lines have their share of trade also.

Messina blood oranges, half box.....	2 50	2 75
Oranges, Florida, case.....	5 01	5 50
Tangerines.....	3 25	3 75
Navels.....	3 75	4 00
Dates, per lb.....	0 04	
Bananas.....	1 85	2 25
Cocoanuts, per bag of 100.....	3 85	5 50
Pineapples.....	6 00	
Jamaica grape fruit, per box.....	4 75	5 75
Apples.....	2 50	
Lemons, per box.....	5 25	
Jamaica oranges, per bbl.....	6 00	7 00
Grapes, Almeria, extra fancy Longkeepers.....	6 50	7 00
" Fancy.....	6 00	
" Choice.....	2 00	
Cranberries, N. S., nominal.....	30 00	
" Cape Cod.....	2 75	
Spanish onions, cases.....	6 00	
Grape fruit, Florida.....	0 25	0 45
New strawberries, per small basket.....		

**VEGETABLES** — Splendid Easter business was transacted in all lines of vegetables, but this week merchants are suffering the after effect, as there is practically nothing doing. Supplies purchased for Easter seem not to have been all sold as yet, and consequently merchants are not in a hurry to buy. Florida cabbage is down a little, as are also Florida tomatoes. There is

**EARLY VEGETABLES**

Shipments of Southern Vegetables are coming now direct in car lots:—

- Florida Tomatoes
- Charleston Cabbage
- New Potatoes
- Asparagus
- Egyptian Onions
- Spinach
- New Carrots and Beets
- Pineapples

Season now in full swing. Prices lower next week. Increase your business by buying "Godinez Brand," perfectly ripened, large grade, sizes 18s, 24s, 30s and 36s.

**WHITE & CO., LIMITED**  
TORONTO and HAMILTON

Long Distance Phones.

W. B. STRINGER

6th

J. J. McCABE

inst. the "Bellona" left Messina with a cargo of the finest quality of November-cut "St. Nicholas" that ever were put in boxes Watch for them.

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

**Strawberries**

**New Cabbage**

**Egyptian Onions**

To-day's prices:  
Quarts, 2ic.; Pints, 15c.

Barrel crates, \$3.00

\$3.00 sack (about 112 lbs.)

Full lines of all Fruits and Vegetables in season.

**THE F. T. JAMES COMPANY, Limited**

76 Colborne St.  
33 Church St.

TORONTO

Wire, Phone,  
or Mail your Orders

**SPECIALS FOR EASTER**

**STRAWBERRIES, PINEAPPLES, TOMATOES, ALSO BLOOD ORANGES, ASPARAGUS, SPINACH, BANANAS**

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

Cor. West Market and Colborne Sts.

**THE DISTRIBUTORS COMPANY, Ltd.**

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

**EX. FANCY MEXICAN ORANGES**, all sizes, at \$2.75.

**EX. FANCY NAVEL ORANGES**—Rapidly advancing, stock up now. Our prices reasonable.

**PINEAPPLES COMING**—18s, 24s and 30s.



## A Certain Grocer

in Toronto was recently fined \$25.00, as the result of selling impure Jams.

Many another Grocer has been doing the same thing unthinkingly—because he perhaps didn't have the time to "enquire" and perhaps didn't know that all the time I was making **Jams, Jellies and Sealed Fruits in Glass and Guaranteeing them to be Pure.**

Grocers, you know this fact now and you will have nobody but yourself to blame if the arm of the law touches you.

See that the "E.D.S." Label is on all your Jams, Jellies, etc. That Label means safety for you.

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.



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

## BANANAS

Extra Fancy Bananas, Extra large bunches, Cheap this week

Also

Fresh Strawberries, Celery, Lettuce, Radishes, Rhubarb and Onions, arriving daily.

Send along your orders

**HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.**



This design a guarantee of quality.

**"CRYSTAL BRAND" VEGETABLE PARCHMENT**  
TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN  
JUST RIGHT FOR BUTTER WRAPPERS

SAMPLES AND PRICES FOR THE ASKING.

**CANADA PAPER CO.**  
TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued.

## Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.  
Negotiable Receipts Issued.  
Low Insurance

**TEES & PERSSE Limited**

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

OWEN SOUND.

**J. K. McLAUHLAN**

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

no demand for any line more than another at present.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches	0 40	0 40
Sage, per doz.	1 00	1 00
Savory, per doz.	1 00	1 00
Green peppers, per basket	1 00	1 00
Home-grown cabbage, per bbl	2 50	3 00
Cabbage, Florida, bbl. crates	3 50	3 50
Tomatoes, Florida	4 50	5 00
Egg plant, per doz.	2 00	3 60
Red onions, bbl.	2 75	3 00
Turnips, bag	0 50	0 60
Water cress, per doz.	0 75	0 75
Grand Rapids lettuce, per box	2 00	2 50
per doz.	0 80	0 75
Boston lettuce, per doz.	0 80	1 10
Sweet potatoes, per basket	2 00	2 25
per bbl.	5 00	5 00
Celery, per crate	6 50	7 00
Green op celery, per crate	7 50	8 00
Spinach, per bbl.	3 25	3 50
Cucumbers, per doz.	1 75	1 75
New potatoes, per bbl	8 50	9 00
Mushrooms, per lb.	0 80	0 80
Carrots, per bag	0 50	0 50
New carrots, per doz.	0 75	0 75
Horse radish, per lb.	0 15	0 15
Radishes, per doz.	0 50	0 50
New beets per doz.	1 50	1 50
Green spring beans, per basket	5 50	5 50
Wax beans	6 50	6 50
Asparagus, per doz.	7 00	9 00

### ONTARIO MARKETS.

GREEN FRUITS—Business is reported good and prices have varied little. Oranges are a shade firmer, about last week's upper range. Some complain that because of the wet season in Cali-

fornia the navel are not keeping well, but it has reached perfection in the matter of sweetness and flavor. Bananas continue at about the same figure, with quality improving as the season advances. Strawberries are very much cheaper, and pines are coming on more freely, though not in earload lots as yet.

Oranges, California, 96's to 216's, per box	4 00
" " 250's to 324's, per box	3 50
" Mexican, 126's to 250's, per box	2 75
" Valencia, ordinary 420's	4 75
" " large, 430's and 714's	5 75
" " Blood, 200's, 324's	3 50
Lemons, Messina, 300's 360's, per box	3 00
Grapes Almeria, per barrel	6 00
Apples, Spies XXX, per bbl	5 00
" " XX, per bbl	4 00
" " Baldwin's XXX, p-r bbl	4 50
" " " XX, per bbl	3 75
" " other Winter varieties, XXX, per bbl	4 00
" " " XX, per bbl	3 00
" " farmers', per bbl	2 00
Bananas, per bunch	1 75
Red bananas, per bunch	2 20
Strawberries Florida per quart box	0 24
Strawberries, pints, Louisiana	0 14
Pineapples, Cubans 18's, 24's, 30's per case	4 10
Grape fruit, Florida, 28's to 61's, per box	5 00

VEGETABLES — The Southern stuff is still a little slow for a very active demand, though here and there prices are sagging a little as for new carrots and beets. Asparagus, too, is easier. Artechokes are offering at 60c. to 90c., and parsnips at 50 to 75c. Potatoes are the strong feature. American buyers have invaded New Brunswick and the price here is now \$1. Ontario Hebrons are quoted at 90c., an advance of 13 to 15c.

Potatoes, kiln dried sweet, bushel hamper	2 00
" " New Brunswick, per bag	1 00
" " Ontario, per bag	0 75
New potatoes, Bermuda, per bush	3 00
Onions, per bag	1 00
" " Spanish, per small crate	1 00
" " large cases	3 00
" " green, per doz. bunches	0 15
Cabbage, per bbl.	2 50
" " new South Carolina per crate	3 00
Cauliflowers, California, per crate	3 00
Beets, per bushel	0 50
" " new, per doz. bunches	1 00
Carrots, per bag	0 40
" " new, per doz. bunches	1 00
Lettuce, per doz. bunches	0 30
" " Boston head, per doz.	1 01
Radish, per doz.	0 40
Cucumbers, hothouse, per doz.	1 75
Mushrooms, 1 lb. boxes, per lb.	0 50
Celery, Californian, per case	0 75
" " pony case	3 75
" " Florida, per case	4 25
Asparagus, California, per bunch	0 85
" " Louisiana, 2 doz. bunches to crate	2 75
Beans, white, prime, bush	1 75
" " hand-picked, bush	1 90
" " Lima, per lb.	0 07
Tomatoes, Floridas, 6 basket crates	5 00
Rhubarb, 1 doz. bndis.	0 90
Spinach, bush	1 15
Leeks, per doz.	1 00
Artichokes, per bag	0 60
Parsnips, per bag	0 50
Watercress, per doz. bunches	0 20
Egg plant, per doz.	1 55
Peppers, green, per small basket	0 75
Parsley, per doz.	0 20
Turnips, per bag	0 25
Mint, per doz.	0 25

### WINNIPEG.

GREEN FRUITS—Oranges and lemons are firm and likely to advance still higher.

Fancy California navel oranges, 96's, per case	\$4 00
" " " 112's " " "	4 25
" " " 126's " " "	4 75
Lemons, per case	5 00
Apples, XXX, Ben. Davis, per bbl.	6 50
per box	2 50
(10c. off 5-lb. lots.)	
Strawberries, pints, per doz.	2 25
quarts, " "	4 50
Pineapples, per doz.	3 60
per case, 30's	8 50
Bananas, per bunch	2 75

### VEGETABLES—

Valencia onions, (large cases)	\$4 50
Spanish onions, per case	1 25
Native onions, per lb.	0 03
Washington reubarb, per doz., 40's	2 50
Fancy California celery, per doz.	0 90
Florida tomatoes, per basket	1 50
Cucumbers, per doz.	2 25
New lettuce, per doz.	0 50
New radishes, per doz.	0 50
New onions, per doz.	0 50
New parsley, per doz.	0 50

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We purchase Harbo Beave we wi est f Fundy three Harbo up-to us in to su pack P furni to

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All success you price makes, b you illust It is f paper.

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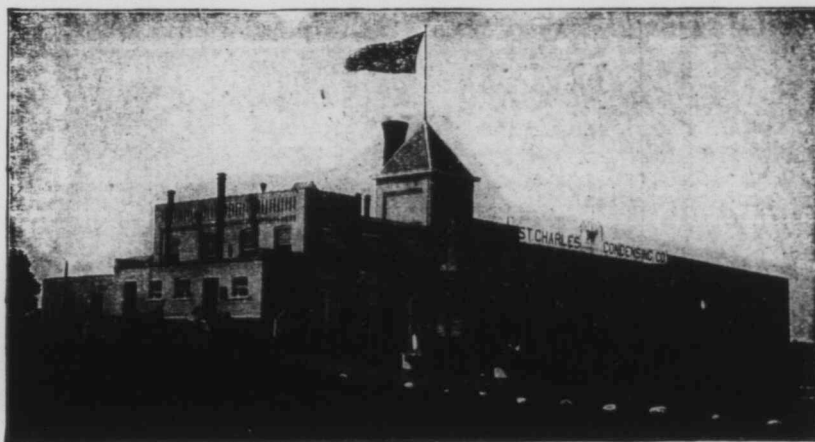
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INGERSOLL, CANADA—FACTORY

## AN EASY ONE.

Added to our splendid assortment of  
**GOLD MEDALS.**

## ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

## To Our Trade Friends

We beg to advise that we have purchased the plant of The Beaver Harbour Trading Co., Ltd., at Beaver Harbour, by which purchase we will control one of the largest factories on the Bay of Fundy. This in addition to our three factories at Black's Harbour, which are equipped with up-to-date machinery, will place us in a better position than ever to supply you with the choice pack of Brunswick Sea Foods.

Price Lists and information furnished promptly on application to

Yours respectfully,  
CONNORS BROS., Ltd.

## Season 1906 HORSE SHOE SALMON

Now in Store



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

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

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

## THE SIGN METHOD OF ADVERTISING

is not an untried experiment. All successful business houses use signs. We cannot give you prices for signs as there are thousands of different makes, but we can send you our catalogue which will give you illustrations of several dozen different styles. It is free to all merchants writing for it on business paper.

The Martel-Stewart Co., Limited  
MONTREAL, CANADA

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT SOLD BY ALL JOBBERS.

3/4-lb. tins—3 doz. in case.



**PURE  
DELICIOUS  
HEALTHFUL**

If you want to sell real Swiss Milk Chocolate, sell

**TOBLER'S**

It is composed of the finest cocoa, pure milk and sugar. It is made by a scientific process, by the newest and most perfect machinery.

The cows which furnish the milk are the property of Tobler & Co., who exercise the greatest care in selection of food.

Tobler's chocolate, unlike many others, has never deteriorated in quality.

Order Tobler's every time.

Order it now for a start.

**Maclure & Langley**  
AGENTS Limited  
152-154 Pearl Street, TORONTO  
30 Hospital Street, MONTREAL

**FOR**

**QUALITY,  
TASTE,  
FINISH AND STYLE**

**STEWART'S  
Chocolates and Bon-Bons**

*Are Positively Unequaled.*

THEY ARE IN A CLASS BY THEMSELVES.

**MADE ESPECIALLY**

**for you and your trade.**

Send us your requirements. Return Mail will bring you Samples and Prices.

THE  
**STEWART COMPANY**  
LIMITED  
TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

As the Diamond is the most valuable of all jewels, so

**MOTT'S  
"Diamond" brand  
CHOCOLATE**

is the most desirable line of Chocolate for the grocer to handle.

**"Elite" brand  
CHOCOLATE**

in 1/4s size is a favorite with every housekeeper.

**UNEQUALLED IN PURITY**

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

SELLING AGENTS:  
J. A. TAYLOR MONTREAL    E. S. MCINDOE TORONTO    JOS. E. HUXLEY WINNIPEG

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

**MILK CHOCOLATE**

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

**COWAN'S COCOA**

**(Maple Leaf Label)**

**Absolutely Pure.**

**THE COWAN CO., LIMITED**  
TORONTO

NO NEED

There is candy busin the scrap is An observ candy mar stand a lot stale took and learned

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## BISCUITS AND CONFECTIONERY

### NO NEED FOR WASTE IN CANDY MAKING.

There is this similarity between the candy business and the iron business — the scrap is not allowed to go to waste. An observer who had an idea that candy manufacturers must have to stand a lot of loss because candies get stale took the trouble to investigate and learned that his idea was wrong.

The big candy makers ship to their agents throughout the country at stated intervals, usually of a week, their standard confections, and all not sold at the expiration of the interval are returned to the factory as scrap. As the candy is mostly sugar, and sugar is as indestructible as iron, it is only a question far the candy maker of getting the sugar value out of the scrap.

It is impossible to work over the candy into its original form, but it can be used in many ways. For example, the chief use to which stale chocolates are put is in making caramels and other chewy confections.

It's a mistaken idea that candy must be fresh to be good. One manufacturer who makes only for the trade and confines himself chiefly to high-class chocolates and bonbons, said that candy wasn't fit to eat until it had been seasoned for at least ten days. For his own use—and he is a great lover of candy, despite the general belief that no cook cares for his own messes—he keeps chocolates about a month before eating them.

This man has no patience with those who assert that colored candy is poisonous. His argument is simple. As he puts it:

"What's the use of putting poison in candy when natural and harmless coloring matter costs less? Who'd put opium in cigarettes when tobacco is cheaper than opium?"

"It's the same way in my business. I can turn out bonbons in any shade you want—from the greenest of God's green grass to the pinkest pink of a hunting coat, and do it all without the aid of any ingredients but pure vegetable colorings.

"I have no patience with these pure food advocates when they come nosing around the candy business. Few of them know what they are talking about and the others have taken a few sporadic cases of children poisoned or merely made ill by overindulgence in cheap candies and condemn the lot of us.

"The candy business demands an artist these days, when you have to make displays of form and coloring to keep in the forefront of the business."

### NEW MACARONI FACTORY.

C. H. Catelli, manufacturer of macaroni and vermicelli, speaking to The Canadian Grocer the other day, said that

it was possible that Montreal would have a large new factory for the manufacture of these products in the near future.

Mr. Catelli is reported to be one of the largest manufacturers of macaroni and vermicelli in the Dominion, and says that the business is ever increasing so that it is necessary for him to have a larger plant to cope with the growing trade.

The building of a new factory is made all the more a necessity because Mr. Catelli will have to move from his present premises next year, as he has sold out to the Canadian Pacific Railway Co. He is thinking of forming a joint stock company with a capital of \$250,000. Should the factory be built from the plans he is at present considering, it will be about 500 feet long and 50 or 60 feet wide. The building will be only one storey high and will have no windows, being lighted from the top. The raw material for manufacture will thus go in at one end, passing through the different departments and reach the shipping room at the other end ready to be delivered. The new factory would be capable of putting out 6,000,000 lbs. annually. This is two million pounds more than the present consumption in Canada, but Mr. Catelli is looking forward to the increase in business sure to come.

Nothing definite has yet been decided, but it is to be hoped that this new enterprise will go through as it will certainly be a splendid industry for Canada.

### THE SECRET OF SUCCESS.

I. D. Bradshaw & Co., chewing gum and waxed paper manufacturers, Toronto, have certainly a very enviable position among the wholesale manufacturing confectioners and jobbing houses in this country. Starting from small beginnings, they are to-day one of the leading chewing gum and waxed paper concerns of the country. Their success has been mainly in "not how cheap, but how good," they can produce their goods. They have installed the latest German and American machinery, and are in a position to-day to fill orders on the shortest notice.

### CLERKS AND THEIR OFFICERS.

The Toronto Retail Grocery Clerks' Association have elected the following officers for the present year: W. Turpin, president; E. Broad, vice-president; R. Feaster, recording secretary; Manley Anderson, corresponding secretary; R. A. Hudson, treasurer.

At the monthly meeting in the Temple Building Tuesday night, the year's picnic was discussed. Barrie, Orillia and Lorne Park were in favor as objective points, but a decision was not reached and it was left to the executive.

## Quality Unquestioned

No one ever raises a finger against the quality of

## Perfection Cream Sodas

It is needless to state why. If there was a blemish in the material or a flaw in the make, do you think it would not be found out and a cry raised?



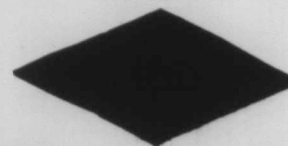
are as good as their name, which is no mean tribute.

"Perfections" are perfectly satisfactory to all.

Will you have 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



# Mixed Fancys

**JACOB'S  
IRISH  
BISCUITS**

In half-pound boxes.

Our "West End" box is a good sample. It contains a nice assortment of rich varieties, including:—

Keil Finger	Shortbread
Boudoir	Alexandra
Puff Cracknel	At Home
	Macaroons

A compact package—easily handled—attractively put up—stock not exposed to air—no loss in handling.

*Good for the Grocer.  
Good for the Housekeeper.*

**W. & R. JACOB & CO.,**  
Limited

Canadian Agents:  
Kenneth H. Munro  
324 Coristine Bld. Montreal  
C. & J. Jones Bros.,  
424-425 Union Bank Building  
Winnipeg  
Wilson Bros.  
Wharf St., Victoria, B. C.

**DUBLIN,  
IRELAND**

A LINE THAT WILL PLEASE YOUR CUSTOMERS



**LAMONT, CORLISS & CO.,** Sole Importers  
27 COMMON ST., MONTREAL



## OUR RECORD

is "Best Essence Makers."

ORDER

**Shirriff's Flavoring  
Essences**

and you get record goods.  
Always sell **Shirriff's.**

MANUFACTURED BY  
**IMPERIAL EXTRACT CO.,**  
Toronto

## There are other Cocoas

offered for the acceptance of the trade simply because they are

# Dutch Van Houten's Cocoa

gained for Dutch Cocoa the reputation that causes others to seek shelter under the name.

## Van Houten's Cocoa

continues to appeal to the trade and the public only on its Superlative Quality and Superiority.

**"Best and Goes Farthest".**

Made simply by adding boiling water.

Dominion Agents { J. L. WATT & SCOTT, TORONTO  
WATT, SCOTT & GOODACRE MONTREAL



Lowney's Cocoa does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterations.

**THE WALTER M. LOWNEY CO. of Canada, Limited**

165 William St., - - - MONTREAL, CAN.



Imperial F  
Provost & All  
Ottawa, Ont.

T. KE  
Hallerton, Que.



- (1).
- (2).
- (3).

Canadian Ag  
C. E. Colson & Sor  
D. Masson & Co.,  
A. P. Tippet & Co.,

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**THE BRAI**  
the controlling cl  
merchants, by th  
effort is spared, an  
authority on all m  
been steadily ex  
civilized world.

Subscriptions  
and manufacturin  
Specific terms may

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



**The Weight Is Guaranteed**

If you order "Stoney Creek" and "Royal" Brands of

**MAPLE SYRUP**

you will find there are 13 lbs. to the gal. —every time.

Our **MAPLE SUGAR**

should be in all grocery stores! Say, you try some.

FOR SALE BY  
**Imperial Fruit and Produce Co.**  
Winnipeg, Man.

**Provost & Allard**  
Ottawa, Ont.

**Forbes Bros.**  
Montreal, Que.

**T. KENNEY & SON**

Hallerton, Que.

Manufacturers



**Sixty Years of Popularity**

**COX'S GELATINE**

should be used in every Canadian household, because:

- (1). It is **STRONG.**
- (2). It is **CLEAR.**
- (3). It is **PURE.**

Canadian Agents:  
C. E. Colson & Son, Montreal  
D. Masson & Co., "  
A. P. Tippet & Co., "

**J. & G. COX,**  
Ltd.  
Gorgie Mills,  
EDINBURGH

**MAPLE SYRUP**

JUST  
MAPLE  
SYRUP  
**THAT'S ALL**

Pure Tested Maple Syrup only is sold under **Small's brand.** When customer asks for it in of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York. Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

**All Jobbers.**

Product of **THE CANADA MAPLE EXCHANGE**  
MONTREAL

**SPRAGUE**

**CANNING MACHINERY CO.**

CHICAGO, ILL., U.S.A.



**Money Getters**

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

**KINGERY MFG. CO.**  
106 E. Pearl St., Cincinnati

**TRADE WITH ENGLAND**

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

**"Commercial Intelligence"**

(The address is 168 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.



**UPTON'S**  
**Home - Made**  
**Orange**  
**Marmalade**

is absolutely pure, made from finest Seville Oranges and granulated sugar only.

Cultivate your Biscuit trade by ordering

**McLAUCHLAN'S**

**Cream Soda Biscuits**

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

**EPPS'S** GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.  
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, SUCANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices throughout the Civilized World

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

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

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

**—OFFICES IN CANADA—**

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

HAMILTON, ONT.  
QUEBEC, QUE.

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

MONTREAL, QUE.  
TORONTO, ONT.

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



## THE MAN BEHIND THE COUNTER

By Frank Carrington.

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

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

When it came to putting in the new windows, the boss wanted to know what I thought of running them clear down to the floor. Lots of the windows nowadays, you know, are right on the ground. People used to have their windows up high. You had to stand on your tiptoes to see in. Then they all got an attack of the notion that low windows were the thing and most of the later built windows represent that notion gone to seed. Window panes that rest right on the sidewalk. You have to get down on your knees to see what the goods really look like if they are small things.

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

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

I said that my idea of the right height for a window was, without regard to the inside appearance or arrangement, to choose a height that would let every one outside see the goods with the least effort. That meant that the bottom and floor of the window must be low enough for the smallest person to see in and yet high enough

so that no one would have to bend down to examine the goods or to read the price cards.

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

Of course I would not raise a window at all if it were to be used for showing goods like furniture or stoves or anything large, and on the other hand I would put the window up to three feet if I were going to use it solely for displaying jewelry and such very small wares. But for anything in the way of ordinary goods, such as are sold in the average dry goods store for instance, two feet is my recommendation. That's what I told the boss.

Well, he heard my story and thought it over a few days and ordered the windows up to twenty-four inches and now that they are in we are all stuck on the height. It's just right. The windows dress up to the best possible advantage with any kind of small goods and the larger goods I make look lower by putting them well back.

We had our windows made very deep. The man who cuts down the depth of his windows to make room inside the store is making a great mistake. Windows gain everything by being deep. You can make them look a hundred per cent. better if they are deep and they'll hold lots more goods too. You can make a deep window look shallow if you want to, but you can't make a shallow window look deep by any possible scheme.

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

That's all right if you want people to remember your store simply as the store with the bright light, but if you are out to sell the goods, the goods are what you want to show. The small stores can't afford to patronize the amalgamated order of professional window gazers to draw the crowd. The

goods themselves have to be the attraction.

If that is the case, the goods must be lighted whether the pavement outside is or not. Arrange your lighting scheme so that the light will fall on the goods.

During the day I let our curtains down about a quarter of the way and at night we have the lights arranged where they won't be too prominent themselves but will throw their strength on the goods and not dazzle the eyes of the people who look in.

What kind of a theatre would you call it where the footlights were turned so that all the light was reflected right in the faces of the audience? You'd probably have a good deal to say about the theatre and its management, and they would be town talk, but nobody would know what play they had tried to put on.

Another thing the boss was going to do when he had an opening with his new windows, after they were handsomely dressed with the prettiest goods in the ranch, was to stick pasters with catchy phrases on them all over the glass.

I must have looked kind o' funny when he told me to do that, because he wanted to know if I didn't think it was a good scheme. I said, "What did you put in those new windows for? Wouldn't the old ones have done just about as well to hang advertisements on?" He said he guessed that was right. He'd put these in so he could show up the goods better and he reckoned he hadn't better go and hide all the goods he had in them.

It makes me tired to see the way some storekeepers who think they are great advertisers, paste signs on their windows. Why, no one will look through a window when there is something on it to catch their eye. If you want folks to see the goods, don't hide them with window strips on the glass.

The trouble with the man who never makes mistakes is that he doesn't know a mistake when he makes one. He who never makes a mistake never makes anything. The only crime in making a mistake is making the same one twice. Wise men make mistakes; fools continue to make mistakes. A thought of one's own mistakes will soften criticism of others' mistakes.

### THE DEACON

"I'll just be the woodenware the Deacon's selling."

"I'll take you the Deacon."

"You clear woodenware woodenware you a dollar the next time."

He had seen fore and could cause he had some months ago was made, win the bet, be two dollars ga house, but he you ask him h ware section is to have a clerk a melon patch woodenware so in went over bought things t all had a good display.

"Jocks-a-mig ware show's al to the clerk on some in the w."

The clerk "suppose" me window and ware. A night was "just kin as he said, an."

"By gum, I' woodenware ri Bass, Wood & Lonly but I do."

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### BUSINESS

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C. W. Griffin California, is

James Blair, Red Rose tea, with friends in

Mr. Harley, London, Ont., a visitor at th



**THE DEACON LEADS THE PROCESSION.**

"I'll just bet you a dollar," shouted the woodenware traveler, breaking into the Deacon's store about ten one morning.

"I'll take you, what is it?" roared the Deacon.

"You clear out that corner," the woodenman continued, "and make a woodenware section of it and I'll bet you a dollar you'll give me an order the next time I come."

He had seen the Deacon the night before and couldn't sell him anything because he had all he wanted. That was some months ago. The woodenware section was made, and the traveller didn't win the bet, because the Deacon to make two dollars gave the order to another house, but he wanted the goods, and if you ask him he will tell you a woodenware section is all right. He happened to have a clerk that knew a muss from a melon patch, and he arranged that woodenware so that every one who came in went over and had a look. Some bought things they hadn't come for, and all had a good word to say about the display.

"Jocks-a-mighty, but that woodenware show's all right," said the Deacon to the clerk one day. "Suppose we put some in the window."

The clerk knew what the Deacon's "suppose" meant, so he cleaned out one window and dressed it with woodenware. A night or two after the Deacon was "just kind o' goin' over things," as he said, and remarked to himself:

"By gum, I've got to have some more woodenware right sharp. I guess I owe Bass, Wood & Hoop's man a dollar. Lordy but I do."

He mailed the order to the traveler.

It happened to be the right time of the year, and the Deacon began to think his customers must have burnt all their old stuff the way they bought pails, tubs, brooms, stepladders and the rest. But the clerk wasn't satisfied. He says:

"Say, Deacon, why not go the whole figure with this wood stuff and advertise it some?"

The Deacon had a "standing" ad in the local papers, so they sent in a woodenware "change" and the Deacon did the woodenware business of the town till the other fellows caught on and got up behind his buckboard.

**BUSINESS PERSONALS.**

J. M. Gordon, Tottenham, was in Toronto last week.

W. Ormsby, Severn Bridge, is very ill and is in Toronto for treatment.

C. W. Griffin, of Griffin & Skelley Co., California, is in Montreal at present.

James Blair, a Toronto traveler for Red Rose tea, spent his Easter holiday with friends in London.

Mr. Harley, of Frank Harley & Son, London, Ont., was in Toronto last week, a visitor at the Pure Food Show.

R. Carignan, representing Laporte, Martin & Cie, Montreal, is on a special trip to Ottawa this and next week.

R. W. Vout, Brockville, Ont., Eastern Ontario traveler for Red Rose tea, and Mrs. Vout came to Toronto for Easter.

F. T. Hill, of F. T. Hill & Co., Markdale, Ont., is anticipating a pleasure and business trip to the Old Country in the near future.

Harold Hill, of Hill & Co., Orangeville, was a purchasing grocer in Toronto last week and was a delegate to the grocers' convention.

F. W. Hudson, of the Canada Brokerage Co., Limited, Toronto, spent a few days in Montreal last week. He was registered at the Windsor.

Another delegate to the convention was J. M. Small, Arthur. He, too, is built on the improvement plan and believes in better days ahead.

J. C. Clark, Boulton, Ont., took advantage of the holiday to visit friends in Toronto and stayed long enough to do considerable business on the street.

A. Lebreque, of the American Pure Food Co., Montreal, has just returned from a week's trip to Quebec, where he has placed a carload of Japanese starch.

Mr. Small, of the Canada Maple Exchange, has returned from Toronto, where he spent a few days in connection with the pure food show being held in that city.

W. Barber, of White & Barber, general merchants, Alton, has had dreams of the wheat fields of the west and will leave shortly to tickle the prairie for the golden grain.

F. D. Cockburn, eastern representative of Comfort Soap, was a caller on The Canadian Grocer in Montreal this week. "Good business and bright prospects" is the way he reports it.

James Clark, Bolton, was to have been a delegate at the grocers' convention last week, but was ill with a cold, and much to the regret of many friends was unable to be present.

J. E. Richards, of Dundalk, Ont., spent the Easter holiday in Toronto and took part of his pleasure in the pursuit of bargains for the big store, at which he is reputed to be a winner.

R. C. Rathbun, general manager of Spratt's patent foods, paid a visit to the Montreal branch last week. Mr. Rathbun has been making a flying trip to the various branches of Spratt's patent from San Francisco to Montreal.

Robt. Davidson, Chesley, Ont., traveler for a Toronto firm, has been compelled to send in his resignation owing to ill health. During his year on the road Mr. Davidson has made many friends who will heartily sympathize with him in his illness.

F. A. Haddy, Bowmanville, of Ideal tea fame, was in Toronto last week looking for pointers to increase his already large business. He was a prominent figure at the grocers' convention and modestly declined nomination for the presidency.

One of the best-looking travelers on the road was minded to remark to The

Grocer reporter this week that Mr. Duncan, proprietor of the W. A. McClean grocery and grain business, Owen Sound, Ont., was feeling well and was talking of a big Spring trade.

Wm. McCarty, of McCarty Bros., grocers, Owen Sound, Ont., has taken such an intelligent interest in his city's affairs that he has been elected an alderman. It is expected that after a fair apprenticeship to the municipal business he will make a good mayor.

Geo. Curliss, manager of the J. D. Morgan general store, Dundalk, Ont., was in Toronto for the Easter holidays to attend the Canadian Lacrosse Association meeting and to buy for his house. He is known on the street as a clean buyer.

Mr. Peter Matheson, of Matheson Bros., grocers, Whitby, Ont., has joined the ranks of the benedicts. After a very enjoyable wedding trip he has returned to business and the real enjoyment of his honeymoon. The Grocer and all grocers wish him and Mrs. Matheson many happy returns of their birthday of joy and much increase of their happiness.

J. M. Kirk, representing the Robert Greig Co., Limited, Toronto, was a caller at the Montreal offices of The Canadian Grocer this week. Mr. Kirk spoke enthusiastically of the business in his territory from Ottawa east to Lake Megantic, and says that "White Swan," "Orient" and "Phoenix" brands are winners.

T. W. Armstrong, of Cornwall, was a caller at the Montreal offices of The Canadian Grocer last Saturday. Mr. Armstrong was on his way home from an extended trip to the Pacific Coast. He speaks most enthusiastically of the position of business and the western country's general development, everything throbbing with business activity.

**THE VIRTUES OF OLIVE OIL.**

A remarkable item of news appears in a recent issue of the New York Sun on the virtue and utility of olive oil, both as a food and a beautifier of woman's complexion. It says:

"According to the well known journal, Family Doctor, fagged out society beauties may find salvation in olive oil. The Family Doctor relates how a reigning London beauty went to the king's physician during the season and said: 'What shall I take for my complexion? I am a sight!' The reply was: 'Take olive oil; live on it; live in it, live with it, drink it, dress your food with it, lubricate yourself with it.'

"As a result of following this advice the young woman achieved a complexion of rosy blond, pink damask and Gloire de Dijon roses, and began to give beauty luncheons. These luncheons have since become very popular."

Elderly Miss—"The toilet soap I bought from you has made my face all spotty, and your master told me it would not harm the most beautiful complexion in the world."

Youthful shopman—"Yes, mum; but yours ain't the most beautiful complexion in the world, not by a long chalk!"





**IT'S SAFE TO SAY**

that when these gallants are homeward wending their lonely way they will draw cheer from a

**Pebble or Pharaoh**

Balls and parties are being held in your town just as well as in the big cities.

**PUZZLE:** Where do the gallants who attend them get the **Pebble** and **Pharaoh** cigars?

**ANSWER:** From their grocer.

**CONCLUSION:** How much trade have you missed?

**J. BRUCE PAYNE, Limited, Mnfrs.  
GRANBY, QUE.**

✉ Write for particulars of "Fairest Offer Ever Offered."

**The Centre of The Trade is**

**The Fairest-Priced Tobacco is**

**T. & B.**

**Is Always Good, Always Saleable.**

is manufactured by

**The Geo. E. Tuckett & Son Co.**

HAMILTON, ONT.

LIMITED

**LIVED ON**

A good arg cigarette cra from the case fasting man, record in Lo days. During ed from every cigarettes, and ed 952. At ti man's health v good.

**A S**

A cigar ligh novelty being market by Mc street, Toront shape of a sm size of your li cap off and it it out and 'i again until t lighter is a g a very handy

**NOVEL**

News has cor Washington, of which, accordi who utilizes it serve the cigai for a considera

This cover, the place of th consists of a wrapped loosel such a way th "a slight tw thumb." The t is described as put on at as l other substance

It is further is of rather makes it a pro carried in the

The idea so would like to bacco these day foil. Of course might be used, of holes could cigar it is har

Again, how a aromas? Few smells like tob good cigar coul contact with a as tin foil.

**TOBACCO**

Charles Grat known figure i trade, died at h March 28. The. the proprietor a sale tobacco fi Co., 269 St. P.

## TOBACCOS, CIGARS AND ACCESSORIES

### LIVED ON CIGARETTES AND WATER.

A good argument against the anti-cigarette cranks might be furnished from the case of Sacco, the Hungarian fasting man, who has just beaten the record in London by fasting forty-five days. During this period Sacco abstained from everything except water and cigarettes, and of the latter he consumed 952. At the close of the ordeal the man's health was said to be reasonably good.

### A SELF-LIGHTER.

A cigar lighter that lights itself is a novelty being placed on the Canadian market by McGraw & Russell, Front street, Toronto. The lighter is in the shape of a small nickle-plated tube the size of your little finger. You take the cap off and it bursts into flame. Blow it out and it immediately blazes up again until the cap is replaced. The lighter is a great curiosity as well as a very handy pocket piece.

### NOVEL CIGAR COVER.

News has come to hand from Spokane, Washington, of a new kind of cigar cover which, according to the manufacturer who utilizes it in his cigars, "will preserve the cigar and keep its high flavor for a considerable length of time."

This cover, which is intended to take the place of the ordinary tin foil affair, consists of a cheap grade of tobacco wrapped loosely around the cigar, in such a way that it can be removed by "a slight twist of the finger and thumb." The tobacco used for the cover is described as so cheap that "it can be put on at as low a price as tin foil or other substances."

It is further stated that the tobacco is of rather tough character, "which makes it a protection to the cigar when carried in the pocket or otherwise."

The idea sounds ingenious but we would like to know of any kind of tobacco these days that is as cheap as tin foil. Of course torn or hail cut tobacco might be used, but how a cover all full of holes could preserve the flavor of a cigar it is hard to see.

Again, how about the mixture of the aromas? Few substances catch outside smells like tobacco, and the flavor of a good cigar could hardly be improved by contact with a weed that was as cheap as tin foil.

### TOBACCO MERCHANT DEAD.

Charles Gratton, at one time a well-known figure in the wholesale tobacco trade, died at his home in Montreal on March 28. The deceased was for 21 years the proprietor and manager of the wholesale tobacco firm of Charles Gratton & Co., 269 St. Paul street, Montreal. He

retired from active business life nine years ago.

### PROPOSED CIGAR FACTORY.

A report is current that J. E. Williams, who has a large connection in Western Canada as manufacturer's agent for an eastern cigar house, is looking for a vacant building in Sarnia to manufacture cigars. Mr. Williams states that the business will commence with about a dozen hands, and will be extended as trade increases. After comparing conditions in Winnipeg and in Ontario points, Mr. Williams decided that Sarnia was the most advantageous point for reaching the western trade, and will commence business there as soon as premises can be secured.

### TO IMPROVE TOBACCO.

The Ontario Government, it is understood, are arranging for the establishment of an experimental station in the county of Essex for the purpose of advancing the tobacco industry. The idea is to deal with tobacco in the same manner as grain is dealt with in the Guelph Agricultural College. The tobacco industry is looked upon as one of the most important, and under better conditions it is thought the quality of the Canadian leaf can be materially improved.

### NOT SO STUPID.

School inspector (examining a class)—  
"Now, my little man, can you tell me what five and one make?"  
No answer from the boy.

Inspector—"Suppose, now, I gave you five rabbits and then another one, how many rabbits would you have?"

Boy—"Seven, sir."

Inspector—"Seven, you stupid! How do you make that out?"

Boy—"Because I've got another rabbit of my own at home."

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all leading Wholesale Houses.

There is a difference.

**CLAY PIPES**

made by us are the best in the world.  
Specify them in your order.

**D. McDOUGALL & CO., Glasgow, Scot.**

**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.

## STILL ANOTHER LINE.

In the Good Advertising department of April 6, attention was called to the meagreness of confectionery advertising.

\* \* \*

The same might be said of cigars and tobacco. It is very seldom that a retail cigar and tobacco announcement in a town paper greets the eye.

\* \* \*

The reason is simple, yet, paradoxical as the case may seem, there is a certain perplexity.

\* \* \*

The average grocer feels that, as far as his part is concerned, the smoking business is in its infancy.

\* \* \*

Now, even if this were the case, the grocer who reasons thus doesn't see that it is his policy to advertise, not that trade which is built up, but that trade which needs building up.

\* \* \*

The truth of the matter is, in the towns and small cities the grocer has an excellent chance to do a tobacco business. There are practically no "straight" cigar stores and barber shops are few and far between.

\* \* \*

The point is, if a grocer can keep a neat case for cigars, tobaccos and accessories, he can catch lots of trade.

\* \* \*

It stands to reason that a smoker is not going to buy slovenly stock nor from a grocer who doesn't know what lines he has without five or ten minutes' unnecessary hunting.

\* \* \*

It also stands to reason that if a smoker is leaving a grocery order with you he is not going to tramp down to the barber's merely to get the "smoke" if he can get as good goods from you, and what is to prevent you from "being ready"?

\* \* \*

Let no grocer get into the rut of continually booming tea, butter, etc., through the newspapers. Let him give due aid to his side lines, specialties, and so "complete" his advertising.

\* \* \*

The ad herewith presented is a specimen of what might be run by a town grocer.

\* \* \*

Regarding window display for cigars, etc., a western merchant recently had a striking arrangement.

\* \* \*

An immense map of the world was used as a background and in front of it were arranged cigars, pipes, tobaccos, cigarettes.

\* \* \*

From each article a narrow ribbon led to that part of the map which represented the country or city from which the article came. For instance,

he had cigars from Havana, meerschaum pipes from Germany, cigarettes from Egypt, etc.

## OUTSIDERS.

What should be the attitude of local retailers toward their home newspaper, in regard to the advertising of big retail concerns in neighboring large cities? There are a good many papers which have this sort of business offered them, and a good many feel justified in accepting it. Shall the local man then withdraw his own advertising, and thus leave a clear field for the city man? Or shall he labor with the publisher to persuade him that he ought to support his home merchants? Suppose the local grocer carries four inches of space in every issue of the paper, and expects the publisher to "trade it out." Along comes the city grocer with a fine big special sale ad—maybe half a page—that will be

told of by the doer without giving the impression of either boasting or begging, both of which are most ungenial to the newspaperman.

The local newspaper which is patronized as it should be by the home merchants has no space to sell to the city advertiser. If it is good enough for the city man to use, it is infinitely better for the local man. The city man can hope to bring to his store only a very small portion of the people of the town, while every person in the town is a possible customer of the local merchant. And if it pays the city man to spend money in the attempt to bring to his store a part of the people who go to the city, how much more should it pay the local man to attempt to induce them to stop as they pass his door?

The newspaperman needs money, most always. The city man's check looks good to him. But if his townsmen sup-

## REGULAR SMOKERS OCCASIONAL SMOKERS

You have been buying your cigars and tobacco from some other store than mine; and there is no reason why you should do this. I am in a convenient location, give quick and courteous service and keep select lines of

**5 and 10c. CIGARS  
TOBACCOS, ETC.**

in cases, neat and clean.

Don't buy on pedigree! If I cannot supply you with what you want it will be because the manufacturer cannot supply me. But—Remember to get your cigars and tobacco from me, NEXT TIME.

**Briar, The Tobacco Man, PORT HOPE**

paid for in real money. What shall the publisher do? Turn it down? If so, to what extent will his home merchants make up to him for the loss? Experience shows that if the publisher takes the city ad the local dealers get pretty mad about it, and instead of turning in and using more space, which not only helps the publisher to stiffen his backbone for future contests with the city advertiser, but largely neutralizes the effect of the city ad, they protest indignantly that the publisher is ungrateful and doesn't deserve any consideration. If, on the other hand, the city ad is declined, the local merchants do not know of its tender, and of the paper's sacrifice, unless the publisher himself tells them; and no good deed can be

port him with half the loyalty with which he "boasts" the town, he will have not only the courage but the backing to turn down the outsider who wants to draw trade away from the local stores.—Advertising World.

## "WEDDING" ORDERS.

My plan was intended to get business from newly married couples or couples about to be married, and naturally it will work better in cities and large towns than in the small country places.

I made it my business to accumulate all the information I could about young people about to be married. This I got in all sorts of ways, very often from the newspapers. For a while I offered

a little premium to me of any engagement. I gave their notice, together with the wedding v

This information the various names arrived, a nicely printed substance that, they must realize the groceries and kitchen I had made it my various-sized lists smallest of which that a bride would of housekeeping.

To illustrate, I lists which I used. representative:

Flour, 25-pound bag  
Graham, 5 pounds  
Cornmeal, 5 pounds  
Fine breakfast hom  
Rice, 2 pounds  
Cornstarch, 1 pound  
Pearl barley, 1 pou  
Macaroni, 1 pound  
Breakfast cereals, 2  
Tapioca, 2 pounds  
Granulated sugar, 5  
Cut sugar, 2 pound  
Powdered sugar, 1  
Molasses, 2 quarts  
Vinegar, 1 quart  
Salt, 5 pounds  
Pepper, quarter of  
Mustard, quarter of  
Nutmeg, 1 ounce  
Cinnamon, quarter  
Ginger, quarter of  
Powdered herbs, 3  
Whole spice  
Coffee, 1 pound  
Tea, 1 pound  
Cocoa, half a pound  
Chocolate, 1 pound  
Bicarbonate of soda  
Baking powder, hal  
Cream of tartar, h  
Dried white beans,  
Dried lima beans,  
Dried split peas, 1  
Tomatoes, 4 cans  
Gelatine, 1 box  
Laundry soap, 5 pe  
Toilet soap, 2 pou  
Scouring soap, 1 c  
Ammonia, one-quar  
Borax, 1 pound  
Whiting, half a pou  
Rottenstone, half a  
Pumicestone, half a  
Stove blacking

A B





THE CANADIAN GROCER

a little premium to children to inform me of any engagements which came under their notice, together with the date when the wedding was to occur.

This information secured, I sent to the various names, when the proper day arrived, a nicely printed letter, saying in substance that, being newly married, they must realize that they would need groceries and kitchen supplies, and that I had made it my business to prepare various-sized lists of goods, even the smallest of which contained everything that a bride would need in her first days of housekeeping.

To illustrate, I append some of the lists which I used. Here was the most representative:

Flour, 25-pound bag	\$.95
Graham, 5 pounds	.18
Cornmeal, 5 pounds	.15
Fine breakfast homin 1 package	.10
Rice, 2 pounds	.18
Cornstarch, 1 pound	.10
Pearl barley, 1 pound	.05
Macaroni, 1 pound	.15
Breakfast cereals, 2 packages	.30
Tapioca, 2 pounds	.15
Granulated sugar, 5 pounds	.30
Cut sugar, 2 pounds	.20
Powdered sugar, 1 pound	.10
Molasses, 2 quarts	.30
Vinegar, 1 quart	.07
Salt, 5 pounds	.10
Pepper, quarter of a pound	.14
Mustard, quarter of a pound	.20
Nutmeg, 1 ounce	.04
Cinnamon, quarter of a pound	.10
Ginger, quarter of a pound	.10
Powdered herbs, 3 boxes	.30
Whole spice	.25
Coffee, 1 pound	.35
Tea, 1 pound	.75
Cocoa, half a pound	.22
Chocolate, 1 pound	.35
Bicarbonate of soda, half a pound	.08
Baking powder, half a pound	.25
Cream of tartar, half a pound	.25
Dried white beans, 2 quarts	.20
Dried lima beans, 2 quarts	.30
Dried split peas, 1 quart	.10
Tomatoes, 4 cans	.50
Gelatine, 1 box	.15
Laundry soap, 5 pounds	.25
Toilet soap, 2 pounds	.30
Scouring soap, 1 cake	.09
Ammonia, one-quart bottle	.15
Borax, 1 pound	.15
Whiting, half a pound	.05
Rottenstone, half a pound	.05
Pumicestone, half a pound	.05
Stove blacking	.10

Turpentine, 1 pint	.14
Paraffin oil, 1 quart	.10
Sal-soda, 3 pounds	.06
Matches, one-half dozen boxes	.25
	\$9.75

This, as seen, was a low-priced list, and seemed to take better than any of the others. There were a number of assortments of specialties, not so standard as the above list, which I also included.

As to the results of this plan, I never kept any special record, but the results were very good. I used to get a great many orders for these bridal assortments. The business is waiting for these young people must have the goods, and the first man who gets in will probably get the order.—R. O. M.

A. A. B.

CLEANSING REFRIGERATORS A NECESSITY.

Some very useful and instructive information regarding the treatment of refrigerators in the Spring and Summer has been given out by Prof. Riddick, the Canadian dairy commissioner, and should prove instructive not alone to dairymen, but to all users of refrigerators throughout the Dominion. He says:

"Every Spring, before a refrigerator is used, it is well to go over the whole interior with some kind of disinfectant to destroy the germs and spores of mould that may be there. Last Spring I asked Dr. Connell's advice regarding the disinfection of refrigerators, and he suggested bi-chloride of mercury (corrosive sublimate). This should be used in the proportion of 1 part to 1,000 parts of water. It is a very deadly poison as everybody knows. The solution is safe to use, so far as touching the hands is concerned. We washed the whole interior with that solution, and found it very effective. I believe that a solution of that kind, or a solution, of formalin used in the refrigerators in the Spring, before they are used, would be helpful in keeping them pure and sweet during the Summer months. We will get more exact information on this point from the scientific men later on. The point I make is that we should have these places thoroughly disinfected every Spring, and oftener, if necessary."

BUSINESS CHANGES.

A. R. Smith, grocer, Toronto, Ont., has sold out.

Pierre Lemieux, baker, Lauzon, Que., has suffered loss by fire.

A. R. Fanning, grain merchant, Newdale, has been burnt out.

Duplain & Paquet, grocers, Quebec, have dissolved partnership.

A. Cameron, general merchant, Rocanville, is retiring from business.

J. M. Rowntree, grocer, London, Ont., is selling out to Rowntree & Fonger.

Clodianos & Co., confectioners, Montreal, Que., have dissolved partnership.

The assets of H. Matteau, general merchant, St. Elie, Que. have been sold.

The assets of P. Maheux, general merchant, St. George, Que., have been sold.

E. Shannessy, confectioner, Petrolia, Ont., has advertised his business for sale.

The assets of Thos. Cote, St. Hilarion, Que., are to be sold on the 5th of April.

The R. E. White Co., Limited, grocers, St. John, N.B., are applying for a charter.

Jos. Vassaw, general merchant, Cole Hill Mines, Ont., has sold out to Chas. S. Rollins.

T. J. Leary Co., Limited, confectioners, Winnipeg, have assigned to C. H. Newton.

Ed. Poole, general merchant, Van Anda, B.C., has been succeeded by A. G. Deighton.

The stock of the estate of Joseph Naiman, general merchant, Chortitz, has been sold.

Hypolite Rosseau, grocer, St. Francois, Que., has assigned to Lefavre & Taschereau.

Kent & Turcotte have been appointed curators to Seguin & Courville, grocers, Valleyfield, Que.

F. W. Fearman & Co., Limited, pork packers, Hamilton, Ont., have suffered loss by fire, but were covered by insurance.

Charbonneau Freres, fruiterers, Montreal, Que., have dissolved partnership and F. X. Charbonneau is now registered as proprietor.

# A Business Proposition

Our HOGEN-MOGEN (5c.) and ROYAL SPORT (10c.) Cigars represent old fashioned honesty in every respect. Quality in stock and thoroughness in manufacture ensure the trade that comes again. Particulars upon request.



## THE SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.









**"Batger's"**

**Lime Juice  
Lemon Squash**

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful summer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them. They are put up in two sizes—pints and quarts—two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

**Rose & Laflamme**  
Montreal - Toronto

**DON'T RUN  
CHANCES**

with your customers. Get a line of Maple Syrup that is reliable

**"IMPERIAL BRAND"  
MAPLE SYRUP**

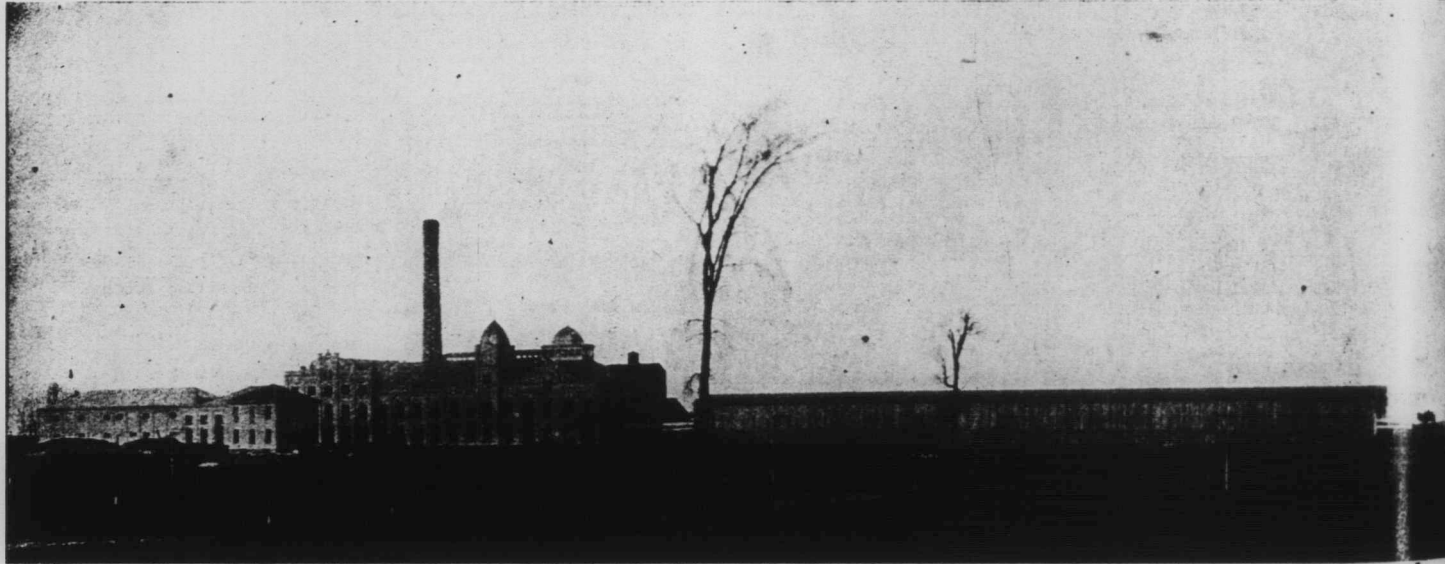
has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE &  
LAFLAMME

AGENTS,  
MONTREAL.

**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 Book**  
For sale in Canada  
Limited, Toronto  
File, Montreal.  
\$1, \$2, \$3, \$5, \$10.

In lots of less than  
books, 1 kind aso  
100 to 500 books .....  
100 to 1,000 books .....

Allison's Cou  
\$1 00 to \$3 00 books  
5 00 books .....  
10 00 "  
15 00 "  
20 00 "  
25 00 "  
50 00 "



The Davidson & E

Infants  
Robinson's patent bar  
" " gro

Jams at  
SOUTHW  
Frank Magor

Orange marmalade...  
Clear jelly marmalad  
Strawberry W. F. jam  
Raspberry " "  
Apricot " "  
Black currant "

**REC**

**WM. BRAID & CO.,** Importers of **TEAS, COFFEES and SPICES**



**PROGRESSION**  
Is the Order of the Day

The time was, when the possible utility of steam and electricity was a dream. Great strides have been made in the direction of improvement in every department, by which the wheels of commerce are kept moving. No greater improvement has been shown than in the perfection of manufactured Spices, and **BRAID'S AROMATIC SPICES** stand to-day on the highest point above all other spices for a pure unadulterated product. Lay aside your prejudice! Keep pace with the times! Try **BRAID'S AROMATIC SPICES**, and they will be money in your pocket. Braid's Best Teas and Coffees, just what the name implies. Nothing more, nothing less.

A postal will bring samples and quotations.

**WM. BRAID & CO., - Vancouver, B.C.** **BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.**

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

In lots of less than 100 books, 1 kind assorted	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

**Allison's Coupon Pass Book.**

\$1.00 to \$3.00 books	3 cents each
5.00 books	4 "
10.00 "	5 "
15.00 "	6 "
20.00 "	7 "
25.00 "	8 "
30.00 "	9 "
50.00 "	12 "



4-oz. cans	\$ 0.50
6-oz. "	1.35
10-oz. "	1.85
Quart	3.75
Gallon	10.00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

**Infants' Food.**

Robinson's patent barley	1-lb. tins	\$1.25
" "	1-lb. tins	2.25
" " groats	1-lb. tins	1.25
" "	1-lb. tins	2.25

**Jams and Jellies.**

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

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co. Agents.

Orange marmalade	\$1.50
Clear jelly marmalade	1.80
Strawberry W. F. Jam	2.00
Raspberry "	2.00
Apricot "	1.75
Black currant "	1.75

Other jams	\$1.55	1.90
Red currant jelly	2.75	

**T. UPTON & CO.**

**Compound Fruit Jams—**

12-oz. glass jars, 2 doz. in case, per doz.	\$1.00
2-lb. tins, 2 doz. in case, per lb.	0.07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0.06½
7 and 14-lb. wood pails, per lb.	0.06½
30-lb. wood pails	0.06½

**Compound Fruit Jellies—**

12-oz. glass jars, 2 doz. in case, per doz.	1.00
2-lb. tins, 2 doz. in case, per lb.	0.07
7 and 14-lb. wood pails, 5 pails in crate, per lb.	0.06½
30-lb. wood pails	0.06½

Home Made Jams—absolutely pure—1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	\$1.45	1.60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0.09	
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0.09	

**Licorice.**

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper	per lb. \$0.40
Fancy boxes (36 or 50 sticks)	per box 1.25
"Ringed" 5-lb. boxes	per lb. 0.40
"Acme" pellets, 5-lb. cans	per can 2.00
" " (fancy boxes 40) per box	1.50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2.00
Licorice lozenges, 5-lb. glass jars	1.75
" " 30 5-lb. cans	1.50
"Purity" licorice 10 sticks	1.42
" " 100 sticks	0.73
Dulce large cent sticks, 100 in box	

**Lye (Concentrated).**

**GILLET'S PERFUMED.** Per case.

1 case of 4 doz.	\$3.50
3 cases of 4 doz.	\$3.50
5 cases or more	\$3.40

**Mince Meat.**

Wetley's condensed, per gross net	\$12.00
per case of doz. net	3.00

**Mustard.**

**COLMAN'S OR KEEN'S.**

D.S.F., 1-lb. tins	per doz. \$1.40
" " 1-lb. tins	2.50
" " 1-lb. tins	5.00
Durham 4-lb. jar	per jar. 0.75
" " 1-lb. jar	0.25
F. D., 1-lb. tins	per doz. 0.85
" " 1-lb. tins	1.45

**E. D. MARCEAU, Montreal.**

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0.35
1-lb. tins	0.35
1-lb. tins	0.32½
4-lb. jars	per jar 1.20
1-lb. jars	0.35

**Old Crow," 12-lb. boxes—**

1-lb. tins	per lb. 0.25
1-lb. tins	0.23
1-lb. tins	0.22½
4-lb. jars	per jar 0.70
1-lb. jars	0.25

**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, 2 doz. case	per doz. \$1.00
Home-made, in 1-lb. glass jars	1.40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0.06½
Golden shred marmalade, 2 doz. case, per doz.	1.75

**Soda.**

**GOOSE BRAND.**



Case of 1-lb. containing 60 pkgs., per box, \$3.00.  
Case of 1-lb. (containing 120 pkgs.) per box, \$5.00.  
Case of 1-lb. and 1-lb. (containing 30 pkgs.), per box, \$3.00.  
Case of 50 pkgs. containing 96 pkgs., per box, \$3.00.

**MAGIC BRAND.**

No. 1, cases, 60 1-lb. packages	\$ 2.75
No. 2, " 120 1-lb. "	2.75
No. 3, " (30 1-lb. " )	2.75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2.85
5 cases	2.75

**Soap and Washing Powders**

**A. F. TIPPET & CO., Agents.**

Maypole soap, colors	per gross \$10.20
" " black	15.30
Oricle soap	10.20
Gloriola soap	13.00
Straw hat polish	10.20

**Starch.**

**EDWARDSBURG STARCH CO., LIMITED.**

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	\$0.05½
No. 1 " " 3-lb. "	0.05½
Canada laundry	0.05
Silver gloss, 5-lb. draw-td boxes	0.07½
Silver gloss, 5-lb. tin canisters	0.07
Edward's silver gloss, 1-lb. pkg.	0.07
Kege silver gloss, large crystal	0.06
Benson's sate, 1-lb. cartons	0.07
No. 1 white, blue and rose	0.05
Canada White Gloss, 1-lb. pkg.	0.05½
Benson's enamel	per box 1.25 to 1.50

**RECKITT'S BLUE and ZEBRA PASTE** {Always give your Customers Satisfaction.



Do you want to know what is best to sell your customers?

FOR THE MOST PERFECT AND HYGIENICALLY PURE  
CONDENSED MILK and EVAPORATED CREAM TURN TO



# BORDEN'S BRANDS

"Eagle" Condensed Milk and "Peerless" Evaporated Cream



ALL JOBBERS

**WILLIAM H. DUNN,** - **MONTREAL and TORONTO**

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

**Culinary Starch—**

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
<b>Starch—</b>	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

1 case, 5 doz.	\$5 00
5 " " 5	4 85
Lot 5 cases, freight paid.	

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

**Laundry Starches—**

Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

**Lily White Gloss—**

1-lb. fancy cartons, cases 30 lb.	0 07½
5-lb. toy trunks, 8 in case.	0 07½
8-lb. enameled tin canisters, 8 in case.	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

**Brantford Gloss—**

1-lb. fancy boxes, cases 36 lb.	\$0 07½
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**Canadian Electric Starch—**

Boxes of 40 fancy pkgs., per case	3 50
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**Celluloid Starch—**

Boxes of 45 cartons, per case	3 50
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**Culinary Starches—**

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case.	4 75
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ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

**Oculary Starches—**

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05½

**Laundry Starches—**

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
3-lb. cartons, 36 lb.	0 05½
200-lb. bbl.	0 05
100-lb. kegs.	0 05
Canada Laundry, 40 to 48 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
1-lb. fancy, 30 lb.	0 07½
large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 36 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½



OCEAN MILLS.

Chinese starch, per case of 4 doz., ¼, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

**Rice Starch—**

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

In papers of 4 to 5 lbs.	Per lb. 6½c.
Blue, white or assorted.	

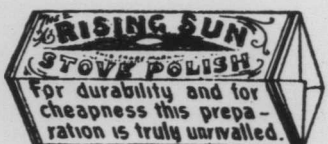
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c.
--------------------	------

Stove Polish.



Rising Sun, 6-oz. cakes, 4-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 4-gross boxes	10 00
Sun Paste, 5c. size, 4-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	\$3 40
Plain tins, with label—	
3 lb. tins, 3 doz. in case	1 90
5 " " " " " " " "	2 35
10 " " " " " " " "	2 25
30 " " " " " " " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.	4 40
1 " " per case.	4 90
1 " " " " " "	5 45
1 " " " " " "	5 70

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	
1 lbs.	0 19	0 25	
1 lbs. & ½s.	0 20	0 30	
1 lbs., ½s & ¼s.	0 28	0 40	
1 lbs. & ¼s.	0 35	0 50	
1 lbs. & ¼s.	0 40	0 60	

3 p.c. off 30 days or 3 months.



**Teas.**

Brown Label, 1's.	\$0 20	\$0 25
Green Label, 1's and ½'s	0 21	0 26
Blue Label, 1's, ½'s, ¼'s and 1/8's	0 22	0 30
Red Label, 1's, ½'s, ¼'s and 1/8's	0 30	0 40
Gold Label, 1's.	0 38	0 50
Gold Label, ½'s.	0 44	0 60



**Wholesale. Retail.**

Yellow Label, 1's and ½'s.	0 20	0 25
Green Label, 1's and ½'s.	0 22	0 30
Red Label, 1's, ½'s, ¼'s and 1/8's.	0 30	0 40
White Label, 1's, ½'s and ¼'s.	0 35	0 50
Gold Label, 1's and ½'s.	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s.	0 70	1 00



**Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.**

Black Label, 1-lb., retail at 25c.	\$0 19
" " " " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " " " "	0 28
Red Label, " " " "	0 35
Orange Label, " " " "	0 42
Gold Label, " " " "	0 55



Cases, each 60 1-lb.	\$0 35
" " " 60 ½-lb.	0 35
" " " 120 ½-lb.	0 35



**LUDELLA OYLON, 1's AND ½'s PKGS.**

Blue Label, 1's.	\$0 18½	\$0 25
Blue Label, ½'s.	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.	0 40	0 60

"CROWN" BRAND

**Wholesale. Retail**

Red Label, 1-lb. and ½s.	\$0 35	\$0 50
Blue Label, 1-lb. and ½s.	0 38	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s.	0 30	0 35
apan, 1s.	0 19	0 25

E. D. MARCEAU, Montreal.

**Japan Teas—**

"Condor" I 40-lb. boxes	\$...
" " " " " "	II 40-lb. boxes
" " " " " "	III 80-lb. boxes
EMD AAA Japan, 40 lb "at."	AA 40
Blue Jay, basket fired Japan, 70 lbs., "Condor" IV 80-lb.	V 80-lb.
" " " " " " " "	XXX 80-lb.
" " " " " " " "	XXX 80-lb.
" " " " " " " "	XX 80-lb.
" " " " " " " "	XX 80-lb.
LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

**"Condor" Ceylon black tea in lead packets**

Green Label, ½s, ¼s and 1s, 80-lb. cases	retail 0 27½ at 0
Grey Label, ½s, ¼s and 1s, 80-lb. cases	retail 0 30 at 0 33
Yellow Label, ½s and 1s, 80-lb. cases	retail 0 35 at 0 38
Blue Label, ½s, ¼s and 1s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases	retail 0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases	retail at 0 40

**Black Teas—"Old Crow" blend—**

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 25
No. 2	0 30
No. 3	0 25
No. 4	0 30
No. 5	0 17½

Tobacco.

**THE EMPIRE TOBACCO CO., LIMITED.**

Smoking—Empire, 4s, 6s and 12s.	\$0 45
" " " " " "	0 60
" " " " " "	0 50
" " " " " "	0 51
Cheewing—Currency, 12s. and 6s.	0 45
" " " " " "	0 48
" " " " " "	0 51
" " " " " "	0 56
" " " " " "	0 45
" " " " " "	0 45
" " " " " "	0 53
" " " " " "	0 45
" " " " " "	0 47
" " " " " "	0 56

Vinegars.

**E. D. MARCEAU, Montreal. Per gal**

EMD, pure distilled, highest quality.	\$0 23
Condor, pure distilled.	0 27
Old Crow.	0 23

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case.	\$1 05
Gillett's cream yeast, 5 doz.	1 05

Brund  
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Drums,  
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Win  
SOLE AGE  
TEA  
FOR  
By JO  
YOU should  
to-day—  
HOW TO  
WHERE TO  
BULK Y. F  
HOW TO  
TEA BLEND  
Price.  
THE CA  
10 Front St  
Is Hong  
just the  
to Mak  
Business



# Brunner Mond & Co.'s WASHING SODA

Drums, 336 lbs.	Barrels, 336 lbs.
" 224 "	Bags, 224 "
" 112 "	" 112 "
" 100 "	" 100 "

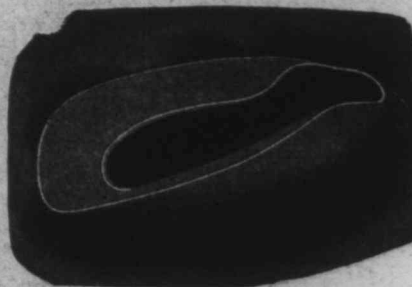
## Concentrated Sal Soda

Casks, 560 lbs.

# Winn & Holland Montreal

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YOU should get a copy of this book  
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WHERE TO BUY TEAS.  
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HOW TO ESTABLISH A TEA TRADE.  
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Is Honest Goods and  
just the Thing on Which  
to Make or Extend a  
Business.



DELLA OBYLON, 1's  
AND 1/2's PKGS.

..... \$0 18 1/2	\$0 25
..... 0 19	0 25
..... 0 21	0 30
..... 0 28	0 40
..... 0 30	0 40
..... 0 35	0 50
..... 0 40	0 50

BRAND  
Wholesale. Retail  
..... \$0 35 \$0 50  
..... 0 28 0 40  
..... 0 19 0 25  
..... 0 30 0 35  
..... 0 19 0 25

Montreal.

boxes..... \$....  
boxes.....

boxes.....  
Japan, 70 lbs., .....

3-lb. boxes.....  
0-lb. " .....

1-lb. " .....

per case, lead 0 27 1/2  
51's and 70's) .....

tea in lead packets  
nd ls. retail 0 27 1/2 at 0

nd ls. retail 0 30 at 0 23

nd ls. retail 0 35 at 0 26

nd ls. retail 0 40 at 0 30

nd ls. retail 0 50 at 0 34

nd ls. retail at 0 40

" blend—  
5, 50 and 80-lb.  
..... per lb. 0 25

..... 0 30

..... 0 25

..... 0 30

..... 0 47

..... 0 56

..... 0 29

..... 0 25

..... 0 27 1/2

..... 0 25



# RUBY GLASSWARE

FOR

# SOUVENIR TRADE

Quick selling pieces in ruby and gold to retail for 25c. each.

You can have them engraved with any name or inscription desired.

Ask for particulars of 6543 and 6544 Assortments.

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TORONTO LIMITED

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## LAUREL CANNED GOODS

are now an assured success.

(Both consumer and grocer agree there.)

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Wethey's Mince Meats Laurel Canned Goods



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Mixed, Chow Chow, Walnuts,  
Girkins, and Onions

Corked 1/2 pts. and pts., and Octagon 1/2 pts. and pt. bottles

**C. E. Colson & Son, Montreal**

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