

**PAGES
MISSING**

February 9, 1906

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 16, 1906.

NO. 7.

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.

SYRUP KNOWLEDGE

To the average grocer SYRUP is to a great extent an unknown quantity. He is by necessity compelled to depend largely on the honesty of the manufacturer from whom he buys.

Since 1858 we have been engaged in the manufacture of the finest corn products and behind every pound of

"Crown" Brand Table Syrup

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

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

we sell stands nearly 50 years' experience in the manufacture of PURE and HEALTHY Corn products.

This fact combined with lowest possible prices and guarantee of getting THE BEST SYRUP is the argument why you should buy "CROWN" BRAND TABLE SYRUP.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

Works,
CARDINAL, Ont.

53 Front St. East,
TORONTO, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

DID YOU EVER TRY
TO INCREASE YOUR
BUSINESS AMONG
MECHANICS AND
OTHER WORKMEN?

The Soap many are now using,
and all should use, and the soap
you can sell them, is the

**Master Mechanics
Extraordinary
Tar Soap**

one of the excellent soaps manu-
factured by

THE ALBERT SOAPS LIMITED, MONTREAL

**This Cough Remedy is al-
ways in demand among all
classes at all times of the year, but more
especially NOW when Coughs, Colds, etc., are
so common.**

*It is one of the most profitable lines to handle. It
makes the dealer's smile broaden and the list of his
customers lengthen.*

**Mathieu's Syrup
of Tar and Cod Liver Oil**

A good seller always—always with a good profit.

*Nothing so common as a headache.
Nothing so common as a headache
cured with MATHIEU'S NERVINE
POWDERS.*

The J. L. Mathieu Co., Props., Sherbrooke, P.Q.



National Licorice Co.
Brooklyn, N.Y.

R. S. McIndoe

Selling Agent · 120 Church St., Toronto

Molasses

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

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

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

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

**Doubt
Less**

"Earn More"
"Earn More"
"Earn More"
and
"Earn More"
"Earn More"

**Earn
More**

Earn more money by buying goods of standard value—doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

**Sell Goods of Known
Quality**

**Fry's
Cocoa and
Chocolate**

As standard as sugar, salt, coffee or tea. Of known quality always. Purest, Richest Strongest. Made by the largest manufacturers in the world.



Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

**Cox's
Gelatine**

Has stood the test of time and has won out on intrinsic merit. Always strictly pure. Always does exactly the work cut out for it. "The Gelatine of Quality."

LEADING WHOLESALERS SELL THEM.

ARTHUR P. TIPPET & CO., Agents

Manufacturers' Agents and Brokers' Directory

BARBADOES, W. I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins, Scott's and Private Codes.

REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuecque, Paspébiac.

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.

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556**Norman D. McPhie**

Broker and Commission Merchant

OFFICE, 58 KING ST. E.

HAMILTON, ONT.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street
Montreal.Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.**FELLOWES & FELLOWES**

MANUFACTURERS' AGENTS

6 St. Sacrament St. - - Montreal.

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

J. T. ADAMSON & CO.Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778.

BOND 28.

H. J. STEVENS

126 Board of Trade, - Montreal

Wholesale Brokerage

Beans, Boiling Peas, Flour, Oats

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents.

Established 1885.

W. E. BIDWELLBroker and Commission Merchant
27½ FRONT ST. E., TORONTO

Calling on best Grocers and Mfg. Confectioners.

Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER

KYLE & HOOPER

Wholesale Grocery Brokers and Manufacturers' Agents

27 Front St. E., Toronto

Highest references Commissions solicited

W. G. Patrick & Co.Manufacturers' Agents
and Importers

29 Melinda St., Toronto

BARBADOESCONSIGNMENTS OF SUGAR AND
FANCY MOLASSES
COMING.**W. H. MILLMAN & SONS**

Grocery Brokers

TORONTO

POTATOES

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

R. W. HANNAH

300 Board of Trade Building, - Toronto

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

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

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

RETU
FEBJ. Glob
cut book
page
W.S.

dry

TOES

in a car of my celebrated
rare Potatoes
four station.

ANNAH

ding, - Toronto

ERIAL CHEESE CO.

Limited

DEPARTMENT:
Specialties and Wholesale
Brokers.
Address all com-
munications to
Toronto

PEG.

STORAGE

centrally located

Stewart

- Calgary, Alta.

BROKERS.

JARMAN

er and Manufacturers
in Wholesale Brokers
ion.

ooms 722 and 723

g, Man.

Correspondence Solicited.

VATSON

gent and Whole-
ion Broker.

- Man.

Correspondence Solicited

your business to this

COUNTRY
account to our
ENTAGE.

Established over 12 years

am & Co.

Commission Merchants
MANITOBA

OMPSON

and Commission
Merchant

t, - WINNIPEG, MAN.

"CAPSTAN."

Correspondence solicited

ISEMENT WRITERS

itions are requested to
the MacLean Pub-
lications. Inquiries are
for manufacturers and whole-
sale establishing their
interest.

A CRITICISM FROM OLD ENGLAND

The "Grocers' Review" of Manchester and London, England, in their issue of January 23rd, 1906, reproduce the following advertisement, and in giving advice how to advertise tea, say:—

"When you draft your advertisement get right down to the heart of things at once. An introduction consisting of a few choice sentences giving the number of years you have been in business and other autobiographical details are quite unnecessary. The average woman is not particularly interested in such matters, but she is profoundly interested in any announcement which informs her how and where she can get bigger values for the money she spends.

"You will grip her at once if you will say in plain English that you have some unusually good tea, and explain why it is unusually good. Here is a good example of a convincing, well-worded Tea advertisement."

RETURNED

FEB 27 1906

T. Globe Newspaper Co.
cut Book 47
page 2
W. H.

How Red Rose Tea is Grown

TEA is a native plant of Northern India. Transplanted to Ceylon it lost much of its strength and richness, but gained in fragrance and delicacy.

That is why Ceylon tea is not a strong tea.

That is why I blend Indian and Ceylon teas together—that is how the strength and richness, fragrance and delicacy of Red Rose Tea are secured—that is why Red Rose Tea has that "rich fruity flavor."

Red Rose Tea is good Tea

T. H. Estabrooks
St. John, N.B., Toronto, Winnipeg

It's quality alone that wins on the rough road of competition.

Pure Ceylon Tea—Black and Green—unalloyed by other blends is the tea to satisfy your customer. It also pays best.

Sell only Ceylon Green Tea.

It pleases your customers and profits yourself.

ARTICLE

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Whol

HINTS TO RETAIL MERCHANTS

ARTICLE 1.—HOW TO DOUBLE YOUR PROFITS AND PLEASE YOUR CUSTOMERS

Many of your best Customers do not know that there are four grades of Canned Peas, namely :

No. 4, known as "Standards."

No. 3, known as Sifted, labelled "Early Junes."

No. 2, known as Extra Sifted, labelled "Sweet Wrinkled."

No. 1, known as Extra Fine Sifted, usually labelled "Petit Pois."

"**The Standard**" is the largest grade and although tender and sweet, it is not as select as the smaller varieties ; besides, in this grade the profits are usually cut very close.

"**Early Junes**" are a smaller grade than the "Standards," uniform in size, tender and sweet. "Early Junes" invariably sell at 2c. per tin (24c. per dozen) more than "Standards" and the cost is only 7½c. per dozen extra.

"**Sweet Wrinkled**" is probably the **choicest grade packed**, small-sized, sweet and tender. If your customers had their attention called to this luscious grade, it would not only mean greatly increased sales, but **trebled profits** and well-pleased customers.

"**Petit Pois**," **Extra Fine Sifted**, sweet, tender and simply melt away when eating Superior to imported French peas because they are free from coloring and other injurious preparations.

Your customers, when they know, will greatly appreciate the better grades of Peas and will gladly pay the extra price. If you require any of the extra quality, and have not the four grades already in stock, write at once to your wholesaler and obtain supplies—if only one case of each of the finer grades. Take a little time with your customers to explain the difference in quality and you will have an established trade for high-class quality, with greatly increased profits.

A little care and attention will easily treble your profits, and not only that but greatly please your customers. A good recipe for preparing for table will be found at foot of page.

There is only one more important question in this connection, namely :—when buying, to insist on getting the old established brands, which have stood the test for the past quarter century, namely **Aylmer, Log Cabin, Horse-Shoe, Auto, Little Chief, Lynnvalley, Maple Leaf, Kent, Lion, Thistle, Grand River, White Rose**, etc., etc., for sale by all the leading Wholesale Grocers in the Dominion of Canada.

Yours respectfully,

THE CANADIAN CANNERS, LIMITED

DIRECTIONS FOR PEAS.—Open the can, empty contents into a colander and thoroughly rinse with hot water, then turn into a saucepan ; add butter about the size of a walnut, or if preferred half a cup of sweet cream, and heat thoroughly. Season to taste.

"SALADA"

CEYLON TEA

MADE IT POSSIBLE

For every Grocer to build up and maintain a remunerative Tea Trade hitherto impossible.

To dispense with at once and for all time the carrying of a large Tea stock, deteriorating in value, and eating its head off in interest.

To ensure a speedy, actual and protected profit on all sales, and hold trade immune from the fiercest competition.

The foregoing "facts" are beyond contradiction or debate.

BLACK
MIXED
GREEN

Sealed Packets only

Highest Award, St. Louis, 1904



ANNUAL SALE

14,000,000
PACKETS

GILLETT'S ABSOLUTELY PURE CREAM TARTAR.

Nearly all goods in this line at the present time are adulterated and in fact unfit to use.

GILLETT'S is used by the best bakers and caterers everywhere.

REFUSE SUBSTITUTES.

GILLETT'S costs no more than the inferior adulterated goods.

REFUSE SUBSTITUTES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

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



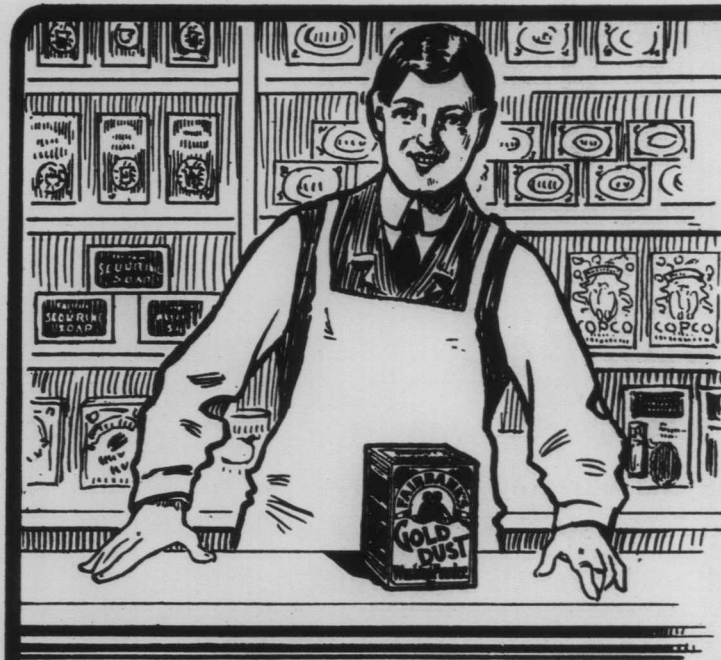
A telling display can always be made with

STERLING BRAND PICKLES

The grocer who keeps these goods to the front attracts the best class of custom of his community.

—None better—few, if any, the equal.

The T. A. LYTTLE CO., Limited
CANADA'S GREATEST PICKLE MANUFACTURERS
TORONTO, Can.



The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties :

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

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA



This is the brand

"RAYON D'OR" OLIVE OIL

You cannot be too careful in the selection of your Oil.

FIRST, consider PURITY. SECOND, decide for PURITY.
THIRD, order "RAYON D'ORS," and you will get PURE OLIVE OIL.

Produced, Manufactured and Packed by MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE, growing their own OLIVES in their own production-districts of Bari, Lucca and Nice. Agencies in 150 of the largest cities of the world. Write for prices and samples to

J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Exclusive Agent for Canada.

MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE.

What "PURITY" means

It has many definitions, all depending on the manner in which it is applied. Here is one :

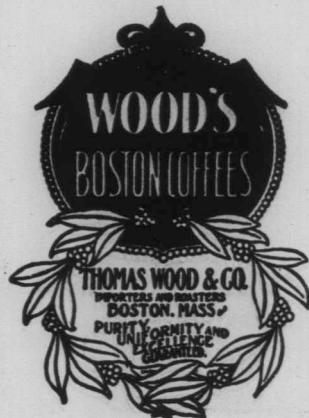
- Freedom from foulness or dirt:
- Free from fault or taint,
- Free from that which defiles and pollutes.

Coffee is a most delicate and sensitive production of nature.

Foreign substances absolutely spoil it as a beverage.

The public taste is getting more highly educated each year.

Meet it, satisfy it, delight it with **WOOD'S COFFEES**, absolutely free from everything that "defiles and pollutes."



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

Pure Cod, in

THE

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of whom thi
the "old ki

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Are you
No wonder l
your store n
Just pu
Water Star
discover wha
the grocer “

St. L

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the fine

The

FISH

Pure Cod, in 1-lb., 2-lb. and 3-lb. Wooden Boxes.

Boneless Fish in 1-lb. bricks and bulk.

Labrador Herring, Scotch Herring, Etc., Etc.

Prices Right

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

Do as Others Have Done

Some grocers' bank accounts have been swelled through their starch earnings alone. But the grocers of whom this is true will be found to have passed over the "old kinds," will be found firmly attached to

"IVORINE"

Are you carrying the "hot-water" starches alone? No wonder business is dull! The "starch corner" of your store needs a bracing influence!

Just put some packages of "Ivorine" Cold-Water Starch within seeing distance, and you will discover what the people are looking for and what the grocer "gets."

\$2.50 per case of 40 pkgs.

Ask your Jobber for "Ivorine."

St. Lawrence Starch Co.
Limited
Port Credit, Ontario

RAW SUGAR

Bright
Demerara Crystals



NEW SHIPMENTS

SPECIAL PRICES

WARREN BROS. & CO.

WHOLESALE GROCERS
TORONTO

GOAT CHOP JAPAN TEA

the finest line on the market to retail at 25c. lb.

Thomas Kinnear & Co.

TORONTO AND PETERBORO

MAPLE SUGAR

Largest Exporters of
**PURE
BEAUCE COUNTY
SUGAR**

D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA

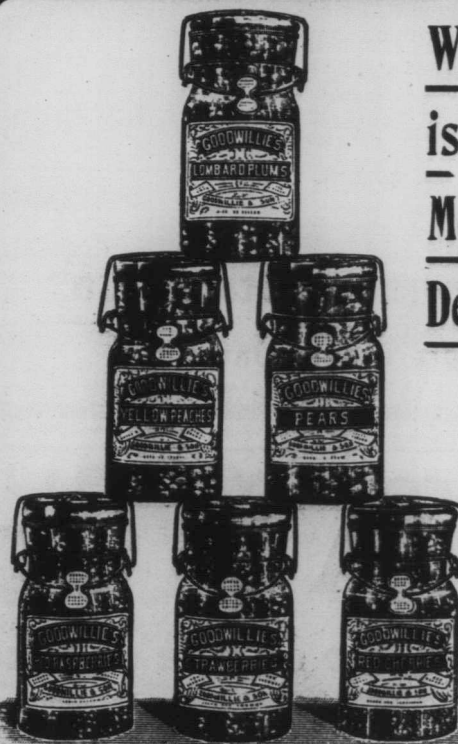


"A Coffee Essence with an idea—the right idea—back of it."

**GOOD
VALUE**

is the idea that has been carried out in the making of
**PATERSON'S CAMP
COFFEE ESSENCE.**

ROSE & LAFLAMME,
Agents, Montreal.



What
is
More
Delicious?

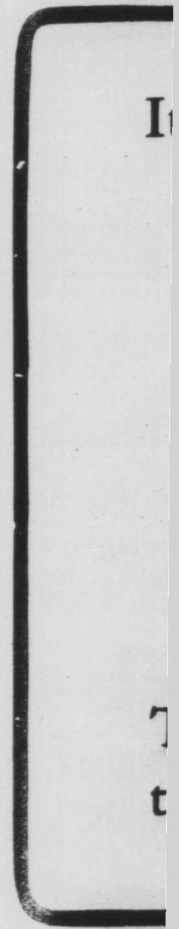
**IN THESE WINTER MONTHS
THAN GOODWILLIE'S FRUITS?
THEY RETAIN THEIR FLAVOR.**

ROSE & LAFLAMME
MONTREAL.

Every up
only C
W

and
LEA &

Knowing
risk displea
by offering
brands?



It too
nearly four acre
facilities, enabl
guarantee. Y

MO

Every up-to-date grocer **Knows** that there is
only **One Genuine and Original**
Worcestershire
Sauce

and that sauce is
LEA & PERRINS'

Knowing this, why should you
risk displeasing your customers
by offering other and inferior
brands?



J. M. DOUGLAS & CO.
Canadian Agents
MONTREAL

It is only by actual cup demonstration that
the real merit and value of teas can
be justly gauged—

Get your customers to try the
fine, healthful, delicious teas of

JAPAN

They will appreciate your reference with their
trade—



It took **FOUR AND A-HALF MILLION BRICKS** to build our immense factory at Canton, Mass., which now covers nearly four acres. For forty years we have been perfecting our processes, and this long experience, coupled with our enormous facilities, enables us to **MAKE OUR GOODS RIGHT**. This is worth something to the retail storekeeper. Besides, you have our guarantee. You can make no mistake in pushing **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in tins.

MORSE BROS., (Props., - - Canton, Mass., U.S.A.)

Judge Not

by appearances in buying your Coffees. Your customers care nothing for that—they want **GOOD CUP QUALITY—AROMA—FLAVOR.** The results will be satisfactory if you sell Chase & Sanborn's High-Grade Coffees.

Chase & Sanborn

The Importers, - MONTREAL

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
Incloses 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

REINDEER

Condensed COFFEE

EVERY TIN CONTAINS

Pure Coffee

Rich Milk

and Sugar

COMBINED READY TO USE

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

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

The Coffee will keep until the whole is used.

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

**"THE
BOAST OF
HERALDRY"**

The Lineage is something to be reckoned with in Tea Discrimination.

Blue Ribbon' Ceylon Tea

has lots to boast of. It comes from the "High-Grown" family of Ceylon—Tea Aristocrats. It represents only the delicate or "sweet" tips of the family, or, in other words, the **BLUE BLOOD**.

Then, it bears a name tantamount to "highest honor" in the British Navy—**BLUE RIBBON**—all in keeping with a "first" tea.

Don't you want to sell the "High-Grown" tea—**BLUE RIBBON**? We put up a 40c line called "**RED LABEL**." It's the best-selling tea you can handle.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal



RETURNED
FEB 17 1906

The
greatest
success
of
the
year—



Maconochie's

"PAN YAN" PICKLE and SAUCE

bring repeat orders from the first introduction.

YOUR TRADE WILL APPRECIATE THEM.

We have a special inducement that makes it doubly interesting to order NOW.

THE EBY, BLAIN Co., LIMITED

Sole Wholesale Distributors, **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 523.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Gas Roasted Coffees Fresh Every Day

I have just put up in my warehouse a gas roasting machine, considered by experts as realizing the *ideal perfection*. It is the only system permitting to regulate the degree of heat, to roast properly the different coffees, so as to develop the essential qualities characteristic in each.

I now turn out the most perfect Coffees both in appearance and cup qualities. Try my brands:

**Plantation at 18½c.
Special Blend at 20c.**

**Old Crow Blend 25c.
Condor Blend, 30c.**

**Madam Huot's Coffee, 1 lb. tins, 31c.
" " " 2 " 60c.**

To encourage a trial order, I pay freight on 50 lbs. in Eastern Ontario and Province of Quebec, and on 100 lbs. all over Canada.

E. D. MARCEAU, Teas, Coffees and Spices
281-285 St. Paul Street, MONTREAL

Don't Starve Your Business

The best business needs the nourishment supplied by a good advertisement.

THE CANADIAN GROCER is just the tonic your "system" requires.

A space this size in THE CANADIAN GROCER every issue (52 times) for a year, will cost you only \$6.73 per week.

Its results will appear in the larger totals in your travelers' order books.

The Canadian Grocer, Montreal - Toronto - Winnipeg

W. P. K.
19 Caer How
Analyst & Co.
Advice regarding
facture and tec
chemistry.

**20th Century
Account
Keeping.**

Don't think because
your grandfather made
money 50 years ago
with old style keepi
of accounts, YOU c
do so. Times ha
changed, and if y
would be success
you must watch yo
credits. Why use t
old style pass bo
with your credit c
tomers? Be mode
See here—

IF A MA
or \$10, give him a
him with \$10, and th
If he buys a plug
off a ten-cent coup
his purchases up t
BOOK. NO WRIT
KICKING. There a
but why not have
free sample.

For
THE EBY, BLA
C. O. BEAUCHE
WM. T. SLOA
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W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

The **GRAY, YOUNG & SPARLING CO., Limited**
Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM
Established 1871

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.

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.

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

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.



This design a guarantee of quality.

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ALL GRADES, AND BEST OF EACH
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER Co.
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Keep Posted on Sugar

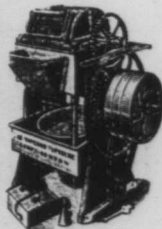
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.

Patent Fruit-Washing Machines.



Hand



Power

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT GAS-HEATED ROASTERS, INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. FRUIT CLEANING AND DRESSING MACHINERY.

THE GROCERS' ENGINEERING CO.

Cole Street, Swan Street (Late WAYGOOD-TUPHOLME LTD.)

LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

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W. & E.



OUR SYSTEM IS ENTIRELY LEGAL

Aluminum Trade Checks

HOW THEY WORK:—You have been granting credit to customers, charging each item, no matter how small, and then making out statements, etc. Stop this "waste work"! Give your customers, say, \$5.00 or \$10.00 worth of trade checks for which they will give you either cash or a note. Notes can be discounted at Bank and you thus get cash in advance. If it is credit you have merely to enter the one item "\$5.00 [or \$10.00] worth of checks." Isn't it simple?

We make these checks in all shapes and sizes.

Write to-day for samples and explanation of our system.

THE CRANSTON NOVELTY CO.

Advertising Novelties with Merit our Specialty
157 Bay St., - Toronto, Canada

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Is your Coffee Trade satisfactory? Is there no room for improvement?

Diamond E. Blend Coffee

is quite the finest heavy-bodied, full-flavored Blend we have placed on the market. You are interested in good coffee. We want you, and every grocer who can judge its merits, to try "Diamond E." The price is 30c., freight paid. Improved Quality is the consideration.

Let us mail you a sample, or, better still, ship you a tin (50 lbs.) on a 30-day trial basis, to be returned entirely at our expense "if the trial does not prove a convincing argument of genuine merit." Remember, you are not taking any chances. Guaranteed by a reputation of over half a century. Write to-day.

S. H. & A. S. EWING

Established 1845

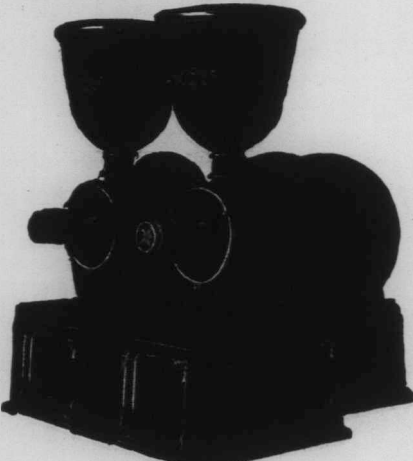
Montreal Coffee and Spice Steam Mills,

55 Cote Street, Montreal

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders
Pulverizing and Granulating




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

Our Grinders Wear Longest

No. 65
Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.
GRINDING CAPACITY.
Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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

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



THE MONARCH TYPEWRITER

IS NEW
in improvements, giving absolutely fullest visible writing.

IS OLD
in method of construction, in the experience of its makers, in the principles on which the broad, pivotal, frictionless (patented), typebar bearings are made.

IS GUARANTEED
to wear as well as any; to do better work and more work with less effort—Yes, you may buy the new—old—Monarch Visible with perfect confidence.

The Monarch Typewriter Company, Limited
3 Toronto Street, Toronto, Canada

BRANCH OFFICES:
Montreal, P.Q., 23 St. John Street. Hamilton Ont., 14 Main St. East.
London, Ont., 110 Masonic Temple.

Is Your Coffee Trade Satisfactory?

If not, consult us.

We have some of the most popular blends to be had.

TODHUNTER, MITCHELL & Co. IMPORTERS HIGH-GRADE COFFEE **TORONTO**

The illu
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115 pounds.

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"ENTERPRISE" PAYS

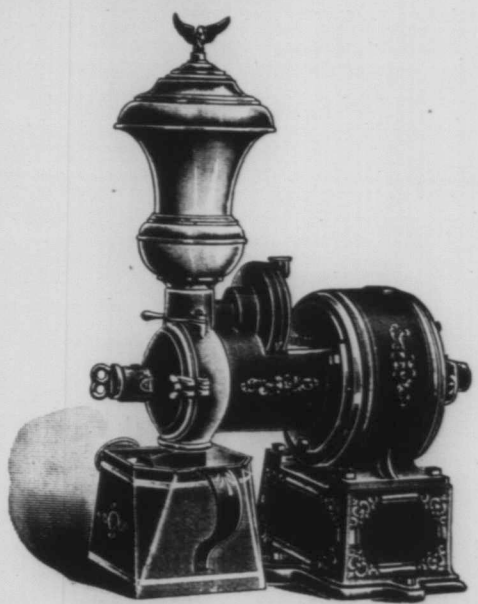
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: ::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

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

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

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

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



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Montreal



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IS OLD the principles on rings are made.

INTEED with less effort—fect confidence.

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Main St. East.

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ONTTO

\$2000 Lost

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

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

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

N. C. R.
Company
Dayton Ohio

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

Tear off here and mail to us today

Name

Address

No. of men

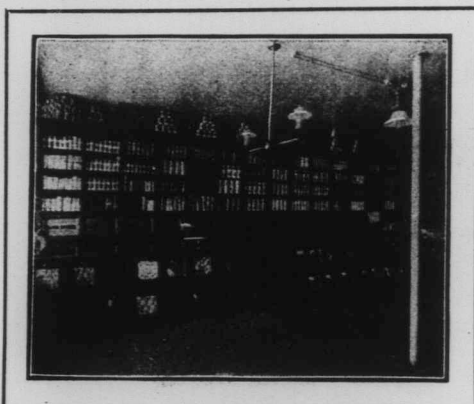
A SURPRISING FIND

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

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

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

THREE NEW ORANGE 100CES



"WALKER BINS" "Modern Grocery Fixtures."


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

All grocers who are building, re-modelling or contemplating changes in store interior are invited to write for a copy of "Modern Grocery Fixtures."

Sketches and estimates of cost will be furnished upon application.

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

B.C. Representatives:—W. J. BANNISTER & CO., VANCOUVER, B.C.
Montreal Representative:—J. H. MAIDEN, 131 PLACÉ D'YOUVILLE, MONTREAL, P.Q.

100 CANDLE POWER  **1/2¢ PER HOUR**

AUER GASOLENE LAMP
Gives more light than
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.
Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.
Catalog and discounts on request.
AUER LIGHT CO., 1691 Notre Dame Street, **MONTREAL**

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.
Fitted with 1/4 H.P. Motor, furnished for direct or Alternating Current.
Granulates 1-lb. of Coffee a minute.
Pulverizes 1/2-lb. of Coffee a minute.

FISHER CUT No.102
Write us for Prices.

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

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 Fruiters; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

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

A. C. DOUGHTY & CO. Head Office, 20 Eastcheap, LONDON. PROVISION IMPORTERS
invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Aroughing, LONDON. Codes: A.E.C. 4th and 5th editions, A.I. 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 Candied Peels. Daily capacity of our plant: ten thousand lbs. Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats. Besatendance 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.

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

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.

E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

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

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

This space \$15 per year

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.

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

GEO. R. MEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED AND CANNED FRUITS
T.A. Emulate.
Codes, A.B.C. and Lieber's.

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.

YOU pay for it and you lose day

is a profitable particular. it in mind.

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CKES & CO.,
EASTCHEAP, LON.
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made in Canned
vegetables. Consign-
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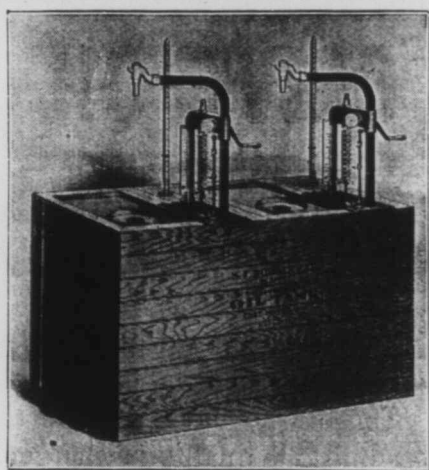
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TS, LIVERPOOL,
Spare Ribs, Hocks,
outlet for all kinds
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ablished 1883.

's House,
P, LONDON, ENG.
in Great Britain.



Double First Floor Outfit

YOU pay the cost once, only a small sum at that—then you have the outfit and the saving begins. This in a short time equals the cost; after that it's all profit. If, on the other hand, you continue in the old way you lose day after day. Why not begin the saving now? We guarantee the

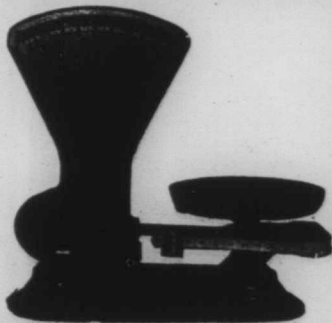
Bowser Self-Measuring Oil Tank

is a profitable investment. Investigate—it will cost you nothing for full particulars. Ask for Catalog "B." Better write now while you have it in mind.

S. F. Bowser & Co., 530 Front St West TORONTO.

TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

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

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

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

**A
SURE
SUCCESS**

IT COULD NOT BE OTHERWISE

HOLBROOK'S

GENUINE IMPORTED
WORCESTERSHIRE

SAUCE

PAYS 40% AND

is the Premier of the World
Acknowledged
Sauce
World



25c. Per Bottle

25c. Per Bottle.

Sample and prices from
H. GILBERT HOBBS, 28 Front St. East, 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

OLIVE OIL

We have just received from Geo. Dalidet & Co. a shipment of their extra superfine Olive Oil.

It is put up in three different sizes in glass, also in gallon and half-gallon tins. Those who have used it testify to the admirable quality of the goods. For the use of the invalid it is absolutely the best.

There is a little faucet which goes with each tin. The bottles are wired or not, just as the buyer wishes.

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON,

ONT.



GREIG'S WHITE SWAN Jelly Powders and Cake Icings

ALL TRUE FRUIT FLAVORS

Goods that the most exacting housewife can always depend on—goods, too, that give the dealer a nice profit.

The Robert Greig Co., Limited

White Swan Mills

TORONTO

DRIED FRUITS

Evaporated Apples are very high. This means a sharp demand for other lines.

We are offering a full line of Natural Pulled Figs, in 28-lb. boxes, at a very low and attractive price.

See our travellers, write or phone us.

JAMES TURNER & CO., HAMILTON, ONT.



UPTON'S
Jams
and
Marmalades

We shoot straight and we play straight. We sell Pure Jams and we sell Compound Jams, but do not sell them under assumed names. Our Pure Jams are PURE and the consumers know it. Our Compound Jam is a wholesome Jam, being composed of Apple Jelly, fruit and sugar and sold under a label approved of by the Government Inspector. Grocers will make no mistake in buying the old reliable.

Tartan
BRAND
COFFEE

ROYAL STUART BLEND

All
Winners.

GORDON BLEND

Give Us
Sample Order.

ROB ROY BLEND

Are you wanting

**Evaporated Apples, Prunes,
Apricots, Peaches?**

Write us for quotations, or phone 596 at our expense.

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

THE INVESTIGATION OF THE GROCERS' GUILD

IN THE COURTS AT HAMILTON

The delayed preliminary investigation into the charge of conspiracy laid at Hamilton against the officers of the Dominion Wholesale Grocers' Guild was begun before Magistrate Jelfs of that city on Monday. After three and a half hours' work the proceedings were adjourned for four weeks. Only one witness was called, Mr. J. Stanley Cook, secretary of the Dominion Guild, and he was on the stand during the entire hearing, but most of the time was devoted by the prosecuting attorney, Mr. S. F. Washington, K.C.; to reading from the by-laws, minutes and letter books of the guild.

Nothing sensational or even unusually interesting was brought out. Mr. Washington confessed himself ill prepared, having received the books and papers in the case only on Saturday.

The Charge as Laid.

The indictment is as follows: "That Henry C. Beckett (Hamilton), George E. Bristol (Hamilton), John I. Davidson (Toronto), Thomas B. Escott (London), W. G. Craig (Kingston), Joseph F. Eby (Toronto), Thomas Kinnear (Toronto), stand charged that they did in the years 1898 to 1905, in the city of Hamilton, unlawfully conspire, combine, agree and arrange the one with the other, and others of them and with—then follow the names of all the members of the guild in Canada—"and with the several members during the years aforesaid, of such of the parties aforesaid, as are firms or partnerships, and with the officers and directors during the years aforesaid, of such as are corporations, and with the several officers and members of committees of the Dominion Wholesale Grocers' Guild, and of each of the provincial guilds during the years aforesaid and other persons, firms and corporations at present unknown, to unduly limit the facilities for producing, manufacturing, supplying and dealing in sugar, tobacco, starch, canned goods, salt and cereals, being articles and commodities which are the subject of trade and commerce, and to restrain and injure trade and commerce in relation to such articles and commodities, and to unduly prevent, limit and lessen the manufacture and production of such articles and commodities; and to unreasonably enhance the price of such articles and commodities; and to unduly prevent and lessen competition in the production, manufacture, purchase, barter, sale and supply of such articles and commodities, against the form of the statute in such case made and provided and against the peace of our Lord the King."

What the Guild Says.

Briefly, what the members of the guild say is: "Our organization is for

buying, not selling. We have nothing to do with prices. What we say to the manufacturers is 'If you sell to retailers as to wholesalers we cannot continue to do business, therefore if you sell to retailers, do so at the price they would have to pay a wholesaler, otherwise we cannot continue being distributing agents for your goods.'"

Mr. John G. Farmer assisted Mr. Washington. Mr. E. F. B. Johnston, K.C., Mr. Edmund Bristol, M.P., Toronto; Mr. E. H. Ambrose and Mr. Wm. Lees, Hamilton, appeared for the accused.

Throughout the sitting it was quite evident that Mr. Washington was merely feeling his way, and the output was so unexciting that one Hamilton wholesaler slept most of the time he was in court.

"This investigation differs from others in this—that we are prepared to do all we can to facilitate it and furnish readily all the books and papers required," said Mr. Johnston.

E. F. B. Johnston's Statement.

When the case was called the accused were not formally arraigned and Mr. Johnston waived the reading of the indictment. But Mr. Johnston made the following statement:

"We come here to answer as far as we possibly can the very wide and sweeping charges laid against us. We of course say we are not guilty of the violation of any act of parliament or any condition of the criminal code or any part of the common law. I might just state briefly the position we occupy. Our evidence will be directed towards this end: to show that in the association there is no such thing as an interference with the sale of goods. It is a buying institution. There is no rake off as we had in the plumbers' cases. There is no pooling. We simply agree in regard to buying and buying alone, and therein we differ from all other so-called combines that have appeared before the Canadian courts.

"The whole point is that we have agreements with certain manufacturers and we say we will buy certain articles from you at certain list prices. The prices will be fixed by you. We do this on condition that you do not sell to retailers as you will to us, because if you do we must go out of business. You may sell to them, of course, but if you do you cannot look upon us as your distributing agents or as your customers. I take the ground that we are entitled to take the position we have taken. We do not interfere with your selling to anybody, but if you sell to retailers you deprive us of that trade. We hold that our position is thoroughly good in law."

Few More for Company.

Mr. Washington stated that he might want to add one or two names to those already enumerated in the indictment.

"We'll be glad to have them for company," agreed Mr. Johnston.

Mr. Washington said he thought one or two tobacco manufacturers should go in. He then called Mr. Cook.

Mr. Cook is assistant secretary of the Montreal Board of Trade, and the guild seemed to be a sort of sideline with him. He furnished the prosecuting attorney with very little information during his four hours on the stand, and he did not seem to be keeping anything back either. The Dominion Guild is composed of the provincial guilds, in whose hands are the making and enforcing of agreements. Mr. Cook has been the Dominion secretary since 1902, prior to which time no minutes were kept. His predecessor was Mr. J. Edgar Wills, former secretary of the Toronto Board of Trade.

The Guild's Bible.

Mr. Washington held up a small leather-bound book inscribed on the front "Dominion Wholesale Grocers' Guild."

"You produced this book on your subpoena," said he. "What do you call it?"

"The Dominion Guild Binder," replied Mr. Cook. The book comprised circulars issued by the guild to members and was made for adding more.

"Do you happen to know when this guild was first formed?" asked the attorney.

"I have no idea."

"Or who was the first president?"

The witness edged his memory in vain.

"When you took charge?" pursued the lawyer.

Mr. Laporte."

Mr. Washington asked the witness to identify a Dominion Guild letter book produced. It had been used from December 1897 to May 1899.

Guild's By-laws.

Reverting again to the binder, the first pamphlet in which was a copy of the guild by-laws dated January 2, 1903, Mr. Washington asked:

"Have you any by-laws prior to these?"

"Not that I know of."

Mr. Washington read the first clause as follows:

Membership.

"All members in good standing on the 31st Dec., 1902, of the following local guilds, to wit:

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"London Wholesale Grocers' Guild (including Sarnia and Windsor).

"Hamilton Wholesale Grocers' Guild (including Brantford, Berlin, St. Catharines, Guelph).

"Toronto Wholesale Grocers' Guild (including Owen Sound and Collingwood).

"Kingston Wholesale Grocers' Association (Ottawa, Belleville, Napanee, Peterboro', Brockville).

"Montreal Wholesale Grocers' Guild.

"Quebec Wholesale Grocers' Guild.

"Maritime Province Wholesale Grocers' Guild (including the following branches: Nova Scotia, New Brunswick and Prince Edward Island), are hereby declared to be members of the Dominion Wholesale Grocers' Guild."

List of all the Members.

"Have you a list of all the members of the Dominion Wholesale Grocers' Guild?" asked the attorney.

"They are in circular No. 10 in the binder."

"If we want to find out the members who have been in this guild since its inception we will have to look elsewhere?"

"Have no idea who they were."

The officers, it was explained, were Lt.-Col. John I. Davidson, president, and a number of vice, one appointed by each provincial guild. Mr. H. C. Beckett is vice-president for Ontario.

"There are some other officers of the Ontario Guild?" continued Mr. Washington.

Some Things He Didn't Know.

Mr. Cook was not familiar with the provincial organizations.

"You've heard of a price committee?"

The witness admitted he had.

Mr. Cook's apparent lack of familiarity with the details of guild organization and work caused Mr. Washington to read the clause relating to the duties of secretary, but he could not ruffle the equanimity of his witness, who pointed out that he had never been associated with the wholesale trade and was assistant secretary of the Montreal Board of Trade.

"When you took office did the former secretary pass on his documents and papers to you?" asked the Crown's questioner.

"Not a document," returned the witness.

Mr. Johnston—"There were none kept."

"All you know about it are papers in existence since what date?" Mr. Washington continued.

The close of 1901."

"Have you brought with you all papers since that date?"

"They have been submitted to you."

"The minutes have not been submitted to me."

"They are printed in that book," pointing to the "binder."

Executives That Did Not Arrive.

Mr. Washington read the clauses of the by-laws providing for the appointment of provincial executive committees but Mr. Cook knew nothing about them, and it developed that that portion of the constitution had not been acted upon and that the duties assigned to the executive had been assigned to the subsequently organized price committees.

The principal duties of these still-born executives were:

"To officially confer with manufacturers on matters concerning the welfare of the trade.

"To arrange with manufacturers of staple lines that no sales shall be made by them to the retail trade at better prices or on better terms than the list prices, and that all such sales shall be charged through the wholesale trade as the proper channel of distribution.

"To arrange that the list prices shall hereafter be known as the prices to be sold at by all wholesalers to the retail trade.

"To arrange that manufacturers and other dealers observe the list prices as fixed by the manufacturers in transactions with the retail trade."

A form of agreement to be signed by manufacturers binding themselves to carry out these ideas was included in the by-laws, and it was stated that copies when signed should be forwarded to the Dominion Guild secretary. Mr. Washington was surprised when Mr. Cook averred he had never received any, but the failure to appoint executives accounted for it.

For New Comers.

Mr. Washington read also these two clauses of the by-laws as follows:

"(20) In cases where new lines of proprietary goods are offered to the trade, each member of the guild agrees to require the seller to enter into an agreement or express a willingness to enter into an agreement guaranteeing the members of the guild a profit, and where such willingness is expressed on the part of the seller the agreement with such seller shall be executed as soon as possible and duly advised to all parties interested.

"(21) Each member of the guild agrees to recommend any seller of new proprietary goods to the members of the executive committee of the province in which such member does business, with a view to protecting the interests of the trade and increasing the business in respect thereof."

Continuing, Mr. Washington read:

Sharing Sugar Expenses.

"(31) Special provincial assessments shall be made from time to time to meet the expenses incidental to carrying on the sugar selling system, also to meet expenses that may hereafter be incurred in carrying out the sales of other articles under systems that may from time to time be adopted by the Dominion or provincial guilds.

"(32) The sugar equalized rates shall be compiled as occasion requires by a duly appointed official of each provincial

guild, who shall be paid such annual sum as will reasonably reimburse him for the time, labor and expense connected therewith in preparing the same and promptly advising the trade."

Two Forms of Application.

Mr. Washington then read the two forms of application for membership, one to be used "when applicant is known to be strictly wholesale," the other "when applicant is reported not to be strictly wholesale." They were the same with the exception of the following extra clause in the latter:

"In making the application, beg to state that our business is being carried on a strictly wholesale house and not co-operative concern whose members or stockholders are made up of retail merchants; we are not in any way connected directly or indirectly with any plan or agreement by which our stockholders are to receive dividends on the basis of their purchases."

The membership fee was \$250, divided \$50 to the Dominion Guild, \$150 to the provincial, and \$50 to the local.

"Do you as a matter of fact admit co-operative concerns?" Mr. Washington asked the secretary.

"I cannot swear to the standing of any individual firm on the list," Mr. Cook replied.

Board of Trade Man.

"What is your business?" the lawyer asked, a little tartly.

"I am assistant secretary of the Montreal Board of Trade."

"You cannot tell then as a matter of fact whether you allowed co-operative concerns to join the association?"

"The form of application indicates the guild's attitude."

"Did you take in jobbers?"

"I really cannot say."

"Would the jobber be strictly wholesale?"

"Not if he did a retail business."

"Do you know the difference between a wholesaler and a jobber?"

"No. I do not."

Mr. Washington went on to the minutes of the annual meeting held in January, 1903, at which all of the accused were present, and read:

Outsiders Getting Benefit.

"A number of firms outside the guild being at present in enjoyment of the benefits of the sugar arrangement without sharing in the cost, the following resolution was introduced in order to prevent the continuance of this state of affairs:

"Moved by Mr. Carter, seconded by Mr. Blain, and carried:

"That wholesale grocers using the equalized rate books and not subscribing towards the expenses of the guild, be charged the sum of \$5 for each book."

Mr. Washington read on about the appointment of a committee, Messrs. Beckett, Cross, Kinnear, Geoffrion and Turner, to see the canners about "the unsatisfactory nature of the contract on which canners sell their goods to the trade," and the appointment of Messrs. Beckett, Blain, Carter, Cross and Turner,

a committee to make an arrangement with the salt manufacturers "which would enable the trade to secure a fair profit."

It was left with the executive of each province, so the minutes stated, to take up the question of an arrangement on Tuckett's tobacco and to see the starch and gloss manufacturers.

Successful With Salt Men.

"It is apparent that your committee was successful with the salt manufacturers," said Mr. Washington as he turned to the next circular, No. 2, which was the agreement signed "between Messrs. R. & J. Ransford, Clinton, the Canadian Salt Co., Windsor, and the Dominion Wholesale Grocers' Guild."

The minutes of the 1904 meeting which Mr. Washington proceeded to disclose related that the committee appointed the year before to effect an arrangement with the salt manufacturers had been successful in securing an agreement for Ontario and it was working well.

These agreements with manufacturers are in intent the same for all. Small ribbon bound volumes containing 21 of them were in the hands of the lawyers, and a volume was put in as evidence. The agreements were with the following manufacturers: Starch, Brantford Starch Works, St. Lawrence Starch Co., Edwardsburg Starch Co., Imperial Starch Co.; syrups, Edwardsburg Starch Co., St. Lawrence Starch Co., Imperial Starch Co., C. E. Colson & Son, Montreal agents for Crosse & Blackwell; Canadian Cannery, Ltd., separate agreement with each of the following guilds: Ontario, Quebec, Winnipeg, Maritime, British Columbia; Holbrooks, Ltd, Birmingham; Pacific Selling Co., New York; Bates Mfg. Co., Toronto, regarding mince meat, cheese and Worcester sauce; Neilson, Robinson Chemical Co., Napanee, regarding Beta pie filling; Ontario Sugar Co.; John W. Bickle & Greening, regarding King Oscar sardines.

A Sample Agreement.

To each agreement was attached a list of the wholesale grocers to be sold to under the agreement. The first, between the Brantford Starch Co. and the price committee of the Ontario and Quebec guilds was as follows:

Whereas after consulting with the representatives of the Wholesale Grocers' Guilds for Ontario and Quebec and it appearing to us reasonable and necessary as a protection to ourselves and the wholesale grocery trade and with a view to securing the cordial support of the wholesale grocers and thereby extending our trade.

Now this agreement witnesseth:

1st. That our list prices on lines of grocery starches as manufactured by us for sale to the retail trade shall hereafter be known as the prices at which our goods are to be, and shall be, sold at by ourselves and the wholesale dealers to the retail trade. The same conditions shall apply to any private brands which might be put up for or sold by any house on list "B."

Not to Retail Trade.

2nd. That we will not sell nor will we permit any of our salesmen or representatives to sell or offer to sell to the retail trade at lower prices or on better terms of time and cost discount than those set forth in this agreement.

3rd. That on all orders taken by us or through our representatives from the retail trade we agree to fill all such orders through the wholesale trade.

4th. That we will allow the trade discounts as set forth in paragraphs 6 and 7 to such wholesale firms as are on list "B" attached hereto and hereby agree not to sell at better than list prices any firm or firms claiming to be strictly wholesale unless such firm's name is on the list attached hereto or afterwards added by agreement with the price committee of the Ontario Wholesale Grocers' Guild or Quebec Wholesale Grocers' Guild.

Against Co-operatives.

5th. That we will not sell at better than list prices any buying clubs, or retail co-operative buying organizations or any brokerage or other combinations or any firm claiming to be strictly wholesale unless such firm's name is on the list attached hereto or afterwards added by notice from the price committee of the Ontario Wholesale Grocers' Guild or Quebec Wholesale Grocers' Guild except as provided for under a special agreement with the price committee.

6th. That subject to the conditions as herein set forth our terms on grocery starches to the wholesale trade as per list "B" will be list prices with a trade discount of:

8 per cent. 30 days net or 1 per cent. for cash in 15 days and

7th. Conditional upon the wholesale trade as per list "B" not having sold grocery starches at less than list prices or on better terms of time and cash discount than 30 days or 1 per cent., 10 days, also conditional upon the wholesale trade as per list "B" not having purchased directly or indirectly grocery starches except of Canadian manufacturer and conditional upon the other terms of this agreement being strictly observed and lived up to, we will allow a further trade discount payable quarterly of 7 per cent. upon the purchaser signing the declaration as set forth in clause 8.

Wholesale Men's Declaration.

8th. We the undersigned wholesale grocers, having complied with the terms of agreement "A", No. 6, dated the twenty-sixth day January one thousand nine hundred and five, between the starch manufacturers and the price committee of Ontario and Quebec Wholesale Grocers' Guilds, declare as follows:

"We have not sold, nor have we permitted our travelers or salesmen to sell, in the Province of Ontario or Quebec starches to the retail trade at less than current list prices (as issued by the said manufacturers from time to time) or on better terms of time and cash discount than 30 days or 1 per cent. for

cash in 10 days. We have not ourselves, nor have we permitted our travellers or salesmen to accept or agree to accept from the manufacturers, parties to this agreement, any inducement in the form of extra discounts, bonuses of free goods or in any other unprovided for way, beyond the trade discounts as set forth in clauses 6 and 7 of said agreement. We have not permitted our salesmen directly or indirectly to take any part in the making up of orders between two or more retailers for direct shipment freight paid, in 10 box lots, nor have we offered or permitted our salesmen to offer to the retail trade any inducements in form of free goods, or other bonuses that would indirectly be equal to a concession in price to the retailer.

"And we are entitled in the terms of said agreement to the discounts agreed upon for quarter ending ---.

(Signed) _____
Wholesale Grocer."

Special Label Goods.

9th. The undersigned hereby agree that no order for special label goods shall be accepted unless for a bona fide order for one hundred (100) cases or over. Such special label to be provided or paid for by the buyer.

10th. That in the event of it being satisfactorily established to the standing committee of the Dominion Wholesalers' Guild that any wholesale buyer on list "B" attached hereto has in any way violated the selling prices and terms to the retail trade by the giving of rebates, extra cash or trade discounts, extra time without interest or in any other underhand or unprovided for way, or has sold at less than list prices on better terms of time and cash discount to any firm, claiming to be strictly wholesale but not on the list attached hereto, and not direct buyers of starches, we the undersigned agree that upon receiving notice of same from the president of the Ontario Wholesale Grocers' Guild, or president of the Quebec Wholesalers' Guild, to cancel all rebates to which such firm would otherwise be entitled for the quarter ending the period in which such violation occurred and also agree not to sell such firm in future except at list prices and no trade discount allowed until such firm subscribes to an agreement to carry out the terms of purchase and sale as set forth in this agreement.

11th. This agreement to take effect on the twenty-sixth day of January, one thousand nine hundred and five.

(Sgd.) The Brantford Starch
Works, Ltd.,
JOS. RUDDY.

Cutting on Tobacco and Sugar.

Continuing with the 1904 minutes, Mr. Washington read that the first item of new business was the recommendation of the Montreal association that a committee be formed to report on the question of cutting of prices on tobacco and sugar. The committee was appointed and reported the form of an agreement to be subscribed to by "all wholesale grocers or direct buyers from the manufacturers."

The present complaints have been made by the firms or the manufacturers violating the sugar, tobacco prices of manufacturers.

Outlines

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The preamble runs, "as occasional complaints have been made against some firms or the representatives thereof, of violating the selling agreements on sugar, tobacco and other lines, the selling prices of which are fixed by the manufacturers."

Outline of an Agreement.

The agreement opens with the significant undertaking to draw the attention of all salesmen to it and not to plead lack of knowledge as justification for a breach. Then follows a positive undertaking to adhere to the rules of the equalized rate book for sugar and all agreements with manufacturers. Further clauses provide for the detection of breaches, by employing an inspector if necessary and the subscriber undertakes to show his books if called upon and to share the expense. The penalty for violation of the "sugar agreement" is forfeiture of two months' rebate, and for a breach of the "tobacco and other agreements" either a forfeiture of all rebates or the refusal of the manufacturer to supply goods.

Percentage in the Guild.

"Does your guild include all wholesalers?" Mr. Washington asked the witness.

"Not all."

"What per cent?"

"In Montreal there are thirteen members and three non-members."

"What per cent. in the Dominion?"

"I don't know."

Origin of the Price Committee.

Then the genesis of the price committee was set forth and Mr. Washington read from the 1904 minutes:

"Relations between manufacturers and wholesalers.—On recommendation of the executive of the Ontario Wholesale Grocers' Guild, Mr. T. B. Escott, of London, submitted to the meeting the question of sales by manufacturers or their agents (brokers), to both wholesalers and retailers at the same price—insufficient trade discount allowed the wholesale trade on many lines now handled and on new lines being introduced by manufacturers from time to time—also, the sale by manufacturers at wholesale prices to retail co-operative buying concerns.

"Mr. Escott, on behalf of the executive of the Ontario Guild, instanced many of the evils that now exist—and directed attention to the work that had already been done in communicating with several hundred manufacturers and brokers (manufacturers' agents) requesting from them a statement as to their position between wholesaler and retailer, resulting as follows:

Grocers Knew Better.

"Number of manufacturers who claim to sell to the wholesale trade only—one hundred and sixteen.

"(Of the above one hundred and sixteen who claim to sell to wholesalers only, at least thirty per cent. are known by the trade to sell direct to the retailer at wholesale prices).

"Number of manufacturers who acknowledge selling both wholesaler and retailer at the same price—fifty-nine.

"Number of manufacturers who acknowledge selling both wholesaler and retailer, but who claim to protect the wholesaler by allowing a trade discount to wholesalers only—twelve.

"Number of brokers who sell to wholesalers only—thirty-two.

"(Of the above some are known to canvass and solicit trade from retailers at wholesale prices).

"Number of brokers who acknowledge selling both wholesaler and retailer at the same price—six.

"Number of brokers who claim to sell wholesalers at one price and retailers at an advance—four.

"Mr. Escott reported that while about 400 letters were sent out to manufacturers and their agents, less than 60 per cent. replied.

This Was a Surprise.

The above information came in the nature of a surprise to the meeting, members present expressing appreciation of the work done by the executive of the Ontario Wholesale Grocers' Guild, and instancing cases of well known manufacturers making no distinction whatever between their prices to the retail trade in small quantities and their prices to the wholesaler in larger quantities.

More Measures Taken.

"The meeting was unanimous in the opinion that prompt measures should be taken to protect the interests of the wholesale trade, and a resolution was passed that a committee composed of Messrs. the Hon. Richard Turner, Quebec; Kenneth MacKenzie, Winnipeg; T. B. Escott, London; C. H. Peters, St. John; Mortimer Smith, Halifax, be asked to report on same."

This committee presented a long report, briefly, as follows:

It is a common practice of manufacturers to allow wholesalers a trade discount of 10 per cent. and allowing same to retailers.

(The average cost of doing business is 7 1-2 per cent. On at least 50 per cent. of a grocer's turnover the profit is not more than 5 per cent. (instance sugar, tobacco, produce). Therefore the trade discount of 10 per cent. on proprietary lines will not cover the cost of selling.

The minimum wholesale discounts on all proprietary lines should not be less than 15 per cent., with a cash discount of 3 per cent.

Should be Agreements.

Manufacturers and brokers should be requested to sign an agreement that they will allow wholesale trade discounts only to firms named by the Dominion Guild.

Manufacturers who desire to canvass the retail trade themselves to more thoroughly introduce their goods, should place all orders through the wholesale trade, the discount thereon to be 2 1-2 per cent. less than ordinary.

Members of the guild should refuse to handle the goods of manufacturers who continue to sell to retailers at the same price as to wholesalers.

Plan of Campaign.

A plan of the carrying out of these proposals was the appointment for each province of a price committee with these duties: (1) To arrange with manufacturers the trade discounts to be allowed. (2) To supply manufacturers with a list of the recognized wholesale firms as supplied by the secretary of the Dominion Wholesale Grocers' Guild. (3) To secure from manufacturers a signed agreement protecting the wholesale trade.

Where the price committee concluded an arrangement with a manufacturer of a new line, they were to give him a card of introduction to the trade.

The trade should enter into an agreement not to purchase any new lines of proprietary goods unless such introduction was presented.

Forms of agreements, one for manufacturers, one for members of the guild to insure the carrying out of the scheme, were submitted.

This report was unanimously adopted.

Promised a Search.

Mr. Washington wanted a list of the manufacturers who had signed the agreements. All he could get was the booklet of agreements referred to above. He could not understand why there was no agreement regarding sugar or tobacco, so much having been said and done about them at the annual meetings. Mr. Washington promised to have a search made and furnish everything that could be found.

"Then just to finish up the sugar question," Mr. Washington read a report on sugar sent out on March 4, 1905, by Mr. H. C. Beckett, telling about the difficulties with the Ontario Sugar Co. who were anxious to have the wholesalers handle their output, and had had a good deal of trouble because of the prejudice of the consumer against beet sugar and their own refusal to sell below Montreal refiners' prices. The Ontario Co. agreed to take a lower price, and things were arranged. The letter included a resolution passed at the 1905 Guild annual meeting:

Sugar Resolution.

"Resolved that the members of the Dominion Wholesale Grocers' Guild make it a condition with all refiners that their sugar can only be sold through the members of each provincial guild, provided that each refinery is willing to sell their sugar through guild members in any province where they desire to have their sugar sold.

"It shall also be considered a violation of the sugar agreement for any member of the guild, or any direct buyer of sugar to sell any refined sugar not listed by the properly appointed

(Concluded on page 28.)

SOME TYPICAL CANADIAN STORES

The illustration we produce this week is of a store of one of the pioneer merchants of the Great West. It is a surprise to the whole world, the rate at which the great Northwest has gone ahead. In a few years, practically, what

ly met with success, and has progressed with the advancement of the town. He is constantly adding to his premises to make room for increased stock, which he finds it necessary to carry. The store measures 40 x 60 feet.



The store of P. H. Currie. A Saskatoon pioneer.

was considered a great wilderness has been transformed into a vast domain of civilization.

It is only, therefore, right and proper to give credit where credit is due, and an eastern citizen who has left his home and friends to pioneer such a country is worth more than mere passing mention.

R. T. Goodfellow, of Prince Albert, Sask., who is a native of Peterborough, Ont., went to Prince Albert in 1879, and was there at the time of the rebellion. In 1886 he started in the grocery and fruit business. About a year ago he moved into his new store. It is a solid brick, and is fitted up with every modern appliance. The stock is very tastefully arranged, and complete and up-to-date in every detail. The store is well lighted, having large plate glass windows on each side, and lighted by electric lights at night. It is situated on one of the principal business corners in the town, and Mr. Goodfellow enjoys a first-class trade, owing chiefly to the fact that he carries only the best goods obtainable.

In conversation with a representative of The Grocer he remarked that he had been a subscriber ever since he started business, and looked forward to the arrival of The Grocer each week with pleasure.

P. H. CURRIE. SASKATOON.

Another illustration shown herewith is taken from the Town of Saskatoon. This town has grown with rapid strides, and is another instance of the progressive spirit manifest throughout the Northwest. From a simple 200 population two years ago, it has rapidly advanced, until at the present time it has about 4,600 inhabitants and still progressing.

P. H. Currie started in business about three years ago in a modest way, making Saskatoon his centre, and immediate-

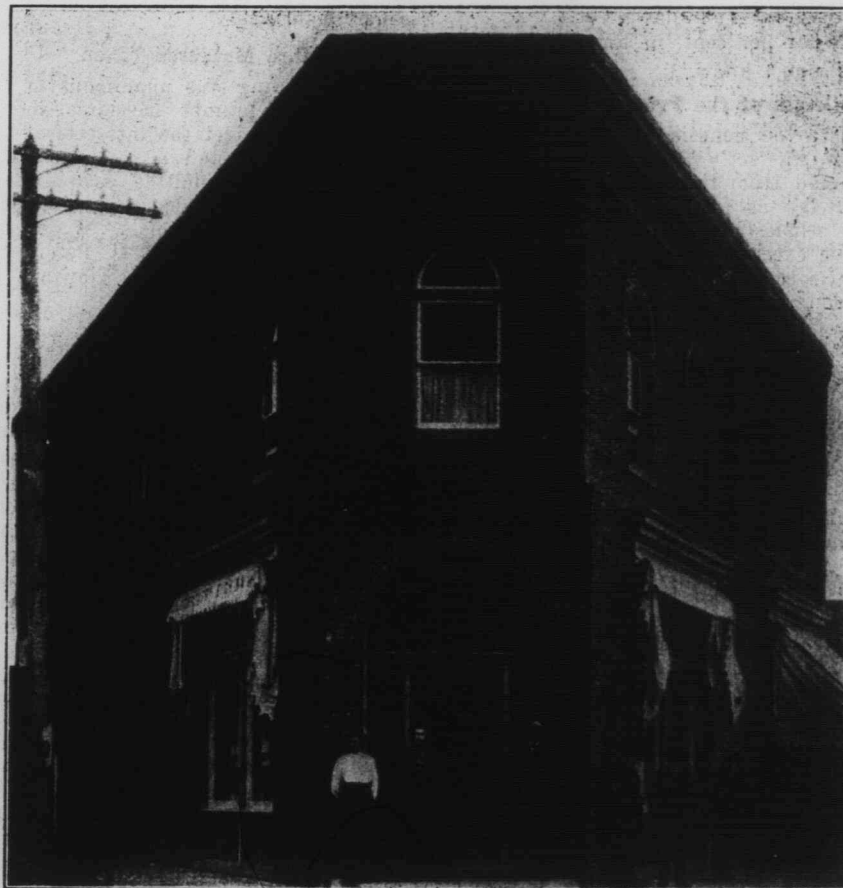
his trade. The store, too, is a well ordered, well arranged establishment. Mr. Currie makes a special feature of the dry goods department; his idea is that to please the ladies who visit his store, is the whole thing, and to this no doubt is attributable the popularity of his store.

He changes his window display regularly. One week will have a heavy display of the latest groceries, another week canned goods. The special illustration shows one of dry goods, with just sufficient groceries to add variety.

JOHN SLOAN & CO., TORONTO.

On Saturday, the 10th inst., the employees of John Sloan & Co., wholesale grocers, assembled in the office of the company to honor their chief by the presentation of a handsome mahogany office desk and two chairs. The company has just moved into its new quarters, and the occasion was a most timely one. Mr. Charles Parsons, to whom was delegated the privilege of making the presentation, spoke of the high regard held by every one of the employees for Mr. Sloan, and on their behalf read the following address:

Dear Sir,—We are gathered together here to offer you our warmest con-



R. T. Goodfellow, A Western pioneer.

Mr. Currie is a firm believer in the advantage of advertising, and makes use of every opportunity to push forward

gratulations on this occasion. Your business has grown and increased to such proportions under your guiding

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thered together
warmest con-

and that the old quarters must be aban-
oned for these more commodious pre-
mises. We recognize, sir, that yours is
a success unique in the history of busi-
ness enterprise. Some years ago you
entered this very building as one of the
employees, to-day you have come here
as the moving spirit and master mind
of a large and prosperous business rank-
ing among the highest in this great
business centre. You have indeed risen
from the ranks, step by step until to-
day your name is known far and wide as
one of our great merchant princes in this
the greatest country under the blue
dome of heaven and we trust you will
allow us to share with you the feelings
of elation and pride which must to-day
stir within you.

We, also feel that we should not al-
low this opportunity to pass without ex-
pressing to you in some form the great
respect we feel for your sterling quali-
ties as a business man and which have
contributed the grand success which has
crowned your labors. We have always
found in you a sympathetic friend, kind-
ly in all your dealings with us, ever con-
siderate of our comforts and interested
in our individual welfare.

As a slight and more tangible token of
our good wishes, we ask you to accept
the accompanying gift which we trust

hand of time may rest lightly upon you
and that you may long be spared to oc-
cupy your place among us and find each
succeeding year adding fresh lustre to
your eye and more power to your arm.

We assure you, sir, that we have your
interests at heart and hope that you may
live long to enjoy the success you have
so richly deserved.

Mr. Sloan was deeply moved by this
manifestation of goodwill from his em-
ployees, and in thanking them, spoke
of the loyal support and co-operation
that his employees had always given
him, without which, said Mr. Sloan, the
business would not have been what it is
to-day. In the year 1868 Mr. Sloan
started his commercial life as a boy, at
three dollars a week in the same
premises he now occupies as proprietor.
He well remembers the hard struggles
of his early days, filling the offices of
salesman, bookkeeper and delivery clerk.
He had had his critical moments like
most business men, but had come through
them all successfully, and had always
managed to pay the full hundred cents
on the dollar.

The premises into which the firm have
just moved is a large imposing corner
block at the junction of Church and
Front streets, and contains upwards of
20,000 feet of space. It has been re-

loading. The office arrangements are
such that the business can be carried
out with an extraordinarily small amount



H. C. Hamelin,

Who has a circuit of department stores in Manitoba
towns and is First Vice-President of the
Retail Merchants' Association of
Western Canada.

of running round. In fact Mr. Sloan
has concentrated all his experience of
what should constitute an up-to-date
warehouse.

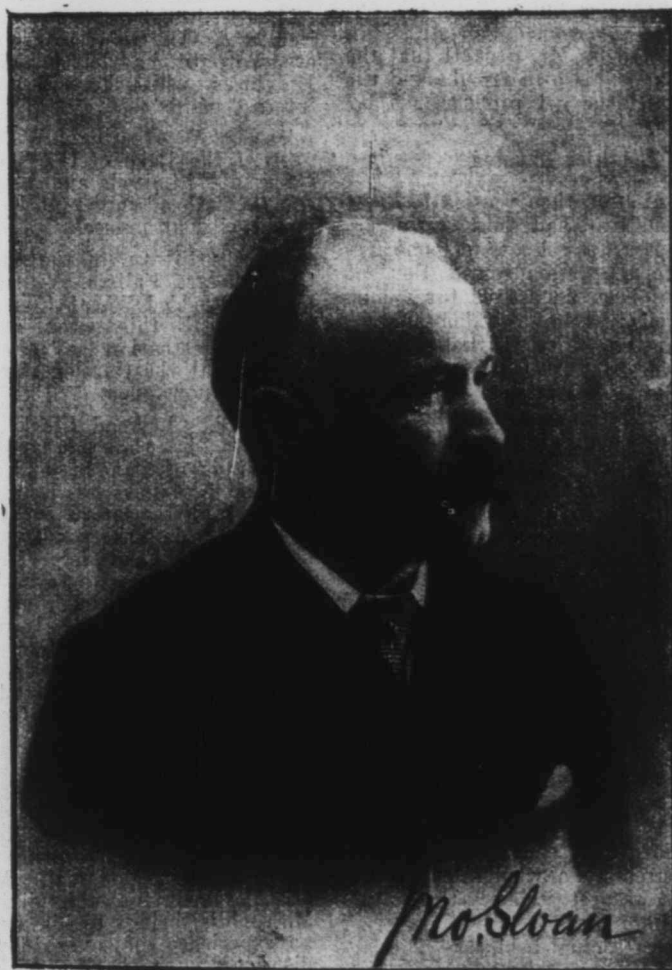
THE HAMELIN STORES.

As an illustration of the opportunity
for advancement in the "Great West"
nothing speaks more plainly than the
progress made by many of those who
are now leading men in those provinces.

H. C. Hamelin, the Manitoba retailer,
is one of such; from small beginnings
he has built in Manitoba a rural mercan-
tile business of no mean proportions.
Mr. Hamelin has a circuit of local de-
partment stores that covers nine
towns, and has just purchased the en-
tire stock of Nash, Carson & Naylor,
the large Winnipeg retail store, who
recently assigned.

In 1892 Mr. Hamelin began business
in Manitoba, opening a small general
store in Lauder. Developing a good
trade, in three years he opened a branch
store at Hartney. His enterprise was
rewarded, and two years later he es-
tablished at Melita, and one year after
that in Napinka. This brings history
down to 1900.

Mr. Hamelin was now fairly committ-
ed to his original line of business, and
proceeded to develop it year by year,
with of course profit to himself. Every
successive year has seen a new branch
opened, and the Hamelin enterprise is
represented at Arcola, Stoughton, Car-
lisle, Manor and Waskada and no doubt
the future will see a development on at
least the same scale.



will add to your comfort in these pleas-
ant quarters we are to share with you,
and it is our earnest prayer that the

modeled on the latest sanitary and up-
to-date principles. The delivery has five
separate outlets for the expedition of

THE INVESTIGATION OF THE GROCERS' GUILD.

(Continued from page 25)

officials of the Provincial or Dominion Guilds."

Some Other Agreements.

Mr. Washington made inquiry about agreements with the MacLaren Imperial Cheese Co., the Malta Vita Co., the E. B. Eddy Co., the Force Food Co., the Peterboro Cereal Co., but Mr. Cook could tell him nothing.

"I understood you to say there was no sugar agreement," said Mr. Washington.

"Yes."

"That surprises me because everything I have read here is full of sugar."

"There's no written agreement."

Back to 1898.

Mr. Washington read a letter of June 25, 1898, from Mr. Beckett to Mr. Bristol, mentioning two sugar agreements.

Mr. Johnston—"There's no agreement up to the present time with the refiners. These were agreements made among the grocers themselves, of which the refiners had cognizance."

Mr. Washington—"I think we will unearth something different later. Give us a little time."

Mr. Johnston—"There is nothing to unearth."

Mr. Washington read from the 1898 letter-book a memorandum of an agreement between the guild and the refiners, which, it was said, had never been carried into effect.

Equalized Rate Book.

Mr. Johnston said he was advised that the equalized rate book was the only thing the wholesale grocers dealt upon with regard to sugar.

"These refiners are working under this system, called the equalized rates system," said Mr. Washington, addressing Mr. Cook. "Is there any other arrangement or agreement with them?"

"Not that I know of."

"How long has this been in force?"

"Something like since '98 or '99."

Mr. Washington wanted to get an understanding of the equalized rates system, but concluded he had better take time to it.

"Who fixes the prices?" he asked.

"The refiners."

"Who changes the prices?"

"The refiners."

"How is it Mr. Beckett sends out the telegrams giving notice of change?"

"He is notified by the refiners and notifies the members of the guild."

"The refiners send out prices how often?"

"Perhaps daily for two or three days, then not for a month."

"What regulates the market?"

"I have no idea."

Magistrate Jelfs wanted to know what affected the price, and the only thing Mr. Cook could think of was the American market.

"That's all the information you

have?" asked Mr. Washington, suggestively.

"I'll be glad to answer all further questions," Mr. Cook replied with a smile.

Mr. Johnston—"It's not as sweet as you expected."

Mr. Washington—"Oh, it's sweet enough for me."

"Before we leave sugar, is there any agreement that the wholesalers will not dispute?" he asked.

"Not that I know of," replied Mr. Cook.

Small Profits on Tobacco.

Mr. Washington turned his attention to tobacco.

"Have you any agreement with the tobacco manufacturers?" he asked.

"Not that I am aware of."

"You have an arrangement of some kind?"

"I don't know whether you would term it an arrangement. I think they support the trade in trying to get a profit on their goods."

Mr. Washington produced a draft of an agreement with Mr. Wm. Macdonald.

Mr. Cook stated that the tobacco manufacturers fixed their prices arbitrarily, and the wholesalers sold it at an advance of 5 per cent.

Mr. Washington would scarcely believe it. "They're not in business for their health," he commented.

It was stated by Mr. Beckett that the wholesaler paid his own freight and the retailer's, and the net profit was 3 1-2 per cent.

Penalties Exacted.

Mr. Washington then wanted to know if any penalties had been enforced, and when Mr. Cook knew of none, reminded him that Davidson & Son, of Quebec, had been fined \$100 for a mistake of their traveler at Edmonton.

Mr. Johnston objected that the defendants were not responsible for what was done by the Maritime guild. The magistrate agreed with him, but Mr. Washington thought it was evidence of conspiracy.

"Were not efforts made," continued Mr. Washington, "by the guild or any of its officers to prevent refiners from selling to persons other than members of the guild?"

"Not so far as I know," replied Mr. Cook. "Our efforts were confined to asking them not to sell to people not in the legitimate wholesale trade."

The investigation will be resumed on Monday, March 12, with the understanding that it will be then continued daily until concluded.

Wholesaler's Statement.

The following statement taken from a brief prepared by a wholesaler for the lawyers, shows pretty clearly the guild's point of view:

Re cost of doing business—The acknowledged cost of doing business, that is, the expenses, travelers' salaries, and warehouse expenses in connection with the grocery business, averages from 7 per cent. to 8 per cent. on the total sales.

Six per cent. of the business of the wholesale grocers is in proprietary lines upon which the selling prices have been fixed by the manufacturers, the margin allowed by the manufacturers varying from 4 per cent. upwards, but the average gross margin allowed by manufacturers on two-thirds of the wholesale grocery business is less than 5 1-4 per cent, clearly demonstrating that on every 60 per cent. of the business done by the wholesale grocer, the margin of profit is not within 2 per cent. of the cost of doing business. In other words every wholesale grocer in Canada to-day is losing from 1 1-2 per cent. to 2 per cent on 60 per cent. of the business he is doing.

This is a very strong point and should clearly demonstrate that prices are not unduly enhanced by the guild, the wholesale grocery trade, or through any negotiations the wholesale grocery trade have had with manufacturers.

BUSINESS PERSONALS.

Mr. T. E. Owens, of the Bloomfield Canning Company, passed through Toronto on his way to the canners' convention at Atlantic City, U.S.A.

Mr. A. H. Brittain, Montreal agent for the Atlantic Fish Company, is visiting Toronto, Hamilton, and other western points on business at present.

Mr. C. J. Gibson, representing H. W. Nelson & Co., woodenware manufacturers, Toronto, has left for the Maritime Provinces, which he will cover in the interest of his firm.

Mr. G. V. Hastings, Winnipeg manager of the Lake of the Woods Milling Company, Limited, and Mr. Kelly, the company's head miller at Keewatin, are in the city at present.

Mr. C. Giltrap, of the Natural Food Co., Niagara Falls, N.Y., and the Canadian Shredded Wheat Co., Limited, is in Montreal this week, arranging for the demonstration of the company's products at the Carsley Pure Food Exhibition, now open.

Mr. T. J. Fead (Jack), a familiar figure to the wholesale and retail grocery trade of Canada, and who during the past few years has represented some of the leading eastern coffee and spice houses, has left the road owing to poor health. Mr. Fead left Montreal for Innisfail, Alberta, where he hopes to regain his health through active outdoor life. Mr. Fead has always been a strong admirer of The Grocer, and during his many years' travels through the land has looked for and read it with interest and profit. The Grocer wishes him speedy recovery.

Mr. A. E. Landry for the last three years with Hudon, Hebert & Co., wholesale grocers, Montreal, is now with the National Cash Register Co., Dayton, Ohio, representing that company in East Montreal. Mr. Landry, as sales agent for this division of the Metropolis, brings to his new employers an experience of over 13 years in the district among the grocery and purveying trade, as previous to joining the traveling staff of Hudon, Hebert & Co. he was for 10 years covering the same territory for N. Quintal & Fils., Montreal.

Baking Powder
Gillett, E. W.,
McLaren's, W.

Biscuits, Con-
Bide's Gum Co.
Canadian Sh...
Falls, Ont.
Cowan Co., T.
Imperial Bisc...
Jac. b. W. & J.
McLaren, W.
Mooney Bisc...
Mott, John P.
National Bisc...
Stewart Co.

Brooms and
Woolen, Walte...

Canned Groc...
Balfour & Co.
Canadian C...
Manitoba Ca...
Man.
Turner, Jam...

Cash Register
National Cas...

Cheese Cabin...
Walker, T...
Co., Toro...

Cigars, Tobac...
American To...
Empire To...
McDougal, L...
Payne, J. B...
Sherbrooke C...
Tuckett, Geo.

Clothes Line...
Hammitt, A. G.

Coconas and
Baker, Walte...
Cowan Co., T...
Dunn, Wm.
Epps, James
Lowmy, W...
Mott, John P...
VanHouten's

Computing S...
Computing S...

Concentrated
Gillett, E. W.

Condensed M...
Borden's-W...
Truro Conde...
Truro, N.

Consulting E...
Kaufmann, J.

Counter (Che...
Allison Cup...

Crockery, Gl...
Campbell's, I...
Cassidy, Joh...
Gowanus, Ke...

Dairy Produ...
Clark, Wm...
Dawson Cou...
Fearman, F...
MacLaren, J...
Toronto.
McLean, J. J...
Park, Black...
Rutherford, ...
Ryan, Wm...

Financial I...
Bradstreet C...

Aome Can W...
Adam Geo...
Alderson, J...
Albert Soaps...
Allison Coup...
American To...
Auer Light C...

Baker, Walte...
Bastott & C...
Bate, H. N...
Biele, Joh...
Bidwell, W...
Biermann, E...
Blue Ribbon...
Bowser, S. F...
Boyl, Thom...
Bradstreet's...
Braid, Wm...

Campbell's, I...
Canada Pap...
Canada Suga...
Canadian Ca...
Canadian Pr...

Canadian Sa...
Canadian Sh...
Capstan Ma...
Carman, Jos...
Cassidy, Joh...
Ceylon Tea...
Chase & San...
Church & D...
Clark, W...
Colville & C...
Coles Manuf...
Colson, C. E...
Cowan Co...
Cowan Co...
Cox, J. & G...
Cranston No...
Crichton, A...

Davidson &...
Dawson Cou...
Dingle & S...
Distributors...
Dominion M...
Dominion S...
Doughty, A...

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PERSONALS.

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(Jack), a familiar... e and retail gro... and who during... represented some... coffee and spice... ad owing to poor... Montreal for... re he hopes to re... h active outdoor... always been a... Grocer, and dur... vels through the... d read it with in... the Grocer wishes

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- Baking Powder. Gillett, E. W. Co., Toronto. McLaren's, W. D., Montreal. Biscuits. Confectionery. Bids's Gum Co., Montreal. Canadian Shredded Wheat Co., Niagara Falls, Ont. Cowan Co., Toronto. Imperial Biscuit Co., Guelph. Jac b. W. & R., & Co., Dublin, Ireland. McArthur Bros., Sons & Co., Owen Sound. Mooney Biscuit & Candy Co., Stratford. Mott, John P., & Co., Halifax, N.S. National Ice-cream Co., Brooklyn, N.Y. Stewart Co., Toronto. Brooms and Brushes. Woolia, Walter, & Co., Hamilton. Canned Goods. Balfour & Co., Hamilton. Canadian Canners, Hamilton. Manitoula Canning Co., Grande Pointe, Man. Turner, James & Co., Hamilton, Ont. Cash Registers. National Cash Register Co., Dayton, O. Cheese Cabinets. Walker Pivoted Bin and Store Fixture Co., Toronto. 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. Hamont Cotton Co., Hamilton. Cones and Chocolates. Baker, Walter & Co., Dorchester, Mass. Cowan Co., Toronto. Dunn, Wm. H., Montreal. Epps, James, & Co., London, Eng. Lowrey, Walter M., Co., Boston, Mass. Mott, John P., & Co., Halifax, N.S. VanHouten's—J. L. Watt & Scott, Toronto. Computing Scales. Computing Scale Co., Toronto. 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. Consulting Chemists. Kaufmann, W. P., Toronto. Counter Check Books. Etc. Allison Coupon Co., Indianapolis, Ind. 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. McLean, J. A., Produce Co., Toronto. Park, Blackwell Co., Toronto. 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. Milman, W. H., & Sons, Toronto. Windsor, J. W., Montreal. Flavoring Extracts. Capstan Mfg. Co., Toronto. Imperial Extract Co., Toronto. Foreign Importers. Biermann, E., & Co., Cardiff, Wales. Hoyd, Thos., & Co., Liverpool, Eng. Crichton, Alexander, Liverpool, Eng. Douglty, A. C., & Co., London, Eng. Gaitskell, J. H., Liverpool, Eng. Griffin & Culverwell, Bristol, Eng. Hall, R. C., & Co., London, Eng. Lethem, John, & Sons, Leith, Scotland. Little, Geo., Manchester, Eng. Marshall, James, Aberdeen, Scotland. Meeker, George R., & Co., London, W.O. Neubeck & Schipmann, Hamburg, Ger. Rapp, Herman, & Co., Liverpool, Eng. Saiter & Stokes, London, Eng. Scott, David, & Co., Liverpool, Eng. Sowerbutts, A. E., & Co., London, Eng. Whiteley, Muir & Co., Liverpool, Eng. Wickes, Hamilton, & Co., London, Eng. Fruits—Dried, Green, and Nuts. Davidson & Hay, Toronto. Dawson Commission Co., Toronto. Distributors Co., Toronto. Eby, Blain Co., Toronto. Gillard, W. H., & Co., Hamilton, Ont. James, F. T., Co., Toronto. Kinnear, Thos., & Co., Toronto. Lucas, Steele & Bristol, Hamilton. McWilliam & Everist, Toronto. Milman, W. H., & Sons, Toronto. Rattray, D., & Son, Montreal. Robinson, O. E., Ingersoll. Rose & Laflamme, Montreal. Smith, E. D., Winona, Ont. Stringer, W. B., & Co., Toronto. Tippet, A. P., & Co., Montreal. Turner, James, & Co., Hamilton. Walker, Hugh, & Son, Toronto. 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. Eggs—See, Toronto. Fruiteac Cereal Co., Kingston. Greig, Robert, Co., Toronto. Kirouac, Nap. G., & Co., Quebec. Lake Huron & Manitoba Milling Co. Guelrich. McFall, A. A., Bolton, Ont. McLeod Milling Co., Stratford, Ont. Nicholson & Bain, Winnipeg. Walker, Hugh, & Son, Toronto. Sutcliffe-Muir Milling Co., Moosomin. Grocers—Wholesale. Balfour & Co., Hamilton. C. E. Colson & Son, Montreal. Davidson & Hay, Toronto. Eckardt, H. P., & Co., Toronto. Eby, Blain Co., Toronto. Gillard, W. H., & Co., Hamilton. Hudon, Hebert & Co., Montreal. Kinnear, T., & Co., Toronto. Lucas, Steele & Bristol, Hamilton. Major, S. J., Ottawa. Sloan, John, & Co., Toronto. Turner, James, & Co., Hamilton. Warren Bros. & Co., Toronto.

- Grocers' Grinding and Packing Machinery. Atlas Mfg. Co., Philadelphia, Pa. Enterprise Mfg. Co., Philadelphia, Pa. Fisher, A. D. Co., Toronto. Grocers Engineering Co., London, Eng. Hides, Skins, Etc. Page, C. S., 1750 Park, Vt. Infants' Foods. Keen, Robinson & Co., London, Eng. Interior Store Fittings. Fletcher Mfg. Co., Toronto. Walker Pivoted Bin and Store Fixture Co., Toronto. Jams, Jellies, Etc. Baker's—Rose & Laflamme, Montreal. Goodwillie's—Rose & Laflamme, Montreal. Smith, E. D., Winona, Ont. Southwell & Co.—Frank Magor & Co., Montreal. Sutcliffe & Bingham, Toronto. Unton, Thos., & Co., Hamilton. Ledgers—Loose Leaf. Crain, Rolla L. Co., Ottawa. Malt Extract. Sleeman, Geo., Guelph, Ont. Manufacturers' Agents, Brokers and Commission Merchants. Adams, Geo., & Co., Winnipeg, Man. Adamson, J. T., Montreal. Bidwell, W. E., Toronto. Carman, Joseph, Winnipeg, Man. Dawson Commission Co., Toronto. Dingle & Stewart, Winnipeg. Dunn, Wm. H., Montreal and Toronto. Fallowes & F. Howes, Montreal. Gorham J. W., & Co., Halifax, N.S. Hazard, Horace, Charlottetown, P.E.I. Hughes, A. J., Montreal. Kyle & Hooper, Toronto. Lamb, W. H., & Co., Toronto. Lawson, Reginald, Winnipeg. MacLachlan, Joseph K., Owen Sound. MacLaren, A. F., Imperial Cheese Co., Toronto. McPhie, Norman D., Hamilton, Ont. Millman, W. H., & Sons, Toronto. Nicholson, Bain & Johnston, Calgary. Rutherford, Marshall & Co., Toronto. Ryan, Wm., Co., Toronto. Stevens, H. J., Montreal. Thompson, G. B., Winnipeg, Man. Tippet, A. P., & Co., Montreal. Watson, Stuart, Winnipeg, Man. Watt, J. L., & Scott, Toronto. 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. Douglty, J. M., & Co., Montreal. Holbrook & Co., London, Eng. Lytle, T. A., Co., Toronto. Ozo Mfg. Co., Montreal. Paterman's—Rose & Laflamme, Montreal. Saut Co. Sutton, G. F., Sons & Co., London, Eng.

- Polishes—Metal. Oakley, John, & Sons, London, Eng. Polishes—Shoe. James' Dome, W. G. A. Lambe & Co., Toronto. Morse Bros., Canton, Mass. Potatoes. Hannah, R. W., Toronto. Poultry and Cattle Food. Bve, H. N., & Sons, Ottawa. Myers' Royal Spice Co., Niagara Falls, Ont. Refrigerators. Eureka Refrigerator Co., Toronto. Salt. Canadian Salt Co., Windsor, Ont. Dominion Salt Agency, London, Ont. Gray, Young & Sparling, Wingham, Ont. Toronto Salt Works, Toronto. Soap. Albert Soaps, Montreal. Duncan Co., Montreal. St. Croix Soap Co., St. Stephen, N.B. Soda—Baking. Caurch & Dwight, Montreal. Starch. 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. Grimm Mfg. Co., Montreal. Keimey, T. & S. n., 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. Miuto Bros., Toronto. Mokara Mills, Montreal. Todhunter, Mitchell & Co., Toronto. Truro Condensed Milk Co., Truro, N.S. Turner, James, & Co., Hamilton. Warren Bros., Toronto. Wood, Thos., & Co., Montreal. Washing Compound. Fairbank, N. K. Co., Montreal. Gillett, E. W. Co., Toronto. Hugel, Albert, Toronto. Re-kitt's Blue—Gilmour Bros., Montreal. Sawyer Crystal Blue Co., Boston, Mass. Wines, Liquors, Etc. Sleeman, Geo., Guelph, Ont. Woodenware. Woods, Walter, & Co., Hamilton. Wrapping Paper, Paper Bags, Twine, Etc. Canada Paper Co., Toronto. Hamilton Cotton Co., Hamilton, Ont. Yeast. Gillett, E. W. Co., Toronto.

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BUSINESS DEBT TO EDUCATION.

How many Ontario business men have not calculated their debt to the Ontario Agricultural College and Experimental Farm?

The measure of it is the benefit the college and farm have been to the farmer. Take one example. Mandscheuri barley was introduced from Russia by the college in 1889. Fifteen years have shown the yield to be 9.3 bush. per acre over that of the common six-rowed variety. The average annual acreage under barley since 1882 has been 633,290 acres. During the ten years since 1895 the average yield, due to Mandscheuri, has been 4½ bushels an acre greater than during the ten years prior to 1895. At fifty cents a bushel, the increased return to the farmers of Ontario has been, and is, \$1,425,000 each year.

That is but one instance of what has been done in the department of field agriculture. Similar work is being done with wheat, oats, peas, rye, grasses, and roots.

Animal husbandry is another department. There the domestic animals, instead of cereals, roots and grasses, are the subject of study and experiment,

and the importance of it is plain in the light of the fact that eighty per cent. of all crops grown in Ontario is fed to live stock.

The great work of the college in improving the quality of Ontario dairy products has been of inestimable value to the province, but there is in the dairy department another line of activity not so much heard of—increasing the productiveness of the cow. The average Ontario cow gives less than 3,000 pounds of milk a year. The college by careful selection and proper feeding has built up a grade herd of which in 1904 sixteen cows gave more than 6,000 pounds each.

The culture of fruit, flowers and vegetables is studied in the department of horticulture. How to increase the productiveness of the soil is the study of the department of bacteriology. The poultry department has shown the agriculturist how to treble the value of his poultry products. Soil cultivation and drainage, all with a view to increased productiveness, is the care of the department of physics.

The department of chemistry investigates the suitability of Ontario's soil and climate for the production of untried wealth producers. It demonstrated that sugar beets could be grown here profitably, and the output of beet sugar in Western Ontario last year was over 22,000,000 pounds.

Last year this department demonstrated that fourth-grade Northwest wheat flour made bread just as good, just as palatable, just as nutritious, as first-grade wheat flour, and just as much of it, though a little darker in color.

Preventive agriculture might be said to be the business of the departments of botany and entomology. The former studies weeds and fungus growth, and how to prevent them; the latter deals with destructive insects and how to combat them, giving instruction not only at the college but by a bulletin system to agriculturists all over the province. Millions of dollars are lost to the farmers yearly by insect depredation, and this work of prevention is proportionately important.

The ultimate result of each of these varied educational activities is to increase the purchasing power of the Ontario farmer. To the business interests of the province and Dominion that means increased life and growth, for great as has been the development of manufacture and arts in Canada, the backbone and nerve centre of our industrial prosperity is, and must continue to be, agriculture.

Every business man should be an active supporter of the college at Guelph.

Every commercial traveler should be its advance agent, should familiarize himself with its work and achievements, and be able and anxious to talk it up among his customers who, though a stage nearer the farm, may not have realized the worth and importance of the college work.

Sir Wm. Macdonald has splendidly realized the business man's responsibility in regard to education. At the Guelph Macdonald Institute 360 girls were in attendance last year in the domestic science department. In a province where 90 per cent. of the women do their own work the importance of this education will not easily be overestimated. The other studies in the institute are manual training and nature study, both of great practical and educational advantage.

BOARD OF TRADE REVIVAL.

Unprecedented interest by the members characterized the annual elections last Friday of the Toronto Board of Trade. It bespeaks a reawakening of the captains of business to a realization of the value and importance of the board. Boards of trade should exert a marked influence upon the industrial and social activities not alone locally but throughout the Dominion. This revival in the Toronto board should stimulate members of boards of trade everywhere to greater activity and usefulness.

Some idea of the Toronto board's scope may be gathered from the address of the retiring president, Mr. J. D. Allan. He enumerated as among the matters dealt with during the year, special railway rates for a traders' week, trading stamps and their abolition, taxing commercial travelers, Government redemption of worn and mutilated silver, Toronto's grant of \$200,000 for the new general hospital, trade with France, preferential trade with Britain, technical education.

Boards of trade everywhere might very greatly assist in improving municipal conditions and solving difficult municipal problems by applying to them the united business acumen of the community. Especially in the larger towns and cities men of business are loth to enter heartily into the management of the community's affairs. The result is that these affairs are left to men of very inferior capacity, and inevitably things go badly. A revival among boards of trade would be a very encouraging development.

If Mr. Allan's interest in technical education could become general among board of trade leaders, industrial interests and the industrial classes, and through them every business interest throughout Canada, would benefit greatly.

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WHAT ARE TRADE COMBINES?

What section 520 of the Criminal Code relating to trade combines, so-called, covers is of vital importance to the whole trading community and the people of Canada generally.

In these days of strenuous business competition when every trading concern is endeavoring to get as much of its particular trade as possible and to extend its business in every possible way, it seems unfortunate that what is or is not a trade combine within the meaning of the Criminal Code cannot be clearly defined, and that it must be left to the interpretation of a judge or jury or Court of Appeal, in each case, to say whether the acts or agreements or arrangements made by different people in connection with any particular trade do or do not amount to a trade combine so as to be a criminal offence.

It is unfortunate in the interests of trade that what one man or judge considers to come within the Criminal Code another judge equally honest may take an entirely different view. It seems furthermore a great difficulty that the whole of a trade must be investigated by a judge who has had no experience whatever in that business and that such judge must in the final result say whether or not the people who are conducting that business have been guilty of a trade combination or not.

It would seem to be to a large extent a business proposition rather than a legal proposition. Take, for instance, the wholesale grocery trade. For years the distinction between a wholesaler and a retailer had been carefully observed by manufacturers and the manufacturers sold practically exclusively to the wholesaler. With the advent of the departmental store in certain cities came a change and the wholesalers suddenly found that the manufacturers instead of selling as they had hitherto done, through the wholesale trade exclusively, and thereby enabling the wholesaler to get a living profit on the business they did, were selling not merely direct to the large departmental stores but also to the cream of the retail trade, and in that way leaving for the wholesale trade only the smaller retail stores and particularly such retail stores as of necessity had to be carried financially and had to sell on credit, while the cash business of the country was going into the hands of the departmental stores and a few city retailers.

The wholesale grocery trade, finding this state of facts to exist and to be

extending, and finding the existence of their business as wholesalers vitally threatened, finding further that the small retailers who served so well the largest portion of the public that cannot afford to pay cash for their groceries as required by the departmental stores were being gradually crippled and in some cases ruined, urged on certain manufacturers that the time-honored distinction between the wholesalers and retailers should be strictly observed, and that the manufacturer should not deal direct with certain retailers and thereby give a certain portion of the retail trade a preference over the other portion enabling the retailers to whom such preference was given to ruin their less-favored fellow retailers.

It has never been questioned that a manufacturer has a right to manufacture or not, that he has a right to sell his goods or not, that having a right to

ONE HINT WORTH THE SUBSCRIPTION.

The following is an extract from a letter just to hand:

"If you have a spare D.G.R., one of your late numbers, you might mail it to Mrs. ———, ———, Ont., as I think you will get her for a subscriber. Her husband has bought her mother's grocery stock, and he takes THE CANADIAN GROCER, and says that it is worth the price; that sometimes just one hint is worth more than the subscription."

Mrs. ——— is the milliner at ———.

sell his goods he may adopt such method of sale as he considers to be in his interest. The wholesale grocery trade have always recognized this right in the manufacturer, but finding the trade in the state it was and is, they have been compelled as among themselves for the protection of the trade, to ask manufacturers to choose between selling to strictly wholesale people or not doing so, and selling any way that the manufacturers pleased.

In many instances, the manufacturer on reflection has been only too glad to choose the wholesale trade of the country as his selling agent on a fixed basis at a reasonable profit for the reason that by so doing he was able to put his goods in the hands of the consumer cheaper than he had hitherto been able to do.

It will be readily seen that if manufacturers were to wipe out the wholesale trade of the country and force everybody into the retail business, such

manufacturers would have to deal direct with retailers and would as against other competing manufacturers have to have a traveller for their own particular article of trade. As matters now exist, the wholesale grocer is able through his travellers to present 50 or 100 different articles of trade just as cheaply almost as the manufacturer could one, so that the wholesaler is able to divide the expense of bringing the manufacturer's goods to the attention of the retailer and to sell same to the retailer at a much less expense than the manufacturer could by any other method. In this way, therefore, the manufacturer has been able to reduce his price, the wholesale trade have received a uniform commission as selling agents, the retailers have been able to compete on a fair basis all alike, and the public has obtained its goods cheaper than heretofore.

The criticism is sometimes made that because one retailer can buy as large an order as some wholesale houses, therefore the retailer should get from the manufacturer the same prices as the wholesalers do. The far-reaching effects of this to the manufacturer, to the wholesale trade and the small retailers and the public is lost sight of.

It is not a case of the extent of the purchase that makes the distinction between the wholesaler and the large retailer, but the entirely different class of business done by a wholesaler and by retailers. The retailer deals direct with the consumer; the wholesaler as between himself and the retailer never does so. If he did, he would be doing the same thing to the retail trade that the manufacturers were a short time ago doing to the wholesale trade by selling direct to certain retailers.

The wholesaler, whom the manufacturer recognizes as such, sells only to the retailer, large or small, and the retailer, large or small, deals direct with the consumer. The wholesaler, as compared with the retailer, has usually a large capital invested in his business, he must carry a very large stock of all kinds of groceries as compared with the average retailer, he must have an extensive staff of travellers to go all over Canada or the greater portion of it, which involves in itself great expense and which enables the small retailer in all the towns and villages of the country and in many cases in cities to get along with a small capital and a small stock; the wholesaler assists and carries the average retailer in the small

towns and villages and in many cases in the cities by giving him certain credits, by having the necessary capital to carry him in hard times, and by being able to supply the wants of such retailer at any time by telegraph or telephone, thereby enabling the retailer to carry on business with a minimum stock and to keep his stock fresh and new and thereby giving the great mass of consumers a better service and a better and cheaper supply of goods than can be done by any other method.

To allow a few retail departmental stores, by buying direct from manufacturers at the same price as a wholesaler, to absorb all the cash business of the country and to leave the wholesale trade to sell to the retailer, who has to deal with the average man who wants his groceries, as and when he needs them from day to day, and as he is only paid at stated periods, must have credit from week to week or month to month, was manifestly unfair to the wholesale grocery trade, nor was there any reason to suppose that although such stores have bargain sales and consumers occasionally for advertising purposes got staples at less than they do from the average retailer, that such state of facts would continue when all the small retailers had been crippled and the process had gone on till practically all the wholesale houses had really become retail or gone out of business. Once that state of facts was brought about, as the wholesale trade felt sure the necessary outcome would be, the manufacturers would be bound, as indicated, to deal direct with the retailer at a very much greater expense than the manufacturer is put to to-day to place his goods through the medium of the wholesale trade.

By what has been done, it seems clear that the public as a whole are getting their goods cheaper and better and more easily than would be the result of compelling a change in the whole business fabric of the community, and from what would appear, so far as the wholesale grocery trade is concerned, they seem only to have been doing what reasonable men should do and have a right to do for the protection of their own business in any community.

If the question of quantity to be purchased were to be the determining factor on price in every case by manufacturers, then the large wholesale houses among themselves could readily crush out the smaller ones. For instance, a house buying \$1,000,000 of sugar a year could practically crush out a small

wholesale house that only dealt in \$250,000 of sugar every year. The distinction therefore as to price should not be made by the manufacturers on the quantity purchased, but should be made as it has been made for centuries, as between whether a man is a retailer or a wholesaler or consumer, and the different rights and obligations of the various branches of trade to the public should be fairly and equitably considered and dealt with.

That a manufacturer can choose one or more wholesale firms to act as his selling agents on terms to be fixed by the manufacturers has never been disputed. That the wholesale trade of the country finding their existence threatened should ask the manufacturer not to choose some wholesalers but to treat all legitimate wholesale houses alike and observe the ancient distinction between wholesalers and retailers seems a fair and reasonable proposition.

WRAPPING CHEESE FOR EXPORT.

The reports received by the Department of Trade and Commerce, at Ottawa, contain much that is instructive and interesting, and which, if acted upon by the particular industries referred to from time to time, cannot fail to be of immense value in building up our foreign trade.

In one of the most recently published reports, mention is made by Mr. McKinnon, the Bristol commercial agent, that the Canadian cheese sent to that market was encased with an inferior quality of cloth, and in consequence much dissatisfaction was rife.

The cloth, instead of leaving the cheese easily and in one piece, adhered in many places, greatly disfiguring it, and in some cases to such an extent that it could not be displayed in the retail store window.

It can be easily seen that this is a serious feature, and one which will work to the disadvantage of Canadian cheese generally. British buyers are particular buyers, and a few complaints like this from their retail store customers will soon make itself felt by the wholesale brokers hesitating to handle Canadian cheese, or doing so at lower rates.

In dealing with one specific case, Mr. McKinnon had the cloth removed, washed, dried, and weighed, and it turned the scale at only two ounces. This, we understand, is not sufficient to properly protect the cheese, and it is strongly urged by Mr. McKinnon that a much heavier and stronger cloth be used.

COMPRESSED TEA EXPERIMENTS.

The U. S. Department of Agriculture is reported to be experimenting in compressing tea into small tablet form for army uses. It must not be supposed that this is anything new by any means. This idea has often been exploited, but in every case at loss to the experimenter.

It is done to a small extent in both China and Japan, generally for special occasions, and then not so much with an idea of success as on account of custom.

The idea was thoroughly exploited in England some years ago. A company was organized, expensive machinery installed, and everything done to carry the idea to successful issue, but to no purpose.

The process of compression was found to work so disastrously with the leaf that it was almost impossible to obtain even moderate results when brewed. Samples were sent to nearly every firm or institution likely to be interested, but it was found impossible to create any interest.

The article was offered on the Canadian market, but dealers here found, as others had, that it was an unsatisfactory product.

PROFIT BY MISTAKES.

It is said that we do not profit by the experience of others, that only out of our own experience come the lessons which experience impresses upon us, says an exchange.

In making plans for 1906 give some time to thinking over the weak spots in your record for 1905. Strengthen those places if you can. Do your best at any rate.

Perhaps you fell down on the selling end of your business, or made some mistakes in buying. And after that was said and done maybe you did not clean the collections up as you should.

Some of those mistakes you may not be able to correct. It may be that conditions were to blame fully as much as yourself.

But it is well to face the actual condition, and in making its close acquaintance to be prepared to meet it right should it ever arise again.

MODIFIES HER POLICY.

The Australian Government has yielded to the strong remonstrances of the Canadian trade agents in Australia, D. H. Ross and J. S. Larke, and has modified its policy of adding the freight to the value of importations for duty purposes, which had the effect of discriminating against Vancouver and in favor of New York.

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THE SUGAR TARIFF BEFORE THE COMMISSION AT OTTAWA.

At the concluding sitting of the Tariff Commission at Ottawa on February 8 some very drastic and sweeping assertions were made by Mr. Robert Anderson, manager for R. Crooks & Co., importers, Montreal, with regard to the profits made by the Canadian sugar refiners under the existing tariff. The substance of his remarks was as follows:

Protection Exceeds Revenue.

"The people of Canada are paying annually as toll to the sugar refiners, in straight protection, nearly \$2,000,000 over and above legitimate profits (7½ per cent.), taking the net protection over profit in the general tariff at 45 cents, and in the preferential tariff at 65 cents per 100 pounds, which by rights should be increased revenue to the Government for the good of the people at large." And as the duty collected on all sugar last year was \$1,671,177, the Government were giving the refiners \$300,000 more than they were collecting from them in revenue. "That surely," said Mr. Anderson, "is not the teaching of good political economy. It is like a man stinting his family to give his substance to charity, but you do not even get any popularity." The advantages quoted for the Montreal refiners were even greater for those at Vancouver and Halifax, where they were getting fabulously wealthy from taking advantage of the freight rates. How could the tariff be revised for the good of the country, and not simply to enrich a few men already millionaires? By increasing the duty on raw and leaving the present duty on refined the Government would be taking the safest course to get an increased revenue and benefit the consumer, and at the same time give the importer a helping hand.

Increase Duty on Raw.

"I would propose that the duty on raw sugar should be advanced 25 cents per 100 pounds, raising the minimum rate on 75 degrees from 40 cents, as at present, to 65 cents per 100 pounds, and advancing 1½ cents per degree to make the duty on 100 degrees sugar not above the established Dutch standard color limit, \$1.0250, against the present rate of 77½ cents per 100 pounds."

That change, Mr. Anderson said, would amply protect the refiners and increase the revenue by \$600,000 a year. He had no objection to helping an infant industry by protection, but the refiners had "grown to a ripe old age, nursed and reared in the lap of protective luxury, and are to-day coddled with a greater wealth of protection than they ever enjoyed."

As to the beet sugar industry, it got the full benefit of the enormous protection given to the Canadian refiners, and if the beet sugar industry did not flourish it ought to, otherwise it had no right to exist. Moreover, in Ontario it receives a Government bonus; besides, an increased duty on raw would help it.

The Grocers' Guild.

Mr. Anderson gave this description of the working of the Wholesale Grocers' Guild: "The refiners bill the sugar to the wholesale grocers at the selling price to the retail buyer, then at the end of sixty days, when the wholesaler cer-

tifies that he has maintained the guild selling prices, he gets a rebate from the refiner of 5 per cent., 1 per cent. of which the wholesaler has given to the retailer as discount for cash settlement, the wholesaler retaining 4 per cent. as his gross profit."

Whether the selling agreement was lived up to by the wholesale grocers or not was another question, but they got their discount from the refiners just the same.

The guild agreement had resulted in stable prices, and was the wholesale grocers' salvation. If a combine was found to exist between the refiners and the wholesalers, it would not be practicable to put sugar on the free list, but a uniform duty of, say, one cent a pound should be put on all sugars of whatever kinds or grades. Mr. Anderson concluded by urging that cane sugar syrup, guaranteed free from glucose, be put on the free list when imported direct from Great Britain or her colonies.

Will Stand by His Words.

Sir Richard Cartwright said he gathered from the witness that the taxation on the people in connection with sugar was \$4,000,000, of which about \$1,700,000 went back to revenue, the balance of two millions or so going into the refiners' pockets. Was witness prepared to stand by that?

"I am," emphatically replied Mr. Anderson.

"It does not materially differ from my own opinion," observed Sir Richard. "Take the present market, if the duties were removed, how many pounds of sugar could you sell to-day for a dollar?"

"It would be more like forty pounds for a dollar—2½ cents per pound."

"The present quantity is twenty pounds."

"The ordinary retail grocer would get twenty pounds for a dollar."

"Well," replied Sir Richard, genially, "I am in accord with what you have said."

Mr. Anderson asked that if the refiners made any reply to him it should take place publicly.

The Refiners' Views.

The Canadian Grocer called upon the Canada Sugar Refining Co. and the St. Lawrence Sugar Refinery to obtain an expression of their views. Mr. Ed. W. W. Parker, secretary of the Canada Sugar Refining Co., Limited, stated, as he had done through the press, that "with all due deference to Mr. Anderson's elaborate statements on the sugar duties and their effect, it would be a matter of considerable time to follow his deductions and calculations." Mr. Parker further stated that without going into the details of the case, the conclusions Mr. Anderson had arrived at were certainly misleading despite their plausible rendering and intimated that at the proper time the case of the refiners will be clearly and satisfactorily presented.

To The Canadian Grocer Mr. Theo. Labatt, vice-president of the St. Lawrence Sugar Refinery, stated in sub-

stance: "Mr. Anderson's report is too elaborate for a reply in detail in an off-hand way, and as it is our intention to reply to it explicitly it will take some time to do so. In the meantime we can assure you already now that his deductions are quite wrong and misleading."

BUSINESS NOTES.

Abraham Ferst, grocer, Montreal, Que., has been burnt out.

G. T. Chapman, general merchant, Arrowhead, B.C., has been burnt out: partially insured.

The dwelling, shop, tools and contents of the buildings occupied by Amos W. Bridge, churn manufacturer, at Westbrook, were destroyed by fire on Feb. 5.

The St. Croix Soap Co. are planning to make some extensive improvements and enlargements in their factory this coming Spring. The increase in the sales of Surprise Soap has been such as to make this enlargement necessary in order to take care of the business.

T. L. Newburn, manager of the Calgary branch of the James Turner Company, wholesale grocers, of Hamilton, was in Edmonton on February 1, and has secured options for warehouse sites on Third, Fourth and Seventh streets. He states that the firm will commence building as soon as a site is definitely located.

The appeal of the Canadian Canning Company against the British Columbia Government's method of assessing the company's output of salmon was dismissed by Mr. C. G. Major, judge of the Court of Revision and Appeals. This appeal was a test case on which it was agreed should rest the fate of the appeals of nineteen canneries on the Fraser River against what the owners term an inequitable method of assessment.

Leon Vanhavrebeve, representing the Belgium Packing Company, met the council of the Board of Trade of Lethbridge, Alta., and laid before it a proposition to establish a big packing plant there. His company have for years been operating in the Argentine republic and are now desirous of opening a branch in Canada. They would require, in addition to a big plant, 10,000 acres of lands to hold stock. The council enthusiastically endorsed the project and Mr. Vanhavrebeve thinks there is every probability of the industry being located there. He is submitting all details to the president at Brussels, who, if he approves of the plan will arrive in a few weeks to begin operations.

ORIGIN OF THE COMMON MATCH.

In 1827 John Walker, a druggist in a small English town, tipped a splint with sulphur, chloride of potash and sulphide of antimony, and rubbed it on sandpaper, and it burst into flame. He had invented the first friction match. In a few years phosphorous was substituted for antimony and it could be lighted without the sandpaper upon which to rub it. The present consumption of matches averages five a day for each person.

Mr. Baker, of the Homestead Canning Co., Picton, Ont., was in Toronto on Thursday en route for Winnipeg.

BUSINESS AND ASSOCIATION MEETINGS

The Editor will be glad to receive reports and notices of any business meetings of interest to the readers of THE GROCER— short, gossipy and instructive.

TORONTO.

There was a record attendance at the annual meeting of the board of trade, which took place in the rotunda of the Board of Trade Building, on Friday, 9th inst., and keen interest was evinced, not only in the elections, but in the



Mr. Peleg Howland,
President Toronto Board of Trade.

proceedings throughout. All the signs indicated that the association has taken on a new lease of life, and that the ensuing year will be one of activity and of good work accomplished.

The election of the president, vice-presidents, and treasurer, by acclamation, naturally detracted somewhat from the interest of the campaign, but, nevertheless, the struggle for the remaining offices was quite spirited.

The general meeting was called at 3.30, and the retiring president's comprehensive review of the year's work was followed with close attention.

Mr. Peleg Howland, the president-elect, was introduced to the meeting, and was given a warm reception. In the course of his remarks he declared that, with the executive chosen to assist him, he could not see how it was possible for the board of trade not to make progress during the coming year. The board had in the past been subjected to criticism from within and without, some of it, perhaps, deserved. It had, however, a record of usefulness that the city and country might well feel proud of. With the co-operation of the general members, that career of usefulness would go on.

The Officers Elect.

The officers for the ensuing year are as follows: President, Peleg Howland; first vice-president, R. C. Steele; second vice-president, R. J. Christie; treasurer, J. W. Woods; secretary, F. G. Morley; council of the board, James D. Allan, Hugh N. Baird, C. W. Band, W. F. Cockshutt, M.P., John F. Ellis, W. J. Gage, S. Wellington Hay, J. D. Ivey,

Thomas Kinnear, Joseph Oliver, A. T. Reid, A. F. Rodger, James Ryrrie, J. P. Watson, C. W. I. Woodland; board of arbitration, A. Cavanagh, W. L. Edmonds, John Firstbrook, Thos. Flynn, J. N. Hay, F. C. Jarvis, W. D. Matthews, Marshall MacGregor, J. C. McKeggie, D. Plewes, W. M. Stark, D. O. Wood; representatives on Industrial Exhibition, S. E. Briggs, Marshall H. Brown, George H. Gooderham, A. Burdette Lee, Noel Marshall; harbor commissioners, J. H. G. Hagarty and J. T. Mathews.

Retiring President's Address.

In his address, the retiring president, Mr. J. D. Allan, referred to the progress and continued growth of the city, reflected in the assessment commissioner's report, which showed the total amount of assessment for the year 1906 to be \$169,195,316, an increase over



Mr. R. J. Christie,
2nd Vice-President Toronto Board of Trade.

1905 of \$20,376,245. In this connection he pointed out that as 1906 was the first year in which the business tax took the place of the personal tax, it was gratifying to note the relation of the two systems of assessment, as bearing out the contention of the board of trade that, while doing away with an inequitable and inquisitorial system in the replacing of the personal tax by the business tax no impairment of revenue would occur.

The customs duties collected at this port for 1905 were \$9,524,610, which is evidence in a marked degree of the increasing growth of our city's trade and her ever-growing importance as a distributing centre. This is further emphasized by the returns of the clearing house, which for the year reached the sum of \$1,047,490,701, an increase of 25 per cent. over 1904, and about one-third of the total business transacted in the clearing houses of the eleven cities of Canada in which they are established.

BRITISH COLUMBIA.

Cranbrook, Jan. 31.—The eighth annual convention of the associated boards of Eastern British Columbia convened here to-day. Twenty-three delegates were present, representing nine boards from Greenwood to Fernie. G. O. Buchanan was elected president for a fifth term, and A. B. MacKenzie, Rossland, secretary. The convention at the afternoon session discussed the Dominion Fruit Marks Acts, which will prevent the importation of diseased fruits from Washington and elsewhere and the exportation of bad fruit. A resolution of approval was passed unanimously. Members propose introducing a resolution in connection with a bill before the British Columbia Legislature by Hon. R. F. Green preventing the export of unmanufactured timber from the province. East Kootenay men declare that millions of ties and mining props go into the prairies yearly, and the passage of the law would close down hundreds of lumber camps and cause much distress.

Additional resolutions were passed asking for a duty of 30 per cent. on spelter and zinc sheets, preservation of forests from fire, geological surveys of mineral camps of West Kootenay, the immediate construction of a C.P.R. branch between Gerard and Arrowhead, the appointment of additional fruit inspectors, claims to be re-established at noon and not at midnight, survey of lands for attracting immigrants, setting aside one-eighth of all public lands for public and technical schools. The School Act met with censure; a resolution as to the Great Northern excessive freight rates on the Kaslo and Slocan Railway was withdrawn, the matter being referable to the lieutenant-



Mr. T. Kinnear,
Member of the Council, Toronto Board of Trade.

governor, who has absolute power to fix any rate he thinks fit, the railway being wholly provincial.

If grocers gave advertising the consideration they give competition they would never feel competition.

INQUIRIES

The following inquiries have been obtained on the part of the department of tawa.

75. A Leed like to get in adian houses of butter, ch tinned meats

78. A Hul to extend his especially ap and ham

79. A Hul desire to ge Canadian sel

83. A Leed get in comm Canadian ap for next seas

84. A Leed of dealing in of American early Spring communicatio and dealers

85. A Leed to get in to of large qua of medium q

86. A Leed early arrarr growers for

87. A Leed sires to ext Canadian ap American, a

88. A la are desirous during the large quanti from Canad for cash.

90. A la vision merch with Canadi of first-class and are open

91. A la vision merch munication bacon, selec box meat, a trade. The to be brand

118. A w company, w with large their goods, exceedingly desire reliable Can erined eggs fer their at goods, prov are satisfac

120. A f are very d dian apples pose desire growers, de adian fruit.

121. A H specialty of and pears,

greens are reported about as last week, with few desirable lines offering. Dealers, generally, say that business is looking much better, as inquiries are coming in from both country and city points.

Table listing various tea and coffee grades such as Japan-Fine, Ceylon-Broken Pekoe, and Congou-Monong, with prices per lb.

Coffee—The market continues unchanged and quiet, with little local news. Grinders and roasters say that business is about as usual. There are no changes of consequence reported from the New York market.

Table listing coffee grades such as Jamaica, Java, Mocha, Rio, No. 7, Santos, and Maracaibo, with prices per lb.

Foreign Dried Fruits—There is no change in the dried fruit situation. Business is extremely quiet and there is little inquiry from the jobbing trade. Currants are firm at latest foreign quotations. Locally, there is no demand to speak of. Shelled walnuts continue firm and the scarcity reported is confirmed. Dates unchanged at recent advance. There is no change to report in California evaporated fruits, and but little business is passing.

Table listing various dried fruits and raisins such as Valencia Raisins, California Raisins, and various grades of prunes, with prices per lb.

Table listing various teas and coffee grades such as Ceylon teas, Java teas, and various coffee types, with prices per lb.

Spices—The position of the spice market is easy, prices generally being unchanged and business quiet. Cloves are reported as being somewhat easier. Other lines are unchanged.

Table listing various spices such as Peppers (black and white), Ginger, Cloves, and Nutmegs, with prices per lb.

Rice and Tapioca—The situation is unchanged and business quiet. Tapioca is interesting on account of the strong advances recently noted and the shortage of stock on the local market.

Table listing rice and tapioca grades such as B rice, C rice, and Tapioca, with prices per lb.

Honey—The honey market is stronger. There is none to be had from the west as the stock there is cleaned up.

Table listing various honey and buckwheat products, with prices per lb.

Beans—There is little change in the market. It is a little firmer, but otherwise is about the same as it was last week. Choice prime beans are selling now at \$1.65 to \$1.70, while lower grades may be obtained at prices ranging from \$1.60 to \$1.65. It is expected, however, that prices will go up in the near future.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Feb. 15, 1906.

Butter—No change. B. business slightly better. Snow commends to improve market till further. Choice creamery, 23c; good to line, 22 to 21-2c. Cheese—Market rather dull. Holders asking 13c for finest. Eggs—Snow's arm improving respect. Lighter receipts in view. Canned fresh, 23-2 to 24c; select, held 20c; storage, 16, and lined, 17c. Provisions—Market steady. Dressed hogs, 12 to 1 1/2c. Receipts very light. Hogs scarce in country. Cured and smoked meats in good demand. Lard firming up.

and at these figures are considered good buying. Choice prime beans 1 65 1 70 Lower grades 1 60 1 65

Maple Products—No change is reported in this market. The present weather is conducive to making sugar and if it continues it is expected prices will come down somewhat.

Table listing maple products such as Maple syrup, Pure Township sugar, and Pure Beaune sugar, with prices per lb.

Evaporated Apples—The market is easier as regards demand for evaporated apples. Prices have gone up during the week. Winter varieties are none too plentiful and the price asked is from 11c. to 11 1-2c. The high prices will undoubtedly curtail the consumption.

Fish—The demand for fish continues to improve, and dealers anticipate a rush of orders within the next two weeks. The Lenten season, as most people know, begins on Ash Wednesday, February 28, and, as most of the country merchants have not ordered their supply ahead of time, there is sure to be a heavy demand up to Ash Wednesday. There is a scarcity of large frozen herrings. In salt fish, many lines are scarce and prices are advancing, especially on leaders such as green cod and Labrador herring. Indeed, dealers do

not expect there will be enough of these fish to supply the demand. The demand for prepared fish has been quiet, as is usual at this time. A continued improvement is noticeable in fresh frozen fish; and the stock will be ample to supply the trade, except for fresh halibut, which are rather scarce. Haddock are very plentiful and prices are a little lower owing to the large quantity coming forward.

Table listing various fish products such as Fresh frozen fish, B.C. salmon, Qualla salmon, Halibut, Dore, Large whitefish, Small frozen white fish, Round frozen grass pike, Sea trout, and various herring grades, with prices per lb.

Table listing various oyster and lobster products, with prices per lb.

Table listing various prepared fish products such as Winterport, Golden, and Boneless cod, with prices per lb.

Table listing various salt and pickled fish products such as No. 1 Labrador herring, B.C. salmon, and Labrador sea trout, with prices per lb.

Table listing various fish products such as Pollock, Haddock, Salt cod, and Sardines, with prices per lb.

KENTVILLE, N. S., JAN. 25, 1906.

A year ago yesterday and to-day Kentville had the first big snow storm of the season and the worst northeast storm for many years. It was also the commencement of a very hard and severe winter. On these days Kentville and the whole province was in the hands of the storm king. The streets of Kentville and county were piled right and left with huge banks of snow. There were no trains from the west from Wednesday the 25th, until Saturday afternoon, the 28th. From the 22nd until the 28th there was only one train from Halifax and that was the evening express. On Monday the 30th all trains were in operation. On the 22nd the morning express from Halifax got as far as Digby Neck Crossing. From this out we had the "good old winter time."

The height of snow drifts between Digby and Weymouth were from 100 to 200 feet long and 12 feet high. At Gaspereaux Bridge the drift was 100 feet long and ten feet high.

It is almost Summer to-day, Jan. 27, 1906.

.....	3 50
.....	3 85
.....	2 25
.....	1 00
lover Leaf.....	1 55
.....	1 57 1/2
.....	1 70
.....	1 00
.....	1 02 1/2
.....	0 95
.....	0 97 1/2
.....	0 14
.....	0 23
.....	0 08
.....	0 25
.....	0 35
.....	0 03 1/2
s, per 100.....	3 75
.....	1 05
.....	4 00
.....	4 50
.....	1 45
.....	1 50 1/2
.....	1 00
.....	1 40

.....	1 40	
.....	2 50	
.....	7 80	
.....	17 50	
ylmer	Simcoe	Delhi
	Kent	Lalor
3 50	3 10	
3 20	3 10	
3 20	3 10	
2 85	2 75	
2 05	1 95	
1 00	
1 45	
.....	1 65	
2 40	

has been very a time past, cul- rther decline of & Gray, in their ceipt of raws at en thousand less gs. One refinery equence of accl product. Prices d the lowest on est centrifugals, ary, 1904. They arity of quote eet sugar. In ited their orders covering of ac- racts for large l and as with- ve come in slow- Howell have an- ing instructions ns are not re- arantee on same

.....	4 73
.....	4 63
.....	4 08
.....	4 08
.....	3 98
.....	3 98
.....	4 08
.....	3 98
.....	3 93
.....	3 88
.....	3 78
.....	3 68

—There has been s since last week, these lines have ceeping up fairly eneral quietness. ts have a slight has not been felt

.....	0 33	0 34
.....	0 35	0 37
.....	0 02 1/2	
.....	0 02 1/2	
.....	0 03	
.....	1 30	
.....	1 90	
per case.....	2 35	
.....	2 35	
.....	2 35	
.....	3 10	

Molasses—		
New Orleans, medium.....	0 30	0 35
..... bbls.....	0 30	0 35
..... open kettle.....	0 45	0 50
Barbadoes, extra fancy.....	0 42	0 48
Porto Rico.....	0 32	0 35
West Indian.....	0 32	0 35
Maple syrup—		
Imperial qts.....	0 87 1/2	
1-gal. cans.....	0 95	
5-gal. cans, per gal.....	1 00	
Barrels, per gal.....	0 75	
5-gal. Imp. brand, per can.....	4 50	
1-gal. " " per case.....	5 10	
1-gal. " " ".....	5 60	
Qts. " " ".....	5 00	

Tea—Domestic trade in tea has been good, but with no unusual development. J. & H. Thompson in their latest London report, speaking of Indian, say: Though quotations throughout were very irregular, the auctions, on the whole, passed with more spirit for all grades except commonest, which were not wanted. Improvement in quality is as yet by no means general amongst Assam descriptions, but where this was discernible buyers did not hesitate to bid freely—a feature which augurs well for the few good Autumn teas that may arrive. On the other hand, the trade were equally ready to drop the prices of medium teas with poor liquoring character, offers being sometimes 1-2d per lb. below previous rates. Broken of all kinds were firm at the decline lately established, the best tippy parcels being in more request, while dusts were inclined to be dearer.

In Ceylons, although prices for the most part were unchanged, and where quality was inferior, even distinctly lower, the trade throughout displayed more confidence, there being a general willingness to do business—a feature which was somewhat lacking last week. Demand, as usual, was largely concentrated on good medium grades between 7d and 8d, while the best broken pekoes met with increased attention, quotations for the latter, in spite of inferior character, being frequently unchanged. Common pekoes about 5d per pound were steady, but inferior pekoe souchongs were again neglected, one or two small lots being withdrawn at 3 1-2 to 3 3-4d per pound. Dusts were in request at fully previous rates, very little being obtainable under 4d, while Indian of similar quality was to be had at 3d per pound.

In Chinas the finer grades of Moning still attract attention, full rates being paid for small quantities. There is also some inquiry for medium Panyongs and a few sales are reported. The excellent value obtainable in the commoner grades of black and red leaf descriptions is stimulating demand for export. The market is practically bare of scented capers under 10d, while oolongs show no change. Foochow orange pekoes have been dealt in from 8 1-2d to 9 1-2d per pound.

Coffee—The demand for coffee continues to maintain itself, but shows no material advancement. There is no quotable change in prices since our last issue. Willet & Gray's weekly statement says: The arrivals of mild coffees from July 1 to February 1 are fully 500,000 bags less than the same time last season, and continue to decrease in

the same ratio, so that the movement up to the end of the season can be expected to fall 1,000,000 bags below the total of last year. The total Rio and Santos receipts are so far 100,000 bags less than a year ago. Another thing is certain: that consumption is constantly increasing and has considerably diminished the invisible supplies during the past two years, but in the face of this increasing consumption and decreasing production (world's visible 1,700,000 bags less than a year ago) the coffee world is again looking at the Brazilian "predictions" of large crops, apparently heedless of previous failures. A year ago heavy rains caused a large quantity of berries to fall from the trees. As similar weather has been and is being experienced in the coffee regions of Brazil this year, predictions of a large crop are premature and doubtful. The trade can better afford to be guided by facts as they are than by future predictions that seldom materialize.

Foreign Dried Fruits—The market is still strong; sales have been only ordinary and very little alteration in quotations are necessary. Foreign markets are firm, particularly in raisins, currants and dates, and all reports denote a maintenance of prices.

Prunes, Santa Clara—		
90-100s, 50-lb boxes C 0 7 1/2 3 06 1/2	Per lb.	60-70s, 50-lb boxes 0 07 1/2 0 07 1/2
90-90s " 0 06 1/2 0 07 1/2		50-50s " 0 08 0 08 1/2
70-90s " 0 06 1/2 0 07 1/2		40-50s " 0 08 1/2 0 09
		30-40s " 0 10 0 10 1/2
Candied and Drained Peels—		
Lemon..... 0 09 1/2 0 10 1/4		Citron..... 0 16 0 18
Orange..... 0 10 1/2 0 11 1/4		
Figs—		
Flemes, per lb.....	0 10	0 14
Tappets, ".....	0 08	0 04
Apricots—		
Californian evaporated, in 50-lb boxes.....	0 14	0 15
Peaches—		
Californian evaporated, ".....	0 14	0 15
Pears—		
Californian evaporated, per lb.....	0 13	
Currants—		
Fine Filistras..... 6 25 1/2 up		Vostizzas..... 0 07 1/2 0 08 1/2
Patras..... 0 06 0 06 1/2		
Raisins—		
Sultans.....	0 05 1/2	0 07
" Fancy.....	0 10	0 14
" Extra fancy.....	0 15	0 16
Valencias, selected.....	0 05 1/2	0 06
Seeded, 1-lb packets.....	0 11	0 12 1/2
California, loose muscatels—		
3-crown.....	0 07 1/2	
4-crown.....	0 09	
Dates—		
Hallowes..... 0 04 1/2 0 05		Fards new choicest 0 09 0 10 1/2
Sairs..... 0 04 0 04 1/2		" new choic. 0 09 1/2
Domestic evaporated apples.....	0 10	

Foreign Nuts—There has been no change in nuts. Prices remain the same as last quotation.

Almonds, Tarrazona, per lb.....	0 12	0 12 1/2
" shelled Valencias.....	0 25	0 28
Walnuts, Grenoble.....	0 15 1/2	0 16
" Bordeaux.....	0 11 1/2	0 12
" shelled.....	0 20	0 25
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

Spices—Quotations in spices remain the same as last week, with trade quiet, and no new developments.

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

Rice and Tapioca—Trade is good in these lines and prices of sago and tapioca have advanced, particularly sago,

which is now quoted at 6. Every indication is that prices will remain firm and the demand good.

Rice and Tapioca—		
Rice, stand. B.....	Per lb.	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
Sago.....	0 16	
Carolina rice.....	0 08	0 08 1/2
Louisiana rice.....	0 05	0 07
Tapioca, staple.....	0 06	
" double goat.....	0 06 1/2	

Honey—There is nothing new in the honey market. Prices remain the same as our last quotations. The quality is good and the market not over-stocked.

Honey, extracted clover, in 60-lb. cans, per lb.....	0 08
" " " in 5-lb. & 10-lb. cans, lb.	0 08 1/2
" sections, No 1, per doz.....	2 00
" " No. 2, ".....	1 50
" Buckwheat, per lb.....	0 04 1/2 0 05
" sections per doz.....	1 00 1 25

Beans—It is probable that beans will advance. The quality on the market is good and prices firm.

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

Fish—While the cold weather held business showed a marked improvement, but with the following milder weather a consequent depression was experienced. On the whole, trade has been good for some time past, with little or no change in prices. Finnan haddies are fairly plentiful and are quoted this week 6c. to 6 1-2c., a half cent less than last week.

Frozen halibut, per lb.....	0 10
Fresh hadlock.....	0 05
Frozen trout.....	0 09
Fresh cod steak, per lb.....	0 06 1/2
" lobsters, boiled, per lb.....	0 25
Frozen B.C. salmon, per lb.....	0 10
Shrimps per gal.....	1 25
Whitefish, per lb.....	0 09
" winter caught, per lb.....	0 09 1/2
Herring, per lb.....	0 03 1/2 0 04
Pickered ".....	0 07 0 07 1/2
Oysters, standard, small pail.....	4 00 4 20
" selecta, pail.....	4 30
Finnan haddies.....	0 06 0 06 1/2
Ciscoes.....	1 25
Kippers, 80 to box.....	1 25
Bloaters, 80 to box.....	1 15
Mackerel, per lb.....	0 10
Labrador herring salt, No. 1, half bbl.....	3 25
Frozen sea herring, per 100.....	2 25
Boneless fish, per lb.....	0 05
Cod fish, 1-lb. bricks.....	0 07 1/2
Quail-on-toast, per lb.....	0 05 1/2 0 09
Flitch cod fish, in cases of 100 lbs., per lb.....	0 07 1/2

Hides—Hides are rather quiet just now. There is a surplus on the market and tanners are filled up, which is usual at this time of year from their having stocked earlier in the Fall. The Chicago hide market is in a very unsettled condition just at present. Fur skins are quiet; not much change in prices, with the exception of muskrat, which has advanced 2c. to 5c.

Hides, inspected, steers, No. 1.....	0 11
" " No. 2.....	0 10
" " cows, No. 1.....	0 10 1/2
" " No. 2.....	0 09 1/2
Country hides, fat, per lb.....	0 09
Calf skins, No. 1, selected.....	0 13
" " No. 2.....	0 11
Sheep skins.....	1 25 1 35
Horse hides, No. 1.....	3 00 3 25
Rendered tallow, per lb.....	0 04 1/2 0 04 1/2
Pulled wool, super, per lb.....	0 22 0 24
" extra ".....	0 24 0 25

Fur Skins.		
Badger.....	No. 1, Prime	\$0 70 \$ 1 00
Bear, black.....		7 00 15 00
" yearlings.....		3 00 7 00
Fisher.....		3 00 6 00
Fox, red.....		1 50 2 75
" cross.....		3 00 10 00
Lynx.....		3 00 6 00
Marten, dark.....		4 00 20 00
Mink, dark.....		2 50 5 00
" pale.....		1 25 3 25
Muskrat.....		0 13 0 18
Raccoon.....		0 90 1 40
Skunk.....		0 80 1 55
Wascel, white.....		0 20 0 50
Wolf, timber.....		1 00 2 00
" prairie.....		0 50 1 25
Wolverine.....		3 00 5 50

B. C. News.

Vancouver, Feb. 8, 1906.

Following the plebiscite taken on the market question at the civic elections early last month, the trades and industries committee of the Vancouver City Council has been discussing definite plans. The location was fixed by the vote taken, and now the city engineer is getting out plans for a proposed \$100,000 building. The by-law to raise debenture funds for this amount will have to be submitted to the rate-payers. The hope of creating a very considerable attraction for the ranching population by establishing the market is getting a strong support for the proposition among the business men.

Because there was but one tender for supply of groceries for the current year for civic institutions, one of the aldermen accused the retail grocery trade of being in a combine with the intention of putting up prices on the city. The lone bidder, the City Grocery Co., Limited, comes back with an offer of \$500 to be given to any public charity to be named by the alderman if he can prove his assertions, which the company indignantly deny so far as their knowledge is concerned. They claim that the prices they formerly had did not give a profit, as small quantities had frequently to be supplied on special delivery. The grocer who had the contract last year did not bid again, and he is quoted as saying that he made no money at the prices he bid. The fact that there are some 200 grocers, large and small, in the city, makes it almost impossible to get an association together, let alone a combine. The City Grocery Co.'s \$500 is still awaiting a taker.

This week the sugar ship, Cambrian King, with 5,000 tons of raw sugar from the Mauritius for the B. C. Sugar Refinery, discharged cargo at the refinery wharf. The Avsgarth, which is the next vessel expected with sugar cargo, is 60 days out from Demerara. The steamer Indradeo is under charter to bring raw sugar cargo from Fiji to Vancouver. Heretofore the Canadian-Australian line steamers have been the only vessels to bring raw sugar from Fiji.

The annual convention of the British Columbia Fruit Growers' Association was held in Vancouver yesterday and to-day. Mr. R. M. Palmer, immigration commissioner, who has returned from England, brought for exhibition before the convention the gold medal for fruit which was won over all competitors at the Earls Court Exposition a short time ago.

In the markets.—The jobbers report that they are quite satisfied with the way January trade totalled up, though, as was to be expected, it was rather quiet. The retail trade is in very satisfactory condition and both wholesale and retail report money fairly easy and collections correspondingly good.

Prospects for the approaching season are perhaps the brightest and broadest in the experience of the wholesale trade of this province. Added to the steady expansion of the province in every line, and most particularly in the way of settlement and development of agricultural lands, the prosperity of the mining in-

dustry wherever it is being prosecuted, the unprecedented expansion of the timber trade, and the very lively expectation of considerable railroad building in the coming season, give three factors of very great importance. True, it is hardly to be expected that there will be much stir in the salmon fishing industry of the Fraser River, as this is counted one of the "off years," but the northern fishing is every year expanding and there are several more canneries to be operated on northern British Columbia rivers in 1906. The establishment of traps on Vancouver Island is insuring that there will be at least a fair proportion of the fish which head for the Fraser River, caught in Canadian instead of American nets. If half the railway building is carried on this season that is projected, there will be plenty of trade to keep everyone busy.

Produce.—For the first time this season eggs have been imported into this market. Oregon fresh ranch eggs are plentiful now at the uniform quotation of 32½c. to the trade. As they are quite as fresh as the local new laid stock, the price of the latter has fallen to the same figure. Local fresh eggs are becoming very plentiful, so much so that some retailers, even in the city, are offering quantities to the wholesale trade. Very few case eggs of good quality remain on the market. They are not very good sellers now that fresh stock is freely offered. The pickled stock is selling down from 25 cents, as to quality.

Good stock eastern butter, though not plentiful, is being received in quantities to meet demand. It sells at 28c in packages. Local creamery still brings 35c., and as supply is not likely to increase for some time, and demand is not met, the price will stand yet.

Groceries.—White beans and other varieties of dried beans are entirely supplied to this market from California and for some years none have been shipped from the east. The only local supply ever handled here is in a limited way from Ashcroft and Spence's Bridge, and of this stock the quality is fine, but the growers demand more than the trade can afford to pay. The California stocks are selling here to the trade at: White, 2½c.; Lima, 5c.; pinks, 3½c.; Bayous, 4½c. Quantity is unlimited.

Demand for raisins is light at present, and prices stand at 9½c. to 10c., but easy at that. If there were much inquiry prices would likely drop as stocks are pretty heavy.

Dried fruits show no changes this week and demand is but fair. The same condition is reported of canned stocks. In both lines fair stocks are held, but not offered, as northern orders will require the larger part of what is on hand. Strawberries canned in the State of Washington are held on order for northern supply, because of the scarcity of that line in the east.

Fruit.—Coldstream apples are cleaned up. Lytton and other places in the upper Fraser valley are supplying a fairly good quantity and of very fine quality. Some better class stock from lower mainland orchards is also being offered. Good fruit brings as high as \$2 per case. Lower mainland is quoted at \$1.25 to \$1.75 per box.

Car lots of oranges are being received, and the quality is very fine now. The fact that the market got pretty well

cleaned up during the three weeks of rainy season in California recently when the packers were not shipping, has given prices an upward tendency. They range from \$2.75 to \$3.50 per case. The chances of further increase are, however, slight.

Bananas are being received regularly. They are coming in fine shape and moving out well. A car from Limon is due on the 15th.

Rhubarb of local growth, forced, of course, is being offered and brings about 12c. per lb. It is very choice.

Vegetables.—Lettuce of hot-house growth, usually in good supply all winter, has been scarce this week. Victoria green-houses supply the major part of the trade, but they have got behind orders, and it will be a week before fresh supplies will be in. Celery is pretty high yet. It is, of course, all from California now. Quotation is 75c. per dozen. Cabbage, also from California, is bringing 3½c. Cauliflower, another line brought from California, is of very good quality and selling at \$1.50 per dozen. Green onions and parsley very tastily put up in small cartons and produced locally are being offered.

Only Yakima potatoes are now offering for choice stock, as no Ashcrofts are obtainable. The quotation is firm at \$30 per ton. Local lower Fraser stock is anything from \$16 per ton down.

Australian onions will be in by the March steamer. At present the Oregon market supplies this, and the price is 3c.

N. S. Markets.

Halifax, Feb. 10, 1906.

A drop of 40 cents per hundred pounds in the price of sugar here has caused some excitement among the grocery trade, and the consumer is jubilant as the result. Such a heavy drop at one time is something unusual on this market. The decline is confined principally to Austrian granulated and was made by the wholesale merchants and not the refineries. The price quoted here now is \$3.70 per hundred pounds. The retailers are taking every advantage of the slump in prices, and are booming sugar in every quarter. In the sections of the city where the business rivalry is keen, the retailers are advertising and selling 27 pounds of this grade of sugar for one dollar, or \$3.75 per bag of 100 pounds, which is only five cents profit on the wholesale market price. There is some inside to this slump in price, and just at the present time it is impossible to get at the bottom of it. Those who are most interested in it decline to make a statement. The other grades of sugar remain unchanged, the quotations being as follows:

Granulated XXX	\$4.20
Bright yellow	4.00
No. 1 yellow	3.70
Unbranded	3.55

The Fish Market.

The local market is well stocked with fresh fish—haddock, cod, smelts, halibut, (cold storage), and lobsters. Clams are plentiful, and there are a few island oysters on the market. These are worth \$7 and \$8 a barrel, and retail at \$1 per quart. American oysters (in tins) are handled here in large quantities at this season of the year. There is not a very heavy demand for fresh fish just at

present. The light, and the reported to be pressed. This Porto Rico islands of the slight improvement, and not quoted there. Selling here are in fairly weather has the arrivals. Two cargoes from Lunenburg \$5.50 and \$5 fishermen also fish left in the expect that during the L and they are and increased

Newly laid is something parts during but such is present time is no scarcity there would jobbers to any price, but fact eggs set that the air of independence outside pointing the past from shore quantities of 30 cents per ferring to the price was cases a little weather conditions to show a demand for fresh Case eggs with several months and they are. It is reported very large storage and fresh laid (now is a ve who have th

The butter regards the very firm. big market by the farm weather air travel. The jobbers here fresh made the farmers farmer dealer. Quotation creamery price 25 cents; rolls, 22 to 24.

Fresh pork this market. to the city, loss to know from. Duri large sausage operations pork. Nine and most of that figure, possible for any money. The demand

present. The local consumption is very light, and the foreign markets are reported to be over supplied and very depressed. This is particularly so of the Porto Rico market, Trinidad, and other islands of the West Indies. There is a slight improvement in the Cuban market, and prices are steadier, cod being quoted there at \$8. Fresh herring are selling here at \$5 per barrel, and they are in fairly good demand. Though the weather has been mild and favorable, the arrivals of fish here are very small. Two cargoes of fish which arrived here from Lunenburg were disposed of for \$5.50 and \$5.75. It is stated that the fishermen along the coast have not many fish left in the stores. The dealers here expect that the demand as usual for fish during the Lenten season will be large, and they are looking forward to early and increased foreign shipments.

Eggs.

Newly laid eggs at 20 cents per dozen is something unprecedented in these parts during the early days of February, but such is the prevailing figure at the present time, and strange to say there is no scarcity. At other Winter seasons there would be a scramble among the jobbers to secure good fresh stock at any price, but it is not so this year. In fact eggs seem so plentiful on the market that the jobbers have assumed an air of independence, and dealers from outside points have found this out during the past few days. Some persons from shore points who brought large quantities of eggs to the city, refused 20 cents per dozen for their stock, preferring to take them back home where the price was just as good, and in some cases a little better. Should the mild weather continue the price is expected to show a further decline. The local demand for fresh laid eggs is fairly good. Case eggs which have been in stock for several months are quoted at 18 cents, and they are selling slow at that price. It is reported that some jobbers have very large stocks of case eggs in cold storage and this unexpected supply of fresh laid eggs coming on the market now is a very serious matter for those who have the large holdings.

Butter.

The butter situation is improving as regards the supply, but the price holds very firm. Fresh country butter is being marketed in considerable quantities by the farmers themselves, the mild weather aiding them very greatly in travel. The stocks of butter held by the jobbers here are very large, and the fresh made article coming direct from the farmers is injuring their trade, the farmer dealing direct with the consumer. Quotations here are as follows: Creamery prints, 26 cents; small tubs, 25 cents; creamery boxes, 24 cents; rolls, 22 to 24 cents, according to quality.

Pork.

Fresh pork is a very scarce article on this market. But few hogs are coming to the city, and the dealers are at a loss to know where to draw a supply from. During the week some of the large sausage makers had to suspend operations owing to the scarcity of pork. Nine cents is the price quoted, and most dealers decline to offer above that figure, as they claim that it is impossible for them to handle it and make any money out of it at a higher price. The demand everywhere appears to be

good. Those who have hogs alive are still holding out for more money, as they are familiar with the condition of the market at the present time.

Collections Good.

Jobbers report business very satisfactory, and up to all expectations as far as the city trade is concerned, but business from outside points is a little slow. Collections in most cases are very good.

N. B. Markets.

St. John, Feb. 15, 1906.

Business continues rather quiet except in regard to that pertaining to Winter port traffic. This will be a record year. Every effort is being made to have adequate facilities for the further increase expected next season. This is of great importance, as the size of the steamers which will want to come will both require deeper water and longer wharves. It begins to look as if the great increase in the size of steamers would greatly affect Montreal in the Summer business. If Quebec is awake she should find in this her opportunity.

In markets there is little of interest. There is a further decline in sugar. In spices, ginger is rather higher. Cloves, while still high, are rather easier. Pimento and cinnamon are firmer. Cream of tartar, which a week or two ago touched a low point, already shows an advance and is firm.

Oil—While there is still a steady sale for burning oil, the price of which is low, it is not so important a factor in trade. Lubricating oils have a fair sale for later delivery, but the outlook is just fair. In paint oils prices will rule high, linseed oil being much higher than last season. The prices were at that time extremely low. Turpentine is extreme and seems likely to be even higher. Cod oil has been at a good price all season, showing better value than was expected, owing to large outside demand.

Salt—In Liverpool coarse salt prices are firmly held. Imports have been somewhat larger during the last few weeks and there being but a fair demand there is a considerable increase in stock held in store. In fine salt some small shipments of Liverpool factory filled have been received. Owing to the increased sale of Canadian fine, imports are much smaller than a few years ago.

Canned Goods—Vegetables are still being sold cheap. Peas are very low. Corn is firmer and better values should rule. Tomatoes are higher and the situation is a firm one, the more so because the high price in the United States will prevent our getting supplies there as has been done during the past two seasons; however, in the face of this, some are found naming a lower figure than they could replace at. In meats, prices will rule low, though dealers could not now buy at the price at which many made their contracts for Spring. Salmon and fruits unchanged. A fair sale for apples. Oysters firmer. In domestic fish a fair stock of sardines; other lines short supply; some

nice Jamaicas still offered. Lemons low and just a fair business. In apples, best stock brings high prices, but low grade stock is hard to sell at any figure. Nice Malaga grapes still offered. Cranberries, owing to extreme price, are not imported.

Dried Fruit—California seeded raisins have somewhat recovered from the decline. Prices are still reasonable; there is a good sale. Valencias have had the best season for some years, ruling much lower than other varieties. Prunes are firmer, particularly small sizes. Apricots and peaches firm; sales small. Dates a fair stock; prices rather higher; there is improved demand each year for package dates. Figs and peels dull. The latter are higher. Evaporated apples hold at high figures, which affects the sale and makes a fair demand for dried. Onions are easy; Canadian stock has kept poorly. Some Valencia onions have been imported; these bring a higher price.

Molasses—There is a fair demand; prices are easy. The fancy Barbadoes being imported is having a good demand, and if present price can be maintained, will be an active competitor of Porto Rico.

Fish—The broken weather has affected business in fresh fish, for which there is a good demand at this season; quite full prices rule. In dry fish values are still high, though market somewhat dull. Pickled herring are in light supply and high figures rule. Smoked herring hold firm at full figures. Haddies rather quiet.

SECURED AGENCY FOR THE STATES.

The A. F. MacLaren Imperial Cheese Company, who have for about a year represented Maconochie Bros. & Co., of London, England, in Toronto and the Province of Ontario, have secured the agency for the same firm for the Province of Quebec, and also for the United States. This is not only a tribute to the satisfactory manner in which the A. F. MacLaren Imperial Cheese Company looked after their principals' business in Ontario, but is peculiarly interesting from the fact that a Canadian firm has been given charge of the business of an English company in the United States. It is usually the other way around.

The agreement between the MacLaren Imperial Cheese Company and Maconochie Bros. was consummated this week. Mr. A. W. Maconochie visited New York and there had a conference with Mr. Henry Wright, the president, and Mr. C. L. Marshall, the manager, of the agency department of the MacLaren Imperial Cheese Company. The two latter gentlemen returned to Canada on Wednesday. They regretted that they could not bring Mr. Maconochie with them, but the latter's visit to this continent was so brief that he had not time to go beyond New York.

Among the lines manufactured by Maconochie Brothers are preserved fish, peels, pickles, sauces, marmalade and jams, and, as pointed out in The Grocer a few weeks ago, their trade has recently grown enormously in Canada.

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Markets.

Feb. 10, 1906. r hundred pounds... here has caused... ng the grocery... er is jubilant as... avy drop at one... ual on this mar... nined principally... and was made... ants and not the... oted here now is... ds. The retailers... age of the slump... ooming sugar in... sections of the... rivalry is keen... lising and selling... of sugar for one... g of 100 pounds... ts profit on the... There is some... price, and just... is impossible to... Those who are... decline to make a... grades of sugar... quotations being

.....	\$4.20
.....	4.00
.....	3.70
.....	3.55

arket. well stocked with... , smelts, halibut... sters. Clams are... are a few island... These are worth... and retail at \$1... oysters (in tins)... rge quantities at... There is not a... fresh fish just at

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.

Secretary Coulson returned early in the week from a successful trip in Saskatchewan, and handed to The Canadian Grocer the following list of new members: H. Stevenson, Bishop & Reddin, H. De Janey, Tyvan, Sask.; W. J. Ross, Hamilton Bros. & Co., M. Byers, Stoughton, Sask.; Docker & Fraser, Munroe & Co., Robt. Bell, Neward, Sask.; Mimm & Dundas, W. G. Rowland, Francis, Sask.; J. E. Nitty, L. A. Freeland, Osage, Sask.; Hall, MacDiarmid & Co., Morrison & McLeod, Campbell Bros., Fillmore, Sask.; Williams & Griffith, S. R. Carruthers, Creelman, Sask.; Craig & Dobson, Johnston Bros., Rouleau Supply Co., Rouleau, Sask.; W. H. Duff, Drinkwater, Sask.; J. A. Weir, L. D. Sparling, Wilcox, Sask.; W. Franklin, R. S. Anderson, C. A. Turner, M. S. Fredenberg, Milestone, Sask.; A. W. Adams, S. C. Wright, Lang, Sask.; F. B. Elliott & Co., Yellowgrass Supply Co., F. Stewart, Yellowgrass, Sask.; Wm. LaChapelle, L. Foisie, McTaggart, Sask.; W. Home, L. A. Freeland, Weyburn, Sask.; Wedin Bros., Midale, Sask.; E. S. Conant & Son, P. D. Hives, Halbute, Sask.; Hopper Bros., Estevan, Sask.; N. Dupuis, Hitchcock, Sask.; F. Letschke, Halbute, Sask.

Brandon grocers have for some time had their own retail association, and it has been very successful. Realizing the benefits of affiliation with an association comprising the trade of three provinces, they have joined the Western Association.

It should be clearly understood by the trade that the invitation to the convention this week is not confined to the members of the association, but that all bona fide retailers will be made welcome.

On January 30 the first local meeting of the Dauphin branch was held in McCreary, the dealers present being Jno. Campbell, Mackinac; Jos. Hemlin and Harry Houde, St. Rose du Lac; U. Trottier, P. Trottier and Jos. Boisvert, Laurier; J. Burgoyne, S. Burgoyne, P. Riddell and Jas. Riddell, McCreary. J. Boisvert acted as chairman and John Burgoyne as secretary, and were later elected president and secretary of the Dauphin branch, while John Campbell was elected vice-president. A price list on staples was adopted. Another meeting will be held on the 10th inst.

ANNUAL MEETING OF W.R.M.A.

The annual meeting of the Retail Merchants' Association opened in Manitoba Hall, Winnipeg, on Tuesday afternoon, the 13th inst., with a fair attendance of dealers from Manitoba, Saskatchewan and Alberta.

The secretary-treasurer's report was in part as follows:

Mr. President and Gentlemen:—I beg herewith to submit my first annual report. The term just closed has been a very busy one in the way of organization work, and the association has been placed in such a position that its success is assured. The membership has been increased by over 400, and branches of the association have been formed in the greater part of the three Provinces of Manitoba, Saskatchewan and Alberta. From what I can learn these branches are in fairly good working order, considering that this is practically the first year in the life of the association, and that it is therefore still in its infancy.

In the course of my work in the new provinces I have found that it will be necessary to increase the strength of our executive in order to give Saskatchewan and Alberta an equal representation with Manitoba. The three provinces are now well represented in our membership, and I believe that at this convention we should elect our standing and special committees, and settle down to a business basis of association management.

Before electing your executive for the ensuing year a revision of your by-laws and constitution will be necessary for the reason that, while the present by-laws and constitution were sufficient at the time of organization, they are inadequate now.

I would also strongly advise the publication of a monthly or semi-monthly trade bulletin or publicity sheet, which could be mailed to our members free. We could publish in this paper the names of "dead beats" or bad pay customers on the following basis:

If any of our members having on their books a number of people from whom they cannot collect—and I am sure that all have some—will send in the name and address, with the account in duplicate, to the head office of the association, the account will then be mailed to the delinquent, with a request to arrange settlement before a certain date, failing which his name will be listed and he will be unable to get further credit in his vicinity. This will have the result of securing payment in the majority of cases, and the list will be a protection to association mem-

bers, as by reference to it they can ascertain whether an applicant for credit has settled with his last dealer. It will also prevent the same customer from running more than one unpaid account. This publication will not cost the association or its members anything, as I am satisfied I can secure enough advertising to cover the cost.

The report then emphasized the necessity of establishing a permanent office in the office quarter of the city, the work of the association having grown to such proportions as to make this absolutely necessary.

The financial statement showed that the association had been able from the membership fees to pay all the expenses of an expensive year, devoted entirely to organization work, and that there was a small balance on hand, and with the fees for the coming year the association could easily be financed.

"In conclusion," said the report, "I believe that, considering the wide scope of the work that has been carried on, the association has reason for gratification at the present satisfactory state of the finances, and that we may see in the work of the past year many reasons for gratification. A great deal of good work has been accomplished, the heavy part of the organization work completed, and the expenditure has not exceeded the receipts. The association has reached a point in its development where its high ideals and its sincerity are beyond question. What its future shall be depends on the earnest cooperation of its members."

E. M. Trowern, of Toronto, secretary of the Dominion association, was present and in a two hours' speech urged the affiliation of the Western association with the Dominion association. The Western Hardware Association met in the same hall, and after consultation it was decided that both associations should become sections of the Dominion association. It was also decided that the general merchants' section and the hardware section of the west should have a joint board which would supervise matters of common interest. The general merchants' section elected the following officers: President, J. F. Hunter, Boissevain; first vice-president, R. Bogue, Moosejaw; second vice-president, J. A. MacDougal, Edmonton; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain.

The officers of the western board, which includes also the hardware merchants, are now as follows: President, W. G. McLaren, Souris; first vice-president, G. K. Smith, Moosejaw; second vice-president, H. C. Hamelin, Winnipeg; secretary, W. A. Coulson; treasurer, J. E. McRobie.

A mass meeting of the western board including general merchants and hardwaremen, was held on Wednesday night and addressed by wholesale men.

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We are offering exceptionally good value in above lines, at present time.

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Prices are right, Quality is right.
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F. W. FEARMAN CO.,
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Brains Rule
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with Brains

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CORNED and ROAST BEEF
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BONELESS TURKEY

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Sole Western Sales Agents

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CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

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Prompt shipment and one quality, namely, the best

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

73-75-77 Colborne Street

Toronto.

February 16

The cheese seems to have prices lately however, weakness or interest at a lower quantity of so very little made no imp the value of at least, the er offers from they remain ers to come

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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market in Great Britain seems to have had a gradual decline in prices lately. It is an open question, however, whether this is a genuine weakness or a manipulated one by interested parties wishing to buy goods at a lower price than what holders are willing to accept. At any rate, the quantity of goods for sale in Canada is so very limited that this move has made no impression on holders' ideas of the value of their goods and, meanwhile at least, they pay no attention to lower offers from the British markets, but they remain firm and quietly await buyers to come on.

There have been a number of cable inquiries lately, and although but very little real business has resulted, this has encouraged holders not to sacrifice their goods. Recent estimates of total stocks of cheese in Canada are placed at 115,000 to 125,000 boxes. Of these only about 25,000 boxes are actually offered for sale, the balance being held here for account of British importers, and, with fully two and a half months of non-production before us, this quantity cannot possibly cause any anxiety on the part of the holders.

There are several "bear" arguments being brought out now: one is a larger production of New Zealand cheese. It appears that the New Zealanders had contracted their "output" of butter, but finding cheese the better paying product they stopped making butter and are making cheese instead. Another argument is that the Canadian fodder make of cheese will start earlier. But how can we make new milk cheese before the cows come in? And no matter what the relative value of butter and cheese may be when the new milk comes in, many farmers would rather make butter than cheese, as they need the skim milk to feed to their stock.

Last week the 24th annual convention of the Huntingdon Dairymen's Association was held.

Mr. Robert Ness, president and chairman, in opening the convention, said that he knew of stables into which the light never entered, unless the door was opened—a state of things which should not be.

Mr. L. Simpson, of Vallevfield, stated that in the future a proper record would be kept of the production of each cow in the Montreal Cotton Company's herd on their farm at Vallevfield. It was well known that many cows did not yield enough milk to pay for their keep, although it was also true that some Canadian herds averaged 6,000 pounds each per annum, while there were instances of a 10,000 pound average.

Mr. C. F. Whitley, of Ottawa, addressed the convention on the improvement of dairy herds. No indifference should be manifested by the farmer on this subject, because the average out-

put of the cow in Canada could be easily doubled. The cost of testing milk three times a month was really very trifling. The first cow testing association had been organized at Cowansville, and three others had since been formed to secure improvement in the individual animal, which was the crucial point, and the very root and foundation of successful dairy farming. In Denmark, under this system, the product of milk per cow had been increased over 800 pounds a year, and in butter from 30 to 50 pounds within three years, and on 9,000 farms, possessing 165,000 cows, daily tests were made. In one district alone in that country the average of 50,000 cows had been raised to over 7,700 pounds of milk per annum. The average product of milk in Ontario was only 1,000 pounds per acre, although on some farms the yield was three times as much, and this was more like the standard. In every herd they had tested they had found as great a difference as something over \$25 per annum between the poorest and the best animals.

Mr. J. H. Grisdale, farm instructor of Ottawa, stated that one million cows in Quebec averaged only 1,200 pounds of milk per head, and strongly recommended the daily weighing of the milk as the best and most profitable system. Testing only took one minute per day, or half an hour per month. He gave the instance of a discouraged dairyman who was only getting \$34.50 per annum per head out of his cows, but after adopting the daily test he raised his yield during the following year over \$5 per head during a period, moreover, of low prices. Finding out by his tests that he had three or four poor cows, he got rid of them and increased his average to \$50 per cow: \$60 and then \$70 followed, and in 1904, which was a very bad year for prices, a little over \$60—in 1905 \$75. This man, after the cheese factories closed, sent his milk to Montreal. He strongly advised farmers to stick to grade cows. In another case, in Vandrevil county, there were two men living and working side by side. One had 13 and the other from 39 to 40 cows. Six years ago the former bought a good, pure bred bull, and the result was that this man, with the small band, had a monthly income of from \$80 to \$90, compared with the other man's \$90 to \$100.

Mr. Grisdale next discussed sanitation in connection with dairying and food for the stock in a most interesting manner, and the convention was a decided success.

THE PROVISION SITUATION.

No new feature of importance has transpired since our last report; the volume of domestic trade has been good and prices well maintained.

Arrivals of live hogs have been slow

and unimportant during week under review, and would have been barely sufficient to keep factories going had not the previous week's arrivals been over abundant. This circumstance shows in a clear way the uncertainty of farmers' deliveries. Prices have been ruling high for some long time, and have practically placed the industry on an unremunerative basis. When, therefore, the drop in export markets was reported, and a corresponding drop in values on the purchasing market here took place, farmers at once held back deliveries, and when approached refused to sell. It is expected that arrivals will be more abundant next week, and it is probable that competition for hogs will result in a recovery in part, if not in whole, of the recent decline.

Reports from U. S. points make note of firm and advancing markets on that side, and mention the possibility of packers finding difficulty to keep pace with demand.

The English market is firm at previous decline, but buyers are critical as to quality, and are showing disposition to discriminate materially in their buying.

OUR LONDON LETTER.

By Our Own Correspondent.

February 3, 1906.

Another week has passed, but still the London produce markets continue without any improvement. Nor does there seem to be any prospect of better trade in the near future. However, should any one of the produce markets suddenly assume a more satisfactory tone, it would not create any great amount of astonishment, for during the past few months buyers and sellers have been deceived in their surmises on more than one occasion.

Butter.—The market is just now very quiet indeed, if possible more so than last week. In view of the fact that importers have been steadily giving way in the matter of price, it might have been expected that buyers would have seen their way to exhibit some greater alacrity to purchase on the more favorable terms. Apparently they have refrained from rushing at present quotations in the expectation that prices will be forced still lower. It is difficult to believe that retailers, having bought so sparingly during the past few weeks, can have very much on hand. Again, it is difficult to believe that the advance in price per pound has caused any serious difference in the public consumption. Under these circumstances, one might be justified in looking for better transactions before long, but in view of the fact that importers have large quantities of butter on hand, the chances for higher prices seem to be small. From Australia and New Zealand alone, some 72,000 boxes of butter have been received during the past week.

Cheese.—The cheese market is but

slightly better than the butter market. It is true that some importers report a slightly stronger demand, but for the most part they advise trade as being very dull. Retailers also say that they are having difficulties in disposing of such supplies as they have, and it would appear that the slowness of the cheese market must be attributed to lack of interest on the part of the consuming public. If this is the case, the very high prices, which have been asked for cheese during the past few months, must be partially responsible for the attitude of the public. Cheese has ceased to be of the same importance as an article of consumption with the lower classes as it used to be, and consequently any fluctuation in price is more likely to affect the consumption. It is understood on this side that supplies of

cheese from Canada are not to be expected on so large a scale during the next week or ten days, and sellers are finding satisfaction in this fact.

Bacon.—The market opened with a very slow demand early in the week, and, although there has within the last day or two been an all round reduction of 3s., it cannot be said that the buying is very brisk even at present quotations. A very careful investigation shows that the demand is just a trifle better. "The whole trouble has arisen from the fact that, with such small quantities finding their way to this market, the price of raw material advanced, and sellers have had to squeeze the last penny out of the trade. The demand has thus been almost strangled." So says one of the London produce papers.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market is steady. The prices remain unchanged and the demand good. Live hogs are scarce, and bacon and ham stronger. Fresh abattoir stock, fine, selling at \$10 to \$10.25, and country dressed firm at \$8.25 to \$9, with good demand. Lard firm.

Lard, pure tierces	0 104
" " 56-lb. tubs	0 11
" " 20-lb. pails, wood (104)	0 114
" " cases, 10-lb. tins, 50 lbs. in case	0 118
" " 5-lb. "	0 118
" " 3-lb. "	0 113
Lard, Boar's Head brand, tierces, per lb.	0 077
" " 4-tierces, per lb.	0 08
" " 50-lb. fancy tubs	0 083
Cases, 20 3-lb. tins, per lb.	0 083
" " 12 5-lb. tins "	0 083
" " 6 10-lb. tins "	0 082
20-lb. wood pails, each	1 65
20-lb. tin pails, each	1 55
Wood net, tin gross weight—	
Canadian short cut mess pork	\$20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 14
Hams	0 124 0 134
Extra plate beef, per bbl.	11 50 12 00

Butter.

The butter market does not show great changes. Dealers pay fancy creamery 23c. Good fine is obtainable from 22c. to 22½c. The local consumption is getting larger, and stocks are becoming proportionately smaller. It is thought the markets may come down and consequently dealers are afraid to buy in quantities.

Choice creamery	0 22 0 23
Finest creamery	0 22½ 0 22½
Good to fine creamery	0 21½ 0 22
Western dairy	0 20 0 20½
Manitoba dai y.	0 19½ 0 20
Fancy Townships	0 20½ 0 24
Fresh dairy tubs	0 20 0 20½
Fresh rolls	0 19 0 20½

Cheese.

The cheese market continues firm at 13 to 13½c., though it is intimated in some quarters that easier prices are not without the possibilities. Business is quiet, and little trading on export account noted.

Eggs.

The present mild weather, if it continues, will have the effect of lowering the market 2c. or 3c. As it is, prices remain unchanged, with business fairly good. Retailers are disposed to buy more freely, though in small quantities.

Cold storage	0 14½ 0 18
Fresh	0 16 0 17
Pickled	0 20 0 21
Selected	0 20 0 21
Fresh laid, guaranteed	0 24 0 25½

TORONTO.

Provisions.

Trade has been fairly active in demand, and prices rule firm. The weakening in live hogs which was noted last issue has recovered itself, and dressed prices have also firmed up. Stocks held are particularly light, and arrivals are readily placed. In fresh meats trade has been good, but, with the exception of lamb, which shows an advance of ¼c., no quotable change is reported.

Long clear bacon, per lb.	0 11
Smoked breakfast bacon, per lb.	0 14
Roll bacon, per lb.	0 11 0 12
Small hams, per lb.	0 13½
Medium hams, per lb.	0 13
Large hams, per lb.	0 12
Shoulder hams, per lb.	0 10½
Bacon, per lb.	0 16
Heavy mess pork, per bbl.	18 00
Short cut, per bbl.	21 50
Shoulder mess pork, per bbl.	14 50 15 00
Lard, tierces, per lb.	0 104
" tubs "	0 104
" pails "	0 11
" compounds, per lb.	0 07½ 0 07½
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	6 50 8 00
" front quarters	4 50 5 50
" choice carcasses	6 00 7 00
" common	4 00 5 00
Mutton	0 08 0 10
Spring lamb	0 11½ 0 12½
Veal	0 10
Hogs, street lots	9 00 9 25
" dressed, car lots	8 50

Cheese.

The cheese situation continues an exceedingly strong one. With storage stocks held by large dealers, and foreign markets reporting holdings as below previous estimates, there appears every prospect of continued strength.

Cheese, large	Per lb. 0 13½
" twins	0 14

Butter.

There has been active trade in butter since our last issue. Arrivals, however, have been amply sufficient to maintain stocks; prices have, therefore, shown no great strength. Dairy prints are now quoted at 1c. decline.

Creamery prints	Per lb. 0 25
" solids, fresh	0 23½
Dairy prints	0 20 0 21
" in tubs	0 18
" large rolls	0 19 0 20

Eggs.

Egg stocks, both pickled and cold storage, are nearly depleted. New laid have arrived freely. Demand continues good. Prices for N. L. have declined ½c.

New laid eggs, per doz. (nominal)	0 21 0 22
Fresh	0 19
Pickled	0 17

WINNIPEG.

Butter.

Butter has been steady since the decline noted last week. Selling prices to the trade are now quoted as follows:

Finest fresh creamery, in 56-lb. boxes	0 24 0 25
" " in 28-lb. boxes	0 24 0 25
" " in 14-lb. boxes	0 24 0 25
" " in 1-lb. bricks	0 27

Supplies are more liberal in the country, but the quality continues poor. Produce houses are paying about 19c. for No. 1 dairy delivered in Winnipeg.

Cheese.

Price is advancing.

Finest Ontario, large	0 141
" Manitoba, large	0 137
" " twins	0 141
" " small	0 137

Lard.

Prices continue as follows:

Tierce basis, per lb.	0 107
Small packages take the following advance:	
50-lb. tin cans, per lb.	0 004
20-lb. tin pails, in 80-lb. cases, per lb.	0 004
10-lb. " in 60-lb. "	0 004
5-lb. " " "	0 004
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 004

Cured Meats.

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " "	0 15
Bacon, " "	0 14
Picnic, " "	0 08½
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
" assorted sizes	0 09½
Shoulders, " "	0 08½
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 14
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" " rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11
" " smoked	0 12
" " boneless backs	0 12
Shoulders " "	0 08½

BARREL PORK.

Heavy mess pork, boneless, per bbl.	17 00
" " per ½ bbl.	9 25
Standard mess pork, per bbl.	16 50
" " per ½ bbl.	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 50	1 25
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 04			
" " hocks	0 04			

Eggs.

Produce houses are paying 25c. to 26c. per doz. for new laid eggs.

ST. JOHN, N.B.

Provisions.

In barrel pork there is little of domestic offered. Pack is very light. Even with quite full prices asked for American, local packers find it hard to compete. Beef unchanged; sale very light. A steady sale for smoked meats at full prices. Lard seems firmer, though the American market continues to change from day to day. Very little Canadian offered. Refined lard keeps low. In fresh beef there is slack demand; price, particularly of domestic, is low. In the west a rather firmer feeling reported. Veal is little seen; a fair price asked. Mutton shows a fair

value. I high.

Mess pork, per
Clear pork,
Plate beef,
Domestic bee
Western beef
Mutton,
Veal,
Lamb,
Pork,
Hams,
Rolls,
Lard, pure, to
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MEATS.

0 11
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PORK.

17 00
9 25
16 50
9 00

(COOKED).

40 lbs. 20 lbs. 15 lbs.
3 00 1 60 1 25
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4 50 2 50 2 00
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value. Lamb is quite firm. Pork keeps high.

Mess pork, per bbl	\$19 00	\$21 00
Clear pork, "	18 50	20 00
Plate beef, "	13 00	14 50
Domestic beef, per lb.	0 05	0 06
Western beef, "	0 09	0 09
Mutton, "	0 06	0 07
Veal, "	0 07	0 08
Lamb, "	0 19	0 10
Pork, "	0 09	0 09
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11	0 12
" pails, "	0 12	0 12
Refined lard, tubs	0 08	0 08
" pails	0 08	0 09

Butter.

There is rather freer supply, and prices are easier. Quality must be the best to bring best price.

Creamery butter	0 23	0 28
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fair	0 16	0 18

Eggs.

Stock is being freshly offered and prices are lower. The market seems easy.

Eggs, strictly fresh	0 26	0 30
Eggs, fresh	0 25	0 30
case stock	0 20	0 22

Cheese.

There is just a fair business. Prices too high for large sales. Stock light. For local demand twins demanded.

Cheese, per lb.	0 13	0 14
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FIRMER BACON.

The Canadian trade agent at Leeds refers to the demand for Canadian bacon, and says that the English trade would prefer more hard bacon. Canadian produce is making good headway, and he recommends that effort be made to capture a larger share of the North of England market.

THE PACKING INDUSTRY.

In 1890 there were only two packing houses in the Canadian export bacon trade having a weekly capacity of some 3,000 hogs. Last year the weekly capacity of the sixteen packing houses in operation was about 50,000. According to the season the output from Canada has reached about \$15,000,000 annually, or 20 per cent. of the total quantity of bacon imported by Great Britain.

OUTLOOK FOR HOGS IN U. S.

Chicago Live Stock World: There are no indications that enough hogs will arrive during the month of February to let packers out of a deep hole they seem to be in. Local traders estimate the month's run at 600,000 to 750,000. In February, 1905, receipts of hogs were 727,000, and very few men identified with that branch of the live stock trade expect that many this month. Last February prices ranged from \$4.40 to \$5.12, but the market was on the upturn, and by April the best hogs were selling at \$5.72. Conditions from the seller's standpoint are better now than they were a year ago. The demand for fresh pork is decidedly stronger, and packers haven't anything stored away to back up a bluff with. There are no hogs in the east, and the demand from that source is so strong that shipments are constantly increasing. All things considered, hog producers have the long end of the stick.

CLARK'S Concentrated SOUPS

This line is labeled in our usual attractive style.

Quality right, each tin contains 6 portions and

retails at 10 cents per tin. We pack a

number of different kinds.

ALL THE WHOLESALE
TRADE CARRY THEM.

They're Sellers!



**The Fact That
Nicholson's Mince Meat**

is made with Pepsin and high-grade Spices is sufficient reason for you giving it a try in your store. Let us send you a quantity of this delicious Mince Meat.

You already keep, or should keep :

- 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.
G. R. DOOPER
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.

Butchers, Merchants and Hide Buyers
Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freight. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

White Spruce BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now, for delivery later,
it will **Pay You**
WALTER WOODS & CO.
Hamilton and Winnipeg.
Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ORANGE MEAT AND SUCCESS

Grocers, now that the public has discovered the true importance of

Orange
Meat



as an article of daily use there is an ever-increasing demand for it, so ever-increasing opportunities for grocers to make money.

Orange Meat

is justly proclaimed the best breakfast food obtainable to-day. Everything relating to it—the quality of the wheat, the process of manufacture, the plant—is the acme of excellence.

The price of **ORANGE MEAT**, like the quality, is stationary. The regular package sells at 15c. and contains coupons redeemable for valuable premiums. The **JUMBO** package sells at 25c. and contains 2½ times as much as a 15c. package of other goods.

See that you get the share of **ORANGE MEAT** business to which you are rightfully entitled.

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

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

The general condition of the flour and cereal markets has been one of inactivity during the week under review. Domestic trade in flour has had chiefly the character of satisfying immediate requirements, and has lacked any spirit of enterprise. In grain a degree more interest has been apparent, but not of any great importance.

It is reported that about 30 to 40 per cent. of the wheat from the west is more or less smutty, a feature of serious moment to the market, and one which works against ready business.

The export trade has been difficult to manipulate and very little new business effected. A good deal of movement has been going on with some dealers, but this is on account of earlier orders. In flour especially, the export trade has been difficult, English bidding being considerably out of the run of dealers' prices on this side, and apparently prices are inclined to run away down.

The smaller country millers are reporting a somewhat unique situation. Bran and middlings are commanding good sales at high prices, for stock leads, but the slowness of flour prevents their getting at these products. On this account some millers are disposed to sell out flour on a low basis, so as to keep the mill going and secure bran and middlings for their local buyers, prices of which are sufficiently high to allow a slight shading of values to encourage buyers.

Altogether the outlook is not considered a good one for the immediate future. The key of the situation is with the export trade, and prices offered are unremunerative to present holders.

PRICE OF FLOUR IN WINNIPEG.

The improbability of a great and permanent reduction in the price of flour—a thing fondly hoped for by the housewife—seems to be indicated by the prices of flour for the past three years, which are given below:

	Per bag.
March, 1903, First Patent Hungarian Flour	\$2.00
March, 1904, First Patent Hungarian Flour	2.65
March, 1905, First Patent Hungarian Flour	2.95
January, 1906, First Patent Hungarian Flour	2.45

The cost of flour depends upon three things—cost of wheat, cost of freight and cost of milling. The last two show a reasonable and steady decline, while the first is, as every western farmer knows, exceedingly jumpy. It is true that the cost at present is somewhat down, but no prediction can be made of the price of flour next half year.

Unfortunate it is, that the chief price factor, the cost of raw material, is the only one which can not be expected to drop. Owing to improved methods of milling, and the continuance of a steady demand which enables mills to run at

full capacity for long periods, together with the competition in the trade, there is no likelihood that the cost of manufacture will do anything but decline. But this decline will be unimportant. All millers are agreed that competition is keen, and so far as they are concerned, profits are not over-great.

NUTRITIVE VALUE OF FLOUR.

Experiments have been going on for some years at the University of Minnesota to determine the nutritive and digestive qualities of Graham, entire-wheat and standard patent flour.

Graham flour is unbolting ground wheat.

Entire-wheat flour contains all the wheat except a portion of the bran, which is removed with a coarse screen.

Standard patent is a fine, white, bolted flour, containing neither the bran nor the germ.

The different flours were made from the same wheat, and the relative values of each were determined from digestion experiments with healthy young men. In all, seventy-two experiments were made, the result of which showed that while the coarser foods were somewhat superior as regards the total protein and ash present, they were inferior to the white flour as regards digestibility. Without exception, white flour was found to have the most available energy on account of being so much easier than the others to digest.

WINNIPEG'S NEW MILL.

The Western Canada Milling Company is at present rearing a new mill in St. Boniface, which will be driven by electrical power. This motive force is also to be employed shortly in the Ogilvie mills. The power developed will amount to 1,400 horse-power, and both flour and oatmeal mills will be shortly served with the new force. Oatmeal mills will, it is expected, be electrically driven for the first time on the first of March, and the flour mill on the first of May.

MONTREAL MARKETS.

Flour.

The quotations for flour are unchanged. There has been no price-cutting during the past week and the market is steady. This condition is satisfactory to millers and the jobbing trade generally.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	2 00	2 10
Royal Household.....	4 60	
Glenora.....	4 20	
Manitoba spring wheat patents.....	4 60	
" strong bakers.....	4 10	
Buck's heat flour.....	2 10	
Five Roses.....	4 60	

Grain.

There has been little activity in the grain market. No. 3 yellow corn, formerly quoted at 52½, is now selling at

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.....	2 00	2 10
.....	4 60	4 60
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.....	4 60	4 60
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.....	2 10	2 10
.....	4 61	4 61

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"MADE IN CANADA"

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

Shredded Whole Wheat

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

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

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

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

Saskatchewan Soil

in the vicinity of Moosomin is rich in the chemical salts necessary for the production of the best "Red Fife" Spring Wheat. That's one reason why

"Gold Crown" Flour

is unexcelled. You need it in your business, Mr Grocer.

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



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

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

Ask Your Wholesale Grocer for It.

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

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

THE DOW CEREAL AND MILLING CO.



Eastern and Western Buyers of Car Lots ROLLED OATS

Wire or write us for prices on

PILOT MOUND, MAN.

The reliable and well-known
BUFFALO BRAND

Clean and Sweet
MANUFACTURED BY
THE DOW CEREAL & MILLING CO.
Pilot Mound, Manitoba
NICHOLSON & BAIN, Winnipeg, Man.
Sole Sales Agents

51, and No. 2 peas now sell at 78. Otherwise there are no changes.

No. 4 barley.....	0 47½
No. 2 white oats.....	0 40½
No. 3 white oats.....	0 39½
No. 3 yellow corn.....	0 51
No. 2 peas, basis 78 per cent. points.....	0 78

Rolled Oats.

On account of a cutting among Ontario millers, the price of rolled oats has been considerably reduced, as prices will show. The peculiar position exists of oats being firmer and higher and the prepared product lower. This cutting will in the long run prove more disastrous for the larger millers than the smaller, the loss being proportionately heavier. How long this will continue is open to question, but it must be a losing game all round.

Fine oatmeal, bags.....	2 20	2 30
Standard oatmeal, bags.....	2 30	2 40
Granulated ".....	2 20	2 25
Rolled oats, ".....	2 25	2 30
" 90-lb. bags.....	5 10	
" 80-lb. bags.....	2 25	2 10
" bbls.....	4 70	

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

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

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

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

MYERS' ROYAL SPICE STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots.....	6.15
250 ".....	6.15
100 ".....	6.15
50 ".....	6.15
25 ".....	6.15
5 lb. Sacks.....	7.38
2 lb. pkgs., cases 2 doz.....	5.54 per case

POULTRY.

25 lb. Bags.....	9.23
5 lb. Sacks.....	9.23
2 lb. pkgs., 360 lbs. in case.....	7.75 per case
½ lb. pkg., ".....	8.86 "

Hog Powders (5 gross)..... 3.08 per gross

Less 5% for cash on all lines.

H. N. BATE & SONS, Limited, OTTAWA

Feed.

The feed market is firmer all around, and it looks as if the prices would go. The market, however, is very quiet for heavy business as there is practically nothing going through.

The wheat market is steady, especially higher. Shorts are obtainable in sufficient quantities to supply the demand. Ontario and Manitoba bran is very scarce, although the demand is strongly in the States, where it has fluctuated considerably recently. There is no change in the Manitoba market.

Dealers find it impossible to fill the demand for mill feed.

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

Hay.

The local hay market is very steady at present. There is plenty offered and the demand is not very strong. The export market is not so firm as it has been the past three or four weeks. The stocks at Portland, Boston and St. John are pretty well cleared out, as the steamers have taken full cargoes to the United Kingdom.

The markets abroad are fairly steady. The stocks at Liverpool and other points in the United Kingdom are almost cleared up, and English hay is nearly finished. The market is in a receptive condition, but buyers are inclined to refrain from taking hold freely. Indications point to improvement, however, as the market has gained four shillings. Good No. 2 is selling well locally, while stocks are ample for requirements.

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

TORONTO MARKETS.

Flour.

There has been little movement in the flour market. Domestic trade has been particularly slow since our last report, and export demand has been unimportant. Offers from England are much below dealers' prices and very little new trade has been effected. Prices have fluctuated somewhat but no material change is recorded.

Manitoba wheat patents, per bbl. in bags.....	4 30	4 50
Strong bakers ".....	4 10	4 10
Ontario wheat patents ".....	4 00	4 00
Straight roller ".....	3 50	3 75

Grain.

Trade has not been over active since our last report; arrivals have been slow to come in. At outside points reports denote only fair deliveries at the mills. Most millers, however, are carrying heavy stocks, and would be ready sellers at improved prices. It is mostly considered that prices are on too low a base

to warrant selling. In most lines prices have firmed up a little.

All on track Toronto.....		
Manitoba wheat, Northern No. 1.....	0 86½	
" " " No. 2.....	0 84	
" " " No. 3.....	0 82½	
Red, " per bushel.....	0 75	
White, " ".....	0 78	
Mixed " ".....	0 79	
Barley, No. 1, ".....	0 49½	
" No. 2, ".....	0 49	
" No. 3x, ".....	0 46	0 46
" No. 3, ".....	0 43	0 43
Oats, new, ".....	0 35½	0 36
Peas ".....	0 79	
Buckwheat ".....	0 52½	0 53
Rye, per bushel, ".....	0 70	

Breakfast Cereals.

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

Oatmeal, standard and granulated, carlots, on track, per bbl.....	4 50
Rolled wheat in boxes, 100 lbs.....	2 25
" " 50 lbs.....	1 20
Rolled oats, standard, carlots, per bbl., in bags.....	4 00
" " " " in wood.....	4 25
" " " " for broken lots.....	4 75

ST. JOHN, N.B.

Flour, Meal and Seed.

In flour, prices are unchanged, a fair business reported.

Oatmeal is rather lower and market somewhat unsettled. Corn meal is easy. Beans are little changed, particularly Yellow Eyes are low.

Barley, just a fair sale.

In seeds full prices are asked. Clovers are even higher than last year. Particular care is being given to quality this season.

STOCK NOW.



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

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

**A. A. McFALL
Miller and Grain Merchant**

Bolton, Ontario, Canada,

Write for Samples and Prices

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**Sutton's
 Worcestershire
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 be beaten
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 quality
 and price**

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

GOOD ADVERTISING

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

TWO FIRST-RATE ADVERTISEMENTS.

There is no better way of "talking type" than that of reproducing well-set advertisements.

This week I was able to secure two first-rate specimens of the art, and no doubt their appearance on this page will be helpful to other grocers.

I consider the announcement of Clancy M. Buell to be one of the best retail advertisements that have run in Canadian papers. Typographically, it is almost perfect. And in phraseology it is just about as strong. Occasionally I come across advertisements that are set attractively, but the matter itself has nothing to commend it.

Buell's advertisement is a pleasing exception. The man who wrote the announcement (and somehow I imagine it was Mr. Buell himself) knew his business, and the man who set it knew his business too.

The advertisement is surrounded by an appropriate border. It is balanced throughout. Only two fonts of type are employed, and the body type is set without an indentation.

Even to the untrained eye an advertisement such as Buell's appeals quickly. There are practically only three things to look at—the two display lines and

Clancy M. Buell

I have bought the R. R. Dowsley grocery next to the Recorder office. I have had a good business experience and by careful attention to your wants I hope to merit a generous share of your patronage. I am determined to make freshness, purity and high quality the standard of this store. See how well I can please you.

GROCERIES

the text; and all three are divided with uniformity. No matter which margin you select, there is about the same amount of white space.

And notice the skilful way in which Mr. Buell appeals to his readers. True, a good deal of "I," but not a particle too much for such an occasion. The advertisement of a "new" grocer must necessarily be straightforward and ani-

but where the compositor failed to consummate his idea was in the closing sentences of the advertisement.

The matter beginning "Try our 25c. and 40c. Ceylon Teas" and ending with "Town" should have been indented three or four ems like the opening sen-

GOOD GOODS AT LOW PRICES

WE are not running a reduction sale for a few days, but are selling goods cheap every day. Below we quote a number of our cash prices.

Redpaths granulated sugar, 23 lbs. for	\$1 00
Redpaths yellow sugar, 25 lbs. for	1 00
5 lbs. new selected raisins	25
Finest Sultana raisins for	8
Good cooking figs, 7 lbs. for	25
7 lbs. rice for	25
5 lbs. tapioca for	25
Finest quality of Ingersoll cheese per lb.	13
Aylmer canned peas, a can	6
Aylmer canned corn, a can	8
Aylmer canned tomatoes	8
7 bars comfort soap for	25
2 bars oatmeal soap	5
Soap chips 4 lbs for	25
Good canned salmon per can	10
1 qt bottle tomato catsup	13
Pure family lard	12

Try our 25 and 40c. Ceylon Teas they are the very best value.
 Butter and eggs at Market Prices.
 Prompt delivery in any part of the town.

GOULD BROS.

mated and contain more or less laudation of past experience and present principles.

This advertisement of Buell's is worth a study. The layout might be copied or partly copied, and the matter itself is a first-rate exemplar of clear-cut coherent statements.

The advertisement of Gould Bros., which appeared in the "North Ontario Times," while not perhaps so perfect a specimen as the advertisement spoken of above, is a pleasing example of good advertising.

The compositor has here striven for balance and he has met with more than an ordinary measure of success. A neat border is employed. Also a good display type. The border on the centre piece might have been less ornamental.

ences. This would have insured uniformity of style, have preserved balance and would generally have enhanced the effect.

The matter of Gould Bros.' advertisement is strong and pithy and entirely in accord with what one would expect knowing the purpose of the announcement. Grouping off the priced items was a happy idea, besides a good stroke of business. No reader can have any doubt about what is for sale in Gould Bros.' store.

Next week I shall continue my talk on "How Advertisements Might Be Improved," and shall select two or three advertisements from Canadian papers for criticism. Keep this page intact for a comparison of your own.

A. A. B.

McWILLIAM
Mc. AND E.
EVERIST

The present arrivals of California Navels are Heavy Fruit, High Color, Sweet and Juicy. Our selections are complete.

Our orders ahead have been confirmed for

California Celery,
(Season drawing to a close)

Mexican Oranges,
(Demand greater than supply.)

Messina Lemons,
(Sufficient coming in to supply all wants)

Have two cars to arrive this week.

25-27 Church St., TORONTO

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The demand for green fruits has been of greatly improved character during week under review. Reports from all points are of practically same nature.

California fruits are well to the front. Oranges have greatly improved in quality, and are evidently controlling public favor. The early arrivals, which were green and immature, somewhat checked the market, but by careful manipulation any evil consequences have been averted. Bananas have also recovered the market, and are ready sellers at firm prices.

Messina lemons are good sellers, and are showing in excellent quality; prices, however, are ruling firm, being influenced by advance reports from primal points. California lemons are easier and are selling mainly at western points.

In Maritime Provinces markets are good, the greater demand being for oranges. Cranberries are practically depleted.

The apple condition is one of great strength. Good fruit commands a good price, and export trade continues excellent. Cables from Liverpool denote good sales and high prices; 11,000 barrels were sold at recent auction at prices ranging from 19s. to 24s. 6d.

Vegetables have only been of moderate local interest.

A SUGGESTED EXPERIMENTAL FARM FOR NIAGARA.

The executive of the Niagara Peninsula United Fruit-Growers' Association had a meeting at St. Catharines on February 3, to take further steps towards requesting the Government to establish an experimental farm in the Niagara district. After a good deal of discussion as to where the farm should be located, a resolution was passed asking the Government to locate the farm where suitable soil may be obtained, adjacent to good hotel accommodation and proper railway facilities.

At the last meeting of the association the appointment of delegates to go before the Tariff Commission at Ottawa to apply for increased tariff on fruit, was left to the executive committee. The executive committee gave out the information that they had not appointed anyone, as none of the fruit-growers around St. Catharines seemed anxious to go, the feeling there being that the tariff should remain as it is, notwithstanding resolutions to the contrary passed at the general meeting of the Niagara Fruit-Growers' Association some time ago. Growers west of there will probably send a deputation to Ottawa on their own account, but there will be probably no representatives from the Niagara Peninsula Fruit-Growers' Association.

LOBSTER TO GIVE WAY TO COD.

News to hand from Louisburg states that the cod fishery will be prosecuted on a more extensive scale from this port next season than for many years past. Of late fishermen have devoted their attention mainly to lobster fishing during the early part of the season. The scarcity of lobsters and the present high prices ruling for codfish will induce many to give up the lobster fishing and devote their whole attention to codfishing.

THE SALMON PACK.

A despatch from Anacortes says: "H. B. Drisko, superintendent of the Northern Fisheries Co's cannery, places the probable pack of sockeye salmon for the coming season at 100,000 cases, or less than one-fourth last season's pack. The Alaska Packers' Association will operate only one cannery on the Sound the coming season."

VICTORIA, B.C., FRUIT MARKETS.

The following interesting paragraphs are extracts from the Victoria, B. C., Times and are noteworthy at the present time as giving an insight into the conditions of the fruit market there:

It has been estimated by some that the orchards of this district are increasing at the rate of about one million trees a year, and that in consequence there will soon be a glut in the fruit market with a corresponding drop in prices below the profit line. In order to find out if such a result is likely to follow the present development of the industry, and also to get an idea of the past season's output, an interview was obtained with Mr. Arthur Brenchley, local manager for F. R. Stewart & Co., who in substance said as follows:

"This last season nine full carloads of large fruits, such as apples, pears, plums and prunes, were shipped from Victoria to Manitoba, and the new provinces. Besides these smaller shipments were made regularly, amounting in all to at least fifteen carloads. Then there was the local demand, which would amount to about three carloads. Although this may not at first sight look very big, yet, when it is considered that the first car was shipped from Victoria in August of 1902, and that the crop last year was below the average, the result is very satisfactory. In spite of the small crop of apples, Bartlett pears and plums there was an increase of about fifteen per cent. over last year's shipments."

The strawberry crop last year was not much more than half the average, yet he estimated that the total output of the district was one hundred and forty thousand pounds or seven car-

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loads. A large part of this was consumed locally, but enough were shipped to keep the eastern buyers in mind of the superior flavor of the Victoria berry.

During the last year or two the packing and grading has very much improved, but even yet there is room for improvement in many cases. The improvement is due to the strict enforcement of the Fruit Act, both Dominion and provincial. There is often a good deal of grumbling at the severity of the inspectors, but it is necessary to be severe if we are to keep the markets. Laxity in packing and grading means the loss of markets, the end of which would be that Victoria would cease to be a shipping point.

Upper British Columbia is entering into the business in competition, and this competition is bound to be keen. There the trees are all young, while in the Victoria district many of the orchards are old, and have been neglected for years, therefore inspection is doubly important. One box of sealy fruit may result in the condemnation of a whole shipment, causing a very great loss to the shipper.

APRICOT DRYING.

The apricot is of the same species as the plum, and a native of Armenia. In appearance it resembles the peach, the color being red on the side next the sun, and the flesh yellow. California largely supplies the American market, although some apricots come from Italy and France. The California apricot blossoms in March and ripens in July. The growers have their own drying plants and work together in the drying season. After the fruit is cut by women and children, it is spread on trays and put into an air-tight chamber where it is sulphured for three hours. This bleaches the fruit and prevents it from becoming wormy. After bleaching it is allowed to remain in the sun for a couple of days, when it is built into large piles in order that it might sweat. When the sweating process is finished it is put into sacks and cases ready for shipment.

VEGETABLE-GROWERS MEET.

The Vegetable-Growers' Association, with George Syme as president, met in the Albion hotel, Toronto, and discussed the best ways to grow celery and rhubarb. On the celery question Mr. Syme expressed his opinion that the best kind of soil for this plant was a sandy loam. Mr. Syme also stated that the rotten heart so often found in the bunches of celery was caused by small insects, and that these insects could be exterminated by a mixture of a bushel of lime, a pound of Paris green, and a pound and a half of alivor, and spreading this mixture around the celery bed.

Mr. Thomas Dilworth, of Weston, spoke on the rhubarb question, stating that the plants should be grown in partial instead of total darkness, as had been the custom of many growers before that time, stating that by so do-

Imported Specialties

We endeavor to keep steady supplies, even in the most "out of season" periods, of fruit luxuries such as Pineapples, Head Lettuce, Cucumbers, Mushrooms, Tomatoes, Sweet Potatoes, Green Peppers, Grape Fruit, Cauliflower, Celery, Tangerines, Parsley, Spinach, Green Onions, etc., which all help to let you cater to "special occasions," and can be secured from us at a moment's notice.

SPECIAL—Car of Yellow Danver Onions, 140-lb. sacks, finest hard quality, \$2.25.

WHITE & CO., LIMITED

TORONTO and HAMILTON

W. B. STRINGER

90%^o

J. J. McCABE

About 90% of the lemons that come to Ontario are Franc Tracuzzi's brands, 50% of which is his famous "ST. NICHOLAS" and still it is not unusual to be unable to buy a box of "ST. NICHOLAS" on this market for as much as a week at a time—THEY CERTAINLY MEET WITH READY SALE.

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

Navels Higher, but Much Better Quality

Although higher in price, Navels are arriving much improved in flavor. Well worth the extra cost. We have one car "Sky-high" brand, due Feb. 9th, and one car "Camellia" and "Herald" brands due Feb. 14th. Send in your orders. We always have the goods.

The F. T. JAMES COMPANY, TORONTO

33 Church St., 76 Colborne St.

MALAGA GRAPES

The best in town. \$5.50, \$6.00 Keg.

California Cauliflower—\$3.50 crate.

California Celery—\$5.00 crate.

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

FANCY CALIFORNIA CELERY—\$4.75 case.

SPANISH ONIONS—Large case, \$3.00.

" " Small " 1.00.

EX. FANCY NAVEL ORANGES—At \$3.25 box.

FANCY MEXICAN ORANGES—\$2.50 box.

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

BY HIS FRUITS YE SHALL KNOW HIM



E. D. Smith wants to be known as a maker of **Pure Jams and Jellies.**

He desires to state right here that not only does he **guarantee his goods**, but he gives the finding of the Government Analysis.—**"The E. D. S. Brand is absolutely pure."**

A Grocer who buys the **E. D. S. Brand** buys the best, from his own standpoint, from his customers' standpoint.

See that the Jams and Jellies in your store have **E. D. S.** on the label. That's a guarantee there will be no "fines."

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

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

We have JUST RECEIVED Car Extra Fine **CALIFORNIA CELERY**, Car **SEVILLE** (Marmalade) **ORANGES**, Car **FANCY WASHINGTON NAVELS**. We have also due end of this week, Car **EXTRA FANCY CALIFORNIA NAVELS**. The **CELEBRATED "GOLDEN ORANGE" brand**, excelled by **NONE**, and very desirable sizes.

Above all, at most favorable prices. Send us your orders and they shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

ing the plant roots were made stronger and would stand more than one pulling.

MONTREAL MARKETS.

Green Fruits.

The fruit market has been steady and the demand fair. The present cold weather makes it difficult to safely handle some varieties of fruits and vegetables. Mexican oranges are selling quite freely from \$2.35 to \$2.50. Valencias advanced 25c. a case on account of the price in foreign markets having been increased. It is expected that within the next ten days there will be another advance in the price of this brand.

One Montreal firm disposed of two cars of lemons on the 12th at \$2 to \$2.15.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	5 00	
Tangerines	3 25	
Navels	3 25	
Dates, per lb.	0 04	0 14
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	5 50	
Jamaica grape fruit, per box	4 50	5 00

Apples	2 50	5 50
Lemons, per box	2 50	
Jamaica oranges, per bbl.	5 25	
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	6 50	
" Choice	6 00	
Cranberries, N. S., nominal	2 00	
" Cape Cod	3 00	
Spanish onions, cases	2 75	
Grape fruit, Florida	6 10	6 50

Vegetables.

Good business has been done in the vegetable market, although the cold weather handicapped the dealers to a certain extent. Many changes are noticeable in the quotations. The tendency has been towards an all round rise in prices.

California cauliflower is selling from \$3.40 to \$3.60.

Florida tomatoes, which recently were \$5, are now selling \$6.50. There has been a rise of ten cents in potatoes, and the prices of most other vegetables have been increased.

Potatoes, per bag	0 65	0 85
Spinach, per bbl.	0 35	0 75
Sage, per doz.	1 00	
Savory, per doz.	1 00	
Green peppers, per basket	1 00	
Home-grown cabbage, per bbl.	0 75	
Tomatoes, Florida	5 00	6 50
Egg plant, per doz.	2 75	
Red onions, bbl.	3 00	
Turnips, bag	0 60	
Water cress, per doz.	0 75	
Grand Rapids lettuce, per box	2 00	2 25
" per doz.	0 50	
Boston lettuce, per doz.	0 80	1 35
Sweet potatoes, per basket	2 25	
" per bbl.	5 00	
Celery, per crate	5 00	
Cucumbers, per bbl.	3 25	
Cucumbers, per doz.	3 00	
New potatoes, per bbl.	7 50	
Mushrooms, per lb.	0 60	
Brussels sprouts, per quart	0 13	
Carrots, per bag	0 50	
Horse radish, per lb.	0 10	
California cauliflowers	3 40	3 56

ONTARIO MARKETS.

Green Fruits.

The week's business in fruit has been very good. Prices are much the same generally, but Valencia oranges, bananas and pineapples have materially advanced, particularly pineapples which are very scarce. Fresh arrivals of dates are on the market, and it is possible they will advance shortly.

Oranges, California, 96's to 100's, per box	3 25	3 50
" 250's to 288's	3 25	3 50
" Mexican, 96's to 250's, per box	2 25	2 50
" Florida, 95's to 216's	4 50	5 00
" Valencia, 420's, 714's, per case	2 75	3 00
Marmalade, 2 1/2's, per box	5 50	6 00
Lemons, Messina, 300's 360's, per box	5 50	6 00
Grapes, Almeria, per barrel	13 00	
Cranberries, fancy Jersey's, per barrel, nominal	4 00	
" per case	4 00	
Apples, fancy spies, per box	1 00	
" greenins, per box	1 40	
" Winter varieties, per barrel	7 75	
" cooking, per barrel	2 00	
Bananas, per bunch, firsts	1 75	2 00
" Jumbos	2 00	2 25
Pineapples, per case	7 00	
Grape fruit, Florida, 46's, 96's, per box	4 75	
Tangerines, Florida, fancy 1/2 strap	2 00	

Vegetables.

Cabbage are coming in rather freely just now, and are in good demand. Imported cauliflowers are also in good demand, with fair prices. Spinach at \$1 per bushel finds ready sale, as does also broccoli sprouts at 40c. a quart. Some nice rhubarb at \$1 per doz. bundles, and green onions at from 10 to 15c. per doz. bunches are shown, and find ready sale.

Potatoes, kiln dried sweet, bushel hamper	2 00	
Potatoes, per bag	0 90	1 00
Onions, per bag	1 25	1 30
Onions, Spanish, per small crate	1 10	
" large cases	3 00	
Onions green, per doz. bunches	0 10	0 15
Cabbage, per bbl.	2 00	
Cauliflowers, California, per crate	3 50	3 75
Beets, per bushel	0 50	
Carrots, per bushel	0 50	
Lettuce, per doz. bunches	0 30	
" imported, per doz.	0 35	0 40
Radish, per doz.	0 50	0 60
Cucumbers, hothouse, per doz.	2 40	
Mushrooms, 1 lb. boxes, per lb.	0 80	
Celery, Californian, per case	4 50	
" pony case	2 75	
Beans, white, prime, bush	1 75	
" hand-picked, bush	1 50	
" Lima, per lb.	0 07	
Tomatoes, Florida, 6 ba ket crates	5 00	
" extra choice, 6 basket crates	4 25	
Rhubarb, 1 doz. bds.	1 00	
Broccoli sprout, qrt.	0 40	
Spinach, bush	1 01	

MANITOBA MARKETS.

Green Fruits.

Lemons are easier in tendency, with modified quotations. Oranges in fair demand, with prices firm at previous quotations.

ORANGES AND LEMONS.

Fancy California navels, 126's, per case	\$3 50
" 150's to 250's, per case	4 00
California lemons, 300's and 360's, per case	4 50

ONTARIO WINTER APPLES.

Northern spies, XX, per bbl.	\$4 50
" XXX	6 00
Ru-seta, per bbl.	4 50
Almeria grapes, per keg	6 50
Winter pears, (B.C.), per case	3 50
Cranberries, (Jersey), per bbl.	12 00

Vegetables.

Valencia onions, (large cases)	\$1 50
Spanish onions, per case	1 50
Native onions, per lb.	0 03

ST. JOHN, N.B.

Green Fruits.

There is a fair business. Valencia oranges selling freely; prices firmer. California stock now received is good. The sale was injured by the poor quality of the early shipments. Floridas are keeping badly.

To Who

is our Mo orders for

- 1/4 Oil Si
- 1/4 Oil S
- 1/4 Mustar
- 1/4 Tomat
- 3/4 Mustar

Also Her Herring, Clams, et lists and on request

CONN BL

Lool

J.

W

Dealer

LONDON— Cable

MARKETS.

Fruits.
 Fruit has been in demand for some time. Valencia oranges, bananas have materially advanced. Fresh arrivals of pineapples in market, and it is expected to advance shortly.

per box.....	3 25	3 00
er box.....	2 25	2 00
or case.....	4 50	4 00
r box.....	2 75	2 50
r barrel, nominal.....	15 00	14 00
r case.....	4 00	3 50
rel.....	1 40	1 25
.....	1 75	1 60
.....	2 00	1 85
er box.....	4 75	4 50
ap.....	2 75	2 50

ables.
 In rather freely good demand. In are also in good rices. Spinach at ready sale, as does at 40c. a quart at \$1 per doz. bunches from 10 to s are shown, and

hel hamper.....	2 00	1 80
.....	0 90	0 80
.....	1 25	1 10
.....	1 40	1 25
.....	3 00	2 80
.....	0 10	0 05
.....	2 00	1 80
.....	3 50	3 25
.....	0 50	0 45
.....	0 50	0 45
.....	0 30	0 25
.....	0 35	0 30
.....	0 50	0 45
.....	2 40	2 20
.....	0 80	0 75
.....	4 50	4 25
.....	2 75	2 50
.....	1 75	1 60
sh.....	1 50	1 40
.....	0 07	0 05
crates.....	5 00	4 50
ket crates.....	4 25	4 00
.....	1 00	0 90
.....	0 40	0 35
.....	1 00	0 90

MARKETS.

Fruits.
 in tendency, with Oranges in fair firm at previous

IND LEMONS.

per case.....	\$3 50
to 250's, per case.....	4 00
60's, per case.....	4 50

ENTER APPLES.

.....	\$4 50
.....	6 00
.....	4 50
.....	6 50
.....	3 50
.....	12 00

ables.

.....	\$1 50
.....	1 50
.....	0 60

HN, N.B.
Fruits.
 business. Valencia early; prices firmer. Now received is good, but the poor quality of the fruit is being badly.

To Wholesale Grocers of Canada

GET BUSY

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

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

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

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



Largest Sale in the World.

King Oscar Sardines

The Most Delicate Flavor and Purest Olive Oil.

Ask your Wholesale House

JOHN W. BICKLE & GREENING, Hamilton, Ont.
 CANADIAN SELLING AGENTS

LITTLE NECK CLAMS

"OAK BAY" Brand

These goods, packed by THE McDONALD PACKING CO., FAIRHAVEN, N. B., are so well and favorably known in Canada that grocers require no special recommendation from us - They are profitable sellers.

Look up your stock—New Pack will be ready for delivery on and after April 1st.

J. W. WINDSOR, Sole Agent, MONTREAL

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in
 Canadian,
 American
 and Eastern Produce

Consignments
 Promptly Attended to.
 Correspondence
 Solicited.

CORRESPONDENTS :

LONDON—Frame & Co., 21 Mincing Lane.

NEW YORK—Frame & Co., 132 Front Street

Cable Address : BOYD--TRINIDAD.

CODES USED : Lieber's, A B C, 5th edn. A1—Premier and Standard Shipping

CRACKNELS

are always in demand, and when you have our light, crisp, dainty, easily digested Puff C'knel, you need fear no rival. Each biscuit is "light as a feather." One of our special shapes is

"CUP CRACKNEL"

made hollow for holding preserve.

It's as much a favorite as our HEART CRACKNEL.

Bear this in mind when ordering

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 COMPARISON IN POINT OF QUALITY OF STEWART'S

Chocolates and Confectionery with goods made in competition is our strongest argument for

PURITY and EXCEPTIONAL VALUE

WHY Sell Inferior Confections?

Your Customers expect the Best and Purest

THAT MEANS STEWART'S

THE
STEWART COMPANY
TORONTO LIMITED

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

The claim put forward that . . .

MOTT'S CHOCOLATES

are the Canadian Standard of purity and perfection has not and cannot ever be contradicted.

The consumer knows it.
The dealer knows it.

Remember to order

"DIAMOND" and "ELITE"
Brands.

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

J. A. TAYLOR
MONTREAL

SELLING AGENTS:
E. S. McINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

Reasons

You yourself, "Why case of Per am satisfied of"

Grocer be satisfied you have th

Here make us sa



are the be to handle.

"They finest grad butter and are made perfect bal ness, light piping hot air-tight ti priced."

Do yo "like the a

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VART'S

PANY
LIMITED

COCA

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Milk

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IMITED

**Cogent
Reasons Arrayed**

You are perhaps asking yourself, "Why should I try a sample case of Perfection Cream Sodas? I am satisfied with my present stock of—"

Grocer, Esq., you should not be satisfied till you are positive that you have the best biscuits.

Here are the reasons which make us say



are the best soda-biscuits for you to handle.

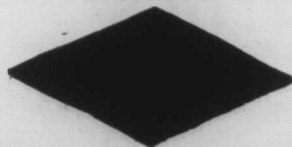
"They are made from the finest grade of flour, the purest butter and the richest cream. They are made by a process that ensures perfect baking—whiteness, crispness, lightness. They are packed piping hot in moisture-proof paper, air-tight tins. They are reasonably priced."

Do you know any other biscuits "like the above"? Names, please.

Get "Perfections."

**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

BISCUITS AND CONFECTIONERY

USING A SPECIALTY.

Every dealer who is alert to the best interests of his business recognizes the desirability of having a "leader" of some kind by which his store is distinguished from the ordinary. He does this not only for the actual profit that arises from the sales of this particular line, but for the benefits that redound to the business generally. It is for this reason that some of our most progressive dealers have paid more attention of late to their confectionery department, and those who have done this, have been amply repaid for their trouble and investment.

There is probably no other line carried by the grocer that the general public is so conversant with, as confections. The people have become educated in this line, to want the best and purest that can be produced, and the dealer who will make it a feature to procure the choicest of bon-bons and confectionery will find it a good investment.

Few other lines carried will give the tone and superiority to a business as will the reputation of having a good line of confections always on hand. In the showcase they can be arranged tastily and without taking up a great deal of room, and as a window decoration they are most attractive and pleasing.

COLORED CONFECTIONERY.

A bulletin dealing with highly-colored confectionery was issued by the Inland Revenue Department. One hundred and eleven samples were collected, the chief object being to ascertain whether any of the colors used in the manufacture of such sweetmeats contained mineral impurity, under which term is understood metals, lead and arsenic. The examination resulted in demonstrating the entire absence of these metals. In only one case was the presence of arsenic shown, but in such a very minute quantity as to be completely harmless.

A CONFECTIONERY WINDOW.

The pretty effects that can be obtained with the use of bon-bons and other confectionery in window dressing are numerous and varied. Apart from fruits, perhaps, nothing else in the store can compare with them in attractiveness, and nothing else can be arranged so indicative of what you would wish the general teler of the store to be.

It is said that clothes do not make the man; that may be, but they certainly have their place in forming the first impression. So the dressing of the win-

dow goes far to give an impression of what may be found behind that window.

It is not necessary, and perhaps not advisable where one's window space is limited, to give it all up to the display of confectionery, but at least a part of the window can be profitably appropriated for this purpose. The use of fancy baskets is one of the prettiest and latest ways of exhibiting sweets. These baskets should be shallow and not too large. They may be square, round, heart shape or in fact any shape the dealer chooses, and the more attractive they are of themselves, the greater will be their value in bringing out the beauty of the display. A layer of colored paper shavings is first placed in the baskets, and on top of this are laid the bon-bons in symmetrical rows. The advantages of these shallow baskets are two-fold. On account of only one layer being used, a small amount makes quite an elaborate display, and for the same reason the contents of the baskets may be easily changed from time to time without fear of any under ones being marked by pressure.

The deck of the windows should be raised say six or eight inches for an exhibit of this kind in order to take away the appearance of any flatness which might result from the use of the shallow baskets.

If only part of the window is used for this display, it had better be placed on an elevation in the centre, and surrounded by the other things that are to be shown, which of course, must be something which will be in harmony with the confectionery—say nice clean-looking fruit, either domestic or imported.

NUTMEGS GALORE.

A wholesale grocer in a Canadian city not long since received an order from a country merchant which read something like this:

"Please send me 3 bls. of sugar and 3 of nutmegs." The sales manager, who received the order, thought that 3 bbls. of nutmegs were wanted as well as 3 bbls. of sugar, but in order to comply with the request he had to send out on the street and buy up practically all the available stock in sight.

Of course the country customer did not want 3 bbls. of nutmegs and he is at a loss to understand how the wholesaler should have thought that he did. "Why, my dear sir," he said, "I could not sell 3 bbls. of nutmegs in fifty years."

It is an interesting fact that the Province of Alberta has twelve creameries under Government control with an output of 800,000 lbs. annually, and ten creameries which are run privately.

Every grocer has a call for **Maple Syrup** and **Maple Sugar**.
 When you get a demand from your customers see that you have
 the **genuine, absolutely pure** and unblended

Grimm Pure Maple Syrup

Buy this Brand. Write Us for Particulars.

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

Fortify yourself against
inclement season.

VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.
 There is money and satisfaction in handling
 Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
 WATT, SCOTT & GOODACRE MONTREAL

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers,
27 COMMON ST., MONTREAL

Looks
Inviting



Doesn't
It?

**SOUTHWELL'S
JAMS and MARMALADES**

have always been considered the best by those competent to judge.

They have been before the public for many years and have always given the best of satisfaction.

See that your supply of **SOUTHWELL'S JAMS AND MARMALADES** is kept up.

FRANK MAGOR & CO.
 Canadian Agents
MONTREAL

Shirriff's Flavoring Essences

supersede all others for
**Flavoring Power, Purity
 and Excellence**

MANUFACTURED BY
IMPERIAL EXTRACT CO., - Toronto

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In Euro

Walter



Registered.
U. S. Pat. Off.

costs less than o

Their Premium
Wrappers and
chocolate in the

Their Germa
and good to drink
ful; a great favor

Buyers should
genuine goods.
package.

Walter

D
Branch Hou

CA

Ask

6 1-g

12 1/2-g

24 1/4-g

If y
prompt

THE PEOPLE OF
JAMAICA

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

**KINGSTON
"GLENER"**

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Sixty
Years of
Popularity

**COX'S
GELATINE**

may now be
had in a new
form as



**COX'S
INSTANT POWDERED
GELATINE**

It dissolves instantly in hot water.
No trouble Recipes in every box.

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

GUARANTEED TO GIVE SATISFACTION

**STONE CREEK MAPLE SYRUP
ROYAL MAPLE SYRUP
MAPLE SUGAR**

Grocers, your customers will take to these goods. Hadn't you better order a supply? Any quantities can be furnished on short notice. For sale by

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard **Forbes Bros.**
Ottawa, Ont. Montreal, Que.

T. KENNEY & SON

Hallerton, Que. **Manufacturers**

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

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.



The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

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

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

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

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

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S

Cream Soda Biscuits

McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

**IRRESISTIBLY
DELICIOUS**



**A QUICK, STEADY AND PROFITABLE
ACCOUNT FOR ANY DEALER.
ADVERTISED EVERYWHERE.**

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont.; S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure, \$4.50 per case	24 pints to case, wine measure, \$2.50 per case
12 ½-gal. " " " 4.80 "	12 qt. bottles, 2.40 "
24 ¼-gal. " " " 4.80 "	5-gal. tin, Imperial measure, 1 to case, 3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

THE DOMINION BANK

PROCEEDINGS OF

The Thirty-Fifth Annual General Meeting of the Stockholders.

The Thirty-fifth Annual General Meeting of the Dominion Bank was held at the Banking House of the Institution, Toronto, on Wednesday, January 31st, 1906.

Among those present were noticed:

Dr. Andrew Smith, Messrs. J. G. Ramsey, Barlow Cumberland, W. R. Brock, R. T. Gooderham, H. C. Hammond, Cawthra Mulock, E. B. Osler, M.P., J. J. Foy, K.C., David Smith, R. J. Christie, J. M. Bond, A. W. Austin, F. J. Harris, Ira Standish, E. C. Burton, A. R. Boswell, Jno. T. Small, J. Bruce Macdonald, W. Mulock, Jr., Sidney Small, H. Gordon Mackenzie, J. Gordon Jones, F. J. Stewart, Wm. Ross, W. G. Cassels, Geo. D. Scott, N. F. Davidson, W. H. Cawthra, J. A. Proctor, David Kidd, F. D. Benjamin, J. F. Kavanagh, S. Samuel, W. C. Harvey, W. Dixon, C. Holland, F. J. Phillips, Wm. Davies, H. W. A. Foster, W. C. Crowther, E. W. Langley, H. S. Harwood, R. M. Gray, Richard Brown, Henry Johnson, Wm. Spry, W. Glenney, Frank H. Hill, Jno. J. Dixon, G. N. Reynolds, F. C. Taylor, F. G. Hodgins, W. C. Lee, F. E. Macdonald, Jno. Stewart, Thomas Walmsley, T. G. Brough, and others.

It was moved by Mr. W. R. Brock, seconded by Mr. A. W. Austin, that Mr. E. B. Osler do take the chair, and that Mr. T. G. Brough do act as Secretary.

Messrs. A. R. Boswell and W. G. Cassels were appointed Scrutineers.

The Secretary read the report of the Directors to the Shareholders and submitted the Annual Statement of the affairs of the Bank, which is given herewith.

To the Shareholders:

The Directors beg to present the following statement of the result of the business of the Bank for the year ending 30th December, 1905:

With deep regret your Directors have to record the death, which occurred in October last, of Mr. William Ince, who had been a member of the Board since 1884. The vacancy was filled by the appointment of Mr. R. J. Christie.

Branches of the Bank have been opened during the past year in Hespeler, Ontario; in Winnipeg, at No. 643 Port-

Bloor street and at the Union Stock Yards.

Premises have been secured in Windsor, Ontario, and a branch will shortly be opened there.

All Branches of the Bank have been inspected during the year.

E. B. OSLER,

President

Toronto, 31st January, 1906.

LIABILITIES.

Notes in circulation	\$ 2,651,956 00	
Deposits not bearing interest	\$ 4,390,832 67	
Deposits bearing interest (including interest accrued to date)	29,692,275 74	34,083,108 41
Balance due to London Agents		694,169 84
Total liabilities to the public		37,429,234 25
Capital stock paid up		3,000,000 00
Reserve Fund	\$ 3,500,000 00	
Balance of profits carried forward	249,437 97	
Dividend No. 93, payable 2nd January.....	75,000 00	
Former dividends unclaimed	167 50	
Reserved for exchange, etc.	42,137 90	
Rebate on bills discounted	107,762 34	
		3,974,505 71
		<u>\$44,403,739 96</u>

ASSETS.

Specie	\$ 1,084,210 73	
Dominion Government demand notes.....	2,455,477 00	
Deposit with Dominion Government for security of note circulation	150,000 00	
Notes of and cheques on other Banks.....	1,842,022 49	
Balances due from other Banks in Canada.....	699,243 18	
Balances due from other Banks elsewhere than in Canada and the United Kingdom.....	968,345 25	
Provincial Government securities	91,019 25	
Canadian Municipal securities and British or Foreign or Colonial public securities other than Canadian	669,160 76	
Railway and other bonds, debentures and stocks	2,649,334 23	
Loans on call secured by stocks and debentures..	4,417,263 70	15,026,076 59
Bills discounted and advances current.....	28,564,199 67	
Overdue debts (estimated loss provided for).....	335 00	
Mortgages on real estate sold by the Bank.....	6,000 00	
Bank premises	800,000 00	
Other assets not included under foregoing heads	7,128 70	
		29,377,663 37
		<u>\$44,403,739 96</u>

T. G. BROUGH,

General Manager.

Toronto, 30th December, 1905.

Balance of Profit and Loss Account, 31st December, 1904	\$134,572.64
Profit for the year ending 30th December, 1905, after deducting charges of management, etc., and making provision for bad and doubtful debts.....	490,495.20
	<u>\$625,067.84</u>

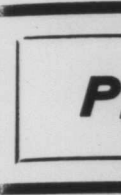
Dividend 2½ per cent., paid 1st April, 1905.	\$75,000.00	
Dividend 2½ per cent., paid 3rd July, 1905.	75,000.00	
Dividend 2½ per cent., paid 2nd Oct., 1905.	75,000.00	
Dividend 2½ per cent., payable 2d Jan., 1906.	75,000.00	\$300,000.00
Written off Bank Premises	75,629.87	375,629.87
Balance of Profit and Loss carried forward.....		<u>\$249,437.97</u>

age Avenue and at the corner of Notre Dame and Nena streets; and in Toronto at the corner of Dovercourt Road and

The Report was adopted, and the thanks of the Shareholders were tendered to the President, Vice-President, and Directors for their services, and to the General Manager and other Officers of the Bank for the efficient performance of their respective duties.

The following gentlemen were elected Directors for the ensuing year: Messrs. A. W. Austin, W. R. Brock, R. J. Christie, T. Eaton, J. J. Foy, K.C., M.L.A., W. D. Matthews and E. B. Osler, M.P.

At a subsequent meeting of the Directors, Mr. E. B. Osler, M.P., was elected President, and Mr. W. D. Matthews, Vice-President, for the ensuing term.



COMMERCIAL TO S

The fifth co-association for commercial Education recently, by 200 delegates and members commerce thr

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E. B. OSLER,
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January, 1906.

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PROGRESSIVE RETAILING

COMMERCIAL EDUCATION; HOW TO SYSTEMATIZE IT.

The fifth congress of the German Association for the Improvement of Commercial Education was held at Wiesbaden recently. The congress was attended by 200 delegates, mostly representatives and members of the various chambers of commerce throughout Germany.

It was decided to recommend more intensive methods in the instruction of commercial geography, and to use every possible effort to add to the pupil's knowledge of products. Technical training as to the proper application and worth of different raw materials was of prime importance to every student. The idea of this is to give young men an opportunity to learn a business in every detail, for the reason that such expert knowledge is often of inestimable value in times of a crisis or strikes.

A large manufacturer of hosiery in Chemnitz says that during the 25 years of his business experience he had at different times occupied almost every position in his factory. The very fact that he was in a position to do this never failed to impress his workmen and officials, and always exerted a salutary influence upon them. It also had a tendency to keep many of them from threatening to quit their places for various reasons, and his thorough knowledge of all the details of manufacture enabled him to have a better appreciation of the capacity of his employes for work as well as putting him in a position to enforce a stricter standard of discipline.

It was decided at the congress to take immediate steps to introduce one uniform system of stenography into all the commercial schools. Thus far various systems of stenography have been put in use throughout the empire, much to the detriment of young men coming out of the schools and entering upon practical life by taking up positions in business houses. A committee was appointed to thoroughly examine into the different systems now in use and to select the most practical one for exclusive and permanent use.

The apprentice system of training is very widely extended in Germany. Apprentices from the small villages in the country swarm to the larger cities to learn trades, etc. It has been found necessary to establish permanent homes for these boys in order to safeguard them from evil associations and to surround them as much as possible with home or parental influence. It was also recommended that apprentices living with their parents should also visit these homes wherever practicable. Such homes have already been established in Kiel and Lubeck, with the most satisfactory results to the Association for the Improvement of Commercial Education.

The question of commercial education for women was discussed at length. There are at present commercial schools for girls at Cologne, Berlin, Cassel and Munich. These schools have passed the

experimental stage. They have been proved a success, and henceforth they are to become a permanent thing, to be established alongside the commercial schools existing for boy apprentices all over the empire. During the past ten years Germany has thrown open wide the doors of her universities, as well as opening many of the professions to women, and their advent into many phases of commercial life has now become a part of the established order of things. The only question now is how to best prepare them to fill mercantile positions of importance and trust. It was decided at the congress in Wiesbaden to recommend decisive measures for the establishment and maintenance of girl apprentice schools wherever necessary in Germany.

The present condition of the commercial universities at Leipzig, Cologne, Aachen, and Frankfurt was discussed. The question of the feasibility of admitting foreigners was debated at length. The conclusion reached was that the commercial universities occupied a different position than the technical schools, which have been agitating against foreigners of late. In the commercial schools no pronounced commercial secrets are treated; therefore it was only right that foreigners should be admitted, only it might be well to insist that all students from foreign countries should be equally as well prepared for the work as German students. The policy of refusing to admit foreigners generally to German universities was condemned as something which would reflect discredit upon the country and probably lead to some form of retaliation on the part of some neighboring countries.

Commercial education in Germany is still a subject which continues to interest all classes of the people. The work is not allowed to rest. There seems to be everywhere a keen realization of the fact that upon the right training of the young men and young women depends the commercial and industrial future of the empire. To achieve this end, therefore, the governments of the different German states are lending every effort to aid municipal and private enterprise in the establishment of schools for the furtherance of practical commercial education.

THE COST OF DOING BUSINESS.

A question which occupies the attention of many retail traders, as well as of the trade press, is: what is the cost of doing business in a general store?

Certainly there can be none of greater importance to those engaged in that line, and yet we hold it to be evident that no accurate general answer can be given to it, so much depends on the location, the lines carried, the methods employed and the volume of business done.

So far as we can judge, the object of those making this inquiry is to show that running expenses are greater than people generally calculate on and to establish therefrom the conclusion that

selling prices should be increased. This, however, is impossible in nearly every case, since these prices are governed by a variety of influences and cannot be altered by considerations of that sort.

People who bring up the question of running expenses as an argument for increasing prices, are, according to our ideas, approaching the issue from the wrong side, or as it is vulgarly styled, barking up the wrong tree. There are two methods of adjusting profits to running expenses, one of which is to vary the assortment of goods sold in order to approximate the average profit necessary to leave a sufficient margin over expenses, and the other is to so adjust prices as to secure the best obtainable results in volume of trade and net profit, which may possibly mean a reduction in prices in some cases instead of an increase.

These two principles are among the most important in the science of merchandising. They explain how it comes that prices on a considerable variety of goods may be such as to fall short of yielding an adequate rate of profit, while yet the business may be on the whole an exceedingly lucrative one.

A minor consideration in the problem is the adjustment of the sort of goods carried so that the business can be done on the whole at the minimum of expense, that is chiefly by carrying lines which fit best into each other and can be handled at the smallest cost for help.

All successful businesses are run according to these rules, though undesignedly, without doubt, in many cases.

JUDICIOUS BUYING.

Good buying is no less important than good selling. The profit on a year's business often represents the margin made by taking advantage of the best market for each individual purchase. By skilful buying the selling price can be made so attractive that a quick turnover of stock is assured.

Good merchandising does not consist in making big sales from as small a stock as will permit of giving efficient service. There is no good purpose subserved in doing a big business, if the merchant has to have so much money tied up in his stock that his profits, great as they may be, just pay interest on his investment.

If the markets are carefully watched and the demands of his trade systematically studied, a retailer should be able to get the best results out of a fair investment. The trade paper will keep him posted on the one and his daily experience should provide him with the facts on the other.

There are two extremes to be guarded against in buying. The one is overstocking. By this a man is prevented from keeping his stock as well assorted as he should in those lines which prove most popular. He has laid in such a large and varied supply that he cannot afford to encourage the sale of what customers really want, for it would mean the shelving of his present stock.

"When I am unable to give 'full value,' I will cease making cigars."—*J. Bruce Payne.*

The foremost circumstance to which I can attribute my cigar success is an unswerving allegiance to the motto: "Full Value."

I do not ever expect to have to make the

Pebble and Pharaoh Cigars

one leaf less valuable than they are to-day. The **Pebble** is a high-grade Havana-filled cigar, generous in proportion. It is the leading 5c. cigar; in fact, a number of grocers sell it at 10c. The **Pharaoh** filler is thoroughly matured Manicaragua tobacco, the best Connecticut broadleaf is the binder, and a clear Sumatra is the wrapper. The **Pharaoh** is the "ideal smoke."

By being so "particular" I sacrifice a certain amount of profit, but then I have the satisfaction of knowing that my cigars please the **seller** and **smoker** alike, and that **satisfaction** is **profit** to me.

I want the grocers of this country—every one—to line up behind me in a stand for "full value" cigars. I want them to show that they are **interested by ordering 1,000 of the Pebble and Pharaoh**, selling the former at 5c. and the latter at 10c. My terms are **Fair—the fairest ever offered.**

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

The Powers Behind the Tobacco Throne

5. Reliability All Round

To be able to put your trust in a certain line of tobacco and thereby win the confidence of your customers is ideal tobacco-selling conditions.

These ideal conditions surround the grocer who, recognizing the reliability of **T. & B.**, selects it for his store.

T. & B.

is a tobacco that gives **satisfaction all round**, because smokers can bank on the flavor and grocers can bank on the sales.

Some grocers have been selling **T. & B.** for years, and they tell us that never once have they had their faith shaken. Pretty convincing, isn't it?

What say YOU as regards an order?

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

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While it is dealer to fu to his custo are cases v something f due reward. San Francis

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"Here," "is a tract a rare tract dated 1665, hence. The little book w of the Natu tion from ar The author Mr. of Arts bacco, which vices for p quently:

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TOBACCOS, CIGARS AND ACCESSORIES

NOTHING FOR SOMETHING.

While it is good business for the cigar dealer to furnish as many conveniences to his customers as possible, yet there are cases where the giving away of something for nothing does not bring its due reward. An instance is given by a San Francisco trade journal.

A local retailer whose store was opposite the general post office, observing that writing accessories were not furnished to the public in the latter, conceived the idea of providing pens and ink, envelopes and writing paper free, to such as should seek them in his store. The idea apparently met the entire approval of the public, which availed itself of it liberally. As a business proposition, however, it cannot be pronounced a success, for while the plan has been in operation nearly a year, the total business results that can be traced to it are the sale of a five-cent cigar. On one occasion, says the dealer, a man wrote for about two hours and went away without as much as saying "thank you," while not an uncommon happening is for a man, after using the writing materials, deliberately to walk across the street and buy a cigar from a competitor at the corner.

It is true that the retailer in question claims to be actuated by motives of philanthropy and refuses to consider himself ill used, but the incident may give food for thought to less altruistic dealers who hold charity to be a better proposition than justice, and believe that half a cent expended on a gift makes up for a cent's worth of inferiority in the goods.

PRAISE OF TOBACCO.

"Here," said a Chicago antiquary, "is a tract that should interest you—a rare tract in praise of tobacco. It is dated 1665, and it deals with the pestilence. The price is \$14." The dusty little book was called "A Brief Treatise of the Nature, Causes, Signs, Preservation from and Cure of the Pestilence." The author was given as "W. Kemp, Mr. of Arts." The passage about tobacco, which came among a list of devices for purifying the air, said eloquently:

"The American silver-weed, or tobacco, is very excellent for this purpose, and an excellent defence against bad air, being smoked in a pipe, either by itself or with nutmegs shred and reweeds mixed with it, especially if it be nosed; for it cleanseth the air and choaketh, suppresseth and disperseth all venomous vapour; it hath singular and contrary effects; it is good to warm one being cold, and will cool one being

hot. All ages, all sexes, all constitutions, young and old, men and women, the sanguine, the choleric, the melancholy, the phlegmatick, take it without any manifest inconvenience; it abates hunger, and yet will get one a good stomach; it is agreeable with mirth or sadness, with feasting and with fasting; it will make one rest that wants sleep and will keep one waking that is drowsie."—Philadelphia Bulletin.

CIGAR SALESMAN'S NERVE.

Frank Kneec, "The Cigar Man," makes quite an impression on you. He weighs three hundred and eighty-five pounds, but he is a great hustler for all that. When he "gets it in" for a landlord, he rolls over in bed and smashes it all to pieces. Then he pulls the mattress out of the wreck and sleeps on the floor.

The other day he wanted to go from West Union to Monticello. To do this, one must make connection with the Milwaukee train at Donnan Junction. The "Rocky" Island was late, so Frankie wired the Milwaukee conductor, Jack Higgins, as follows: "Large party on board for Monticello—hold train." Jack held his train thirty minutes. The Rock Island pulled in and "Little Frank" waltzed down the platform. "Where's the rest of 'em?" said Jack. "That's all," replied Frank. "But you wired a 'large party,'" said the con-

ductor. "Well," drawled "The Cigar Man," "if there are any larger parties around here than I am, I would like to see them."

At last accounts, they were not on speaking terms.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all leading Wholesale Houses.

**CLAY
PIPES**

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS CHANGES.

Wm. Carter, grocer, Montreal, Que., assets sold.

J. L. Bilodeau, grocer, Lauzon, Que., has registered.

D. H. Campbell, grocer, Halifax, N.S., assigned Feb. 2, 1906.

J. L. Mason, baker, Hamilton, Ont., meeting of creditors.

A. McGowan, general merchant, St. Ours, Que., assets sold.

Fred Bailey, general merchant, Rebecca, Ont., has sold out.

A. Robitaille & Co., wholesale grocers, Montreal, Que., dissolved.

George Miller, general merchant, Cromarty, Ont., has sold out.

T. P. Loblaw, grocer, Toronto, Ont., has sold out to H. G. Doyle.

Joseph Morand, grocer, Valleyfield, Que., Kent & Turcotte, curators.

John W. Hall, grocer, Stratford, Ont., has business advertised for sale.

Pell Bros., general merchants, Victoria Road, Ont., are selling out.

Mrs. James Graves, grocer, Chatham, Ont., has sold out to S. R. Russell.

J. T. Greenwood, grocer, Ottawa, has been succeeded by T. W. Collins.

H. W. Lagare, general merchant, La Belle, Que., are offering compromise.

L. G. Thoun (estate of), grocer, Montreal, assets to be sold on the 13th inst.

F. L. Kilbourn, grocer, Deloraine, Man., has sold out to E. A. Leadbeater.

Jas. Stewart, general merchant, Hedley City, B.C., have commenced business.

Jos. Wilfrid Cadieux, grocer, Montreal, Que., consent of assignment filed.

J. Harris, general merchant, Charlemont, Ont., has sold out to R. Botting.

Ed. Fournier, general merchant, St. Albert, Que., has assigned to V. E. Paradis.

Charles Jackson, general merchant, Baldoon, Ont., has assigned to M. Harvey.

Joseph Campeau, general merchant, Ste. Agathe Des Monts, Que., assets sold.

George Banghart, general merchant, Cairo, Ont., has business advertised for sale.

Wm. Carter, grocer, Montreal, Que., assets were to have been sold on the 7th inst.

Abraham Assad, general merchant, Buckingham, Que., demand of assignment.

Lindley Lanning, general merchant, Dexter, Ont., has sold out to J. H. Jones.

W. C. Talbot, baker and confectioner, Aylmer, Ont., has sold out to W. McTavish.

Ellen Stanley, baker and confectioner, Ingersoll, Ont., business advertised for sale.

W. A. Smith, general merchant, Prospect Hill, Ont., has sold out to George Knight.

George W. Campbell, baker and gro-

cer, Blenheim, Ont., has sold out to A. E. Hill.

Hallman & Co., flour, feed and seeds, Berlin, Ont., have business advertised for sale.

J. D. Miller, general merchant, Nomigue, Que., has assigned to Alex. Desmarteau.

W. G. Graham, baker, Westboro, Ont., assets were to have been sold on the 16th inst.

Ludger Huot, grocer, St. Jerome, Que., assets were to have been sold on the 14th inst.

T. E. Lafrance, general merchant, L'Annunciation, Que., demand of assignment.

P. Massicotte & Co., grocers, Montreal, Que., assets were to have been sold on 16th inst.

Chas. W. Keeling, general merchant, Cargill, Ont., has sold out to Thomas C. Foster.

Robitaille & Robitaille, grain merchants, Ancienne Lorette, Que., have registered.

O'Brien Cigar Co., manufacturers, Newmarket, Ont., have assigned to W. C. Widdifield.

Chaput & Peloquin, cigars and confectionery, Montreal, Que., consent of assignment filed.

Elz Jobin & Frere, confectioners, Quebec, Que., voluntary assignment to V. E. Paradis.

Minnie Mitchell (Est.), grocer, Hamilton, Ont., stock advertised to be sold by auction.

L. M. Vandermade, grocer and manufacturer vinegar, London, Ont., has sold grocery business.

Martel & Martel, crockery, Quebec, Que., have assigned, V. E. Paradis, prov. guardian.

A. A. Osborne & Co., Limited, general merchants, Midland, Ont., winding up order applied for.

W. F. Empey, general merchant, Hammond, Ont., is to be succeeded by G. E. Tucker, March 1 next.

Jean Giguere, general merchant, St. Zacharie, Que., assigned, V. E. Paradis appointed curator.

S. Laroche, general merchant, St. Marguerite, Que., assigned; V. E. Paradis provisional guardian.

P. A. Lavallee, general merchant, St. Victoire, Que., meeting of creditors was to have been on the 8th inst.

Guimont Fils, general merchant, St. Angele, Que., have assigned, Lefaivre & Taschereau, prov. guardians.

Bernard Wittes, general merchant, East Broughton, Que., assets were to have been sold on the 9th inst.

J. Jackson, general merchant and blacksmith, Parker, Ont., has advertised general store business for sale.

Marie Alvina Maheux has registered under the style of Eug. Picher & Co., dairy supplies, etc., Quebec, Que.

Charles Choquette, general merchant, Village Richelieu, Que., assets were to have been sold on the 16th inst.

O. A. Bigaouette & Co., grocers, Montreal, Que., have dissolved partnership; Mrs. O. A. Bigaouette registered.

Vandusen & Cruikshanks, general merchants, Tara, Ont., have dissolved partnership; J. R. Vandusen continues.

Fine Bros., general merchants, Hamland, N.B., assigned, was to have been meeting of creditors on the 5th inst.

Angus & Cole, bakers, Weston, Ont., have assigned to Richard Tew, Toronto, meeting of creditors to be on the 12th inst.

Thomas R. Horn, grocer, Pembroke, Ont., has assigned to James Coxford, meeting of creditors to be held on the 12th inst.

COMPANIES INCORPORATED.

The Great Western Power & Manufacturing Co. has been incorporated under Ontario charter, with a share capital of \$200,000, for the purpose of constructing flour and feed mills, and the manufacture and sale of machinery, electric light and power. The provisional directors are J. D. Flavelle, C. B. McAllister, W. M. Flavelle, and Geo. M. Roger, and the head office will be at Peterborough.

M. Gartlan & Co. have been incorporated under Ontario charter with a share capital of \$40,000 for the purpose of carrying on a general merchant's business at the Town of Stayner. The provisional directors are M. Gartlan, J. D. Gartlan and J. R. Gartlan, all of Stayner.

SALAD OILS ANALYSIS.

A bulletin issued by the Inland Revenue Department gives the result of an analysis of 108 samples of salad oils. There were found 66 samples of genuine olive oil, 2 doubtful samples, 24 samples of cotton seed oil sold as salad oil, and 16 samples of cotton seed oil sold as olive oil. Commenting thereon the Government analyst observes:

"While it is certain that cotton seed oil lacks the peculiar flavor of olive oil, it is probable that, so far as food value goes, it may be little inferior to that article. Certain highly refined grades of cotton seed oil may be regarded as valuable foods; and as these take the place of olive oil in the making of salads it is perhaps not unnatural that they should be termed salad oils. It is, however, much to be regretted that such brands of cotton seed oil are not sold under some characteristic name, such as cotton seed salad oil, thus making their fraudulent sale impossible. When a salad oil is asked for, the sale of cotton seed oil, properly refined, cannot be called adulteration; but when the article offered is plainly named as olive oil, the substitution of cotton seed oil in whole or in part is, of course, a case of adulteration.

"That man is what I call a real epicure," remarked a grandstand spectator as a man left at the close of the seventh inning.

"Indeed?"

"Yes. He would rather eat than see a baseball game."

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

Batger's

Purity in manufacture; nothing but the finest **Kent County (England)** strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars.

It will be easy to sell the first package. After that your customers will ask for **Batger's**. Shows you a nice profit and, what is more, gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME
MONTREAL

Strawberry Jam



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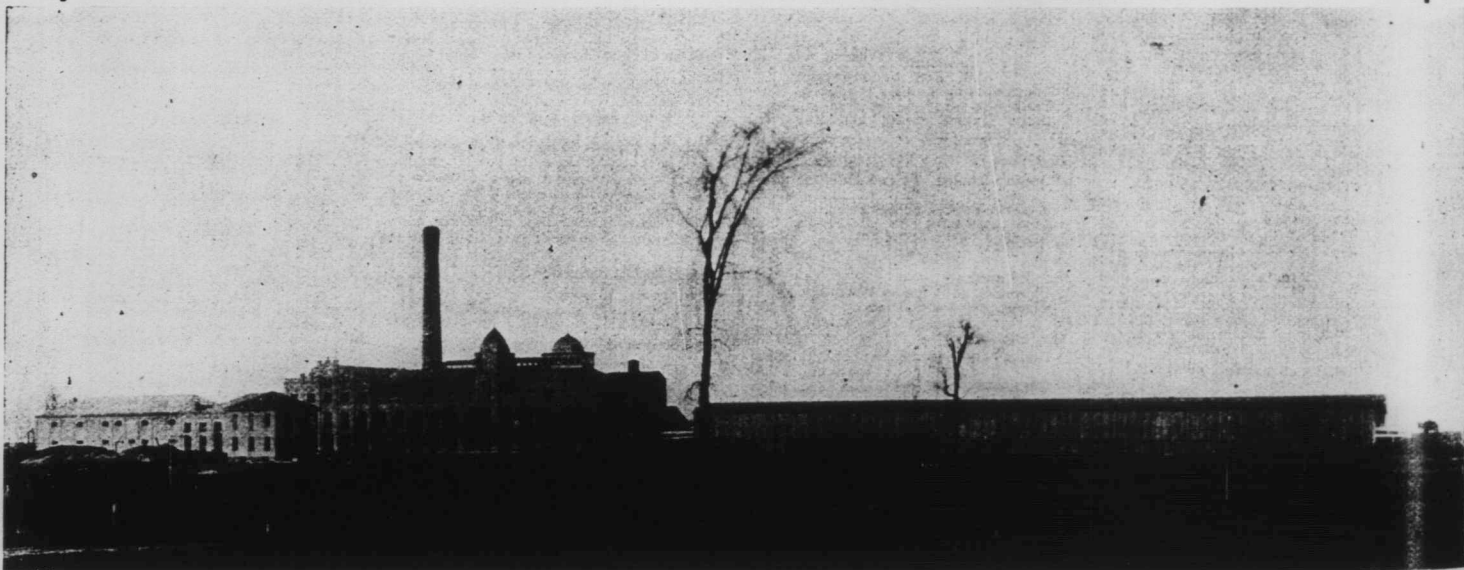
**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

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
For sale in Ca
Limited, To
File, Montre
\$1, \$2, \$3, \$5

In lots of less
books, 1 kind
100 to 500 books
100 to 1,000 book

Allison
1 00 to \$3 00
5 00 books ...
10 00 " ...
15 00 " ...
20 00 " ...
25 00 " ...
50 00 " ...



Wilson's Fly P
packets, \$3
\$3.40.



BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels



BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Montreal

Standard

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-numbered.	Covers numbered.	and numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4c.	
100 to 500 books	3 1/2c.	4c.	
100 to 1,000 books	3c.	3 1/2c.	

Allison's Coupon Pass Book.

1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cleaner.

BRUNSWICK'S EASYBRIGHT

4-oz. cans	\$ 0.90
5-oz. "	1.35
10-oz. "	1.55
Quart	3.75
Gallon	10.00

Wholesale Agents: The Davidson & Hay, Limited, Ontario



Wilson's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$3.40.

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	groats	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry	2 00
Apricot	1 75
Black currant	1 75
Other jams	\$1 55
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, 5 and 9 pails in crate	per lb. 0 06 1/2
7 and 14-lb. wood pails	per lb. 0 06 1/2
30-lb. wood pails	per lb. 0 06 1/2

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06 1/2
30-lb. wood pails	per lb. 0 06 1/2

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem)	2 doz. in case \$1 45
5 and 7-lb. tin pails, 5 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 75
Dulce large cent sticks, 100 in box	...

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetthey's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" " 1-lb. tins	1 45

E. D. MAROEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 35
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	0 33
1-lb. tins	0 33
4-lb. jars	per jar 0 70
1-lb. jars	0 35



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid)	
Cases, 30 25c. packages	4.10
5 case lots	4.10
(Freight paid)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails	per lb. 0 06 1/2
Golden shred marmalade, 2 doz. case	per doz. 1 75

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents

Cement stoppers (pints)	per doz. \$1 30
Corked	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1 45
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Soda.

COW BRAND.

DWIGHT'S BAKING SODA

Case of 1-lb. containing 50 pkgs.	per box \$3 00
Case of 1-lb. (containing 120 pkgs.)	per box \$3 00
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.)	per box \$3 00
Case of 5c. pkgs. containing 96 pkgs.	per box \$3 00

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " (30 1-lb. ")	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
2 cases	2 75

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	\$30.
" " 10 oz., cases, 96 pkgs.	
" " 15 oz., cases, 80 pkgs.	case

For All Purposes FOR IT

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COMMON TUMBLERS

Are You Supplied?

WRITE US FOR PRICES
ON ALL KINDS OF
TUMBLERS

GOWANS, KENT & CO.
TORONTO LIMITED

*We would like to ask
You, Our Grocery Friend,
a question.*

Apples are gone for this season so far as the ordinary consumer is concerned, the price being prohibitive as a filler for the workingman's pie.

What Are You Selling Instead?

Perhaps you are not giving it a thought and, without suggestion or protest on your part, you are allowing the economical housewife to prepare, as a dessert, puddings, etc., from which you derive no benefit.

Allow us to suggest

WETHEY'S MINCE MEAT

Push the line.

It will pay you.

It has no equal as a trade-winner.

3 Dozen in a Case,

Sold by All Jobbers.

Write us.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb.

boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

C. E. Colson & Son

MONTREAL, Agents.

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