

**PAGES  
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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


VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, DECEMBER 22, 1905.

NO. 51.

The Trade are all handling

## COLMAN'S No. 1 White RICE STARCH

Attractively put up in 

Pounds, Halves and Quarters

to sell at convenient and profitable figures

**COLMAN'S STARCH** is all Starch, no admixtures  
all crystals, no dust or powder.

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



## TABLE SYRUP

You can buy it like this:

### PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., $\frac{1}{2}$ Brls.
5 " " "	1 " "	Kags and Pails.
10 " " "	$\frac{1}{2}$ " "	
20 " " "	$\frac{1}{4}$ " "	

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

In the line of healthful foods there is nothing a grocer can handle that will secure the confidence of the consumer, and at the same time show him a good profit, as

**"Crown" Brand**  
**Table Syrup**

The most perfect product of the finest selected corn.

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1855

25 Front St. East,  
TORONTO, Ont.

Montreal,  
Quebec, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

## THE LEADING HOSPITALS USE

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

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

**ALBERT SOAPS, LIMITED**

Manufacturers

MONTREAL

## Coughs Have Made

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

It is in constant and ever-increasing  
demand.

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

## MATHIEU'S SYRUP

of Tar and Cod Liver Oil

*Mathieu's Nervine Powders are too well known as a  
cure for all nerve pains to need any comment. It is to  
your advantage to supply the demand.*

**J. L. Mathieu Co.,** Proprietors

SHERBROOKE - - - P. Q.

## National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of  
**PURE STICK LICORICE**, Acme Licorice Pel-  
lets, M. & R. Wafers in bags, Licorice Lozenges,  
and a full line of Licorice Specialties, includ-  
ing the celebrated soft licorice lines sold under  
the Company's brands as follows: **THE  
FLEXIBLE LICORICE, THE PLIABLE LIC-  
ORICE, THE ELASTIC LICORICE.**

**106 John Street, BROOKLYN, N.Y.**

Illustrated Catalogue on request

## 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

Hallifax, - Nova Scotia

Agents

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

# Winners of Trade

The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

RETURNED

TRADE MARK



"SHELL BRAND"  
(LA COQUILLE)

## "Shell" Brand Castile Soap

In 1-lb. bars and upwards  
—also in pressed cakes.

*"Shell" Brand*

*Sold  
by  
Leading  
Wholesalers*

Sixty-seven per cent. pure oil.

Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

The "Thistle Brand of Maple Syrup assures your customer a delicious quality of the highest grade.

A Maple Syrup—rich, yet delicate.

## "Thistle" Brand Maple Syrup

But be sure you get the

"Thistle" Brand—look for the trade mark.

It wins trade wherever it goes—

*Permanent Trade!*

*Sold  
by  
Leading  
Wholesalers*

The leading orchards and vineyards of California furnish the "Griffin" brands of Dried Fruits—Apricots, Peaches, Pears, Nectarines,

Dried Plums, Prunes and Raisins.

## Griffin & Skelley's Dried Fruits

"The pick of the Pack" always.

Clean, selected fruit of highest quality.

*"Winners of  
Trade"*

*Sold  
by  
Leading  
Wholesalers*

ARTHUR P. TIPPET & CO,  
TORONTO. MONTREAL.

Manufacturers' Agents and Brokers' Directory

BRANDON, MAN.

**GROCERIES FOR THE WEST**  
 We will have a car leaving Toronto and Montreal about once a month.  
 Have you got something you wish to ship in these cars?  
 We will reship, sell or store for you. Write us.  
**Wilson Commission Co., Limited**  
 Brandon, Man.

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.

HAMILTON, ONT.

Long Distance Phones  
 OFFICE 715 HOUSE No. 1556  
**Norman D. McPhie**  
 Broker and Commission Merchant  
 OFFICE, 58 KING ST. E.  
 HAMILTON, - ONT.

HALIFAX, N.S.

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

MONTREAL

**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.

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

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

OWEN SOUND.

**J. K. McLAUCHLAN**  
 Commission Merchant.  
 Warehouseman, Shipper and Steamship Agent.  
 Owen Sound, - Canada

ST. JOHN'S, N.F.

**THOMAS B. CLIFT**  
 Broker, Commission Agent, Auctioneer and Notary Public  
 Commercial Chambers, Water St.  
**ST. JOHN'S, N.F.**  
 A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

TORONTO.

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

**C. E. KYLE**  
 Wholesale Grocery Broker and  
 Manufacturers' Agent  
 27 Front St. E., Toronto  
 Highest references. Commissions Solicited.

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

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

**SHAMROCK SALMON**  
 is the finest  
 Fraser River Sockeye Salmon  
 Packed on the Coast  
 We are sole Agents for Ontario  
**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.

VANCOUVER.

**J. McA. CAMERON**  
 Manufacturers and Wholesale  
 Commission Agent  
 Correspondence Solicited  
 Vancouver, B.C. P.O. Box 912  
 Reference—Bank of Hamilton

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 Canned Goods Agency. 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.



## "THE FAIRBANK PLAN"

### LOOK INTO IT

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

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

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

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

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

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

## EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

<p><b>Agencies on Commission for Britain.</b>—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. <b>R. C. HALL &amp; CO.</b> MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.</p> <p><b>JOHN LETHEM &amp; SONS,</b> 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.</p> <p><b>JAMES MARSHALL,</b> ABERDEEN, - SCOTLAND. begs to thank his many Canadian friends for their increased consignments this year, and to wish them all a very happy Christmas season.</p> <p><b>A. G. DOUGHTY &amp; CO.</b> Head Office, 20 Eastcheap, LONDON. PROVISION IMPORTERS. Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A. B. C. 4th and 5th editions, A1, Western Union. Highest References.</p> <p><b>WHITELEY, MUIR &amp; CO.,</b> 15 Victoria St., Liverpool, England We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER. Western Union Code. LONDON, LIVERPOOL, GLASGOW. We sell cost, freight and insurance.</p> <p style="text-align: center; font-size: small;">This space \$30 per year.</p>	<p><b>DAVID SCOTT &amp; CO.</b> Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.</p> <p><b>GRIFFIN &amp; CULVERWELL,</b> Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US. 139 REDCLIFFE ST., BRISTOL, ENG.</p> <p>Cable Address "RAPP, LIVERPOOL" <b>HERMAN RAPP &amp; CO.</b> Provision Merchants. 19 MATHEW STREET, LIVERPOOL. Liberal advances on consignments.</p> <p>Telegraphic Address, "Fondants, London." <b>A. E. SOWERBUTTS &amp; CO.</b> PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill &amp; Sons, 66, West Smithfield</p>	<p><b>GEORGE LITTLE LIMITED</b> Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.</p> <p><b>E. BIERMANN &amp; CO.,</b> FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.</p> <p><b>ALEXANDER CRICHTON,</b> 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.</p> <p><b>HAMBURG.</b> Kaiser Wilhelmstrasse 74-78. <b>Neubeck &amp; Schipmann,</b> Commission Agents and Merchants.</p> <p style="text-align: center; font-size: small;">This space \$15 per year</p>	<p><b>HAMILTON WICKES &amp; CO.,</b> Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.</p> <p><b>GEO. R. MEEKER &amp; CO.</b> 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.</p> <p><b>THOS. BOYD &amp; CO.,</b> 24 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."</p> <p><b>J. H. GAITSKELL &amp; CO.</b> PROVISION MERCHANTS, LIVERPOOL L, invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.</p>
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**Salter & Stokes** 20 King St. W. Smithfield, London, Eng  
226-7 Central Market, E.C., IMPORTERS OF CANADIAN CHEESE, BUTTER, EGGS AND POULTRY. Reference, London City and Midland Bank, West Smithfield We buy

*Have you ordered your season's supply of*

## **CANNED FRUITS?**

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit**, packed by

THE  
**CANADIAN CANNERS, LIMITED**

It is just a question if the supply will equal the demand, therefore,

## **BUY NOW**

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best home-made fruits.

**INSIST** upon getting the following brands:

**"Canada First" (Aylmer)**

**"Lynn Valley" (Simcoe)**

**"Auto" (Canadian Canners)**

**"Log Cabin" (Trenton)**

**"Lion" (Boulter)**

**"Grand River" (Lalor)**

**"Horseshoe" (Bowlby)**

**"Maple Leaf" (Delhi)**

**"Little Chief" (Picton)**

**"Kent" (Chatham)**

**"Thistle" (Brighton)**

**Etc.**

**Every can guaranteed.**

## SELECT GOODS FOR GROCERS

HERE ARE SOME OF THE LINES OF

### QUEEN BRAND CANNED GOODS

Corn, Sweet Wrinkle Peas, Sifted June Peas  
(High grade ; no better anywhere)

Pork and Beans

(3-lb., plain and in Tomato Sauce)

Tomato Catsup

(Packed in 12-oz. bottles, each case containing 1 doz.)

Gallon Raspberry Pulp

(6 tins to the case ; also barrels)

Heavy Tomato Pulp

(Packed in good sound barrels)

Tomatoes, Refugee and Golden Wax Beans, Pumpkin  
(The best on the market)

*Specify the above in your next order.*

## Belleville Canning Co., Belleville, Ont.

## AGENCIES WANTED

We wish to represent manufacturers and provision dealers in Manitoba, Saskatchewan and Alberta. We have well established sales agents in every important town. At Winnipeg we have first-class warehouse accommodation. Interested parties are referred to The Eastern Townships Bank of Canada.

CANADIAN CO-OPERATIVE CO., Limited  
Box 559 WINNIPEG, MANITOBA  
Capital \$250,000.



**Do You Know?**

that with every 100-bar case of

### CHASER SOAP

You receive a coupon worth 25 cents.

**The Duncan Company of Montreal**

P.O. Box 292. 1974 Notre Dame St.

“The Brand



of Quality”

We can now offer the trade the following :

**APPLE JELLY IN CUPS AND JARS**

**A Limited Quantity of “Gallon Apples.”**

**APPLE BUTTER IN JARS AND PAILS**

**Prepared Pumpkin, “Threes,” the Pure Thing**

**and Tomato Catsup in Tins and Bottles**

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

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

## THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont.

8 WELLINGTON ST. EAST, TORONTO, CANADA



# Autumn Leaf Brand Canned Goods

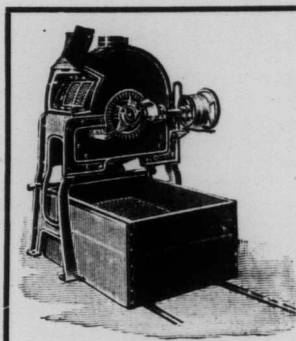
**W**E have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc., and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

**THE FRANKFORD CANNING AND PACKING CO.,**

Independent Packers

**FRANKFORD, ONT.**

LIMITED  
A. H. ALLEN,  
Manager



Quick Gas Heated Coffee Roaster, with internal flame and Automatic Sampler.

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.)

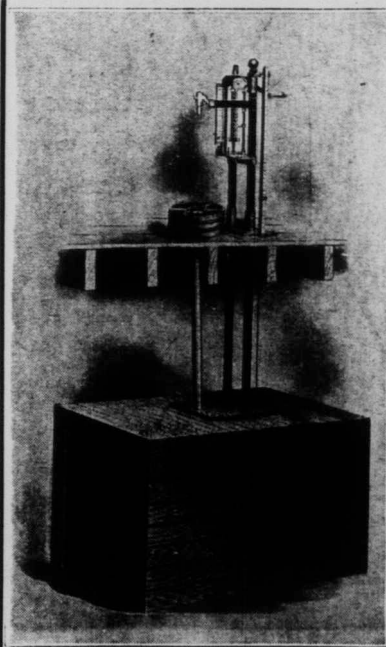
Illustrated Catalogue Mailed (Post) Free.

LONDON, S.E., ENGLAND

**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.**



CELLAR OUTFIT

IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON, OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS.

**Save Time and Valuable Space**

This can be done by installing a

**BOWSER SELF MEASURING  
THREE MEASURE OIL TANK**

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalogue "B" to-day,

IT'S FREE

**S. F. BOWSER & CO., 530 Front St. W., TORONTO.**

**To Manufacturers' Agents**

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,  
**CANADIAN GROCER,**  
Montreal and Toronto.

THE PEOPLE OF  
**JAMAICA**

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

**KINGSTON  
"GLENER"**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax.**

**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.**

**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.

Keeping it before your customers will always produce a sale of



# Japan Tea

Your customers have but to be told of the delicious flavor and healthful qualities of these perfect teas to become steady and regular users of them.



Good Value to Your Customer

## Paterson's Worcester Sauce

ROSE & LAFLAMME,  
Agents, Montreal.

Large Profit To You.



## ONE GLANCE

AT THESE BOTTLES OF DELICIOUS FRUITS

## Always

MAKES YOUR CUSTOMERS

“Try Them”

AND THEY DON'T STOP THERE EITHER



ROSE & LAFLAMME,  
MONTREAL.

# "ENTERPRISE"

## PAYS

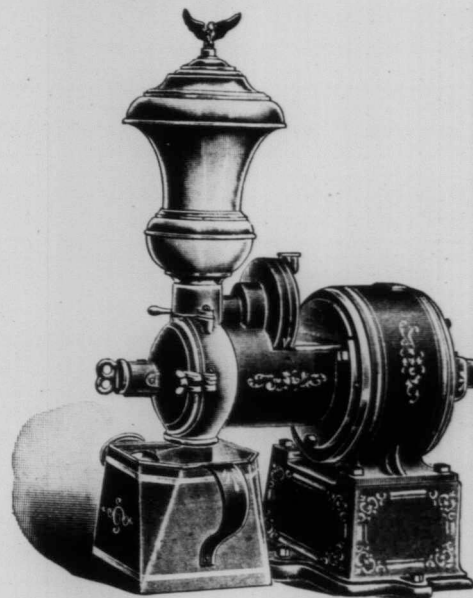
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: ::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

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.



## The Only Spice of Life for Horses, Cattle and Poultry

# is Myers'



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

The trade is respectfully invited to write the

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

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

*He who would be  
great must make  
sure his founda-  
tion.*

## **CEYLON Tea Talks**

No. 4

---

The dietetic value of Ceylon Tea as a beverage is attributable to the well-balanced proportions of its constituent parts.

The alkaloid "Theine" is a most beneficent agent, its presence therefore in proper proportion in Ceylon Tea is an additional important feature.

"Theine" acts directly upon the nervous system, producing an agreeable stimulating action, removing fatigue and drowsiness.

It makes the mind active, clear-sighted, and resistant of depression.

---

Ceylon Tea (Green and Black) contains a large percentage of that most important constituent, "Theine." As a stimulant, therefore, Ceylon Tea stands Head and Shoulders above all others.

(To be continued)

---

**CEYLON GREEN TEA Head and Shoulders above all others**

## ENCOURAGE YOUR CLERK

to take a more lively interest in his work, to become a better informed grocer, to develop ideas for advertising and window dressing, and progressive retailing.

You can best do this by having a copy of THE CANADIAN GROCER sent to his home address, where he can read it at leisure and think out how he can apply its suggestions.

It will cost you only \$2 from now to Dec. 31st, 1906. Send in your order now. Your clerk will appreciate the courtesy, and you will both reap the benefit.

### THE CANADIAN GROCER

MONTREAL

TORONTO

WINNIPEG

## Our Thanks

are due the grocers of Canada for the large volume of business they have directed to this factory during the year now drawing to a close.

"Sterling" Brand Pickles and Relishes never enjoyed so great a sale as in 1905.

We thank you for this mark of confidence in these goods. It will be ours always to merit this confidence.

To the trade, individually and as a whole, we extend the best wishes of this Christmas and New Year's season.

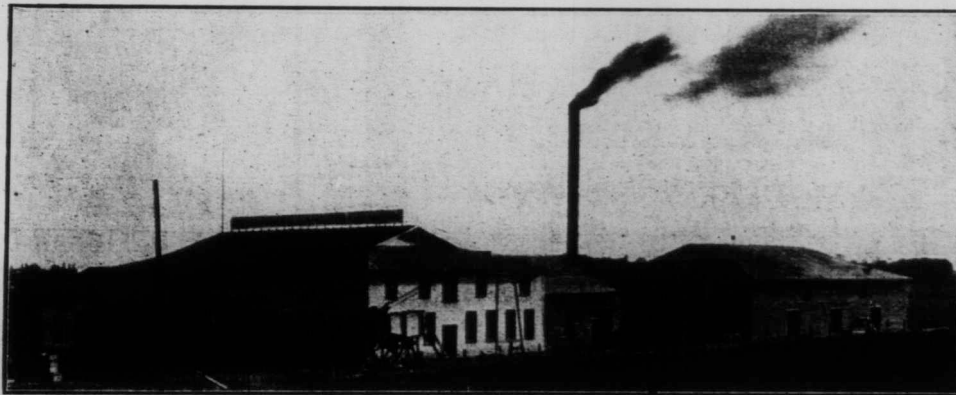
The T. A. LYTLE CO., Limited  
TORONTO, Can.

## HAVE MADE GOOD

We started out this year to put up a line of canned goods that would be first-class in every particular. We called them

### CANADA'S PRIDE

They included  
**TOMATOES**  
**CORN**  
**APPLES**  
**PEAS**



We knew they would be O.K. Now the trade and the consumers who have used Canada's Pride know it. Canada's Pride Brand need only to be bought to be bought again.

For 1906 we will have a full line of canned goods, including **Berries, Peas, Beans,** etc. We are now arranging for the additional machinery. Make a note of this for your next year's orders. Write for a sample lot now.

**The Napanee Canning Co., Limited, - Napanee, Ont.**

W. A. CARSON, MANAGER.

**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**

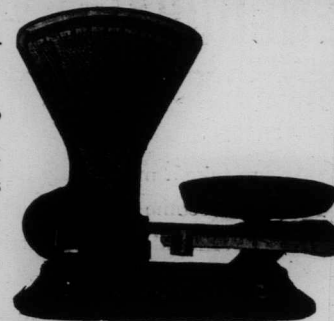
for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.**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

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.

**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...

**BRADSTREET'S**

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

Offices throughout the Civilized World

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

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, 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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WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

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

**100 CANDLE POWER** **1/2 ¢ PER HOUR**

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

**ELECTRIC POWER COFFEE MILLS**

**FISHER CUT No.102**

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

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

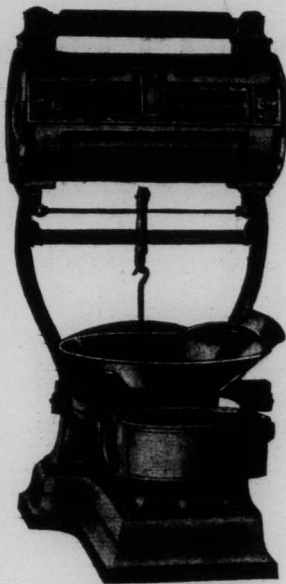
**"WALKER BINS"**

The Ideal Grocery Store Fixture

**The Walker Pivoted Bin and Store Fixture Co.**

**BERLIN, Ontario**

**A MARVEL THE LATEST DEVELOPMENT IN SCALEDOM.**



No. 88 Boston Junior

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

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

**ABSOLUTELY  
AUTOMATIC**

in its operation, it saves much time and requires no weights or poises to weigh or compute to its full capacity.

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

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

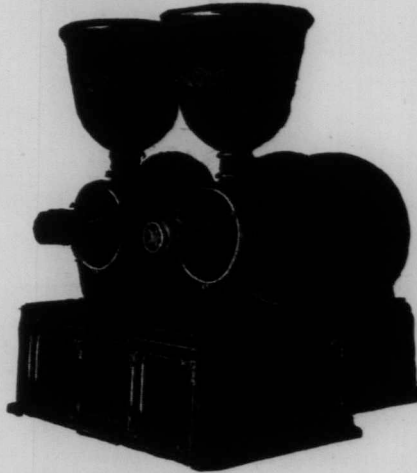
and we shall be glad to explain any feature of this scale on which you may wish information.

**INVESTIGATE!**

**COLES** Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders  
Pulverizing and Granulating



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

**Our Grinders  
Wear Longest**

No. 65

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

**GRINDING CAPACITY.**

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

**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.

This Receipt  
Valuable to  
Cash Buyers

A 0.25

Claim our 5 per cent. discount on above amount in cash, or apply it on future purchases at any time at our store

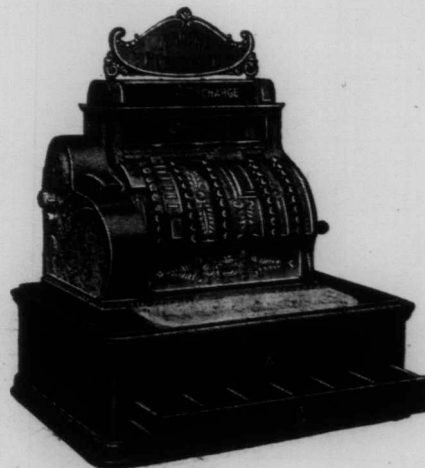
Main and First  
Streets

Above wording is permissible under new trading stamp law.

**The new law**

which went into effect November 1 does not prevent the use of our *discount checks*. Our method of increasing *cash sales* has coupled with it an accurate system for handling transactions between customers and clerks.

Let us tell you how you can use our *discount checks*. Drop us a line and our representative will call and explain our system.



*National Cash Register Company*

129 King St., West

Toronto Ontario

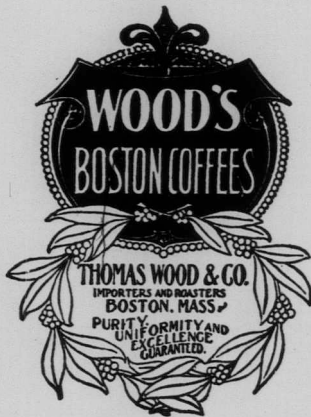


We cordially wish our friends in business

# A Very Merry Christmas

## W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



### Continual Support of the Dealer

With Special Features Helpful to the Development of the Business.  
That is the system of

## WOOD'S COFFEES

Every up-to-date Grocer should know what that means, without detailed explanation.

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



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

## SNAPS

Between Christmas and New Year we will make special prices on all lines of

Malaga Raisins

Nuts and Dates

Table Figs

Send us your sorting up orders, by mail, telephone or telegraph, at our expense.

## Warren Bros. & Co.

Wholesale Grocers  
Toronto

## WANTED: A CHRISTMAS GROCER

A plea for the good old days, before the era of competition, when the jolly grocer was a practical philanthropist, and could afford it.  
By Katharine Burrill, in Chambers's Journal.

I AM looking for a Christmas grocer—seeking him sadly and well-nigh hopelessly, for I greatly fear the genuine old-fashioned Christmas grocer has ceased to exist. Of course there are still grocers, but they are shorn of their glory. Most of them have turned themselves into brand-new stores; others—more unfortunate—have been ruined by the plate-glass-windowed palaces whose marble halls and popular prices attract the attention and custom of a fickle populace. Stores, be they ever so marble and gorgeous, can never be a Christmas grocer. To begin with, the popular prices are cut far too fine to allow of any conspicuous generosity at Christmas time or any other time; also, the assistants and shopwalkers are merely owned by the management—they do not own the store.

### The Opulent Grocer.

Now, the real old-fashioned grocer owned everything; his shop, his tea chests (so fascinatingly Chinese), his biscuit tins, his wife (who kept the books), and his sons who assisted him in the business. Did he choose to present you with a crimson-plush castle filled with French plums, who dared say him nay? Did he give the small person a heaped-up packet of acid drops, and royally return the proffered penny, whose loss was it but his own? When he pressed a box of gaily colored Christmas candles into the expectant hand of the customer's offspring, were they not his own candles to sell or burn or give away as he felt disposed? Generous all the year round with biscuits, with sweets, with crystallized ginger, at Christmas the old-fashioned grocer became positively prodigal, showering his gifts upon his customers with a lavish hand.

### How Did He Live?

Looking back, we wonder how he ever made a living at all! The absolute magnificence of his Christmas presents; the sapphire velvet boxes embossed and gilded, lined with white satin and the very best prunes; the flowered-brocade pagodas tightly packed with fancy biscuits, hard but sugary; the delicious French plums, so round and beautiful, with paper flowers pinned in their button-holes! Surely our grocer was no mere ordinary merchant, but must have been a disguised millionaire indulging his childhood's dream of "keeping shop"!

### Should Be Falstaffian.

I cannot imagine a thin and generous grocer. All my princely givers were stout. A Cassius-like grocer would be as incongruous as a portly and cheerful chemist! Stage tradition clings round a melancholy and starving apothecary—we know Smike played the part to perfection—and in our hearts we consider a lean and hatchet-faced individual the proper person to dispense drugs and potions. Of course you could have a plump and rosy-faced apothecary con-

cocting beverages for Romeo and Juliet, but it would be an uncalled-for innovation. Equally, of course, you might have Eugene Aram slicing bacon and wielding a cheese-scoop; but he would not be satisfactory. Most certainly he would not give us Christmas boxes. No, I prefer a Falstaffian grocer—"he who drives fat oxen should himself be fat"—and I like to remember my favorite grocer as one of the plumpest, jolliest, butteriest looking men I ever saw. His very voice suggested "the best butter" (with no suspicion of intruding crumbs), so soft was it, so insinuating, so amiable.

### Pink Biscuit Wonders.

He kept a particular fat whisper for small people that was positively alluring. The way in which he gently murmured, "And what will little Missie have to-day?" can never be forgotten. Needless to remark, "little Missie" (who had been anxiously awaiting this auspicious moment) became totally incapable of making any choice. Who could choose amidst such an array of bewildering attractions? Then that emperor among grocers would put an end to the agonies of indecision by producing a wonderful composite package containing a pink biscuit, sugar candy, peppermints, a stick of cinnamon, and, to crown all, a French plum of extreme magnitude. Ah me! there are no such grocers nowadays; and even if there were, we, alas! are no longer "little Missies." I doubt our successfully negotiating a pink biscuit; and can any one over the age of ten eat a stick of cinnamon high and dry? Liquorice—another joy of early youth—seems to be a singularly offensive compound, and cocoa-nut tablet has lost its savour.

### Marvellous Windows.

The windows were a marvel; banks of raisins and currants, arches of orange and lemon peel, graceful festoons of green and red candles—wonderful candles that were all sizes from very large, unwieldy grandpapas down to tiny babies only fit for a baby's Christmas tree! Then there were packets of crackers in gaudy gelatine papers all the colors of the rainbow, and a great many colors that rainbows have to go without. They were not very good crackers, and, considering their inferior quality, most unconscionably dear; but we knew no others, and were therefore quite delighted with them. The gelatine covers had peculiar attractions that lasted for many weeks, long after the mottoes had been spelt out—and lost—and the pink and white sugared almonds eaten. Could we not turn the whole world into the lugubrious key of blue or incarnadine creation in a wave of crimson by the simple expedient of gazing through pieces of crackling paper?

### A Sad Mistake.

It is not mere greed that makes me long so ardently for the return of the Christmas grocer. The joys of French

plums have waned and faded, and I do not pine for peppermint balls; but there was something very heartening and cheering about a shopkeeper who gave you presents. Once, be it told—about ten years ago—I thought I had discovered a real Christmas groceryman; but it was a sad mistake. It was the day before Christmas, and with a large consignment of dull groceries arrived a superb box of sweets and chocolates. Visions of my childhood returned; once more I saw brocade pagodas. Full of grateful pleasantness, we cheerfully ate the delicious cakes. Alas! the day after Christmas Day there came an anxious and apologetic note regretting that a box of sweetmeats had been sent by mistake; 'twas some one else's order, and "owing to the pressure at this season," etc., etc., etc. It was indeed a blow, especially as the very excellent sweets were no more, and, being eaten, had to be paid for.

### Fatal Competition.

I suppose, with the increased competition, it is quite impossible for the grocer of to-day to turn himself into an old-fashioned Christmas, one surrounded by a halo of holly and mistletoe and an atmosphere of Charles Dickens. What a pity there is so much competition; it's so depressing. Competitive examinations are bad enough—so misleading; but competitive grocers! The mean man will, of course, tell you that in the good old days you paid for your palace of prunes—and handsomely, too—in your weekly bills; but I prefer to think the old-fashioned grocer was really kind and generous—as Mrs. Gamp would say, "friendly disposed"—and in the exuberance of his friendly disposition wished us the compliments of the season in plush and plums.

### Little Things Liked It.

Lovers of Cranford—and who cares to stand outside the circle of those who love Captain Brown and all the other dear Cranfordians?—will remember that Miss Matty's system of shopkeeping was somewhat too generous. Did she not add one large almond-comfit to every four purchased by the small child, totally forgetting that each almond weighed a quarter of an ounce? Dear Miss Matty! her answer when remonstrated with was: "The little things like it so much." Even when she was persuaded to stop giving the extra comfit because almond-comfits were not strictly wholesome, she still lost on their sale; for she felt bound to present each small person with a few ginger lozenges or peppermints to act as a corrective to the indigestibility of the almonds! I should not like to think that those kind grocers—of shall we say twenty-five years ago—lost heavily when they presented us with sweets and decorated biscuits. I really hope the teas and the rice and the butters and the cheeses made up for the lavish giving; but I do not believe they deliberately calculated the price of the gifts and lumped it on to the bills.

## SPLENDID EXHIBITS AT WINTER FAIR

LIKE the fat boy Joe in Pickwick Papers, there are few of us of whom it may not be said, "He likes to eat." Whether or not this fact is sufficient explanation of the increasing interest in the Winter Fair and Fat Stock Show at Guelph may be left to the philosophically inclined to wrangle over; in any event the visitor to the Royal City in mid-December will see such an array of choice Christmas beef, bacon, mutton, poultry on the hoof, or on the hooks, as will not be met with, we dare aver, elsewhere on the American continent.

The fair is more than a fair. It is a farmers' university. Hither flock year after year the intelligent, the ambitious, the enthusiastic stockmen of Ontario to learn and instruct; to compete with their rivals from the other end of the province, mayhap, in the production of the finest specimen of beef cattle, mut-

They were people who read and understood the reports of the Agricultural Department and who profited thereby. They were combining pleasure with business, delighting in criticizing the handsome specimens in the various classes as an artist delights in a stroll through the salon or gallery.

### Intelligent Farming Pays.

Does farming pay? The answer returned by the Guelph fair is unmistakable. Intelligent farming does pay. There were few lines of care on the ruddy and bronzed faces of the men. The black astrachan fur coats and healthy plumpness of their wives were not indicative of want; nor did the open countenances and healthy, sturdy appearance of the younger generation, who were there in goodly numbers, leave any other impression.

of the Dominion he reminded one not a little of that famous picture entitled "Napoleon at Ratisbon." It was an impressive sight, and when Mr. Whitney gently put forward a pair of dog-skin gloved fingers and gingerly tapped the white steer on the rump the suppressed enthusiasm which pervaded the crowded amphitheatre was intense. In all the premier performed his duties, as the French say, "comme il faut."

### The Speaker Silent.

Mr. Speaker St. John was strangely silent. Being a Toronto lawyer he was not expected to be proficient in agricultural science. Indeed, if Mr. St. John has a specialty it is pigs, and one can not maintain the dignity becoming the Speaker of an august legislative assembly while poking a dog-skin gloved finger in the fat rump of a lively Tamworth bacon hog. It may have been, moreover, that ruminating on the disturbance caused in days that are past by one solitary porker down by the Humber, may have discouraged Mr. St. John from poking up anything so formidable as Mr. Rennie's prize white steer. Be that as it may, Mr. St. John did not poke the white steer nor yet the red heifer, while Mr. Whitney did and thereby demonstrated to the great farming community that he was one of them.

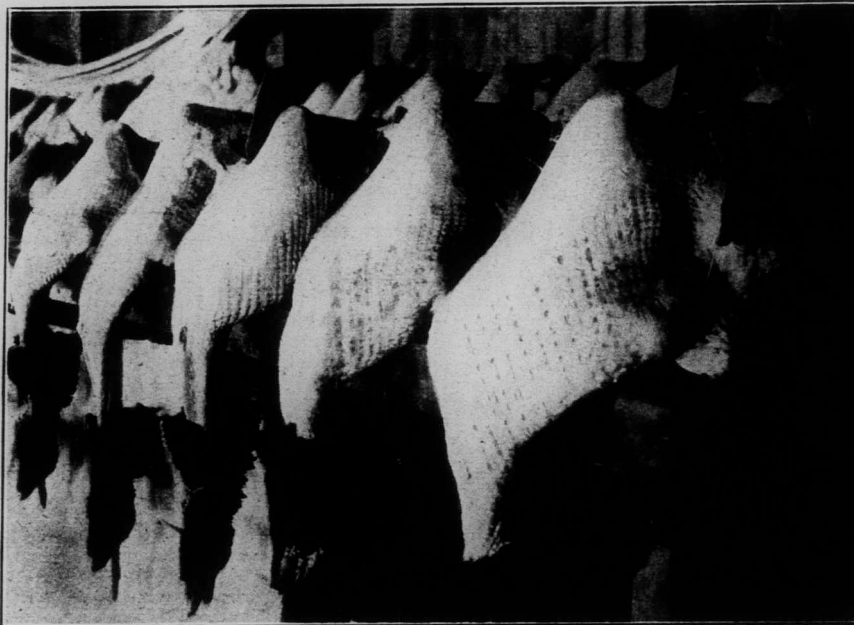
### The Bacon Problem.

The entries in the bacon hog class were of particular interest in view of the controversy pending over the admission of American hogs in bond for packing and exporting purposes. Mr. J. E. Brethour's Yorkshires, long "bacony" fellows, as usual took the first prize, the Yorkshires, closely followed by the Tamworths, proving the best breed for the export trade. Keen interest was taken in the bacon contest, particularly in the block test. The prize winners are pictured herewith as they appeared after being judged.

In the lecture rooms great interest was taken in the discussion of the bacon question. The farmers complained that the packers by establishing a flat rate for hogs were discouraging the production of the best class of hogs. The man who raised a fat cheap Berkshire got as much as the man who raised the better but more costly Yorkshire or Tamworth. The packers reply that during the last five years under the flat rate the quality of the bacon hog has been higher than before; that the improvement was the result of education. A uniform price throughout the year was asked for by the farmers, but the packers objected on the ground of the variation in the English market. From the unanimity of the farmers it would seem desirable if possible to make a decided difference in the price paid for first class and second class hogs.

### The Bonding Privileges.

The bonding privilege was another point on which the farmers and packers joined issue. The packers expressed their desire to use Canadian hogs altogether if they could get them, but it was necessary to keep their factories



The Great Canadian Turkey at His Best.—Fat Stock Show at Guelph.

ton sheep or bacon hog. Its educative value can not be over-estimated.

### Improvement Astounding.

The improvement in the live stock of Ontario in the last twenty years, as Premier Whitney remarked, has been astounding, and in this improvement the Guelph fair has been a potent factor.

The fair has outgrown its commodious stone quarters, its lecture rooms, its stock space, its ticket offices, and its hotel accommodation.

Over 25,000 people visited the fair this year. They were earnest, prosperous, intelligent people. They were the cream of Ontario's yeomanry. They had solved the problem of farm drudgery by making farming a science. They were people whose sons and whose daughters are students at the agricultural college a few furlongs out of the city of Guelph.

### Among the Cattle.

The stock exhibited this year was everything that could be desired. In the Christmas beef class Jas. Rennie & Son won out with a magnificent pair, a milk white steer and a wine red heifer. They were in the "pink" of condition, to pursue this color scheme, and were enough to make our American competitors turn green with envy.

### Premier Whitney Admires.

The Hon. the Premier, Mr. J. P. Whitney, along with Mr. Speaker St. John and party, paid Mr. Rennie the honor of inspecting his prize winners. The premier wore a natty brown derby, tan dog-skin gloves, and as he stood with his legs wide apart and hands clasped behind his back critically admiring the handsome cattle, as becomes the premier of the first agricultural province

going full blast in order to keep down the cost of production. The farmers feared if packers could get American hogs they would not pay the price for Canadian. In this case it would appear that under proper restrictions the packers should be allowed to get sufficient supplies even if they have to import American hogs.

#### Good Fat Mutton.

The sheep pens, which occupied the upper floor of one wing, were a fine sight. The exhibits in all the mutton breeds were well represented and were examples of the highest type of their respective breeds. The competition was keen in almost every case and the whole eloquent of the high standard to which the flocks of Ontario have been brought. To the gourmet who dearly loves his leg o' lamb or roast mutton, a stroll through this section was an inspiring one.

#### Champion Poultry.

If the classes in the cattle, hog and sheep departments were well filled, what shall be said of the poultry department? One had no sooner entered the building than he was challenged by the clarion throats of some hundreds of lusty roosters from the spick and span little toy bantam to the lordly Plymouth Rock nearly as large as a turkey. A surprising department was that devoted to pigeons. There were hundreds of them in all their varieties and a strong campaign was being waged toward persuading the farmers to go in for raising squabs, a most profitable occupation, it was claimed.

Of equal interest was the dressed poultry department. On your right on entering were banked the prize turkeys of the immense proportions indicated by the accompanying cut. Geese, ducks, chickens of equal plumpness, occupied the tables that lined the room. These fine birds, dressed in the most approved style, served the double purpose of allowing comparison as to the best breeds for market purposes and of showing the unskilled how fowl should be marketed to bring the best price.

#### A Show to be Proud of.

The show, it can not be stated too emphatically, is a handsome commentary on the agricultural interests of Canada and can be visited by no intelligent Canadian without sending him away filled with a militant pride in the broad acres of Canada and the fine, sturdy men who work them.

#### BUSINESS NOTES AND PERSONALS

The Merchants Bank of Canada have opened a branch in Alix, Alta.

Bank of British North America have opened a branch in Duncans, B.C.

Foulston Bros., general merchants, Birnie, Man., have been burnt out.

T. Julius, confectioner, Winnipeg, Man., has been burnt out; insured.

The Merchants Bank of Canada have opened a branch in Gainsboro, Assa.

A report is current that the Fraser Canning Co. will shortly be installed at Wallaceburg.

A. Robitaille & Co., wholesale grocers, Montreal, Que., stock damaged by smoke and water; insured.

P. C. Larkin & Co., wholesale teas, Montreal, Que., had stock damaged by smoke and water; insured.

Nash, Carson & Naylor, Limited, department store, Winnipeg, Man., sustained small loss by fire; fully insured.

Mr. D. J. Rattray, of D. Rattray & Sons, Montreal, was in Quebec the early part of this week on a business trip.

Mr. A. H. Brittain, of A. H. Brittain & Co., Montreal, selling agents for Halifax and Acadia cod fish, was in Toronto this week calling on the trade, and was a visitor to the Toronto office of The Canadian Grocer.

Mr. Wm. McCann and Mr. James Knox, of the Wm. McCann Milling Co., Limited, Toronto, were visitors to Montreal the latter part of last week. Mr. McCann was introduced to the trade by Mr. Cecil Gordon, of J. Alex. Gordon & Co., local representatives.



The Standard of Excellence in Bacon—Prize Yorkshires at Guelph Show.

Messrs. Fellowes & Fellowes, 6 St. Sacramento street, Montreal, have been appointed agents for the Beta Pie Filler, and they are pushing ahead with the sale of this article. Demonstrations are being held in several sections of the city, the latest being that in Arsene Lamy's St. Denis & Duluth and Marcotte's Market, St. Catherine street east.

Mr. J. Bruce Payne, of J. Bruce Payne, Limited, Granby, Quebec, left on November 25th for his annual trip to Cuba, for the purpose of buying tobacco. Mr. Payne makes his own personal selection of the finest tobaccos he can produce on the island.

Quite a number of canning men were seen in Toronto last week. Among those noted by The Grocer were Mr. Davie, of the Meaford Canning Co.; Mr. C. M. Smith, of the Oshawa Canning Co.; Mr. R. Morden, of the Belleville

Canning Co.; Mr. A. H. Beaker, of the Old Homestead Canning Co.; Mr. W. Flinn, of the Garden City Canning Co., St. Catharines, and the representatives of the Wethey M. M. Co., St. Catharines.

Mr. J. B. Campbell, of the Acme Can Works, Montreal, was a caller at the Toronto office of The Grocer on Saturday. Mr. Campbell expressed great satisfaction in the season's trade, and stated that the trade prospects for his company were never brighter. The new factory which was commenced some time ago is now well under way, and arrangements have been made for the installment of the machinery in February next.

#### NEW COMPANY INCORPORATED.

Provincial charter has been granted to Majestic Polishes, Limited, to manufacture, buy, sell and otherwise deal in all kinds of oils, varnishes, dressings and other preparations and compounds of

similar character, with incidental and subsidiary powers; the share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the city of Toronto and the provisional directors of the company to be Clarence Gates Armstrong, James Hawken, Sr., Donald Reuben Roy, Thomas Hubert Wilson and Gordon Richard Brady.

#### A CORRECTION.

In the report of the Pure Food Exhibition at Seroggie's in Montreal, it was stated inadvertently that the Neilson-Robinson Chemical Co., Limited, headquarters were at Peterboro. This should have read Napanee.

Do your duty each day and you will not have to seek happiness; she will come to you.

## PORK PACKERS AND THEIR DIFFICULTIES

MR. JAMES LAING, of the Laing Packing Co., Limited, Montreal, being shown the article in last week's Grocer, "Shall the Packers Shut Down?" said:

"The Grocer has placed the situation fairly well and I don't know that I can add anything materially valuable to same. The situation for the packing houses is certainly one that would warrant something being done to place the packing industry, particularly as applied to hog products, on a better basis.

"There are not enough desirable hogs produced in Canada to keep establishments of the capacity of ours and other large packing houses fully and properly going, and to my mind it would seem a wrong move on the part of the Government to withdraw the bonding privilege in respect to American hogs at present prevailing. Take an establishment like ours; we employ in the neighborhood of 250 hands and our pay roll runs well up towards \$150,000 a year. We cannot afford to lay off during the short supply season, and with our capacity of 5,000 hogs you can readily see how the scarcity of Canadian hogs would affect a plant of this capacity; the plant must be kept going and it is only natural that failing Canadian hogs we should have preserved to us the privilege of using the American supplies."

"What remedy would you suggest to overcome this shortage of home product?" was asked by The Grocer.

"It is difficult to lay down any specific and quick-acting remedy," replied Mr. Laing, "but the matter was lately laid before the Government by the Canadian Packers' Association, as you will have noticed by the papers. I think one excellent move to improve the conditions would be for the Federal Government, either directly or acting through the provincial legislatures, to place the question of the proper breeding, feeding and raising of hogs before the farmers as was done in the cheese and butter industries, and look where the intelligent endeavors of the authorities have brought these two branches of farming to.

"The Province of Quebec unfortunately is very much behind Ontario. The farmers here do not seem to realize the value of this branch of their business. The average French-Canadian farmer raises just enough hogs to dispose of the natural fodder and waste that generally accumulates, and I am of the opinion that if it can be shown that the raising of the best grades of hogs will pay him he might be induced to develop this branch.

"To my mind, until we are able to secure a supply of hogs to keep Canadian packing houses fully running, it would be unwise to rescind the bonding privileges. No doubt you will find opinions varying on this point. We certainly prefer to use Canadian products whenever we can get them, and it is to our natural interest to encourage our own country's products and enhance their reputation."

### Montreal Packing Co.

Mr. C. W. Bowman, manager of the Montreal Packing Co., Limited, interviewed, expressed himself of the opinion that the question had two sides upon which good arguments could be brought to bear.

"There are features in the packing industry which would seem to warrant the retention of the bonding privilege in order to maintain the running of the packing houses. Then on the other hand the use of American hogs by Canadian packers and the branding of the goods for the foreign market would tend to depreciate the value of Canadian bacon on the British market particularly. The remedy would seem to be to encourage the raising of sufficient hogs in Canada to supply the Canadian packing houses."

One matter touched upon by Mr. Bowman was the matter of irregularity of supplies of hogs by the farmers, and the consequent uncertainty of obtaining a fair average price right along. As it is, farmers find it cheaper to feed hogs during the Summer months, instead of going into the hog-raising business on rational lines and providing supplies for the packing houses. The large Summer supply comes on the market in the Fall with a rush all around, with a naturally bad effect on prices.

"The question of a remedy," said Mr. Bowman, "is one for the Government. It is their duty as well as to the interest of the farming community to place the hog industry on the same basis as the dairy and cheese branches. Only by actual demonstration to the farmers, particularly in this province, where the farmers do not seem to have properly grasped the possibilities of the business, is it possible to get the right results.

"If necessary supplies of proper breed of hogs should be supplied to farmers at such figures as will show them the profits and possibilities, and with proper instructions as to feeding, housing and attention, in a few years or a decade the industry will reach such dimensions as will still further enhance the value of Canadian packing house products abroad.

"Something, no doubt, will be done by the Government, as the complete facts and figures were laid before Hon. Sidney Fisher, Minister of Agriculture, by the Canadian Packers' Association, and as the industry is one of the most valuable in Canada for the farmers and producers it is to be hoped that prompt and effective measures be instituted."

### Views of the Winnipeg Packers.

Western packers were not much concerned by the rescinding of the bonding privilege on American hogs. Although they have long been handicapped by lack of live hogs, their necessary raw material, very few American porkers have ever been imported. The Winnipeg packers when seen by a representative of The Canadian Grocer last Friday stated that they were not at present affected by the withdrawal of the bonding privilege.

Gordon, Ironside & Fares.—"What effect will the rescinding of the bonding privilege on American hogs have on your business?" the Hon. J. T. Gordon, of Gordon, Ironside & Fares, was asked by The Grocer.

"None at all," was the response. "Of course we are interested, but not directly."

"How so, Mr. Gordon?"

"For the simple reason that we are not importing American hogs."

J. Y. Griffin & Co.—When seen by The Grocer, J. Y. Griffin gave a similar reply. No American hogs are brought to Winnipeg and consequently the Winnipeg packers are not directly interested.

Gallagher, Holman & La France expressed themselves in similar terms.

### The Canadian Packing Co.

The Canadian Packing Co., London, Ont., in a communication to The Canadian Grocer, give expression to their views on the packing situation in the following manner:

"It seems to us that when the Canadian packers cannot get sufficient quantity of Canadian hogs, we certainly ought to be permitted to import our raw material, and export the bacon of same in bond, in order to keep our establishments going. We are quite sure that no Canadian packing house wishes to kill American hogs if he could get a sufficient supply of Canadian hogs.

"It is a great mistake the farmers are making, in thinking that the importation of American hogs is hurting the price of Canadian hogs. The prices the Canadian hogs are commanding to-day are higher in fact than ever before at this time of the year, and it is also a mistake in thinking, as many do, that the American sides cured in Canada are detrimental in any way to the Canadian sides. In the first place these American sides can easily be distinguished from the Canadian sides, as they are extremely fat, and are only required for a certain trade in England. They also sell for a considerably lower price than the Canadian sides, and have not to our knowledge been sold as anything else but American sides, cured in Canada.

"These American sides have now been made by the Canadian packers for the last six months, and so far our people in the Old Country report that they have seen no danger to the Canadian trade from same; in fact, Canadian bacon today commands better prices than ever before, having been for several weeks very close to the price for Danish bacon. If the Minister of Agriculture rescinds the bonding privileges it will simply mean that the Canadian packers will in some cases have to shut their doors, and in other cases discharge one-half of their staff of men until they get sufficient Canadian hogs to keep them going.

"Trusting this information will be of interest to you, we remain,

"Yours truly,

"THE CANADIAN PACKING CO."

### The Park, Blackwell Co.

The Grocer had the opportunity of a chat with Mr. Blackwell, president of the Park, Blackwell Company, of Toronto, on the subject now occupying the attention of the packing industries, and from him obtained some interesting features of the situation. Mr. Blackwell expressed strongly his conviction of the absolute necessity of the continuance of the bond privileges; in no other way could the foreign trade be held and maintained.

The consumptive demand for home and export of the Canadian packing industry was between 70,000 and 80,000 hogs, whilst the Canadian supply amounted to only 37,000. It can therefore be clearly seen that more than half the number required has to be drawn from abroad. If, therefore, the privilege to bring in under bond is removed, it means seriously curtailing the output of the packers, the consequent dismissing of a great number of men and virtually the losing of the half of the export trade.

Touching the question raised at Guelph regarding the danger of introducing disease, Mr. Blackwell very aptly explained that that side of the question could not possibly count in this issue. When once the hogs had reached the factory all such danger was past, as they were slaughtered almost immediately, certainly within 24 hours. The danger, therefore, fell back to the time of their transport from the border line to the factory, and it was evident that phase of objection could not hold water, seeing that hogs had been and were transported continually from Detroit to Buffalo right through Western Ontario without any case of infection ever being heard of or any voice raised against it.

He contended that the whole difficulty of obtaining sufficient stock in Canada sprang from the ignorance of the farmer as to the immense remunerative possibilities of raising hogs. Few farmers knew or even cared to find out the margin of price at which it paid him best to sell the grain he produced, or feed it to his hogs. Instead of this there was a kind of rule with the farmer that the moment grain reached a reasonable figure on the market he sold his grain and reduced his pens, only thinking it worth while to consider hog raising when prices for grain were at bottom. He knew of an instance in which a farmer kept an accurate record of the keep of his hogs which proved that it paid him 50 per cent. better to feed grain to his hogs than sell it. Yet the inducement to sell was so strong on him that he continued to sell his grain, rather than increase his hog raising. What was wanted was that the Agricultural Department take the matter up and demonstrate to the farmers the best manner to conduct hog raising.

With regard to the system of purchasing hogs by an average price instead of grading, Mr. Blackwell was equally emphatic. Farmers had brought this on themselves, he asserted. They gave scant attention to the condition of their hogs, but left them in a great measure to take care of themselves. The result was that some did well and others did not. The scarcity of hogs made it that the packers had to get all they could and the farmers insisted that they take the bad with the good. Hence there was nothing left but to strike an average. Every packer in the trade would welcome the day when he could grade his

price so as to discriminate between well grown packing hogs and leggy, inferior animals.

Packers were not advocating the removal of the duty but only the continuance of the bonding privilege. To remove the duty simply meant ruin to all concerned. It would flood the market with hogs at a price that would make it impossible for the farmer to compete, and would reduce the Canadian products to the lower level of American goods, and be their death knell. All that was wanted was an open door to hold the trade together, which would naturally assist the farmer in building up an industry of perhaps first importance. If the farmer would only look upon his interests and those of the packer as identical, a better state of things would result. The prosperity of the packers meant better prices for the farmers.

### Ingersoll Packing Co.

"In regard to bonding privileges, that the packers have had for many years, we may say this, that the contention claimed by the Swine Breeders' Association as to danger of contagious diseases is, we think, going too far. We do not see where there is any danger of hogs being taken to the packing houses, as none of them are allowed to leave there alive after once entering the premises. We have made it a rule, whenever killing hogs in bond, not to even sell a Canadian hog, nor ever have done so, from our stock yards after we commenced killing hogs in bond. If the matter is so dangerous as the Swine Breeders' Association would like to make out, we think it is high time the railroads were stopped taking trainloads of American hogs from one point to another. We would be very sorry to see the Government stop business of this kind, but if there is any danger in the one case, there is far more in the other.

"We do not suppose any of the Canadian packers want to kill American hogs, if they can get enough Canadian hogs, but of course the price one pays for hogs is limited by the English market, and there is no question of a doubt that hogs are scarce in Canada at present, none of the packers having killed their usual quantity since the 1st January last, so therefore it has helped the packers out, being able to get a few American hogs occasionally. We certainly trust the Government will not change our bonding privileges.

"Yours truly,

"INGERSOLL PACKING CO."

### The Geo. Matthews Co.

"Operating a packing house is quite different from operating any other kind of factory, as from the nature of our business we cannot lay in a stock of raw material to regulate our working time. Having to buy hogs from hand to mouth, in order to do our manufacturing on economical lines it is necessary that we be able to secure our supplies regularly, and we might mention that with the capacity of this house of 3,000 hogs, if we drop down to a killing of 1,500 hogs it means an increased cost of operating amounting to 20c per hog, so that in competing in the Old Country markets with the packing houses of other countries, it is very necessary that we have our manufacturing cost reduced to a minimum.

"The farmers of Ontario have had two or three years when coarse grain has been scarce and high in price. As a con-

sequence they have not produced as many hogs as they were producing three years ago, and in the meantime the packing houses have increased in number and in capacity, so that to-day the packer is up against the proposition that he cannot secure enough Canadian hogs to work his house on economical lines.

"We believe that in time—say a year or two years—the increase in hogs will be sufficient for requirements. In the meantime, that the packers can operate and keep together their men, we are in favor of importation of American hogs in bond, under Government supervision, and we do not see any more fear of shipping hogs from an American port to a packing house in Ontario, than there is in allowing trainloads of American hogs to go from Detroit through to Buffalo, as has been going on for many years.

"The packers are as deeply interested in the reputation of Canadian bacon, and their brands in England as anybody is, and we feel confident that the packers will see that sides, cured in Canada from American hogs, will not be sold as Canadian bacon, if it can be prevented.

"Yours truly,

"THE GEO. MATTHEWS CO.,  
"Limited."

### The Wm. Davies Co.

"Replying to your enquiry re American hogs: The William Davies Company is in favor of the continuance of the privilege of slaughtering American hogs in bond in Canada for export purposes, with this reservation, that all meats so exported should be plainly skin-branded to show that the product is from American hogs. The decrease in the marketings of Canadian hogs, showing a decrease of about 200,000 hogs in the last six months, has resulted in much hardship to the employes of Canadian packing houses, and in a serious reduction in business to the packer. To relieve both situations, Canadian packers have taken advantage of the bonding privilege, unused since the early '90's, to create work for their employes and incidentally to decrease a ruinous labor charge brought about through short supply.

"It is argued that such importation of hogs is a menace to the Canadian bacon trade for these reasons:

"1. Danger of infection to Canadian hogs.

"2. The use of cheap American hogs by the Canadian packer to unfairly depress the price of Canadian hogs.

"3. Loss of reputation of Canadian bacon through the substitution of American for Canadian.

"The first of these arguments need not be seriously discussed. American hogs are continually passing through Canada in bond en route to Eastern United States points, and no single case of contagion has ever been traced to this traffic. Besides, the trade is surrounded by the most stringent safeguards, under the supervision of the Dominion Veterinary Department. If these regulations are inadequate—they appear most complete—they can always be improved.

"In the next place, American hogs are not more competitive with their Canadian brethren because slaughtered in Canadian rather than American packing houses. A packer can never improve the quality of raw product sup-

# Lucas, Steele & Bristol

extend to their customers and friends hearty Xmas Greetings and a hope that the year just closing has been a profitable one to them.

**Empire Brands**

**LUCAS, STEELE & BRISTOL, - Hamilton**

*We wish to thank our many friends for their kind patronage during the year now closing, and trust they will find it has been a profitable one, and to wish them*

*“A Very Merry Christmas.”*

**James Turner & Co., Hamilton**

**OLIVE OIL**

**SUAUT & CO.**

cannot be too careful in the selection of your *oil*

**First** Consider **PURITY**

**Second** Decide for **PURITY**

**Third** Order SUAUT & Co.'s and you will get **PURE OLIVE OIL**

Suaud & Co. grow their own Olives at **Barri, Lucca and Nice.** Agencies in 150 of the largest cities in the world.

Write for prices to J. RUSSELL MURRAY, 6 St. Sacrament St., Montreal, exclusive agent for Canada.

**RIISING SUN AND SUN PASTE**  
**STOVE POLISH IN CAKES** **STOVE POLISH IN TINS**  
**WELL-KNOWN AND RELIABLE** **GUARANTEED TO THE TRADE**



**GUARANTEE.** We guarantee the **SUN PASTE** Stove Polish to the trade. We print our guarantee and put it in every case of **SUN PASTE**. We are very anxious that none but perfect goods shall be sold under our well known and long established trade mark. We will fully and cheerfully protect our guarantee in every way if any of these goods are found defective.

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

plied him. At best he can but pass it on to the consumer as good as when he received it. Further, the product of American hogs is American bacon, no matter where it may be cured, and as such has a place on the English market not one whit different from that which it has always occupied. If, therefore, the product from American hogs must be sold as American bacon, the mere fact that the Canadian packer is able to engage in the slaughter of American hogs in bond, will affect the price of Canadian bacon no more than if he enlarged the activities of his business to take in, for instance, the export of dairy products.

"Thirdly, if skin branding of American bacon is made compulsory, the last vestige of danger to the Canadian bacon trade is removed. This will have the effect of preventing unprincipled agents and salesmen in Great Britain substituting the cheaper, inferior quality of American for Canadian bacon. The American product cured in Canadian houses comes into competition with American product cured in American houses, and will sell at about the same price. Neither product is in the same class with Canadian bacon. They go to totally different trades in the main, and sell at widely different prices. Nor will the total exports of American bacon be increased because a few thousand American hogs are cured in Canada. The export market is a sort of safety-valve to the American packer to keep home prices steady and home stocks within compass. Whether the hogs are shipped alive into Canada or shipped as bacon

to England, the net result is the same—a certain amount of produce has disappeared from the immediate available supply.

"Finally, it has surely been accepted in this country as a fundamental economic principle, that if the raw product can be imported into this country, made to pass through a process of manufacture, which at once enhances its value, and affords employment to the Canadian working man, without in any way prejudicing existing industries or channels of trade, such an industry works to the advantage of the people as a whole, and is a trade which should be encouraged.

"Yours truly,

"THE WM. DAVIES CO., LIMITED."

#### BUSINESS CHANGES.

G. A. Emard, grocer, Montreal, Que. Assets sold.

F. W. Ward, grocer, Rossland, B.C., has given up business.

Samson & Lefebvre, grocers, Montreal, Que. Assets to be sold.

Thompson & Brouillet, grocers, Montreal, Que., have dissolved.

Gill Bros., general merchants, Grand View, Man., has sold stock.

J. A. Bouthillette & Co., grocers, Magog, Que., have assigned.

J. A. Campbell, confectioner, Banff, Alta., has given up business.

A. E. Mitchell, grocer, London, Ont., has sold out to F. W. Parker.

Good & Corneil, grocers, Winnipeg, Man., have dissolved partnership.

Newell & Smith, general merchants, West Head, N.S., have assigned.

Norman H. McConnell, general merchant, Luton, Ont., is selling out.

J. A. Maher, general merchant, St. Simon, Que., offering compromise.

George Houk, liquors, Lethbridge, Alta., has admitted son as partner.

Simard & Frere, general merchants, Normandin, Que., have compromised.

Geo. C. Anderson, tobacconist, Victoria, B.C. Meeting of creditors held.

Berry & Greenwood, general merchants, Douglas, Man., have dissolved.

Charles O'Leary, general merchant, White Rock Mills, N.S., has assigned.

E. D. Paquette, flour and grain merchant, Montreal, Que., assignment filed.

H. R. Thompson, general merchant, French Village, Que. Assets to be sold.

W. Brown & Co. tobacconists, Winnipeg, Man., have assigned to C. H. Newton.

T. Finklestein, general merchant, Greta, Man., has sold out to Miller & Son.

Canadian Preserved Butter Co., St. Johns, Que., Wilks & Michaud, liquidators.

Bouchard & Michaud, general merchants, Chicoutimi, Que. Assets to be sold.

Mary Durham (Mrs. Wm.), grocer, London, Ont., has sold out to Elizabeth Fenn.

F. Jean, general merchant, Ste. Moise,

## THE BEST STOVE POLISH

THAT CAN BE USED IS

# JAMES' DOME BLACK LEAD

Has the Best Sales

Gives the Best Results

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

We Wish You the Compliments of the Season.



# A VERY MERRY CHRISTMAS

TO ALL

THOMAS KINNEAR & CO.

Wholesale Grocers - - TORONTO and PETERBORO



*Have Some?*

To those who have once tasted the goodness contained in those little opal jars labelled "MacLaren's Imperial Cheese," an invitation to *have some* is irresistible. The delightful flavor of

**MAC LAREN'S  
IMPERIAL  
CHEESE**

satisfies the most critical taste.


Weight for weight, it is six times more nutritious than meat, and, combined with bread, contains everything that the human body requires in the way of food to maintain health and strength.

To appreciate all that this statement means — Just try it.

10c. a jar and upward at all grocers.

MacLaren's Imperial Cheese Co., Ltd.,  
Detroit, Michigan, and Toronto, Canada

For Sale by All Wholesale Grocers.



**UPTON'S**

**Jams,  
Jellies  
and  
Orange  
Marmalade**

have the call

**UPTON'S**

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

Que. Voluntary assignment to V. E. Paradis.

R. McLean, general merchant, Makaroff, Man., has been succeeded by D. Sinclair.

Victor Thibault, general merchant, Sayabec, Que., Lefaiivre & Taschereau, curators.

Elliott & Mitchell, grocers, Pilot Mound, Man., have sold out to McLaren & Tullis.

T. R. Brough, general merchant, Carberry, Man., has been succeeded by R. J. Hopper.

Ralph E. White, groceries and meats, St. John, N.B., has bought out Kierstead Bros.

Maher & Co., general merchants, North Battleford, Man., have dissolved partnership.

L. N. Castonguay, general merchants, Montebello, Que., have been succeeded by O. Quesnel.

John McKinnon, general merchant, Mabou Mines, N.S., has assigned to official assignee.

Rose & Dumart, general merchants, Milverton, Ont., have sold out to Chas. A. Finkbeiner.

V. Brosseau & Co., grocers, Montreal, Que. Assets were to have been sold on the 14th inst.

P. Martin, cigars, etc., White Horse, Y.T., has been succeeded by Ben Hainer and R. Alguire.

Mrs. E. Freeze, general merchant, Penobsquis, N.B., has sold out to Walter D. Stewart.

David Forsyth, grocer, Muncey, Ont. Meeting of creditors was to have been on the 19th inst.

Raoul Julien, baker and grocer, Beauceville W., Que. Assets to be sold on the 28th inst.

McKinnon & Co., general merchants, Blyth, Ont., have sold out to Popplestone & Gardiner.

J. A. Roy, general merchant, St. Cyrille de Wendover, Que., Chartrand & Turgeon, curators.

James Sutherland has registered as president of Verret, Stewart & Co., Limited, Montreal.

J. F. Bellevance, general merchant, Rimouski, Que., Lefaiivre & Taschereau appointed curators.

W. A. Ross, general merchant, St. Godroi, Que., Lefaiivre & Taschereau appointed curators.

# A Merry Xmas to All

and a Prosperous New Year

**THE DAVIDSON & HAY, LIMITED**

WHOLESALE GROCERS, TORONTO

Wishing you all

*A Merry Christmas*

and

*A Prosperous New Year*

**LUMSDEN BROS.**

HAMILTON, Ontario

When you are in a hurry

**596**

Call us at our expense

Result, your goods delivered next day

This is our Long Distance Phone

We have everything in stock that you require

**BALFOUR & CO.,**

Wholesale  
Grocers,

**HAMILTON, Ont.**

## ANNUAL MEETING N. W. C. T. ASSOCIATION.

### A Record Attendance.

WITH a membership of 1,843 and a surplus in the treasury of almost \$100,000, the Northwest Commercial Travelers' Association is undoubtedly in a flourishing condition. The favorable showing reflects great



D. J. Dyson, President N.W.C.T. Association.

credit on the management of the association in recent years and the careful husbanding of resources by the astute and watchful treasurer who for ten years has been the custodian of the strong box. With the resources on hand the association are now planning to extend the field of their activities and as a result of the discussion at the annual meeting in Winnipeg on Saturday, December 16, it seems likely that the long discussed project of building a commercial travelers' club will be pushed to conclusion.

### Officers Elected.

On Saturday, November 25, officers were nominated at a general meeting of the association held for the purpose in the board room of the Winnipeg Grain Exchange building. The president and treasurer were elected by acclamation, but as a result of the nominations there was a keen contest for the vice-presidency and for positions on the board of directors. Ballots were mailed to all the association members and a fairly heavy vote was polled. The elections resulted as follows:

President—D. J. Dyson (acclamation).  
 Vice-president—J. E. McRobie.  
 Treasurer—L. C. MacIntyre (accl.).  
 Directors—John Horne (retiring president), A. S. Lock, F. H. Nesbitt, Geo.

Wilson, Thos. Montgomery, F. M. Morgan, W. C. McLean, G. F. Bryan, F. W. Drewry.

British Columbia officers and directors:

Vice-president for Vancouver—E. F. Gerster.

Vice-president for Victoria—W. W. Duncan (accl.).

Directors for Vancouver—C. P. Egan, F. A. Richardson.

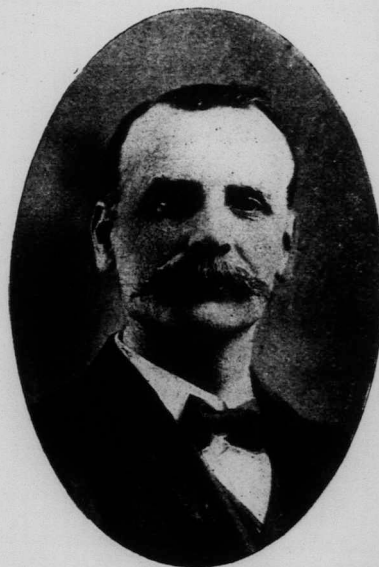
Director for Victoria—J. C. Devlin (accl.).

Director for New Westminster—Fred Lynch (accl.).

Director for Kootenay—Geo. Nunn (accl.).

### President Dyson.

In their newly elected president the active Northwest travelers have a man who is one of themselves. The duties of the office are such that it is absolutely necessary to elect as president a man who is not an active traveler. It is desirable, however, that he should be a



J. E. McRobie, Vice-President N.W.C.T. Association.

man who is closely in touch with the boys on the road.

Mr. Dyson complies with these requirements. As head of the Dyson Co. his business duties keep him in Winnipeg most of the time, but it is only some eighteen months or more since he was an active traveler, and hence he is in touch with the sentiments of the man who carries the sample grip and has not had time to forget his point of view. Mr. Dyson is justly popular among the travelers for his frank, straightforward character and his kindness of disposition. The travelers have the utmost confidence in him and they know that the affairs of the association are in safe hands.

Mr. Dyson came west in 1891, severing his connection then with Gorman, Dyson & Co., of London—now Gorman,

Eckert & Co. He founded in Winnipeg the Dyson-Gibson Co., which is now known as the Dyson Co. In building up his present extensive pickle and spice trade Mr. Dyson has traveled the territory from Winnipeg to the coast many times and many retailers will be glad to learn in these columns of the honor conferred upon him.

### Vice-President McRobie.

Vice-President J. E. McRobie is an active traveler whose good qualities have made him popular in all parts of the west. He is at present secretary-treasurer of the Western Retail Hardware and Stove Dealers' Association and in that capacity spends most of his time on the road. For a number of years he represented the James Robertson Co., Limited, in the west. He was a faithful member of the board of directors last year and there is no doubt that in him the association will have a capable vice-president. His election is very popular among the boys.

### Treasurer MacIntyre.

For ten years L. C. MacIntyre has been custodian of the association funds and he has been again elected by acclamation for his eleventh term. Ten years ago, as he mentioned in the course of a speech at the annual meeting, the membership was only 369; it is now 1,843. Mr. MacIntyre has therefore seen the association make great strides



John Horne, Retiring President N.W.C.T. Association.

during his term of office. His re-election by acclamation is sufficient testimony of the high esteem in which he is held by his fellow members.

(Continued on page 35.)

HERE'S  
 THAT ALL THE GOOD  
 THINGS OF  
**CHRISTMAS**  
 MAY BE YOURS —

PACKERS OF THE FAMOUS  
**"KOLONA" PURE CEYLON TEA—**  
**"GOLD MEDAL" COFFEE**

**THE EBY, BLAIN Co. LIMITED**  
 WHOLESALE IMPORTING AND  
 MANUFACTURING GROCERS,  
 TEA AND COFFEE IMPORTERS AND PACKERS  
**TORONTO, CANADA**

#### HOCKEY AGAIN.

At a meeting of the Toronto Wholesale Grocers' Hockey League held Dec. 18th, the following schedule was adopted:

- Jan. 2nd—Canada Grocers vs. H. P. Eckardt & Co.  
 Jan. 3rd—Grocery Brokers vs. T. Kinnear & Co.  
 Jan. 5th—H. P. Eckardt & Co. vs. James Lumbers.  
 Jan. 10th—Grocery Brokers vs. Canada Grocers.  
 Jan. 12th—James Lumbers vs. Grocery Brokers and Kinnear vs. Eckardt.  
 Jan. 16th—Canada Grocers vs. James Lumbers.  
 Jan. 18th—Canada Grocers vs. T. Kinnear & Co.  
 Jan. 19th—H. P. Eckardt & Co. vs. Grocery Brokers.  
 Jan. 22nd—James Lumbers vs. T. Kinnear & Co.  
 Jan. 24th—H. P. Eckardt & Co. vs. Canada Grocers.  
 Jan. 26th—T. Kinnear & Co. vs. Grocery Brokers.  
 Jan. 29th—James Lumbers vs. H. P. Eckardt & Co.  
 Jan. 30th—Canada Grocers vs. Grocery Brokers.  
 Feb. 2nd—Grocery Brokers vs. James Lumbers.  
 Feb. 2nd—H. P. Eckardt & Co. vs. T. Kinnear & Co.  
 Feb. 6th—T. Kinnear & Co. vs. Canada Grocers.

Feb. 9th—Grocery Brokers vs. H. P. Eckardt & Co.

Feb. 9th—T. Kinnear & Co. vs. James Lumbers.

Feb. 12th—James Lumbers vs. Canada Grocers.

All games to be played on the ice of the first-mentioned team. There promise to be some very close and exciting games this year as each one of the five teams entered are determined to win the trophy which has been donated by the Tillson Co. for annual competition, and also the trophies which Mr. John I. Davidson has donated to the winning team.

#### A COMMERCIAL AGENT FOR ST. JOHN'S.

In view of the importance of Canadian trade with Newfoundland, the Dominion Cabinet has decided to station a commercial agent at St. John's, and Mr. Ed. Arnaud, formerly filling this capacity in Chicago, will be transferred to the Island Colony.

Last year Canada sold Newfoundland goods to the amount of \$3,473,713, and bought in return to the value of \$1,054,613.

#### GROCERS WANT LAWS AMENDED.

It was decided at a meeting of the Grocers' Association, Montreal, to approach the Federal Government next session to have the grocers relieved

of the expense of inspection of weights and measures. The Quebec Legislature will also be asked to protect the grocers against the hucksters, who are injuring their trade by selling at the doors of the customers, and a delegation will also ask for a change in the present expensive method of collection in the Circuit Court. A committee was then appointed to consider the amendments required in the law as to grocers' licenses.

#### NOVEL ADVERTISING LINES.

The N. K. Fairbank Co., Montreal and Chicago, have lately placed on the market for advertising purposes a dummy package of Gold Dust Washing Powder, with the now well known Gold Dust Twins leaning upon the back of the cartoon and apparently discoursing on the fine work they are doing with the contents of the package. It is an ad thoroughly in keeping with the up-to-date material sent out by this firm; and placed on a grocer's counter or show case will prove a good reminder to buy Gold Dust.

Another good line just out by this company is an enamelled door plate in yellow and black, showing a miniature package of Gold Dust and the Twins, and bearing the very seasonable suggestion to "Please close the door." This on the merchant's doors is both ornamental and suggestively useful. No doubt applications to the Montreal offices by readers of The Grocer will secure either of these good designs.

# MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

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

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

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

TELEPHONE M 3960

# MINCE MEAT

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

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

**F. W. FEARMAN CO.,**

**HAMILTON**

LIMITED



**Western Retailers!**  
**Support Western**  
**Industries**

*Your Jobber  
can supply you  
with*

**MANITOBA PACK**

**Corned Beef, Roast Beef**

*1 and 2-lb. Tins*

**Canned Chicken, Canned Turkey**

*1-lb. Tins.*  
**QUALITY FIRST-CLASS**

Manufactured by

**THE MANITOBA CANNING CO., LIMITED**  
**GRANDE POINTE, MANITOBA**

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

# ALWAYS PREPARED

to furnish prices on car lots or less in

**BUTTER--Creamery and Dairy**

**CHEESE--Cheddars and Flats (twins)**

**EGGS--Fresh and Pickled**

**OUR MOTTO :**

**Prompt shipment and one quality, namely, the best**

**The J. A. McLean Produce Co., Limited**

**EXPORTERS and WHOLESALE DEALERS**

73-75-77 Colborne Street

**Toronto.**

# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN

There is not much change in the situation on cheese since our last report; the market remains not only very firm, but even unusually active for this time of the year. Stocks held here for British account are being ordered forward, new orders are daily coming in and, if this condition continues, we will very soon be entirely bare of stocks.

The strength of the situation was particularly apparent a few days ago, when a lot of damaged cheese ex S.S. Bavarian were sold at auction. A large number of buyers congregated and the prices realized were a surprise to the underwriters and everybody else, which fully demonstrated the keen demand for anything a shade under the price for finest goods.

Even finest qualities have had a good demand, and prices have gradually hardened. Stocks in the different centres of the United Kingdom show a considerable decrease, which means that the consumptive demand is still on, and that the retailers are not overstocked this year. Trade conditions in Great Britain are favorable, and as long as the consumer is willing and able to buy cheese the situation may not only be considered sound, but strong, and prices will naturally advance gradually as supplies become less.

Another representative of a large English importing house made his appearance here a few days ago. Of course he was not here to buy cheese, but just to keep his hand in he took a "few" wherever he could find suitable quality. Evidently the majority of the trade in Great Britain did not believe in the actual strength of the situation, and they find out, when it is almost too late, that they were mistaken the whole season. They lost business and failed to make profits when it was the right time to buy.

There is no doubt the situation right along has been speculative and misleading to the legitimate trade, but, after all, it is astonishing that the majority of the British importers remained on the wrong side, in spite of any straight, good advice from this side of the Atlantic. They realize now that prices are up and stocks getting small; that they need some goods to keep their natural trade supplied, and one after the other is coming on the market, and, naturally, prices keep on advancing.

At the close of our navigation everybody expected a dull and quiet time, but orders coming in from all over the United Kingdom clearly demonstrated that goods were wanted. Available supplies are undoubtedly short, as the bulk of our stocks here are held for British account, and what goods are unsold here are firmly held for higher prices. The present situation is frequently compared with the year 1902, when prices went out very high, and

there is every probability this year that we will see a similar wind-up.

There is one danger, which is that everybody here and across the Atlantic is "bullish," and if this is overdone it may finally end in disappointment, but at present the "bull argument" seems certainly well supported by facts.

The receipts and exports of cheese are nearly the same as last year, but the stocks in the country are very much less than a year ago. Prices have been higher right along, but the British retailer has been able to get a better profit on cheese than last year, and, considering that last year's supplies were insufficient for the consumptive demand of Great Britain, it certainly seems natural to expect that this year's stocks will all be wanted before the new season's goods can come on the market.

Great Britain is a large market for all kinds of cheese. Canadian cheese are, to a large extent, similar to the English and Scotch product—better in quality than a good proportion of English and Scotch cheese—and when these run short, as they seem to do this year, the Canadian cheese are wanted to fill the gap. New Zealand cheese come next, but it is generally believed that these will run short also, and at present there is nothing but high prices in prospect.

There is not much to be said about butter. As previously pointed out in these articles, we have no butter to spare for export, and the British markets are now ruled by supplies from Australia and European countries.

### THE PROVISION SITUATION

There is no doubt that the packing industries are at the present moment face to face with a critical situation.

We give in another part of this issue upwards of two pages of correspondence which has come to hand on the subject of the bonded privilege withdrawal.

All alike are concerned as to the effect on the industry. There is a steady capacity equal to 70,000 to 80,000 hogs per week all of which can be comfortably placed. With the removal of this privilege packers will have to content themselves with a meagre supply of little more than half that amount, and with little prospect of the situation showing any material improvement for many months. It is a condition of grave and serious moment.

Markets are continuing steady and generally firm, with every indication of good export demand.

Poultry has been occupying a good deal of attention at all points. During the current week, however, there has been a good deal of unsteadiness and prices at present moment are weakening.

The cheese situation is one of continued strength. Factories are closed down

and stocks are all held by dealers, who are not disposed to move except at firm figures.

The butter situation has no new feature. A steady demand continues, with supplies hardly sufficient to meet requirements.

Apart from the great question of the moment before referred to, the general conditions are featureless and uninteresting, and are expected to continue so until the opening of the new year.

### OUR LONDON LETTER.

By Our Own Correspondent.

The demand for Australian butter continues to be brisk, and prices are inclined to advance. Choicest brands make 110 to 112 shillings; finest, 104 to 108 shillings. Two thousand odd cwt. of Canadian butter arrived on the 2nd inst., and are selling at 106 to 110 shillings for choicest parcels, 100 to 104 shillings for finest. It is worthy of notice that this time last year there was no Canadian butter to be had. The continent is making heavy calls upon the Danish market, but owing to large arrivals of colonial butter the effect is not felt here.

### Canadian Cheese in Demand.

There has been a good demand for Canadian cheese all through the week, and brisk business has been transacted at higher prices. Quotations are now 61 to 62 shillings for white; 62 to 63 shillings. These are spot quotations; c.i.f. are higher. At this time last year ruling figures were 49 to 50 shillings for choicest and 47 to 48 shillings for finest. These quotations are full of significance, and verify the statement made elsewhere in *The Grocer* some short time back that the consuming public in Britain would respond to any advance in price. But the dealers cannot be making much money, since it appears that the addition of an extra penny on the retail price of cheese is robbed of its beneficial effect, as far as they are concerned, by the advanced price demanded by Canadian shippers. However, the retail trade is in no mood for worrying about such a matter just now. "Look to your poultry" is the order of the day.

### Opportunity for Canadian Poultry.

It is a pity that Canadian poultry cannot be seen on this market at this time of the year. Indeed, when it is to be had, early in the Spring, it is nothing in comparison to what it might be. The demand is very great for fowls, and Canadian exporters should make an effort to get a larger slice of the business next season than before.

Some reference was made to the poultry market in Britain in a former issue of *The Canadian Grocer*, but it will bear repetition. When England began many years ago to import poultry, the United States was easily first in supplying fowls to meet the demand, but later on Russia entered the field, and was so

successful that it secured the first place as a source of supply. After some while, however, Russian breeders began to cultivate an egg trade with this country, and the result naturally was that the fowls which hitherto had been killed when comparatively young for eating purposes, were now kept on account of their eggs, and the export poultry trade of Russia suffered accordingly. Thus the United States once more secured the first position. Lately, possibly owing to the increased domestic demand, supplies of poultry from the States have been on a decidedly smaller scale, and it is right here that the opportunity occurs for Canadian poultry raisers to step in and get their share of the trade.

**Provisions Slow.**

Bacon. There is no change to be reported this week. The trade say that

there is a possibility of the demand being a trifle better during the next few days, but that the Christmas holidays are sure to interfere with regular business. If it is at all possible, packers should do their best to keep prices down as the high prices now ruling are detrimental to free buying, and they stand to lose money in this way. Quotations are expected to be lower throughout the early part of the year.

**UNIVERSAL STOCKS OF LARD.**

December 1, 1905.

CABLE advices give the following estimates of the stocks of lard held in Europe and afloat on the 1st inst., to which we add estimates of former years, and stocks in cities named:

	1905. Dec. 1.	1905. Nov. 1.	1904. Dec. 1.	1903. Dec. 1.	1902. Dec. 1.	1901. Dec. 1.
Liverpool and Manchester	7,500	15,500	17,000	10,500	950	3,500
Other British ports	5,000	9,000	13,000	1,500	250	5,000
Hamburg	20,000	25,000	25,000	12,000	500	3,000
Bremen	1,000	1,500	1,500	500	1,500	1,000
Berlin	3,000	6,000	5,000	2,000	500	500
Baltic ports	6,000	10,000	16,500	8,000	5,000	6,000
Amsterdam	2,500	4,000	2,500	500	500	1,000
Rotterdam						
Mannheim						
Antwerp	1,000	1,500	2,500	1,000	1,000	1,000
French ports	1,500	750	1,200	900	500	3,000
Italian and Spanish ports	1,000	1,000	500	500	500	1,000
<b>Total in Europe</b>	<b>48,500</b>	<b>74,250</b>	<b>84,700</b>	<b>37,400</b>	<b>11,200</b>	<b>25,000</b>
<b>Afloat for Europe</b>	<b>90,000</b>	<b>80,000</b>	<b>55,000</b>	<b>50,000</b>	<b>45,000</b>	<b>57,000</b>
<b>Total in Europe and afloat</b>	<b>138,500</b>	<b>154,250</b>	<b>139,700</b>	<b>87,400</b>	<b>56,200</b>	<b>82,000</b>
Chicago prime steam	18,136	53,404	19,409	19,920	9,547	21,438
Chicago other kinds	14,756	13,384	10,223	8,082	9,698	4,981
East St. Louis	None	1,350	875	840	None	310
Kansas City	5,927	7,770	3,794	3,682	2,289	13,445
Omaha	1,263	682	2,153	842	1,013	3,911
New York	4,473	4,356	5,643	5,537	4,510	5,551
Milwaukee	1,196	9,066	3,597	1,857	680	1,564
Cedar Rapids						2,644
South St. Joseph	*1,500	*2,000	4,296	1,845	1,788	3,450
<b>Total tierces</b>	<b>185,751</b>	<b>243,262</b>	<b>189,690</b>	<b>130,005</b>	<b>85,725</b>	<b>139,294</b>
* Estimated.				(The N. K. Fairbank Co.)		

**PROVISION AND DAIRY MARKETS.**

**MONTREAL.**

**Provisions.**

There is no change of any importance to note in the condition of the provision market. The scarcity of live hogs is a feature the packing houses have to contend with on the moment and prices are consequently firm. Dressed hogs, abattoir killed, \$9 to \$9.25; country dressed, \$8 to \$8.25. Bacon is in good demand, although hams are not so active.

**We quote:**

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

**Butter.**

Butter continues in good demand for local consumption and the market is

steady with prices unchanged. Dairy continues scarce and is held at firm prices. Choice creamery 23 1/2c to 23 3/4c, and good to fine 23c to 23 1/4c.

**We quote:**

Fancy Townships	0 23 1/2
Finest creamery	0 22 1/2 0 23 1/2
Fine	0 21 0 21 1/2
Medium	0 20 0 21 1/2
Fresh dairy tubs	0 20 0 20 1/2
Fresh rolls	0 21

**Cheese.**

The cheese market is strong. There has been considerable inquiry for export and this has had a tendency to make holders firm. Stocks are practically in few hands and this has a still further tendency to stiffen prices. Ontarios quoted 12 1/2c to 13c and Quebec makes 12 1/2c to 12 3/4c.

**Eggs.**

The egg situation is unchanged; the market is firm and local demand good. Selected stock selling at 24 1/2c to 25c, No. 1 21c and limed 20c to 21c. Strictly fresh laid 30c to 32c. These latter are very scarce and stocks readily picked up.

**TORONTO.**

**Provisions.**

Local trade has manifested considerable life during week under review. Demand has been good, and prices well maintained. Arrivals have been coming in better, but not sufficient to make any material difference to the output. For street hogs markets have shown a slight weakening on our quotations, to the extent of 25c. Poultry has been occupying a good deal of attention. Turkeys have been ruling high but during current week there has been a good deal of fluctuation. Beef, mutton and lamb have all continued in good demand and firm prices.

**We quote:**

Long clear bacon, per lb.	0 10 1/2
Smoked breakfast bacon, per lb.	0 14
Roll bacon, per lb.	0 11
Small hams, per lb.	0 13
Medium hams, per lb.	0 13
Large hams, per lb.	0 12
Shoulder hams, per lb.	0 10 1/2
Bacon, per lb.	0 15 0 16
Heavy mess pork, per bbl.	18 00
Short cut, per bbl.	21 00
Shoulder mess pork, per bbl.	14 50 16 00
Lard, tierces, per lb.	0 10 1/2
" tubs	0 10 1/2
" pails	0 11
" compounds, per lb.	0 07 1/2 0 07 1/2
Plate beef, per 200-lb. bbl.	12 00 13 50
Beef, hind quarters	6 00 7 50
" front quarters	4 50 6 00
" choice carcasses	6 50 6 50
" common	3 50 4 50
Mutton	0 08 1/2
Spring lamb	0 09 0 10
Veal	0 07 0 10
Hogs, street lots	8 15 8 25
" dressed, car lots	7 75 8 25

**Butter.**

There is no new feature to report. Arrivals have been much more satisfactory and many factories are now getting down to straight work.

**We quote:**

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

**Cheese.**

Trade has been inactive, and no new feature to report. All stocks are now in the hands of jobbers, who hold them against an expected firmer market. Whether or no this will eventuate is only conjecture.

**We quote:**

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

**Eggs.**

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

**We quote:**

New laid eggs, per doz. (nominal)	0 35
Fresh "	0 24 0 25
Pickled "	0 21

**WINNIPEG.**

**Creamery Butter.**

As noted last week, all the country creameries have stopped manufacturing and stocks on hand are none too large to supply the Winter demand.

**We quote:**

Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 25
" " in 14-lb. boxes	0 25
" " in 1-lb. bricks	0 26

**Dairy Butter.**

Supplies from the country are still small and the quality is not all that might be desired. There is a strong demand for good dairy butter and the first class article will command a high price from the local produce houses. The price paid for good dairy butter delivered in

Winnipeg is about 20c, but it is hard to quote with exactitude as everything depends on the quality.

**Lard.**

We quote :

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

**Cheese.**

We quote :

Finest Ontario, large	0 13
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

**Cured Meats.**

We quote :

**SMOKED MEATS.**

Hams, selected stock, special mild cure	0 15
Bacon, " "	0 19
Backs, " "	0 14
Picnic, " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 13½
" assorted sizes	0 08
Picnic, " "	0 08
Shoulders, " "	0 08
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 11½
Manitoba butts " skinned	0 09½
" " boneless and rolled	0 10
" " rolls, boneless	0 11

**HOW LONG WILL WE HAVE GOOD TIMES?**

By George Burn, General Manager Bank of Ottawa.

Some years ago the present Minister of Finance in his budget speech asked whether Canada had not about "reached the top of the wave" in prosperity. If one may judge by the increase in the bank clearings and in the deposits of the country, an answer in the negative may very well be given to this query.

I called attention last year to the fact that the deposits of the banks generally had grown at the average rate of a million dollars a week. I find that this year the growth is even greater, the total public deposits in the chartered banks being \$69,000,000 higher than a year ago, of which about \$14,000,000 is from other countries, held by Canadian banks having agencies outside of Canada. Comparing the 31st October, 1895, ten years ago, with the same date of this year, the growth is \$361,102,000, or an average increase per annum of \$36,000,000, no small sum, considering our population.

A careful review of the increase, as far as can be judged from the Government returns, indicates that the growth in deposits is general throughout the Dominion.

The current loans in Canada of the chartered banks have increased during the year \$34,000,000, or about \$20,000,000 less than the increase in Canadian deposits.

The question many people are asking is, how long is this growth in material wealth to continue? It seems to me that so long as we have good crops throughout the country, and prices maintain a fair average, we may expect good times. At the same time we realize that there must be no relaxing of vigilance. The temptations to overtrade, to lay in too heavy stocks of goods, and to speculate in lands, etc., are serious, and not every merchant can resist them. Those of us who have passed through some of what are known as "hard times" know full well that the foundation of many a loss has been laid in times of prosperity.

# CLARK'S MINCE MEAT

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

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



Condensed Mince Meat is cheaper to buy than the bulk. That is why you should order

## Nicholson's Mince Meat

Do you carry :

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

## NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

### SALT SALT

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

C. R. COOPER

### TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

### DRESSED BEEF

Our Fergus plant is now in operation.

We will be pleased to quote dressed beef in car lots.

### 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 freights. 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,

## Pay You

it will

## WALTER WOODS & CO.

Hamilton and Winnipeg.

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



**Merry Christmas**  
and  
**Happy New Year**

**To all our Customers and Friends**

---

Thanking you for your past favors,  
we wish you all a Merry Christmas  
and a Prosperous New Year. May  
our relations be as cordial as ever,  
and mutually profitable.

---

**LAPORTE, MARTIN & CIE.**

Limited

**Wholesale Grocers, Wine and Spirit Merchants**

**MONTREAL**

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

Biscuits, Confectionery, Etc. Canadian Shredded Wheat Co., Niagara Falls, Ont. Cowan Co., Toronto.

Canned Goods. Balfour & Co., Hamilton. Belleville Canning Co., Belleville, 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.

Computing Scales. Computing Scale Co., Toronto. Dean & McLeod, Hamilton.

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

Consulting Chemists. Kaufmann, W. F., Toronto. Corks. Ewing, S. H. & Sons, Montreal.

Crochery, Glassware and Pottery. Campbell's, R. Sons, Hamilton, Ont. Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions. Clark, Wm., Montreal. Dawson Commission Co., Toronto.

Flour, Etc. Dominion Molasses Co. inside front cover. Doughty, A. C. & Co., Toronto.

Finishing. Bickie, John W., & Greening, Hamilton. Black Bros. & Co., Halifax.

Financial Institutions & Insurance. Bradstreet Co. Fish. Bickie, John W., & Greening, Hamilton.

Flavoring Extracts. Capstan Mfg. Co., Toronto. Foreign Importers. Biermann, E. & Co., Cardiff, Wales.

Fruits—Dried, Green, and Nuts. Dawson Commission Co., Toronto. Distributors Co., Toronto.

Gelatine. Cox, J. & G., Edinburgh, Scotland. Grain, Flours and Cereals. Frontenac Cereal Co., Kingston.

Grocers' Wholesale. Balfour & Co., Hamilton. Chaput, L., Fils & Cie., Montreal.

Hides, Skins, Etc. Page, C. S., Hyde Park, Vt. Infants' Foods. Keen, Robinson & Co., London, Eng.

Interior Store Fixtures. Walker Pivoted Bin and Store Fixture Co., Toronto. Jams, Jellies, Etc. Batzer—Rose & Lafamme, Montreal.

Malt Extract. Sleeman, Geo., Guelph, Ont. Manufacturers' Agents, Brokers and Commission Merchants. Adam, Geo., & Co., Winnipeg, Man.

Meat. Capstan Mfg. Co., Toronto. Clark, Wm., Montreal. Fearman, F. W., Co., Toronto.

Molasses. Canada Maple Exchange, Montreal. Canada Sugar Refining Co., Montreal.

Oil Tanks. Bowser, S. F., & Co., Toronto. Oils. Queen City Oil 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. Holbrook & Co., London, Eng.

Potatoes. Hannah, R. W., Toronto. Poultry and Cattle Food. Bate, H. N., & Sons, Ottawa.

Refined Cider. Wilson, W. H., Co., Tillsonburg, Ont. Sails. Gray, Young & Sparling, Wingham, Ont.

Soda—Baking. Church & Dwight, Montreal. Starch. Brantford Starch Works, Brantford.

Sugars, Syrups and Molasses. Canada Maple Exchange, Montreal. Canada Sugar Refining Co., Montreal.

Teas, Coffees, and Spices. Blue Ribbon Tea Co., Toronto. Braid, Wm., & Co., Vancouver, B.C.

Vinegars. Wilson, W. H., Co., Tillsonburg. Washing Compound. Fairbank, N. K. Co., Montreal.

Woodenware. Woods, Walter, & Co., Hamilton. Wrapping Paper, Paper Bags, Etc. Canada Paper Co., Toronto.

Yeast. Gillett, E. W., Co., Toronto. Adam, Geo. & Co., Winnipeg, Man. Adamson, J. T., Montreal.

Alison Coupon Co., Indianapolis, Ind. Albert Soaps, inside front cover. Allison Coupon Co., Toronto.

American Tobacco Co., Montreal. McDougall, D., & Co., Glasgow, Scot. Payne, J. Bruce, Granby, Que.

Baker, Walter & Co., Dorchester, Mass. Cowan Co., Toronto. Dunn, Wm. H., Montreal.

Batzer—Rose & Lafamme, Montreal. Goodwillie—Rose & Lafamme, Montreal. Klovah Jellies—Sutcliffe & Bingham, Toronto.

Smith, E. D., Winona, Ont. Upton, Thos., & Co., Hamilton. Malt Extract. Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants. Adam, Geo., & Co., Winnipeg, Man.

Meat. Capstan Mfg. Co., Toronto. Clark, Wm., Montreal. Fearman, F. W., Co., Toronto.

Molasses. Canada Maple Exchange, Montreal. Canada Sugar Refining Co., Montreal.

Teas, Coffees, and Spices. Blue Ribbon Tea Co., Toronto. Braid, Wm., & Co., Vancouver, B.C.

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We are indebted to a member of a Hunting Club in Pontiac County for the above picture.

For strength, flavor and aroma the ideal Coffee of Hunters, Fishermen and Campers is SEAL BRAND.

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THE IMPORTERS

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**JOHN BAYNE MACLEAN,**  
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**The MacLean Publishing Co.**  
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**NEW ADVERTISEMENTS**

Canadian Co-operative Co., Winnipeg, Man.  
Canada Maple Exchange, Montreal.

**THE COFFEE SITUATION.**

**T**HAT we are in line for an advance in coffee is becoming more and more apparent daily. The statistical position of coffee has never shown a more serious front than at present, and this position is so strong that even the strongest bear interests will not be able to effectually and effectively check the advance in prices in the article, and every confidence is expressed by the large dealers in New York, Havre and Hamburg in the permanency of the ruling strong tone. The United States, as the world's largest user of coffee, is naturally more interested than Canadian dealers, but as the consumption in Canada during the past five years has increased very largely, and is still bounding upward, it is well for all to study the situation closely and weigh carefully as to whether the present is not an opportune moment for laying in stocks.

Mr. G. S. Kutz, an eminent authority on coffees, in reviewing the situation, says:

"The timidity and heaviness resulting from the liquidation and gradual adjustment of a large long interest for December delivery is evidently on the verge of disappearance and about to give way to a feeling of confidence in the future course of the market—a feeling amply justified by the general situation of the article.

"Among a number of causes making for improvement particular mention should be made of the small stocks at seaports in Europe, very scant supplies in the interior and increasing deliveries in this country. The interior of the United States has been buying sparingly, from hand to mouth as it were, during recent months, but is already showing a better demand and will become a liberal purchaser the moment prices begin to show an advancing tendency."

The situation in Europe is looked upon by those conversant with the world's coffee situation as even more pessimistic, and the well-known house of F. Metz & Co., Havre, France, in a circular letter of recent date, commenting on the phenomenal decrease of stocks of Brazil coffee, report that:

"On January 1, 1904, stocks in Europe amounted to 6,420,000 bags, while on October 1, 1905, they were only 3,355,000, thus showing a decrease of 3,065,000 bags within the comparatively short space of 21 months."

The total visible supply of the world of all kinds of coffee on the 1st of November, 1905, amounts to 13,006,841 bags, as against 14,350,926 bags at the same time last year.

The continuous decrease in the production of Brazil coffees has been remarked upon by operators, and this decrease is the result of the policy of restriction in production pursued during late years by the Government of Brazil. From 1902 to 1905, there were shipped from the ports of Rio and Santos as follows:

1901-2	15,439,000	bags
1902-3	12,324,000	bags
1903-4	10,408,000	bags
1904-5	9,968,000	bags

showing a steady shortage every year. As to the crop of 1905-6, which up to last May was estimated between 10,500,000 to 12,000,000 bags, it is now thought will not exceed 10,000,000 to 10,250,000 bags.

In this connection it is well to mention the report of the United States Department of Commerce and Labor on the subject of the world's production and consumption of coffee, recently issued:

"It is believed to be the intention of the Brazilian authorities to bring the production down to 9,000,000 bags, and keep it there, in order to render the in-

dustry more remunerative to the planter by aiming at a higher range of prices."

These reports are food for thought and reflection, and especially so when it is an apparent fact to everyone that the consumption of coffee is not only commensurate with the growth of population in coffee consuming countries, but there is also a per capita increase. With the production of coffee falling off, and the consumption increasing, it is not difficult to imagine what the effect will be on prices. As the world's production outside of Brazil is not more than about 4,500,000 bags, to satisfy the growing demand it will require about 12,000,000 bags of Brazil coffees, and the most sanguine reports do not show more than a possible crop for 1905-6 of 10,500,000 bags. It is easy to calculate upon an advance.

**TEA STANDARDS FOR CANADA  
FURTHER CONSIDERED.**

"It is one thing to make a statement, but another thing to substantiate it," is a current saying. The Grocer in its latest issues, as well as as far back as June last, has made the claim on behalf of Canadian tea importers that the present system (?) of tea inspection by the Government was an injustice to the trade and a serious detriment to the proper conduct of a business of such vast extent and importance as the tea importing trade. In one of our latest issues reference was made to the loss sustained by a Montreal importer through the unsystematic procedure of the Government tea inspection bureau, and in last week's issue a direct statement of a further unjust ruling was published in the letter of Mr. E. D. Marceau, one of Montreal's most prominent tea merchants. The injustice to Mr. Marceau and the heavy loss sustained by him through inability to deliver the tea in question to his customers owing to advance sales having been made on samples through his travelers, was sufficient excuse for a stronger protest than was made by him.

The Grocer has been handed this week by another large and well known tea house of Montreal a copy of an account sales of a shipment of tea imported from London and which on rejection by the Government inspector was re-shipped to London and sold for account of the Montreal house. The original account sales was in The Grocer's possession but returned to the tea merchants. The shipment consisted of 15 hf. chs. Imperial gunpowder and was purchased at 6½d., equal to about 13½¢ in Montreal. The tea was pronounced perfectly sweet and good liquoring by a number of local tea experts and superior in every respect to several lots of woody,

scummy Ping Sueys that have lately passed the inspector, and in the opinion of those competent to judge, ought to have been permitted entry.

The London house, on the teas arriving there, sold them and the account sales showed 4½d., a loss of 2d., and the entire loss to the Montreal house was £10 1s. 6d. (about \$50).

This case amply justifies an investigation in the methods adopted by the authorities invested with the inspection of teas and certainly strengthens the contention that a set of tea standards for use of the tea importing trade is absolutely necessary.

In order to place the above case clearly before our readers and the Government, we publish herewith the actual shipment and account sales referred to, withholding only the names of shipper and consignee:

STATEMENT OF SALE OF 15 HF. CHS. TEA SOLD FOR A/C. OF .....  
MONTREAL, BY ..... LONDON.

1905.				1905.			
Oct. 19—To	15 hf. chs. Imperial, 828 lbs. at 4½d.	£	s. d.	May 6—By	15 hf. chs. Imperial as per invoice	£	s. d.
		15	10 6			23	5 9
	Less 92 d/d.		3 9		Public sale charges and commission		5 7
			15 6 9		Wharf charges	1	8 2
Balance due to us		10	1 6		Landing charges		7 6
					Sampling		1 3
						25	8 3
				By balance		10	1 6
				October 27, 1905.			
				E. & O. E.			
			25 8 3				

How long will this uncertainty prevail?

The only remedy is, we claim, the adoption of standards, and the appointment of a board of arbitration as is the case in the United States. There is no reason in the world why Canadian tea importers should be kept in a guessing state as to what to import, and be put to losses in the conduct of legitimate business.

OUR COMMERCIAL AGENCY IN U.S.

In a few months the Canadian Commercial Agency at Chicago will have ceased to exist, by the transfer of Mr. E. D. Arnaud to St. John's, Newfoundland, and with its closing will apparently end Canadian commercial representation in the States. This is to be greatly deplored. Chicago itself may not have been an ideal point for such a purpose, and we can well understand the agent in charge has had an onerous and difficult task.

No one acquainted with the situation would complain at the appointment of an agent for St. John's, Newfoundland, it is a necessity which should not be overlooked, but why the withdrawal of representation in the U. S.? Surely there is ample need to be in

touch with every American movement. There are other places beside Chicago—Philadelphia and New York, for instance—where commerce and manufacture are exploited on a scale which has taken years to develop. Surely Canada can learn much from her American cousins' experience. The absence of our commercial agency from such important centres as those mentioned, is greatly to be regretted and it is to be hoped that the matter will meet with the consideration it deserves.

A BLOW AT THE PACKERS.

The decision of the Hon. the Minister of Agriculture to rescind bonding privileges in regard to American hogs is to be deplored, and can not be defended on the grounds set forth as the reason

hogs competed with the Canadian article to any degree the action of the Minister might be justified, but such is not the case, as the two classes of bacon serve two distinct classes of trade.

The American hogs cured in Canada and sold in Great Britain would otherwise find their way to the same market but through American packing houses. Is it not better that the labor should be employed in Canada and the profits remain here, rather than in the United States, while our farmers are not in a position to supply the requisite demand?

The very fact that although the bonding privilege has been available some eight or ten years, the packers had not, up to the present time, availed themselves of it to any appreciable extent, should convince all reasonable persons of the sincerity of the latter in their protestations that they desire only the Canadian hog if they can get him.

It is to be hoped that Mr. Fisher may yet prove amenable to the reasonable request of the packers, and continue bonding privileges under such conditions as will prevent the possibility either of the dissemination of disease or fraudulent substitution of American for Canadian bacon.

WHEN WILL LOBSTER CANNERS AWAKE?

Much has been said from time to time on the imperfect canning of lobsters. Quite recently The Grocer drew attention to the subject, and again has it been brought to our notice, this time from, perhaps, a more practical standpoint.

The canning of shell fish is well known to require an extraordinary amount of attention, and lobster, by reason of its delicacy, requires the greatest of all care. Now, when all this has been attended to, and the process has produced a perfect article, is just where, so we understand, most lobster canners are making a mistake by using a can which, whilst being satisfactory in all other respects, and good for other descriptions of canning, will not resist the peculiarly sensitive chemical process which arises and is only associated with such as lobster canning.

The fact that a certain class of "can" has been used since the industry started is no argument. Every industry is on the advance, knowledge is being acquired at every turn, and why not this industry? Experience has proved the present system to be imperfect, and every "can" of lobster made finds ready sale, and if the public were certain of getting a good article every time much more would be bought, or a better price be obtained. As it is, however, nothing is more annoying than to open a "can" of lobster and find it putrid, as the writer himself has found on several occasions, and nothing more effectually kills an industry. Explanations afterward do not remove the feelings of disgust.

therefor. The health of Canadian hogs is no more likely to be injured by the transit of American porkers from the border to the factory than from the Detroit to the Niagara River, en route from Chicago to Buffalo, thousands passing through Canada by this route every year without any interference on the part of the Government.

The other reason given that bacon produced from American-fed hogs might be sold in Great Britain as Canadian is equally fallacious. Apart from the intrinsic difference in the bacon itself, it would be quite possible to secure the branding of all American-fed bacon in such a way as to make misrepresentation impossible.

The packers are unanimous in desiring to use Canadian hogs, but if the farmers refuse to raise them in sufficient quantities at the high prices that have been ruling it is unjust to the packer to prevent him from employing his full capacity in the curing of the American hog. The effect is sure to be injurious to the farmer. If the packer can only run at half time or capacity, his manufacturing costs must be necessarily higher per hundredweight, and he will be compelled to pay proportionately less to the farmer.

If the bacon produced from American

(Continued from page 24)

Among themselves commercial men are plain speakers and their criticisms are frank. The only criticism of Mr. MacIntyre's administration has been that he is over zealous in his protection of association funds, and surely that criticism is about the highest compliment that could be paid to a treasurer. Even his failings seem to "lean to virtue's side."

Mr. MacIntyre came to Winnipeg from Victoria county, Ontario, in 1882. For 10 years he was a traveler for Turner, McKeand & Co., wholesale grocers, of Winnipeg, and for the last 13 years he has been manager of the Paulin-Cham-

#### President's Report.

The president's report, which was adopted unanimously, showed a very satisfactory condition of affairs.

The total membership is now 1,843, showing an increase for the year of 16 per cent., being a total of 293 new members. The membership is apportioned as follows: Winnipeg, active, 1,429; Winnipeg, honorary, 30; life members, 2; British Columbia, active, 382.

The directors have held fifteen meetings during the year, with an average attendance of eight members.

The association has to mourn the loss of ten members, namely: Messrs. C. Jacobs, J. E. Code, W. W. Hicks, J. A. Webber, W. C. Hourston, W. T. Johnstone, S. C. Burton, J. M. Laver, K. P. Wollaston, and R. J. Whitla. The total claims on the mortuary fund this year amount to \$1,450, some \$600 less than last year.

The British Columbia branch of the association continues to flourish and increase in members, the total this year being 382 as against 306 in 1904.

The association's liability under the mortuary benefit by-law now amounts to \$350,420, an increase for the year of \$63,795.

A branch has now been opened for the issue of certificates in Calgary, with Mr. Chas. J. Packham as assistant secretary in charge. Any members of the association making their headquarters in Alberta will apply to Calgary office for certificate for 1906.

The board have this year made two grants to hospitals, namely: \$250 to furnish a ward in the new Vancouver hospital; this is at the urgent request of the British Columbia members, this ward to be always at the service of commercial travelers. At the Winnipeg General Hospital the ward which was equipped by the association some years ago was found in need of new furniture, etc., and was therefore refurnished throughout at a cost of \$218.

The board have made every effort in conjunction with the other associations, boards of trade, and other representative bodies to have disallowed by the Dominion Government the obnoxious tax on travelers recently put in force both in British Columbia and Quebec, so far without avail.

At the invitation of the Eastern Canadian Passenger Association the board authorized the president and secretary to attend a meeting in Montreal of the presidents and secretaries of all the associations of commercial travelers in Canada and the Eastern Canadian Passenger Association, to discuss the present method of granting rebates by the

issuing of certificates by each association. The railway companies have for some time been desirous of securing greater uniformity and no duplication of numbers, and suggested that all certificates should be supplied by the passenger association to each commercial travelers' association in consecutive numbers and absolutely uniform. This proposition did not commend itself to the delegates, as in the first place it would be likely to cause the several associations to lose their identity, and being, secondly, likely to cause some complication in connection with the association insurance. There are many other points of importance which should be considered before definite action is taken. The delegates therefore asked that action be deferred until next year, and it was so

continue to grow and prosper under the management of the new board.

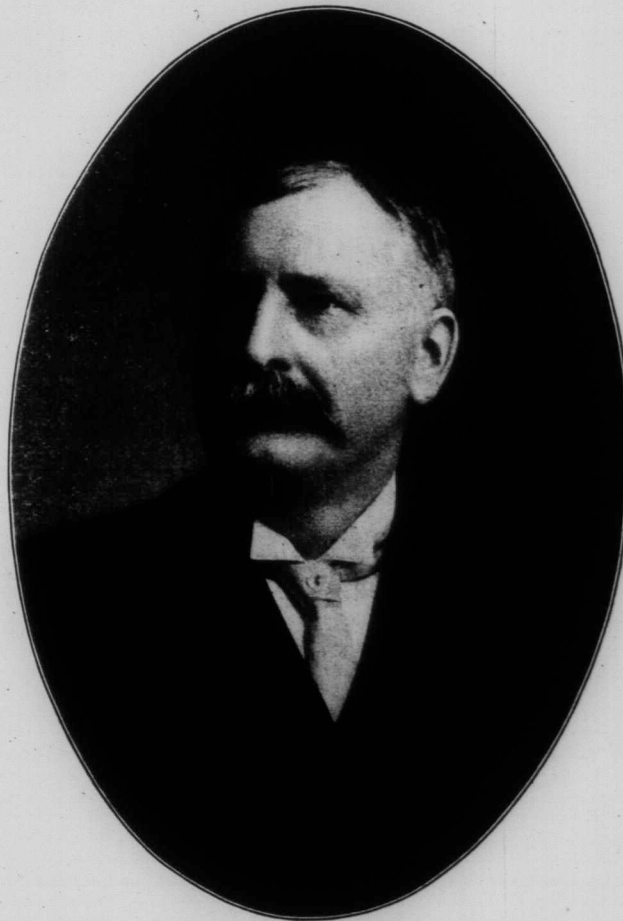
(Signed) FRED. J. C. COX,  
Secretary.  
JOHN HORNE,  
President.

#### In Flourishing Conditions.

Mr. MacIntyre's report showed the finances of the association to be in a flourishing condition. Owing to the sale of the Lombard street property the assets increased during the year by \$35,421.51. The normal increase was more than \$3,000 larger than in any previous year. The net surplus is \$97,709.73.

#### Club Room Proposal.

At the general meeting in November a committee was appointed to inquire into the practicability of renting recrea-



L. C. MacIntyre, Treasurer N.W.C.T.

decided, and there will be another meeting of delegates called early in the new year by the secretary of the Eastern Passenger Association, of which all delegates will have thirty days' notice.

The delegates were unanimous in condemning the travelers' tax, and passed a resolution in Montreal which was forwarded to the Dominion Government, copies being sent to the premier and other ministers.

The accident and disease insurance of \$1,000 on each member has again been renewed with the Ocean Accident and Guarantee Corporation, tenders having been taken and theirs being the most advantageous.

In conclusion, the association is congratulated on its splendid showing this year, and there is no doubt that it will

tion or club rooms in Winnipeg for the members. A. L. Johnson, chairman of the committee, presented a report showing the cost of rental of two or three suites of rooms in Winnipeg. The members thought the rental excessive and after long discussion it was decided, on motion of L. C. MacIntyre and A. S. Lock, to authorize the executive to purchase a lot and proceed to build a club house.

#### POOR SPANISH PRISONER.

Jas. Maylor & Son, Forest, Ont., write The Grocer that they also have been in receipt of the letter from the "Poor Spanish Prisoner" reproduced in last week's Grocer. The incarcerated Spaniard seems to have an extensive mailing list.

# THE PUBLIC IS WITH US

The immense demand for

# "SALADA"

CEYLON

TEA

Warrants this assertion

Your customers want the best.

"SALADA" alone "fills the bill."

Please your trade and hold the business.

To do this give them "SALADA."

**Annual Sale**  
**14,000,000**  
**Packets.**

Write for particulars and prices to

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# Redpath

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**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

Manufactured by

THE

**CANADA SUGAR REFINING CO.**

LIMITED

**Montreal**

## A GOOD PROFIT

AND

## A GOOD ARTICLE

# GELLVLOID STARCH

Is that kind of a combination for the dealer.

When a stock of this well-known brand of Laundry Starch is put in, the grocer feels that he is not taking any long chances. It is distinctly a case of "backing the favorite." He knows it will "move"—and quickly: no bargain sales from tubs at the season's end of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the "real thing."

Attractive packages, heavy advertising, everything in fact that could be done to help the grocer has been and will be done continuously.

**BRANTFORD STARCH WORKS, LIMITED**  
**BRANTFORD, CANADA**

# MARKETS AND MARKET NOTES

## Abbreviated Market Notes for Current Week.

### MONTREAL.

Oranges, Jamaica, declined 25c.  
 Oranges, navel, advanced.  
 Pine apples, advanced 50c.  
 Apples, advanced 50c.  
 Cranberries, advanced 50c.  
 New Boston lettuce, arrived.  
 Florida tomatoes, arrived.

### TORONTO.

Pomegranates, arrived.  
 Kumquats, arrived.  
 Strawberries, arrived.  
 Pears, California, arrived.  
 Boneless chicken, turkey, duck, added to list.  
 Soups, all new canned prices.  
 Pig's feet, added to list.  
 Beans, revised quotations.

## Quebec Markets.

### GROCERIES.

Montreal, Dec. 21, 1905.

Jobbers report trade very satisfactory for holiday week. Late sorting up orders for prompt shipment for holiday trade coming in plentifully by letter and wire. Many jobbers are preparing for stock-taking and look for slack business until after the turn of the year. Collections are reported satisfactory, travelers are coming in and report condition of country trade good, with prospects of good business in the coming year.

**Canned Goods**—The market for canned goods shows no change. We quote:

	Group No. 1.	Group No. 2.
<b>Beans—</b>		
2's, wax .....	\$0 82½	\$0 80
2's, refuge .....	0 85	0 82½
<b>Currants—</b>		
Red, heavy syrup .....	1 60	1 57½
Red, preserved .....	1 60	1 77½
Black, heavy syrup .....	1 75	1 75
Black, preserved .....	2 07½	2 05
<b>Gooseberries—</b>		
Heavy syrup .....	1 90	1 87½
Preserved .....	2 12½	2 10
<b>Lawtonberries—</b>		
Heavy syrup .....	1 77½	1 75
Preserved .....	1 95	1 92½
<b>Raspberries—</b>		
Red, light syrup .....	1 42½	1 40
Red, heavy syrup .....	1 67½	1 65
Red, preserved .....	1 67½	1 65
Black, heavy syrup .....	1 62½	1 60
Black, preserved .....	1 77½	1 75
Sugar beets .....	0 85	0 95
<b>Corn—</b>		
2-lb. tins, per doz .....	0 85	
Gallon, per doz .....	5 00	
<b>Tomatoes—</b>		
3-lb. tins, per doz .....	0 95	
Gallon tins, per doz .....	0 92½	
<b>Strawberries—</b>		
2's, heavy syrup .....	1 52½	1 50
2's, preserved .....	1 67½	1 65
Gallons, standard .....	5 27½	5 25
<b>Cherries—</b>		
2's, red, pitted .....	2 02½	2 00
2's, red, not pitted .....	1 57½	1 55
2's, black, pitted .....	2 02½	2 00
2's, black, not pitted .....	1 57½	1 55
2's, white, pitted .....	2 22½	2 20
2's, white, not pitted .....	1 82½	1 80
<b>Rhubarb—</b>		
2's, preserved .....	1 17½	1 15
3's, preserved .....	1 92½	1 90
Gallons, standard .....	2 65	2 62
<b>Asparagus—</b>		
2's, tips .....	2 52½	2 50

<b>Peas—</b>		
2's, standard (No. 4) .....	0 62½	0 60
2's, early June (No. 3) .....	0 70	0 67½
2's, sweet wrinkled (No. 2) .....	0 82½	0 80
2's, extra fine sifted (No. 1) .....	1 22½	1 20
<b>Spinach—</b>		
2's, table .....	1 42½	1 40
3's, table .....	1 82½	1 80
Gallons, table .....	5 02	5 00
<b>Peaches—</b>		
Yellow, flats, 1½ .....	1 70	1 67½
" " 2 .....	1 90	1 87½
" " 2½ .....	2 60	2 57½
" " 3 .....	2 85	2 82½
" " whole 2 .....	2 37½	2 35
White .....	1 75	1 72½
" " 2 .....	2 50	2 47½
" " 3 .....	2 70	2 67½
" " 3 .....	1 27	1 25
Pie .....	2 57½	2 55
Pie, not peeled, gal. .....	4 52½	4 50
Pie, peeled .....	1 65	1 62½
Flemish beauty 2 .....	1 97½	1 95
" " 2½ .....	2 12½	2 10
" " 3 .....	1 80	1 77½
Bartlett .....	2 17½	2 15
" " 3 .....	2 32½	2 30
" " 3 .....	1 27	1 25
Pie .....	3 81	3 77½
Pie, not peeled, gal. .....	3 27½	3 25
Pie, not peeled, gal. .....	2 50	2 50
<b>Pumpkins—</b>		
3-lb. tins .....		0 72½
<b>Squash—</b>		
3-lb. .....		1 00
<b>Pineapple—</b>		
2's, sliced .....		2 25
2's " " .....		2 35
3's " " .....		2 50
<b>Plums—</b>		
2's, Damson, light syrup .....	1 00	1 00
2's " " heavy syrup .....	1 20	1 20
2½'s " " " " .....	1 57½	1 57½
3's " " " " .....	1 85	1 85
Gals. " " standard .....	2 95	2 95
2's " Lombard, light syrup .....	1 05	1 05
2's " heavy syrup .....	1 35	1 35
2½'s " " " " .....	1 62½	1 62½
3's " " " " .....	1 90	1 90
Gals. " " standard .....	3 15	3 15
2's " Green Gage, light syrup .....	1 47	1 47
2's " heavy syrup .....	1 72½	1 72½
2½'s " " " " .....	2 00	2 00
3's " " " " .....	3 45	3 45
Gals. " " standard .....	1 52½	1 52½
2's " Egg, heavy syrup .....	1 80	1 80
2½'s " " " " .....	2 10	2 10
3's " " " " .....		
<b>Raspberries—</b>		
2's, black, heavy syrup .....	1 35	1 35
2's " " preserved .....	1 50	1 50
Gals. " " standard .....	4 75	4 75
<b>FISH</b>		
<b>Lobster, tails .....</b>		
1-lb. flats .....	3 50	3 50
1-lb. flats .....	3 85	3 85
1-lb. flats .....	2 00	2 00
<b>Mackerel .....</b>		
1-lb. Tails, 5 cases and over, per doz. ....	1 55	1 55
1-lb. " less than 5 cases, " .....	1 57½	1 57½
1-lb. Flat, 5 cases and over, " .....	1 67½	1 67½
1-lb. " less than 5 cases, " .....	1 70	1 70
<b>Arrow brand, 7½ cents less .....</b>		
1-lb. " 5 cases and over, " .....	1 00	1 00
1-lb. " less than 5 cases, " .....	1 02½	1 02½
<b>Low Inlet .....</b>		
1-lb. Flat, 5 cases and over, " .....	95	95
1-lb. " less than 5 cases, " .....	97½	97½
<b>Sugar—The sugar market shows no change: We quote:</b>		
<b>Granulated, bbls. ....</b>		
1-bbls .....	\$4 30	\$4 30
" " bags .....	4 45	4 45
Paris lump, barrels .....	4 25	4 25
" " half-barrels .....	4 80	4 80
" " boxes, 100 lbs .....	4 80	4 80
" " boxes, 50 lbs .....	4 80	4 80
<b>Extra ground, bbls. ....</b>		
50-lb. boxes .....	4 65	4 65
25-lb. boxes .....	4 85	4 85
Powdered, bbls .....	4 95	4 95
50-lb. boxes .....	4 45	4 45
Phoenix .....	4 65	4 65
<b>Bright coffee .....</b>		
yellow .....	4 20	4 20
No. 3 yellow .....	4 10	4 10
No. 2 " .....	4 00	4 00
No. 1 " bbls. ....	3 90	3 90
No. 1 " bags .....	3 85	3 85
<b>Syrups and Molasses—The molasses market shows no change, with the exception that the feeling is slightly firmer. We quote:</b>		
<b>Barbadoes, in puncheons .....</b>		
" in barrels .....	0 35	0 35
" in half-barrels .....	0 37½	0 37½
New Orleans .....	0 33	0 33
Antigua .....	0 33	0 33

<b>Porto Rico .....</b>		
Corn syrup, bbls. ....	0 45	0 45
" 1-bbls. ....	0 02½	0 02½
" 1-bbls. ....	0 03	0 03
" 3-lb. pails .....	1 30	1 30
" 25-lb. pails .....	0 90	0 90
<b>Cases, 2-lb. tins, 2 doz. per case .....</b>		
" 5-lb. " 1 doz. " .....	1 90	1 90
" 10-lb. " 1 doz. " .....	2 35	2 35
" 20-lb. " 1 doz. " .....	2 25	2 25
" " " " .....	2 10	2 10

**Coffee**—The market for coffee continues firm. Local trade is reported in healthy condition and orders satisfactory. Messrs. Watt, Scott & Goodaere in their report of the 19th inst. say, "Nothing new, unexpected or of importance has transpired in the New York coffee market this week."

**Tea**—The tea situation during the past week, while generally fair, has shown a better business in Japans. Business, however, is tending to slacken, due no doubt to the holiday season.

**Foreign Dried Fruits**—The distribution of foreign fruits continues active. We quote:

<b>Valencia Raisins—</b>		
Fine off-stalk, per lb .....	0 04	0 04½
Selected, per lb .....	0 04½	0 05½
Layers, .....	0 05	0 05½
<b>Dates—</b>		
Dates, Hallowses, per lb .....	0 04	0 04½
<b>Californian Evaporated Fruits—</b>		
Apricots, per lb .....	0 13	0 13
Peaches, " .....	0 10	0 10
Pears, " .....	0 13	0 13
<b>Malaga Raisins—</b>		
London layers .....	2 00	2 00
" " " " .....	2 50	2 50
" " " " 1-boxes .....	0 80	0 80
" " " " 1-boxes .....	1 10	1 10
" " " " boxes .....	3 50	3 50
" " " " Excelsior Window Clusters, " .....	4 50	4 50
" " " " " " .....	1 35	1 35
<b>Californian Raisins—</b>		
Loose muscatis, per lb .....	0 07½	0 08
" " seeded, in 1-lb. packages .....	0 08	0 08
" " " " " " .....	0 08	0 08
" " " " " " .....	0 06½	0 06½
" " " " " " .....	0 08	0 08
<b>Prunes—</b>		
<b>Per lb.</b>		
30-40s .....	0 08½	0 08½
40-50s .....	0 08	0 08
50-60s .....	0 07	0 07
60-70s .....	0 06	0 06
70-80s .....	0 06	0 06
80-90s .....	0 05	0 05
90-100s .....	0 05	0 05
Oregon prunes (Italian style), 40-50s .....	0 08	0 08
" " " " 50-60s .....	0 07	0 07
Oregon prunes (French style), 60-70s .....	0 06	0 06
" " " " 80-100s .....	0 04	0 04
" " " " 100-120s .....	0 04	0 04
<b>Currants—</b>		
Filiatras, uncleaned .....	0 04½	0 04½
Fine Filiatras, per lb., in cases .....	0 04	0 05
" " " " cleaned .....	0 05	0 06
" " " " in 1-lb. cartons .....	0 05	0 06
Finest Vostizzas " .....	0 06½	0 07½
Amalias " .....	0 06	0 06
<b>Sultana Raisins—</b>		
Sultana raisins, per lb. ....	0 06½	0 08
" " 1-lb. carton .....	0 09	0 09
<b>Elemie Table Figs—</b>		
Six crown, extra fancy, 40-lb. boxes .....	0 13	0 13
Four crown, fancy, 10-lb. boxes .....	0 09	0 09
Three crown, " " " " .....	0 07	0 07
Glove boxes, fine quality, per box .....	0 11	0 11
Fancy washed figs, in baskets, per basket .....	0 20	0 20
" " " " " " pulled figs, in boxes, per box .....	0 22	0 22
" " " " " " stuffed figs, " " .....	0 28	0 28
12-oz. boxes .....	0 06½	0 07
<b>Rice and Tapioca—No new features in rice. We quote:</b>		
B rice, in 10 bag lots .....	2 95	2 95
B rice, less than 10 bags .....	3 05	3 05
C rice, in 10 bag lots .....	2 85	2 85
C rice, in less than 10 bag lots .....	2 95	2 95
Tapioca, medium pearl .....	0 05	0 05½
<b>Maple Products—Business is reported fairly satisfactory by maple sugar dealers. We quote:</b>		
<b>Maple syrup, in wood, per lb .....</b>		
" " " " " " .....	0 06	0 06½
Pure Townships sugar, per lb .....	0 07	0 07
Pure Beauce County, per lb .....	0 08½	0 09



# Ontario Markets.

## GROCERIES.

Toronto, Dec. 22, 1905.

Reports denote a considerable quieting down of trade, during week under review. A good deal of movement has been manifest, but mainly on account of earlier placed orders.

**Canned Goods**—The general situation is unchanged; demand continues active, mainly of the character of making up. We quote:

Group No. 1 comprises—  
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—  
"Lynn Valley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—  
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3s.	1 00	1 00
" preserved, 3s.	1 25	1 25
" standard, gal.	2 50	2 50
" preserved, gal.	3 50	3 50

	Group No. 1	Groups 2 and 3
Blueberries—		
2s, standard	0 92	0 90
2s, preserved	1 42	1 40
Gals., standard	4 52	4 50
Cherries—		
2s, red, pitted	2 02	2 00
2s, " not pitted	1 57	1 55
2s, black, pitted	2 02	2 00
2s, " not pitted	1 57	1 55
2s, white, pitted	2 22	2 20
2s, " not pitted	1 82	1 80
Gallons, standard, not pitted	7 02	7 00
" pitted	8 52	8 50
Currants—		
2s, red, H.S.	1 60	1 57
2s, red, preserved	1 80	1 77
Gals., red, standard	4 77	4 75
" solid pack	7 02	7 00
2s, black, H.S.	1 77	1 75
2s, " preserved	2 07	2 05
Gals., black, standard	5 02	5 00
" solid pack	8 02	8 00
Grapes—		
2s, white Niagara	1 42	1 40
2 1/2s, white Niagara	1 77	1 75
3s, white Niagara	1 97	1 95
Gal., white Niagara	3 52	3 50
Gooseberries—		
2s, H.S.	1 90	1 87
2s, preserved	2 12	2 10
Gals., standard	6 02	6 00
" solid pack	8 02	8 00
Lawtonberries—		
2s, H.S.	1 77	1 75
2s, preserved	1 95	1 92
Gals., standard	5 52	5 50
Peaches—		
1 1/2s, yellow (flats)	1 70	1 67
2s, yellow	1 90	1 87
2 1/2s, yellow	2 60	2 57
3s, yellow	2 85	2 82
3s, yellow (whole)	2 37	2 35
2s, white	1 75	1 72
2 1/2s, white	2 50	2 47
3s, white	2 70	2 67
3s, pie	1 27	1 25
Gal., pie, peeled	4 52	4 50
Gal., pie, not peeled	3 57	3 55
Pears—		
2s, Flemish Beauty	1 65	1 62
2 1/2s, Flemish Beauty	1 97	1 95
3s, Flemish Beauty	2 12	2 10
2s, Bartlett	1 80	1 77
2 1/2s, Bartlett	2 17	2 15
3s, Bartlett	2 32	2 30
3s, pie	1 27	1 25
Gal., pie, peeled	3 27	3 25
Gal., pie, not peeled	3 27	3 25
Pineapple—		
2s, sliced	2 32	2 30
2s, grated	2 57	2 55
3s, whole	2 72	2 70
Plums, Damson—		
2s, light syrup	0 92	0 90
2s, heavy syrup	1 17	1 15
2 1/2s, heavy syrup	1 47	1 45
3s, heavy syrup	1 77	1 75
Gal., standard	2 97	2 95
Plums, Lombard—		
2s, light syrup	0 97	0 95
2s, heavy syrup	1 22	1 20
2 1/2s, heavy syrup	1 52	1 50
3s, heavy syrup	1 77	1 75
Gal., standard	3 17	3 15
Plums, greengage—		
2s, light syrup	1 02	1 00
2s, heavy syrup	1 27	1 25
2 1/2s, heavy syrup	1 52	1 50
3s, heavy syrup	1 82	1 80
Gal., standard	3 47	3 45
Plums, egg—		
2s, heavy syrup	1 55	1 52
2 1/2s, heavy syrup	1 82	1 80
3s, heavy syrup	2 12	2 10
Raspberries, Red—		
2s, L. S. (Shafferberries)	1 42	1 40
2s, H. S.	1 67	1 65

2s, preserved	1 87	1 85
Gals., standard	5 27	5 25
" solid pack	8 27	8 25
Raspberries, Black—		
2s, black, H. S.	1 62	1 60
2s, preserved	1 77	1 75
Gals., standard	5 02	5 00
" solid pack	8 72	8 25

### SAUCE, ETC.

Tomato sauce, 1s.	0 50	0 50
" " 2s.	0 78	0 78
" " 3s.	1 00	1 00
Chili sauce same as tomato sauce.	0 55	0 90
Catsups, tins, 2s.	4 50	4 50
" gal.	7 70	12 00
" jugs.	7 70	12 00

### FISH.

Lobster, talls.	3 50	3 50
" 1-lb. flats	3 85	3 85
" 1-lb. flats	2 00	2 00
Mackerel.	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	1 55	1 55
1-lb. Talls, 5 cases and over, per doz.	1 57	1 57
1-lb. " less than 5 cases, "	1 67	1 67
1-lb. Flat, 5 cases and over, "	1 70	1 70
1-lb. " less than 5 cases, "	1 00	1 00
1-lb. " 5 cases and over, "	1 00	1 00
1-lb. " less than 5 cases, "	1 02	1 02
Low Inlet.		
1-lb. Flat, 5 cases and over, "	95	95
1-lb. " less than 5 cases, "	9	9
Sardines, French 1/2s.	0 14	0 14
" "	0 23	0 23
" Portuguese 1/2s.	0 08	0 10
" F. & C., 1/2s.	0 25	0 27
" F. & C., 1/2s.	0 35	0 38
" Domestic, 1/2s.	0 03	0 04
" Mustard, 1/2 size, cases 50 tins, per 100.	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kipper herrings, domestic	1 45	1 50
" imported	1 00	1 00
Herrings in tomato sauce, domestic	1 40	1 40
" imported	1 40	1 40

### MEATS, ETC.

Beef, corned ls, per doz	1 40	1 40
" 2s, "	2 50	2 50
" 6s, "	7 80	7 80
" 14s, "	17 50	17 50
	Aylmer	Simcoe
	Kent	Delhi
	Lator	Lator
Chicken, 1s, boneless	3 20	3 10
Turkey, 1s.	3 20	3 10
Duck, 1s.	3 20	3 10
Tongue, 1s, lunch	2 85	2 75
Soup, 2s, giblet	2 05	1 95
" 2s, tomato	1 00	1 00
" 3s, "	1 45	1 45
Pig's feet, 1s, boneless	1 65	1 65
" 1 1/2s	2 40	2 40

### VEGETABLES.

Asparagus—		
2s, tips	2 52	2 50
Beets—		
2s, sliced, sugar and blood red	0 87	0 85
2s, whole, " "	0 87	0 85
3s, sliced, " "	0 97	0 95
3s, whole, " "	0 97	0 95
Beans—		
2s, golden wax	0 82	0 80
2s, refugee	0 85	0 82
3s.	1 27	1 25
Gals., standard	3 77	3 75
2s, crystal wax	0 95	0 92
2s, red kidney	1 02	1 00
2s, Lima	1 12	1 10
Gals., standard	4 52	4 50
1s, Baked, plain	0 40	0 40
1s, " tomato sauce	0 45	0 45
1s, " chili sauce	0 45	0 45
2s, " plain	0 70	0 70
2s, " tomato sauce	0 75	0 75
2s, " chili sauce	0 75	0 75
3s, " plain (flat or tall)	0 87	0 87
3s, " tomato sauce (flat or tall)	0 95	0 95
3s, " chili	0 95	0 95
Cabbage—		
3s.	0 87	0 85
Carrots—		
2s.	0 92	0 90
3s.	1 02	1 00
Cauliflower—		
2s.	1 42	1 42
3s.	1 82	1 82
Corn—		
2s.	0 85	0 82
Gal., on cob	4 52	4 50
Paranips—		
2s.	0 92	0 90
3s.	0 92	1 00
Peas—		
Extra fine sifted, 2s	1 22	1 20
Sweet wrinkle	0 82	0 80
Early June	0 70	0 67
2s, standard	0 62	0 60
Pumpkin—		
3s.	0 80	0 77
Gal.	2 52	2 50
Rhubarb—		
2s, preserved	1 17	1 15
3s.	1 92	1 90
Gal., standard	2 65	2 62
Spinach—		
2s.	1 42	1 40
3s.	1 82	1 80
Gals.	5 02	5 00
Squash—		
3s.	1 02	1 00

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the People's  
Choice.

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67 Broad Street,  
**BOSTON - MASS.**

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

Succotash—		
2s.	1 17	1 15
Tomatoes—		
3s.	0 95	0 92
Gal.	3 02	3 00
Turnips—		
3s.	1 02	1 00

**Sugar**—The sugar situation is one of uncertainty. Domestic trade is well maintained, present prices being considered a good basis for purchase. Supplies, however, are barely sufficient to meet all orders.

**Syrups and Molasses**—Trade in these has been of small volume and uninteresting. Previous quotations remain unchanged.

**Coffee**—Domestic trade has shown considerable shrinkage during the week under review, probably on account of stocks having been well laid in in advance. New York market reports denote a steady tone with demand slightly improving; recent sales closing on even firmer basis. The advices received from the European markets were encouraging, both Havre and Hamburg showing fair advances, and the movement of the Brazil crop was running at very moderate figures.

**Tea**—The local demand for tea has been steady, but of an uninteresting character. Good quality teas continue scarce and command good prices. Reports from London market continue to show strength.

In recent Indian sales good and best qualities were in poor volume. Common tea continued quiet and unchanged on its previous low basis. The feature of the sales was the renewed demand experienced for good and fine grades with quality in cup or appearance, and prices



# MAPLE SYRUP

Mr. Small, of the Canada Maple Exchange, Montreal, has something to say to those who want to handle *Pure Goods*.

Estimates must be given early in January.

for these, as a rule, tended in sellers' favor. Tippy broken Pekoes again met with good support, and for the most part about recovered the slight decline recently noted.

In Ceylon teas the sales as a rule have passed with fairly good spirit, the general tone in the room being rather better this week than last, but any alteration in values has, on the whole, been against the seller.

**Foreign Dried Fruits—We quote:**

Prunes, Santa Clara—			
	Per lb.		Per lb.
90-100s, 50-lb boxes	0 06½ 0 06½	60-70s, 50-lb boxes	0 07½ 0 07½
80-90s	0 06½ 0 07	50-60s	0 08 0 08½
70-80s	0 07 0 07½	40-50s	0 08½ 0 09
		30-40s	0 10 0 10½
Candied and Drained Peels—			
Lemon	0 09½ 0 10½	Citron	0 16 0 18
Orange	0 10½ 0 11½		
Figs—			

Elemes, per lb.	0 10 0 14
Tapioca,	0 04
Apricots—	
California evaporated, in 50-lb boxes.	0 14 0 15
Peaches—	
California evaporated,	0 14 0 15
Pears—	
California evaporated, per lb.	0 13
Currants—	
Fine Filistras	0 35½ up
Patras	0 06 0 06½
Vostizzas	0 07½ 0 09½
Raisins—	
Sultana	0 05½ 0 07
Fancy	0 10 0 14
Extra fancy	0 15 0 18
Valencias, selected	0 05½ 0 06
Seeded, 1-lb packets	0 11 0 12½
California, loose muscatels—	
3-crown	0 07½
4-crown	0 09
Dates—	
Hallowees	0 04½ 0 05
Fards new choicest	0 09 0 10½
Sais	0 04 0 04½
new choicest	0 09½
Domestic evaporated apples	0 10

**Foreign Nuts—We quote:**

Almonds, Tarragona, per lb.	0 12 0 12½
shelled	0 25 0 28
Valencias	0 15½ 0 16
Walnuts, Grenoble,	0 11½ 0 12
Bordeaux,	0 11½ 0 12
shelled	0 20 0 25

Filberts, per lb.	0 10
Pecans, per lb.	0 14 0 17
New Brazils, per lb.	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 06½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia	0 10

**Rice and Tapioca — We quote:**

Rice and Tapioca—		Per lb.
Rice, stand B.	0 03½	0 03½
Rangoon	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03½	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple	0 05	0 05
double goat	0 06	0 06

Honey—Trade continues active, values good, and prices firm at previous quotations. We quote:

1842—1906

## To Our Customers and Many Friends

We Wish

# A Merry Christmas

and

# Most Prosperous New Year

MAY OUR RELATIONS BE AS GORDIAL AS IN THE PAST

---

L. CHAPUT, FILS & CIE., WHOLESALE GROCERS  
Montreal, Canada

*Importers of Teas, Coffees, Wines and Liquors*

## N. B. Markets

St. John, N.B., Dec. 19.

Christmas is all but here. We have been fortunate in having snow and hope to have it over the holiday. It greatly helps business in the city. In the country it is a necessity. There, there can be little or no business without snow.

The Board of Trade has appointed a committee to thoroughly advertise the advantages of the city as a manufacturing centre, and to place definite information before those who are looking for the very best place to start manufactories. At a meeting called in the above interest a resolution was carried favoring exemption of taxes for ten years where manufactories are started, not competing with concerns now here. While considering there are many better reasons why St. John should be chosen as one of the best localities for manufacturing, as the climate, the high class labor obtainable here, our position as an open port all the year, cheap coal, etc., these are inducements which count and show that the city is in earnest in its intent to get manufacturers to locate here and is prepared to help in every way possible to make these enterprises a success.

### Canned Goods.

There is little of particular interest. Vegetables, on which prices were cut very low, are more firmly held. Several firms did not enter the competition. In fruits a slightly better sale owing to the holiday season. Salmon rather quiet. While lobsters are high, there is a fair supply. In domestic sardines, a fair stock. Haddies, kippers and clams, rather small supply. There is some excitement in canned meat owing to cut prices being quoted by some American packers.

### Green Fruit.

The holiday season means an improved demand. Jamaica oranges have a large sale. The quantity of Valencias imported has been smaller than usual. Californias are high. Floridas firm. Lemons are firm. Grapes have a good demand. Apples are rather quiet; best grades are high. A feature of the market is the extreme price of cranberries.

### Dried Fruit.

The season is about over. Large quantities of nuts, particularly walnuts, have been received during the past week. Our wholesale grocers do not give much attention to nuts outside of this season. In dried fruits stocks are not large, particularly in prunes and seeded raisins. The high price of the latter has affected the sale. A large quantity of New York seeded have been brought here. In currants there is a steady sale at quite full prices. Those cleaned here command the best price, though large quantities of imported cleaned are sold. Figs have sold freely. Dates have also had a large sale. The sale of peels about over. Evaporated apples are higher and the supply light. Dried have a better sale than usual. Onions show little change.

### Sugar.

Price is still low, sales quite large, stocks still small. It is said market is rather firmer, but there is little confidence.

## B. C. News.

Vancouver, B.C., Dec. 14, 1905.

A meeting of the committee of the Board of Trade of Vancouver has been held and the reply of the board to the Canadian Pacific Railway's statement to the Railway Commissioners formulated. This will be sent on to the Railway Commissioners at Ottawa. This reply, or rebuttal, covers the ground taken by the Railway Co. point by point and comparison is instituted as to rates, off-setting the company's comparisons.

Another point the board dwells on is that no special rate is asked which would permit shippers here to bring goods from the east and then ship them back across the mountains to Alberta points. On the other hand the point is made that the shippers here object to goods being shipped east across the mountains as far as Winnipeg and back to Alberta points at as low or lower rates than shippers here can ship direct.

In the meantime the boycott is being vigorously pursued and no knowledge of any defection from the ranks of the merchants' league is heard of. The trade generally expresses the opinion that the reply of the railway company is weak and trifling, and altogether unworthy of so great a concern, and of such an important question.

\* \* \*

A produce market for Vancouver is a question on which a plebiscite of the ratepayers is to be taken, when the municipal elections are being held in January. The by-law to raise money by way of debentures was turned down in council, and as a last resort the supporters of the market secured the passing of a motion to submit the question to a plebiscite. A favorable site, with both rail and water facilities, can be secured it is thought, though a site on False Creek, offered by the C.P.R. at \$55,000 was refused by the council.

In sugar there is a flurry of interest aroused by the published statements of Ray Knight (head of the Knight Sugar Co., of Raymond, Alberta, a Mormon beet sugar concern, the statements being that there is a combine between the B. C. Sugar Refinery Co., of Vancouver, and refiners of Eastern Canada, to put the Knight Sugar Co. out of business by close prices in the field the latter seeks to sell its product in. Mr. B. T. Rogers, manager of the B. C. sugar refinery, replies in the daily press here, that there is no such combine, that in fact it would be absurd for the other refineries to attempt it, Montreal being so much farther from the field in question than Vancouver. Mr. Rogers explains the present low price of sugar by pointing out the important fact that where German beet sugar showed last year a shortage of millions of tons, there is this year just as much of a surplus. Hence, prices are lower all over the world than they have been for the past year or two.

The expected deliveries of Christmas groceries, such as almonds, Spanish

raisins, etc., have been received and distributed this week, and no surplus was left in hand.

## N. S. Markets.

Halifax, N.S., Dec. 19, 1905.

Jobbers report the Christmas trade a little backward so far this season. At the close of last week business was not quite up to the average. Purchasers appear to be holding back, but for what reason the trade cannot explain. There is no change in the price of sugar here so far, but the dealers are looking for an early advance out of sympathy with the other markets. Dried fruits are cheap here this year. Good raisins (loose) and currants (cleaned) are being sold here at retail four pounds for 25c. The quality is good and the stock new. One dealer here is selling Bendorp's cocoa for 20c. a tin, and in making a specialty of it. The trade is a little puzzled as to how he can quote such a price on a standard article like that referred to.

The high price of butter and eggs this season prevents the consumer from buying these articles for home use in making pastry and cakes. In most cases the consumers say that it is cheaper to buy their pastry and cake already made than attempt to make these articles at home. The dealers are, however, looking for better business during Christmas week.

The stores in general are making a better display in their windows than heretofore. Competition is becoming keener in all lines of trade, and each is striving to do better than his neighbor. On some of the streets the storekeepers, at their own expense, have had many new electric arc lights placed in position, and the effect has been most beneficial to the trade.

### Provisions.

Hogs are very scarce here and the price high, 8 and 8½c. being the price quoted. All hog products are firm in consequence of the condition of the market. Poultry is scarcer on this market this season than for years. The supply for Christmas will be short. Local dealers have been scouring all over the province and Prince Edward Island to get sufficient stock to tide them over the holidays. Those who eat turkey for their Christmas dinner will have to pay at least 25c. per pound for it, and some jobbers even predict that the toothsome bird will bring 30c. In all parts of the province the scarcity is the same, and in even the poultry raising districts in the western counties there were not sufficient turkeys raised to supply their own people. Dealers from country towns were in the city during the week buying up any available stock at advanced prices. Geese, ducks and chickens are also high.

The receipts of produce here during the week have been very heavy. Vessels arrived with 19,222 bushels of potatoes, 1,182 bushels of turnips, and 6,944 bushels oats. Some of them from the island ports landed a few hogs and some cabbage. Potatoes are selling at 20c. ex vessel; turnips at 25c., oats 44 to 50c., and cabbage at 50 and 60c. per dozen. These will probably be the last heavy receipts for the season.

# Seasonable Lines

## Vegetables in Glass, cases 2 doz.

Asparagus Tips.....		\$4 90 per doz.
Mushrooms .....	Extra .....	4 25 "
String Beans .....	Extra Fins.....	4 00 "
Green Peas .....	Extra Fins.....	3 40 "
Macedoines .....	Extra .....	3 25 "

## Canned Vegetables, cases 100 tins.

Asparagus Tips.....		\$20 00 per case
Artichoke Bottoms.....		25 00 "
String Beans.....	Extra Fins.....	15 00 "
	Fins.....	13 00 "
	Moyens .....	12 00 "
Lima Beans.....	Fins .....	14 00 "
Brussels Sprouts.....		15 00 "
Macedoines .....	1st Choice.....	11 50 "
Mushrooms .....	Extra.....	19 50 "
	1st Choice .....	18 00 "
	Choice .....	15 50 "
	Hotel.....	13 50 "
Green Peas .....	Sur Extra Fins	16 00 "
	Extra Fins ....	14 00 "
	Fins.....	12 00 "
	Mi-Fins .....	10 00 "
Spinach .....		11 00 "

Terms: F.O.B. Montreal, net 30 days or 1 per cent. 10 days.

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**HUDON, HEBERT & CIE.**  
**MONTREAL**

—THE MOST LIBERALLY MANAGED FIRM IN CANADA—

We Wish Our Friends and the Trade Generally  
**A Merry Christmas**

If you need **COFFEES** or **SPICES** during the Holidays, **RUSH ORDERS** will receive **PROMPT SHIPMENT.**

**S. H. & A. S. EWING**

*Established 1845*

**Montreal Coffee and Spice Steam Mills  
 55 Cote St., MONTREAL**

With the Compliments of the Season  
**"CHINESE STARCH"**

*Wishes all its numerous friends and patrons from one end of Canada to the other a  
**PROSPEROUS NEW YEAR.***

**STICK TO CHINESE STARCH  
 IN 1906 AND YOU'LL MAKE MONEY.**

**OCEAN MILLS, MONTREAL**



**STARCH SATISFACTION**

Getting the starch business that pays yields you satisfaction. Getting the starch that "pays" yields your patrons' satisfaction. So the starch with the Price and the Merit yields satisfaction all around. It must be a "made-in-Canada" starch to "line up" on the price. It must be a cold-water starch to "line up" on the work.

**IVORINE**  
**COLD-WATER**  
**STARCH**

fills the bill exactly—does the work, does it well. The user is satisfied because she receives her money's worth and more. The dealer, because he gets the "sure" business and that 60 per cent. profit.

Ask your jobber about **IVORINE** when he calls.

**ST. LAWRENCE STARCH CO.**  
LIMITED

**PORT CREDIT, Ontario**

*Another Difference  
 —Is the Quantity*

Users of

**Southwell's  
 Jams and Marmalades**

find that **SOUTHWELL'S** "goes further" than other jams and marmalades.

This does not mean that Quantity receives more consideration than Quality.

It means that as **SOUTHWELL'S JAMS AND MARMALADES** are the very essence of the best fruits, Full Quantity is obtainable along with High Quality.

Now is a good time to order.

**FRANK MAGOR & CO.**

Canadian Agents

**MONTREAL**

## DOMINION COMMERCIAL TRAVELERS' ASSOCIATION ANNUAL MEETING.

THE annual meeting of the Dominion Commercial Travelers' Association was held on Saturday evening, December 16th, at Karn Hall, Montreal. There was a good turnout of the commercial missionaries and the hall was hazy with the fumes of the Coneha Regalias. It was also hazy with something else besides the fragrant perfume of Havanas, and things at one time were very lively. Of this more anon.

President Jas. S. N. Dougall occupied the chair. With him on the platform were Past Presidents Hon. J. D. Rolland, David Watson, Max Murdoch, Jas. Robinson and Messrs. W. J. Egan, Fred L. Cains, E. D. Marceau, R. C. Wilkins, Jos. Rosseau, Jos. Dubreuil, Fred Dugan, W. B. Mathews, Arthur Terroux, W. Hayes.

### Successful Year's Work.

The report of the board of management showed a present membership of 5,185, an increase of 370 during the year. Since the last annual meeting forty-eight members had died. Their average age was fifty, the average week-end tickets are now granted by the railways to all stations, so that commercial travelers on presentation of their certificates can purchase tickets to any point good to start Friday p.m. and return the following Monday at one first-class fare.

The total receipts for the year were \$86,329.65, which with a balance of \$10,217.09 last year made a total of \$96,546.74. Total disbursements were \$91,769.73, leaving a balance of \$4,777.01. The year's operations resulted in a surplus revenue of \$12,263.17, making the present surplus or capital of the association, \$254,754.32. The report was adopted.

The educational report was read and adopted. The board of trustees was re-elected.

It was moved by Mr. James Rob-



Mr. Fred L. Cains,  
President of the Dominion Commercial Travelers' Association.

inson, seconded by Hon. J. D. Rolland that clause 2 of article 7, of the by-laws which reads "It shall be the duty

of the treasurer to see that all funds are promptly deposited with the bankers of the association" be amended by adding "who shall be appointed by the board of management." The motion was carried.

### Generous Aid to Hospital Fund.

The hospital committee's report was read by Mr. David Watson. Only \$382,75 had been received during the year. The amount on hand is \$935.32. Mr. Watson made the announcement of Mr. Robinson's offer to contribute \$1,000 if the members would raise \$2,000. There would then be nearly \$4,000 on hand, which would allow for the endowment of a cot in both the General and Notre Dame hospitals. The offer was received with great enthusiasm.



Mr. E. D. Marceau,  
Vice-President of the Dominion Commercial Travelers' Association.

Mr. Woods then brought to the notice of the meeting the rumors that had reached his ears respecting irregularities in the election for president. He said he had heard from a reputable gentleman present that voting papers had been hawked about and that there had been a good deal of vote soliciting, which was highly dishonorable to the association. He asked whether it were possible for a candidate, or his friends, to secure more than one ballot from the secretary and go around in this way.

The secretary, Mr. H. W. Wadsworth, said that 5,200 ballots had been printed, so that the extra number had been very small.

### Evidence of Vote-Soliciting.

The chair then vigorously demanded of Mr. Woods that he substantiate his statement or apologize.

Mr. Woods then named Mr. Robinson as his informant, who said he did not know how it could have happened, but he had seen a man with several ballots in his hands soliciting votes.

A great deal of heated argument followed. Mr. W. J. Egan, the defeated candidate for the presidency, told how



Mr. R. C. Wilkins,  
Treasurer of the Dominion Commercial Travelers' Association.

he had secured fifteen extra votes in the secretary's office in order to find out if the thing were possible, after having heard of the soliciting of votes by friends of Mr. Cains.

The secretary said he did not think 125, which was all that remained over, was a large number of extras for over 5,000 men. He said that if Mr. Egan had secured fifteen at his office twelve of them were without his consent.

Mr. Wilkins did not think it a very great crime if extra ballots were distributed and votes solicited. He felt sure no member would forge another's name.

### Will Investigate Election.

It was finally moved by Mr. Charles Roberts, seconded by Mr. Friedman, that a committee be appointed consisting of the five past presidents to investigate the conduct of the last election and the distribution of ballots. After the question was further discussed with a great deal of warmth, the motion was carried.

The committee consists of Senator Rolland, Mr. M. Murdoch, Mr. Jas. Robinson, Mr. T. L. Paton, and Mr. Jas. S. N. Dougall.

The report of the election scrutineers, Messrs. Riddle and Stead, was then made. For president, Mr. Fred L. Cains had received 2,191 votes; Mr. W. J. Egan, 1,053. Vice-president, Mr. E. D. Marceau, and treasurer, Mr. R. C. Wilkins had already been elected by acclamation. The new board of directors, with the number of ballots each received, is as follows: James Thompson, 2,333; W. J. Cleghorn, 2,226; E. S. Bois, 1,875; J. B. Giles, 1,684; A. Terroux, 1,610.

The annual banquet of the association was held on Monday the 18th at the Windsor, a detailed report of which will appear in our next issue.



# WATSON, BOYD & CO.

TRINIDAD, B.W.I.

**COCOA, COMMISSION AND GENERAL MERCHANTS**

Dealers in

Canadian,  
American  
and Eastern Produce

Consignments  
Promptly Attended to.

Correspondence  
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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.

Registered,  
U. S. Pat. Off. 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.

**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.; W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

## GROCERS!

## COMBINE

A high grade of goods, selling at a popular price and yielding a liberal profit is a combination which should interest every Canadian Grocer.

**25c. HOLBROOK'S** Worcestershire **SAUCE**

is England's most famous Worcestershire and pays you handsomely

Send for sample bottle and price NOW to

**HOLBROOKS, LIMITED, 28 Front St. East, Toronto**





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

Standards, \$2.00 per gal. Selects, \$2.25

**THE W. J. GUEST FISH CO.,**  
WINNIPEG, MAN.

**MANUFACTURERS!**

If open to appoint agents in  
**WINNIPEG or CALGARY**  
will be pleased to have you  
write us or our Calgary  
branch.

**NICHOLSON & BAIN, WINNIPEG,**  
Wholesale Commission Merchants and Brokers.  
CALGARY BRANCH:  
**NICHOLSON, BAIN & JOHNSTON**

**The Best Salesman**

is the Man on the Spot. Don't Con-  
tinue to be Over a Thousand Miles Away  
from your Buyer. Communicate with us,  
and have your Business Transacted by  
reliable Brokers on the Spot.  
Excellent Storage Accommodation.

**NICHOLSON, BAIN & JOHNSTON**  
Wholesale Commission Merchants and Brokers  
**CALGARY, ALTA;**  
**NICHOLSON & BAIN, WINNIPEG, MAN.**

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

Granted the highest  
awards in competition  
with other makes.

**WINGHAM**  
Established 1871

Sixty  
Years of  
Popularity



**COX'S**  
**INSTANT POWDERED**  
**GELATINE**

It dissolves instantly in hot water.  
No trouble. Recipes in every box.

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



**NO OTHER TEA**

is sold on the same "generous"  
plan—Entire satisfaction  
or money refunded—but then,  
no other tea is so "generously"  
rich in fragrance and  
aroma as

**GOLD STANDARD TEA**  
"GUARANTEED THE BEST"

We ship in any quantity,  
everywhere



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

**POULTRY,**  
**FISH**



**GAME**  
**AND**  
**OYSTERS.**

**259 PORTAGE AVE.**

Any quantity of fish shipped. Address—Mail P. O. Box 791  
**WINNIPEG!**

**CONDENSED OR "WANT" ADVERTISEMENTS**

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

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

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

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

**YEARLY CONTRACT RATES.**

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

**FOR SALE.**

**CHEESE** factory for sale in good running order; building 35 x 45, two stories; newly painted; situated in village of Wheatley, Ont. Apply to Thomas Kidd, of Wheatley, or D. Omstead, of Comber, Ont.

**TRAVELERS WANTED.**

**TRAVELER WANTED**—For biscuits and confectionery for Manitoba and North-West; experienced man and not over 35 preferred; state age, experience and give references. Address Box 31B, THE CANADIAN GROCER. [f]

**WANTED**—An experienced traveler for ground east of Toronto. Hamilton, Coffee and Spice Co., Hamilton. [f]

**TRAVELER** for Eastern Ontario; must be experienced; have good connection and first-class references; good salary. Mayell & Co. Toronto. [f]

**WANTED.**

**BAKERY** business wanted in good town or city, for cash. Box 29A, THE CANADIAN GROCER, Toronto. [f]

**WANTED**—Partnership in good 100-bbl. flour mill. Box 30A, THE CANADIAN GROCER, Toronto. [f]

**A LANCASHIRE** manufacturer desires prices of white bone tallow from Canadian shippers of same. Box 159, THE CANADIAN GROCER, Toronto. [f]

**SITUATIONS VACANT.**

**CLERK** for grocery and fruit business; city experience; good salesman; references. 302 Yonge Street, Toronto. [f]

**SECOND** Miller for cornmeal and feed mill. Apply, by letter, to P.O. Box 872, Montreal. [f]

**MANAGER** wanted for Grocers' Sundries Manufacturing Co.; must be good tea blender; applications, stating experience and salary, will be considered confidential. Box 26A, CANADIAN GROCER, Toronto. [f]

**TRAVELING** man wanted; with some money to invest in good paying business. Box 27A, CANADIAN GROCER, Toronto. [f]

California raisins, muscatels, 2 crown, per lb.	0 09
" " " " 3 " "	0 09 1/2
" " " " 4 " "	0 10
" " " " choice seeded in 1/2-lb. packages per package	0 09 1/2
" " " " fancy seeded in 1/2-lb. packages per package	0 09 1/2
" " " " choice seeded in 1-lb. packages per package	0 11 1/2
" " " " fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb.	0 06 1/2
" " 80-90 " "	0 06 1/2
" " 70-80 " "	0 07
" " 60-70 " "	0 07 1/2
" " 50-60 " "	0 07 1/2
" " 40-50 " "	0 07 1/2
" " choice silver, per lb.	0 10 1/2
" " silver, per lb.	0 08 1/2
Currants, uncleaned, loose pack, per lb.	0 05 1/2
" " dry cleaned, Filiatras, per lb.	0 06
" " wet cleaned, per lb.	0 06 1/2
" " Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 06 1/2
" " Vostizas, uncleaned.	0 05
Hallowee dates, new per lb.	0 04 1/2
Figs, cooking in tins and sacks	0 04 1/2
" " " " boxes	0 04 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 12
Apricots, standard in 25-lb. boxes, per lb.	0 11 1/2
Peaches, choice, per lb.	0 13
" " standard	0 12 1/2
Pears, choice (halves), per lb.	0 15
" " standard	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice	0 12

**Candied Peels—We quote:**

Lemon, per lb.	0 11
Orange " "	0 11 1/2
Citron " "	0 18
Mixed, in 1-lb. drums per doz.	2 30

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

GROUND SPICES.	
Pepper, black, in 10 lb. boxes, per lb.	0 18
" " white, " 5	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " "	0 12
Allspice, " "	5 11 1/2 0 15
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70
WHOLE SPICET.	
Black pepper, per lb.	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb.	0 25
Cloves according to quality.	0 14 1/2 0 25
Ginger, per lb.	0 10
Allspice, per lb.	0 08 1/2 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

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

Bangoon rice, per lb.	0 03 1/2 0 03 1/2
Patna " "	0 04 1/2
Tapioca, per cwt.	5 25
Sago, per lb.	0 03 1/2

**Pot and Pearl Barley—We quote:**

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs.)	1 65
" " sack	3 30

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

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

**Woodenware—We quote:**

Butter tubs, wooden hoops, 2 in nest, per nest.	0 42	0 45
" " 3 hoops, 2 in nest, per nest.	0 70	0 73
Butter wire hoops, 2 hoops in nest, per nest.	0 63	
" " 3 hoops in nest, per nest.	1 00	1 25
Pails, 2 hoops, per do.	1 95	
Pails, fibre, per doz.	3 25	
Wash tubs, common and wire hoop, per nest of 3	2 00	
" " " " No. 0, per doz.	41 01	
" " " " No. 1, per doz.	8 75	
" " " " No. 2, per doz.	7 50	
" " " " No. 3, per doz.	5 40	
" " " " Nests of Nos. 1, 2 and 3.	1 90	
Butter boxes, per nest of 3, to hold 14, 23 and 56 lb.	0 56	
" " 2, to hold 14 and 23 lb.	0 26	
Butter tubs, fibre and cover, per doz.	4 00	
Butter moulds, for 1-lb. bricks, per doz.	1 85	

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

Glass fruit jars, pint, per gross	7 75
" " quarts, per gross	8 75
" " half gallons	11 75

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

Durkee's, per 2-doz. case	7 00
Royal, small, per doz.	2 85
" " large	4 75

Vinegar (C. & B.), bottles, pints, per doz.	1 20
" " quarts, " "	2 10

**Sauces—Quoted as follows:**

Worcestershire, Lea & Perrins' 1/2 pints, per doz.	\$3 65
" " pints, " "	6 00
" " White's 1/2 pints " "	0 90
" " Paterson's 1/2 pints " "	0 90
" " pints " "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

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

**Buckwheat Cereals—Oatmeal is held steadily at the high prices quoted. Cornmeal is weaker but there have been no quotable changes. We quote:**

Rolled Oats, 80-lb. sacks, per cwt.	2 05
40-lb. " "	2 10
20-lb. " "	2 15
8-lb. " "	2 45
Cornmeal, in 1/2 sacks	1 85
" " in 1/4 sacks	1 90

**HAMILTON GROCERS MEET.**

The Retail Grocers' Association at the last meeting elected the following officers:

- Wm. Smye, jr., president.
- John Forth, 1st vice-president.
- George Cann, 2nd vice-president.
- Chas. Bremner, treasurer.
- W. R. Hill, secretary.

The election of the executive and auditors was left over until the next meeting.

The association intends to bring out an aldermanic candidate. An official announcement will be made later.

A. M. Anderson, general merchant, Franklin, Man., has compromised at 65 cents on the dollar.

**Profitable Goods**

*Are the goods that are a little better than the others: goods that will make sales where the others won't. Crest Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.*

THE OZO CO., LIMITED  
MONTREAL

## IS YOUR TRADE LARGE?

Do you sell

### ORANGE MEAT?

Do you sell it in good quantity? Have you occasional customers or regular customers? Do you keep both the Jumbo package and the regular package? Do you hang up the posters? Do you display the food prominently?

## ORANGE MEAT

is a great seller. The fact that the output has been doubled proves this.

A grocer who is not getting a goodly share of "Orange Meat" business should consider well the above questions.

Made from the finest grade of wheat, in a spotlessly clean cereal plant, and put up with the greatest care,

### ORANGE MEAT

is the ideal breakfast food for a grocer to carry.

Order a larger quantity and set to work to capture more trade.

Agents in Montreal: R. B. Hall & Sons.

Agents in Winnipeg: Scott, Bathgate & Co.

## The Frontenac Cereal Co.

Limited

KINGSTON, ONT.

## FLOUR AND CEREAL FOODS

### GENERAL CONDITIONS.

The situation in the grain and flour markets generally is somewhat disappointing. Naturally at this season of the year there is a tendency to slow down on account of holiday time, but the condition which has evolved from the extreme delay in delivery by the railroads has made the situation one of anxiety. At one office at which The Grocer called an invoice was just being entered for shipment to England, the order for which was placed early in October, the dealer remarking that in consequence of this delay there would be no margin whatever left for him on the transaction.

Reports from the mills generally are that while they are doing a fair local trade, they find orders for domestic shipment very limited, and although there has been a better inquiry for export for winter wheat flours, the light offerings and high price of winter wheat have prevented any business of moment being put through.

There has been a limited sale of export flour from Manitoba wheat, 25s Glasgow freights being the ruling price for straight grades.

Flour brokers reported active cable inquiry for winter wheat flours but were unable to offer any, on account of light supplies and the difficulty in some instances of getting delivery of flour already bought. One broker says he has flour purchased October 2 at \$3 per 196 lbs. in his sacks, for prompt shipment, for which he had freight engaged at the time, that is only now being delivered to him and he will have to pay 5½c per 100 lbs. higher freight, and may be penalized as well by the Old Country buyer for delay in shipment.

The demand for winter wheat from the mills has been very limited, but exporters were in the market all the week, and sales of both white and mixed are reported to have been made at 80c middle freights.

Dealers report the demand from millers for Manitoba wheat has been the lightest they have experienced for several months.

### A MONSTER FLOUR MILL.

The Western Canada Flour Mills Company, which has mills at Goderich, Ont., and Brandon, Man., is now erecting another of the great capacity of 4,000 barrels per day at Winnipeg.

In order to have the flour mill up-to-date in every particular, the company will operate by electricity, and has just awarded the contract for the necessary equipment to Allis-Chalmers-Bullock, Limited, of Montreal. This contract includes two synchronous motors of 500-horsepower capacity each, and a number of smaller motors, which, ranging from 5-horsepower to 300-horsepower, aggregate 750-horsepower.

The mill, which was designed by Mr. R. J. Megaw, will be of the most modern type, and the electric equipment necessary makes one of the largest orders

for this class of work ever given in America.

### A RECORD FOR FLOUR MILLS.

The record run of the Ogilvie Flour Mills Co., Limited, was made on November 30th, when 5,163 barrels were turned out at the Royal mill in Montreal. When it is considered that this was done with one run of stone short, it is easily believed that the full capacity of 6,000 barrels daily will shortly be reached. This is the largest output of any mill in the British Empire and the Royal mill at Montreal is now the largest mill in the world outside of Minneapolis.

Mr. Emerson Reid's large flour mill at Portage du Fort, Quebec, was burned to the ground recently. The flames were first noticed coming from the roof. Everything was done to save the building, but only a small quantity of flour was saved. The origin of the fire is not known.

### MONTREAL MARKETS.

#### Flour.

There is no change to report in the flour situation. The demand is fair, both locally and from country points, the latter, however, only for small lots. Western millers, it is reported, are firm in their prices, and no cutting is in evidence. We quote:

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

#### Rolled Oats.

Owing to the good supplies of rolled oats at present on hand, the market has shown a tendency to weakness, though no changes are as yet reported. The association has not as yet made any changes in prices quoted last. The demand for rolled oats is considered fairly good. We quote:

Fine oatmeal, bags.....	2 55	2 60
Standard oatmeal, bags.....	2 60	2 70
Granulated ".....	2 60	
Rolled oats, ".....	2 65	
" ".....	5 30	
" 90-lb. bags.....	2 80	
" 80-lb. bags.....	2 65	

#### Feed.

There is good demand all along the line, but more especially for bran. Ontario bran is scarce on this market, stocks being difficult to obtain from millers. There is a good demand for Manitoba bran, which is selling around \$17 per ton in bags. Mouillie is unchanged, with fair demand. We quote:

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

#### Hay.

There is no change to report in the hay market this week. No. 1 is more

called for, as well as choice No. 2. Stocks of low grade hay are plentiful but not much in demand. We quote:

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

**TORONTO MARKETS.**  
**Flour.**

Trade has been slow and somewhat uninteresting during week under review. Domestic trade has shown considerable decline as regards activity, whilst prices maintain a steady but not over firm basis. Supplies are arriving in much better volume, and dealers are now enabled to fill outstanding orders. We quote:

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

**Grain.**

The grain market is developing more interest, the endeavor of the railroad companies to bring forward more regularly is reflecting itself on the domestic trade and a better condition is the re-

sult. Millers are reporting heavy arrivals, and full work is now anticipated for some time to come. Prices are showing a tendency to fluctuate, and quotations are 1c. to 2c. lower in this week's report. We quote:

All on track Toronto.....	0 88	0 89
Manitoba wheat, Northern No. 1.....	0 85	0 86
" " hard, No. 1.....	0 83	0 84
" " No. 2.....	0 48	0 53
Red and white, per bushel.....	0 36	0 38
Barley " ".....	0 57	0 58
Oats, new, " ".....	0 74	
Peas " ".....		
Buckwheat " dull.....		
Rye, per bushel, " dull.....		

**Breakfast Cereals.**

The market has shown a deal of unsteadiness lately, which culminated on Monday last by a drop equal to 25c. per barrel on all cereals. Plenty of arrivals are reported by local mills, in good condition and quality. We quote:

Oatmeal, standard and granulated, cartons, on track, per bbl.....	5 30
Rolled wheat in boxes, 100 lbs.....	2 40
" " 50 lbs.....	1 30
Rolled oats, standard, cartons, per bbl. in bags.....	4 75
" " " " in wood.....	5 00
" " " " for broken lots.....	5 15
Rolled wheat, per 100-lb. bbl.....	2 50
Cornmeal.....	3 35
Split peas.....	5 00
Pot barley, in bags.....	4 00
" " in wood.....	4 25

**Ralston Health Food**

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

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

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

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



WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in

1 pound packages at 10c.  
2 pound packages at 15c.  
(One pound makes seven pounds ready to eat.)  
A good profit in it for you—a better for your customers.

**THE TILLSON COMPANY**  
Limited  
TILLSONBURG, - ONTARIO

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


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

**NAP. G. KIROUAC & CO., QUEBEC**  
Receivers and Shippers  
FLOUR, GRAIN, MILL FEED, SALT  
and FRESH FISH

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

**A. A. McFALL**  
**Miller and Grain Merchant**  
Bolton, Ontario, Canada,  
Write for Samples and Prices

**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.**

**FOR FINEST QUALITY**  
—STOCK—  
THE DOW CEREAL AND MILLING CO.  
90  LBS  
**ROLLED OATS**  
**BUFFALO BRAND**  
**PILOT MOUND, MAN.**  
FREE FROM BLACK SPECKS AND HULLS  
Wire or Write for Delivered Prices on Car Lots.  
**NICHOLSON & BAIN, Winnipeg, Man.**  
Sole Sales Agents

## Bran Waste is One Great Difference Between Good and Poor Flours

The food part of flour is "protein."

Protein makes brain muscle and brain. There is no protein in bran.

Bran is the outside part, the husk or "bark" of the wheat.

Bran is the part of the wheat which is absolutely without food value to the human system.

Bran represents part of the difference between "Royal Household" Flour and whole wheat flour or cheap inferior flours that are poorly milled and not thoroughly purified.

No other flour in this country is so thoroughly and completely separated from the waste as is "Royal Household," because no other mills are so well equipped or exclusively devoted to the production of scientifically pure flour as "Royal Household" Mills.

**OGILVIE'S ROYAL HOUSEHOLD FLOUR**

We wish you all a Happy Christmas and a  
Bright and Prosperous New Year

**TODHUNTER, MITCHELL & Co.**

COFFEE AND SPICE DEALERS

**TORONTO**



**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.**

*Plain Facts for You.*

Scientific baking tests made in Minneapolis  
show the following results for

**"Gold Crown" Flour**

Weight of loaf over average of the leading  
Minnesota brands, 6 1/2 per cent.

Water absorbed over average of the lead-  
ing Minnesota brands, 121/10 per cent.

THINK IT OVER

WE SHIP IN ANY QUANTITY

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

# CORKS—

- We have special job lots of Grocery Corks, all sizes and shapes.
- Will be pleased to submit samples and prices suitable for grocery trade. You are often asked for corks, why send your customers to the drug stores when you can supply them?

## S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.

## A Grocer's Bank Account

### HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

## QUALITY FIRST PLACE

This is just what our White Swan brand stands for. In Flaked Cereals, Coffees, Spices, Flavoring Extracts, Coconut and the many other White Swan lines Quality First is pre-eminently the factor that can always be counted on. Greig's White Swan Goods are always pure and good.

The ROBT. GREIG CO., Limited  
White Swan Mills  
TORONTO

## Get the Best You Can for Your Money

You will do this by insisting on getting our

## JAMS and JELLIES

IN WOOD

Ice Castle, Royal and Beaver Brands.  
in 5, 7, 14, and 30-lb. pails.

IN GLASS

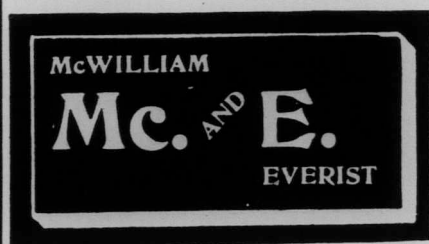
No. 1 size, Ice Castle Brand, retails 10c.  
No. 3 size, "Coronation" Brand, retails 25c.

J. W. WINDSOR,

=

MONTREAL

MERRY CHRISTMAS AND A HAPPY AND PROSPEROUS NEW YEAR TO ALL. WE TAKE THIS OPPORTUNITY OF THANKING ALL OUR CUSTOMERS FOR THEIR VERY LIBERAL SUPPORT IN THE PAST YEAR, AND ASK A CONTINUANCE OF SAME, ASSURING THEM THAT THEIR VALUED ORDERS WILL AS USUAL HAVE OUR CAREFUL ATTENTION.



TORONTO, ONT.

### DRIED APPLES

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

**THE W. A. GIBB CO.**

Packers and Exporters  
5-7 Market St., HAMILTON

# BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

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

## GREEN FRUITS AND VEGETABLES

### FEATURES OF INTEREST.

It could only be expected that business would make considerable strides as the holiday approached. Reports from all points of the Dominion denote that anticipations have been fully realized. California has shown her hand by sending some prime early arrivals to the Canadian market. Strawberries of fair size and in good condition can be had on the Toronto market. Some fine pears are also on sale, but only of very limited quality. Pomegranates and kumquats are also in evidence.

At Montreal there has been active demand for oranges, and all good qualities appear to command good prices. Cranberries all along the line are scarce and difficult to get.

Vegetables from the south have been attracting attention and commanding good prices.

### CONVENTION OF FRUIT-GROWERS

#### Quebec.

The annual convention of the Pomological and Fruit-Growing Society of the Province of Quebec commenced its session at Richmond, the president, Mr. J. M. Fisk, of Abbotsford, reviewing the season just closed. He remarked that although the apple crop of the Dominion was less than that of 1904, the exports were larger, and were estimated to be worth \$2,500,000. Up to the close of navigation Montreal was credited with exporting more apples than any other port in Canada or the United States. The Eastern Townships contained large tracts of land where soil was well adapted to growing apples, and wherever the sugar maple thrived the apple could be grown. The San Jose scale and the gipsy and brown-tail moths were dangerously near this province, and their introduction should be guarded against. An entomological department in connection with the society was needed. The committee of resolutions should memorialize the Provincial Government for a special grant with this object in view.

Mr. Mackenzie, M.L.A., welcomed the society in the name of the people of the district, and promised his support at Quebec in favor of the grant referred to.

Mr. R. Brodie, Westmount, contributed a paper on "How to Set Out an Orchard." In the past the great fault had been too close planting, so that when the trees got to the age of fifteen or twenty years they got overcrowded, the branches got interlaced, and most of the fruit was off color for lack of sunshine. Soil of a limestone texture produced the finest and best apples. He spoke of the necessity of good drainage, natural or otherwise, and recommended the planting largely of McIntosh Red,

with Wealthy as fillers. To these he added Fameuse, Alexander, Wolf River, Milwaukee and Golden Russet, with Ben Davis, Scott's Winter and Peewaukee as fillers.

Mr. J. C. Chapais, St. Denis, read a paper giving some interesting notes on an object lesson in fruit packing, after which the question: "Shall we cultivate apple orchards or leave them in sod?" was fully discussed. The general opinion seemed to be that in this province, where the climatic conditions were peculiar—great rainfall and severe Winter—it was better to have the orchard in sod.

In the evening a paper was read by Mr. Auguste Dupuis, director of the experimental stations in the Province of Quebec, on "Experiments with European Plums and European Varieties Originating in Canada and the United States."

Mr. W. Saxby Blair, assistant horticulturist, McDonald College, Ste. Anne de Bellevue, spoke on the care of the apple orchard for the first ten years.

Mr. H. L. Gulline, of Granby, exhibited a folding fruit packing box, and explained its advantages. The meeting passed a resolution recommending it to the notice of all fruit shippers for trial.

#### Nova Scotia.

In the annual address to the Nova Scotia Fruit-Growers' Association at Annapolis on the 13th, the president, Ralph Eaton, of Hillcrest orchards, Kentville, extended the congratulations of the society to the officers of the New Brunswick Fruit-Growers' Association for having started during the year their provincial organization. He claimed that it was absolutely necessary for an appreciable development of the fruit industry that the association should exist and he spoke for it the hearty support of the New Brunswick Government, also giving assurance that the association of the sister province would be glad to help and encourage it in every way possible.

### MONTREAL MARKETS.

#### Green Fruits.

Business during the week has shown more life than in the previous two weeks.

California navels are arriving quite freely and are in good demand, selling at \$3.50 to \$3.75.

Jamaica oranges, however, are in best demand among the wholesale jobbing trade, selling at \$3.50 to \$4 per barrel in quantities. This is due to the superior condition of the fruit.

California celery is advanced 50c per crate, owing to light supplies. The demand is good.

Two cars of Mexican oranges arrived

on Monday and sold at prices ranging from \$2.15 to \$2.25 for sound stock.

Lemons are selling well at \$2.50 to \$2.75 and expected to go higher before the new year.

Cranberries are high and advancing. Stocks are very short in the States, where \$13 per barrel is being realized today. It is expected by dealers that it is not unlikely \$15 per barrel will be reached here.

We quote:

Navels.....	3 40	3 75
Dates, per lb.....	0 30	0 30
Bananas.....	1 85	2 25
Cocanuta, per bag of 100.....	3 75	4 00
Pineapples.....	5 00	5 50
Jamaica grape fruit, per box.....	3 50	4 25
Apples.....	2 25	4 75
Sweet potatoes, per bbl.....	4 50	4 50
Lemons, per box.....	2 75	2 75
Jamaica oranges, per bbl.....	4 00	4 00
Grapes, Almeria, extra fancy Longkeepers.....	7 00	7 00
" Fancy.....	6 50	6 50
" Choice.....	6 00	6 00
Cranberries, N.S.....	12 50	12 50
" Cape Cod.....	13 00	13 00
Spanish onions, cases.....	2 75	2 75

**Vegetables.**

The arrivals of early vegetables from the south has livened up the trade somewhat in these lines. Supplies, however, are not large, though the demand is good. Cuban tomatoes are selling for \$4 to \$4.50. Boston cucumbers, \$1.75 a dozen. Boston lettuce, \$1. Potatoes are reported firm with prices ranging from 57½c to 65c. per bag of 90 lbs. Inquiries for potatoes are arriving from Western Canada and several shipments have also been made to United States points. California celery advanced 50c per crate over last week's quotation.

We quote:

Mint, per doz. bunches.....	0 15	0 15
Parsley.....	0 25	0 35
Sage, per doz.....	1 00	1 00
Savory, per doz.....	0 12	0 15
Beets, new, per dozen.....	2 00	2 00
Egg plant, per dozen.....	1 50	1 50
Green onions, per bbl.....	0 70	0 70
Cauliflowers, home grown, per doz.....	8 50	9 50
Green peppers, per basket.....	0 40	0 40
Cranberries, per bbl.....	10 20	10 20
Home-grown cabbage, per doz.....	0 40	0 40
Tomatoes, box.....	2 50	2 75
Home grown cabbage, per doz.....	0 90	0 90
Spanish Onions, cases.....	2 50	2 75
" crates.....	0 75	0 75
Red onions, bbl.....	2 50	2 75
Turnips, bag.....	0 75	0 75
Sweet potatoes.....	2 50	3 00

**ONTARIO MARKETS.**

**Green Fruits.**

Business on the fruit market has been exceedingly active since our last issue. As the holiday draws nigh activity increases. Dealers seem to scarcely have time to give each recurring day its necessary attention. Several special lines have arrived for the Christmas trade from California, but as the prices are nominal quotations are not given. Among these are pomegranates, kumquats, strawberries and pears. The quality of these is exceptionally fine for this season and they are readily disposed of.

We quote:

Oranges, California, southern, 96's to 200's, per box.....	3 75	3 75
" " " " 250's to 288's ".....	3 25	3 50
" " " " northern, 126's to 259's, ".....	3 50	3 50
" Mexican, 96's to 950's, per box.....	2 35	2 35
" Florida, 95's to 216's.....	3 25	3 25
" Valencia, 430's, 714's, 1064's, per case.....	5 00	6 00
Lemons, Messina, 300's 360's, per box.....	3 25	3 50
" " fancy, 300's.....	3 25	3 25
" " choice, 300's, 360's, per box.....	2 85	3 00
Grapes, Almeria, per barrel.....	6 00	7 50
Cranberries, fancy Jersey's, per barrel.....	13 00	13 00
" " " " per case.....	4 50	4 50
Apples, fancy spies, per box.....	1 50	1 50
" " greenings, per box.....	1 40	1 40
" " Winter varieties, per barrel.....	3 25	3 50
" " cooking, per barrel.....	2 75	2 75
Bananas, per bunch, firsts.....	1 50	1 85
" " eights.....	1 25	1 40
Pineapples, per case.....	5 00	5 50
Grape fruit, Florida, 46's to 80's, per box.....	4 75	5 50
Tangerines, Florida, fancy 1/2 strap.....	3 00	3 00
Pomegranates, nominal.....		
Kumquats, ".....		
Strawberries, ".....		
Pears, ".....		

**A Merry Xmas to You All**

**The Great Rush is Over**

A short breathing space will enable you to sort up your depleted stocks. We have fresh arrivals to land here the day after Xmas.

Fresh Car Bronco Brand Navel  
Oranges due Tuesday.

**WHITE & CO., LIMITED**

HAMILTON

TORONTO

Phone 1115

Phone Main 4106

W. B. STRINGER

**A MERRY XMAS**

J. J. McCABE

For our wholesale and retail friends is our sincere wish; and also we thank you for your kind consideration and liberal patronage during the past season. **Always at your service.**

W. B. STRINGER & CO. Toronto and Montreal.

**TO Our Many Friends**

We extend the compliments of the season, and wish them a very very successful New Year.

**The F. T. JAMES COMPANY, TORONTO**

The House of Best Fruits, Fish, etc.

**We wish you all A HAPPY XMAS**  
**THE DAWSON COMMISSION CO.**

If you have any orders for Grapes, Oranges, Nuts, Figs, Dates, etc., you want filling in a hurry, call us up day or night and we will fill them if possible.

**THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO**

Cor. West Market and Colborne Sts.

**THE DISTRIBUTORS COMPANY, Ltd.**

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

**WALNUTS ALMONDS**  
**FILBERTS BRAZILS PEANUTS**  
*all best grades*

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

**Fancy Floridas, all sizes.**

" **Navels,** "  
" **Mexicans,** "



## Continuous Experience Since 1880

I have had a pretty long acquaintance with fruit, haven't I? I ought to know fairly well what the people want and what they don't want.

The **E.D.S. Brand** of Jams, Jellies and Sealed Fruits in Glass are what the people want, because these goods contain no substitutes for pure fruit and granulated sugar.

Order **E.D.S. Brand** Jams, etc., because they are the best.

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



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

*Hugh Walker & Son's*  
 Compliments to their numerous Patrons,  
 wishing them a Merry Christmas and a Happy  
 and Prosperous New Year.

GUELPH, DEC. 20TH, 1905.

### DRIED APPLES

BRIGHT, DRY STOCK  
 WANTED.

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

INGERSOLL

Established - - 1888

#### Vegetables.

No feature of particular interest has arisen since our last report. The local market is one of great attraction as regards its display, but trade, whilst being good, is by no means exceeding previous years. Dealers generally are inclined to be disappointed.

We quote:

## 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.

To Wish Our CANADIAN CUSTOMERS

**A MERRY CHRISTMAS**

AND

**A HAPPY NEW YEAR**

**G. F. SUTTON, SONS & CO.**

LONDON, England

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

#### WINNIPEG.

##### Green Fruits.

The California orange and lemon market is weaker and lower prices may be expected. Local houses were cutting prices in oranges last week but this did not last long.

We quote:

##### Oranges and Lemons.

Fancy California navels, 126's, per case	4 00
" " " " "	4 50
Japanese oranges, per case	0 70
California lemons, 300's and 360's, per case	6 00

##### Ontario Winter Apples.

Northern spies, XX, per bbl	4 50
" " " " " "	5 00
Tolman sweets and russets, 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.

We quote:

Valencia onions (large cases), per case	4 70
Spanish onions, per case	1 25
Native onions, per lb.	0 03

#### VANCOUVER, B.C.

##### Green Fruit.

A car of prime ripe bananas arrived in from Limon, Central America, for the Oscar Brown Co., Limited, this week. This fruit is now selling at very low prices, the season of course having its effect, so many other varieties being in the market.

The Jap oranges received by steamship Empress of India have practically been absorbed. There will be another shipment received on Christmas Day, by the next Empress to arrive, and one more lot after that closes the brief season for this popular little fruit.

The first car of choice navels from California arrived this week. The quality is very fine, and the fruit is well matured for this season. Indications are that prices are not going to be very high on California oranges this year, despite the fact that with last year's enormous crop prices then were lower than ever before. This year's crop is not so large, but the fruit is very much better quality and smoother texture.

Pineapples are arriving regularly by every Australian steamer, the shipments coming from Honolulu. They sell at from \$3.50 to \$4.50. Malaga grapes and Cape Cod cranberries have moved well this week.

All apples selling so far are B. C. grown fruit. This week two cars of prime Coldstreams, from Lord Aberdeen's famous Okanagan ranch, arrived for the holiday trade.

##### Vegetables.

On December 21 when the Australian steamer Miowera arrives she will bring from Honolulu a consignment of ripe tomatoes and green cucumbers for this market. Last year a small experimental shipment was brought in, and this is likely to be but the first of several. The hot house tomatoes from Victoria which have been on the market in the coast cities have been selling well.

The potato market has been very quiet of late, nothing moving in the way of foreign shipments, and local demands being ordinary. Prices are about the same as last quotations.

WHY IT IS SO

Do you wish to know why

# Blue Ribbon Ceylon Tea

sells best, why tea enthusiasts select it in preference to other teas?

**Blue Ribbon Ceylon Tea** is "high grown," delicately picked, and carefully packed.

**Blue Ribbon Ceylon Tea** is made by the highest standard—not **once** or **twice**, but **always**.

Make it a point to order the **Red Label Line**, which is **worth 50c.**, but **sells at 40c.**

## Valencia Raisins Tarragona Almonds Sicily Filberts Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

### D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC

Montreal

OTTAWA



*Largest Sale in  
the World*

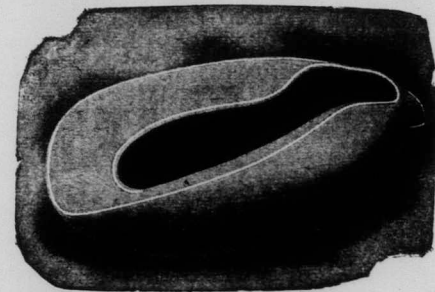
# King Oscar Sardines

*The Most Delicate Flavor and  
Purest Olive Oil*

Ask your Wholesale House

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

# The Comfort



## Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

**The most Comfortable and  
Sanitary Bed Pan ever made**

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

## R. Campbell's Sons

Hamilton Pottery

HAMILTON, ONT.

Every merchant who has ever  
handled

**“Halifax,” “Acadia” and “Blue-  
nose” Brands of Prepared  
Codfish—Halifax Fish Cake  
and Halifax Shredded Codfish**



knows their value both to  
him and to his trade. If  
you do not know by actual  
experience what they will  
do for you, all we want is  
a chance to show you.

**A. H. Brittain & Co., Board of Trade Building, Montreal.  
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.**

## POINTERS FOR THE INDUSTRIOUS

### SUCCESS IS POWER.

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

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

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

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

piness and content will be met with at many a turn along the way.

### MAN'S CHIEF PERIL.

The chief peril to which man is exposed is that of profanation of what is holy, from which he is shielded by shutting him up in the circle of his senses and restricting him to the shallows of his reason. Within that circle, and in those shallows, he acquires what he believes is wisdom, pursues what he names ambitions, suffers what he fancies are pain and sorrow, wreaks what he intends for revenges, commits what he calls sins, indulges what he mistakes for love, and, in a word, lives what it is given him to imagine is human life. Yet in all that span of existence there is but a handful of hours when he truly lives the life that is his own and not a pretence, an evasion, or an error; and those few hours appear to him—save at the instant of their revelation—as hallucinations. Nevertheless they are the porticos and pillars, halls and gardens, sun and stars of this heaven; which he pragmatically and complacently puts away from him and turns himself to what seems to him his heaven, but is his hell. Truly, this is a pity and a loss!—Julian Hawthorne in the Century.

### THE MAN WHO CHEATS HIS WORK

**A**N employer of thousands of men was asked what thing in all his large operations gave him the most concern. "The man who does a little less than is expected of him," is the reply. "He is the dangerous factor in all business. The absolute failure we readily discover and discharge, but the 'almost' escape detection for months and often for years, and they make our losses as well as our fears," and with a very serious smile he added, "The drip in business is worse than the leak."

Thousands of men fancy they are fulfilling their duty to their employers and to their tasks by keeping hours and performing just enough to hold on to their positions. They have an idea that to do more would be to give larger service than their compensation required. They object to what they believe would be extra values. "The old man shan't get more than he's paying for" is the vernacular.

Possibly it never strikes these trimmers that in cheating their work they are doing double damage; they are injuring their employers much, they are robbing themselves more; they are, in fact, losing everything in life that is worth while. They fare worse than if they did nothing at all, for time with all its precious values slips entirely from them and leaves no substance or satisfaction. Half doing soon brings undoing. It is the nine-tenths doing or the ninety-nine and one-hundredths doing that bleeds business and saps character.

### THE NO TRAVELER TOWN.

I stood at my desk, at work so hard,  
With headache wretched and nerves all jarred,

When up to my elbow, all spick and span  
With grip in view steps a traveling man.

In my haste and anger I wished right there  
That I lived in a town where no travelers were.

How much better for business, I said,  
'twould be  
If from you blame travelers the town  
was free.

My wish that night came true, it seemed,  
As far o'er the line to a town I steamed.

The train pulled up from the town about  
A mile and a half, and I there got out.

Away back somewhere a few years gone  
Commercial travelers from here moved on.

The trains came in and no one to meet,  
For ne'er called at this town did the  
travelers neat.

Two years went by and no business here  
So the trains went round by a switch  
for fear

They'd wake the dead in this dead old town,  
From which the travelers were all turned  
ed down.

At last the farmers quit coming in;  
No new stories to make them grin.

The young ladies left, for no evening train,  
Where travelers winked while they winked  
ed again.

Hotels moved out, then the merchants,  
too,  
And none now left for church and pew.

And the last to leave was the old town clerk,  
He was now out of money as well as  
work.

And thus read the notice: "Here rests  
a curse;  
When the travelers left we grew worse  
and worse."

I waked from my dream to welcome all,  
Yes, every traveler that should on me  
call.

For they do truly make all towns great  
By keeping them posted on what's up-  
to-date.

—D. H. H., Lachute.

### COURSE OF THE WISE MAN.

A wise man hopes for the best, prepares for the worst, and bears with equanimity whatever may happen.



**Everybody Eats MARMALADE**

Everybody would eat more if they bought

**LIPTON'S**

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

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

SOLD BY ALL JOBBERS

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

**The Stewart Co.**  
LIMITED

Manufacturers of

**High Class Confectionery**

and their

**Representatives**

**Wish the Trade**

the

**Compliments of the Season**

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

**More Chocolate**

is used now than was thought of or hoped for by the trade. The increase in consumption in Canada is largely due to

**MOTT'S  
CHOCOLATE**

whose "DIAMOND" and "ELITE" brands have been Canada's BEST brands. They are to-day your best trade winners.

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

SELLING AGENTS:  
J. A. TAYLOR MONTREAL R. 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**

## BISCUITS AND CONFECTIONERY

### STOCK UP CAREFULLY.

In the handling of confectionery it is of the greatest importance to be absolutely sure of the quality of the various lines you offer your customers.

The tendency of the grocer is just to handle these goods without much regard to either distinctive feature or quality. No grocer can possibly expect to make his confectionery department the real success it should be unless he discriminates as to the goods he sells.

The way to establish reputation, and a reputation which will last and continue to attract trade, is to handle only superior goods. Better far be content with a very moderate profit and have the fullest confidence of your customers, than to serve them with what appears at the time to be an attractive article and afterwards for your customers to be seriously disappointed therein. To carry out this does not of necessity mean that you are purchasing the most expensive goods on the market. The grocer who will give the necessary attention to the markets of the many confections which are offered for sale, will discover that many of these lines are placed on the market by irreproachable wholesale firms who make a strong feature of giving the best possible quality, and rely almost exclusively for their profit on the cuteness of buying their raw material.

A well displayed show counter of fancy confectionery, which has been purchased by the grocer with the most absolute care and scrutiny, cannot fail to attract to his store a continual and increasing stream of trade. The younger members of the community, who are the great buyers of sweetmeats and confections, are, without question, keen to know a good thing when they see it and if they are once pleased will place that implicit confidence, peculiar to children, in the person who has treated them well.

### A FEW USEFUL FORMULAS.

#### Fancy Prepared Mustard.

Twenty-five pounds dark mustard seed (Trieste seed is best), 10 pounds yellow mustard seed, 10 pounds yellow mustard bran, 5 pounds salt, 1 pound turmeric, 5 ounces ground coriander seed, 1½ ounces celery seed, 2 ounces ground cloves, 2 ounces ground cummen seed, 2 ounces ground nutmeg, 2 ounces cayenne pepper, 1 ounce powdered bay leaves, 1 ounce ground fennel seed, 10 ounces parsley herb (either fresh or out of brine), 2 ounces thyme, 5 ounces shallots or onions, 2½ ounces garlic, 30 gallons 40-grain vinegar, grind. If a very bright color is required add 2 ounces yellow mustard color.

#### Anchovy Mustard.

Anchovy mustard is made the same as fancy mustard, only add 8 pounds salt anchovies. Cut the anchovies up fine, add to the above mixture and use only two pounds salt instead of five pounds, as

the salt in the anchovies will make up the required amount of salt.

#### Prepared Mustard.

Use 45 pounds dark mustard seed (Trieste is best), 12 pounds yellow mustard seed, 37 pounds dark mustard, 21 pounds yellow mustard bran, 12 pounds salt, 2½ pounds turmeric, 12 ounces ground coriander seed, 6 ounces ground celery seed, 6 ounces ground paradise seed, 6 ounces ground cloves, 6 ounces cinnamon, 2 ounces ground bay leaves, 2 ounces cummen seed, 7 ounces cayenne pepper, 2 ounces yellow mustard color, 90 gallons 40-grain vinegar. Grind.

#### Another Form of Prepared Mustard.

Use 30 pounds dark mustard seed (Bombay or California seed), 16 pounds yellow bran, 20 pounds dark mustard bran, 5 pounds turmeric, 1 pound ground coriander seed, 6 ounces cayenne pepper, 8 ounces ground paradise seed, 4 ounces ground celery seed, 4 ounces ground bay leaves, 1 pound cloves, 12 pounds salt, 42 gallons 90-grain vinegar, 50 gallons water, 30 pounds wheat flour, 2 ounces yellow mustard color; to 50 gallons water add 30 pounds wheat flour.

First make a thin batter of the flour by adding a small quantity of water at a time, stirring well; in this way the flour will not become lumpy; then add this batter to the remaining water; also add the yellow color and cook until it makes a heavy starch, then add this to the spices, vinegar, etc., and grind. If preferred 40 pounds of cornmeal may be substituted for the flour, but either should be cooked or the mustard will get dark after a time.

#### An Imitation Mustard.

This is an imitation mustard. Fifty-five pounds wheat flour, 4½ pounds turmeric, 12 pounds salt, 4 ounces cayenne pepper, 3 ounces artificial oil of mustard, 2 ounces oil cloves, 2 ounces oil cinnamon, 66 gallons water, 34 gallons 90-grain vinegar, 1 ounce yellow mustard, 3 ounces sugar color, 3 ounces preservative. Mix flour, turmeric, salt, and cayenne pepper, and then add enough of the water to make a thin paste, put this in kettle with the remaining water and vinegar, cook until the mixture has a body about as thick as heavy molasses, add the yellow color as soon as the mixture is thoroughly hot through. Take out of the kettle when cooked enough, stir frequently until this mixture has cooled to about 160 degrees F., then add the oils and mix well.

#### HAMILTON RETAIL GROCERS.

The Hamilton Retail Grocers' Association have decided to put an aldermanic candidate into the field, and it is expected that the name of the man selected will be announced shortly. Grocers want representation in the council to effect reforms in the Central Market.

## A Good Investment

Quality plays so big a part in

## PERFECTION CREAM SODAS

that grocers who pride themselves on their meritorious goods cannot but select these sodas when biscuit orders are under consideration.

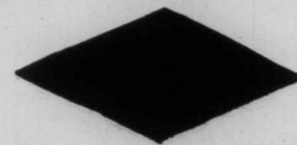
We use the best flour, butter and cream in the manufacture of "Perfections." We pack them in the right way. So how can they help being the best biscuits?



are just what you need for your store, no matter where you are situated. Old and young, rich and poor, weak and strong—Perfection Cream Sodas suit all. Order a supply, and if they don't sell—well, it will be the queerest thing that possibly could happen.

THE Mooney  
Biscuit & Candy  
Company,  
LIMITED,  
Stratford, - Canada.

## THAT WORD DIAMOND



on Maple Syrup means Purity and  
Excellency of flavor equal to fresh  
sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited, Montreal

To delight Housewives and Children

# VLEENA FIGS

in

Fancy Baskets

**"MADE IN CANADA"**

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

## Shredded Whole Wheat

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

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

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

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

## KIEL FINGER

The best shortbread doesn't all come from Scotland, as you'll agree when you've tried "Kiel Finger."

It's an exceptionally tasty biscuit, in convenient size and form, that keeps well and sells better.

Suppose you place some on order now before it slips your memory?

**W. & R. JACOB & CO.,**  
Limited

*Canadian Agents:*

Kenneth H. Munro,  
324 Coristine Bld. Montreal

C. & J. Jones,  
Box 623 Winnipeg

Wilson Bros.  
Wharf St. Victoria, B. C.

**DUBLIN,  
IRELAND**

## Maple Syrup Weather

You sell Maple Syrup—your customers use it. They would use more of it if they could be assured of getting it pure. You are always absolutely safe in selling

## Grimm's Pure Maple Syrup

The only genuine, unadulterated Canadian Maple Syrup direct from the best producers.

SEND FOR SAMPLE LOT

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

**SAUCE FOR THE GOOSE SHOULD BE SAUCE FOR THE GANDER.**

Editor Canadian Grocer: Sir:— In your issue of December 9 "Old Time Reader," in advocating the usefulness of the wholesale grocer, overlooks the fact that there are but two, possibly three, exclusively wholesale grocery firms in the whole Dominion, and not one of these is to be found in the city of Montreal. The departmental stores, whose importance "Old Time Reader" greatly magnifies, compete in the open; their prices, always high enough to leave a handsome margin of profit, are published broadcast.

The wholesaler, by professing to be what he is not—the friend and protector of the retailer—and under cover of the guild, competes in a most unfair way with the retail grocer. When Mr. Wholesaler is taken to task he will with the greatest sang froid excuse himself by saying that others do the same thing. To blame others for one's misdoings is a poor way to seek forgiveness. The wholesale houses in Montreal cater to the trade of small and large boarding houses, restaurants, beaneries, public or private institutions; whether the inmates number two persons or two hundred persons, it makes not a particle of difference; nine-tenths of the parish priests of the Province of Quebec, hundreds of families, all their employes, their relatives near and distant, their friends and the friends of their friends. The retail business done by some of the wholesale houses in this city is now so extensive as to require a special ledger for that department.

Some time ago the Grocers' Association of Montreal appointed a deputation to call on the wholesale houses for the purpose of getting them to agree not to supply consumers. To the disgust and astonishment of the delegation they were given to understand that under no consideration would they (the wholesale men) countenance any movement which would encroach on their right of buying and selling through whatever channels suited them best. In this contention they are perfectly right, but they are committing an act of conspiracy in attempting to prevent others from enjoying the same privileges.

For sixteen years the writer had dealings with an English firm, but this year his order was declined with the closing remark in their letter that they very much regretted the action of the guild.

It follows from these facts and the evidence before the Tariff Commission that the guild is nothing short of an organized conspiracy to restrain competition by preventing those outside the "charmed circle" from buying and selling in the best markets.

It is so decreed by the guild that any retail merchant who has the ability and financial means to do a large business and possibly in turn become a wholesale merchant, must limit his operations to a small retail business, and since he is compelled to buy from the wholesalers and then compete with them in selling to consumers and others, what then are his chances of success?

No wonder that during the past six months over fifty retail grocers in this city have failed, and knowing ones say that there are many more to follow.

It is to be hoped that all who have at heart the welfare of the retail trade will lend their assistance to the Govern-

Fortify yourself against inclement season.

# Van Houten's Cocoa

**Best and Goes Farthest**

**The Ideal Winter Beverage**

Grocers make friends by recommending it.  
There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO  
WATT, SCOTT & GOODACRE MONTREAL

Cultivate your Biscuit trade by ordering

## McLAUGHLAN'S Cream Soda Biscuits

McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

 <p>This design a guarantee of quality.</p>	<p><b>Manilla Paper</b>   <b>Fibre Paper</b></p> <p>SMOOTH, TOUGH, BRIGHT, CLEAN   THE TOUGHEST OF THE TOUGH</p> <p>ALL SIZES AND WEIGHTS   ALMOST WATERPROOF</p>
	<p>SAMPLES AND PRICES GLADLY SENT.</p> <p><b>CANADA PAPER Co.</b></p> <p>TORONTO LIMITED MONTREAL</p>

ment in putting an end to the disgraceful tactics of the guild.

A DISGUSTED RETAILER.

Montreal, Dec. 12, 1905.

### THE TARIFF COMMISSION AT EDMONTON.

The Tariff Commission opened in Edmonton before a large meeting. With one exception, as presented by a deputation from Wetaskiwin, the general expression of opinion was plainly free trade. The Board of Trade of Edmonton and Strathcona, the Alberta Farmers' Association and the Canadian Society of Equity maintained a strong plea for reduction of the tariff, more particularly on lumber. The sitting was completed shortly after noon.

The Edmonton Board of Trade presented a memorandum to the Commission embodying the views of that organization. The general sentiment of the memorandum presented was strongly in favor of a general reduction in the tariff along all lines. To quote: "While it is admitted that customs duties are necessary for revenue purposes and that a certain amount of protection to Canadian industries may be advantageous, it

is maintained that there is a limit beyond which a protective tariff cannot be carried without unduly and unfairly pressing upon the consumers for the benefit of the manufacturers. It is maintained that the limit has at least been reached, if not already passed."

Attention was called to the heavy freight charges in the west, and specific mention was made of fruits, cotton goods and lumber, on which an increase of duty is asked, requesting that these be rather reduced.

### CANADIAN PRODUCE CORPORATION.

J. Burbidge, a director and creditor of the Canadian Produce Corporation, applied for a compulsory winding-up order on the ground that the company, formed to deal in Canadian produce, did no business, and had not done any for twelve months. Counsel opposing the petition said a voluntary resolution had been passed and no allegation had been made which entitled any creditor to a compulsory order. The petition was dismissed with costs.



## Why Some Cigars Sell and Others Stay in the Box

If you keep a variety of cigars you will have noticed that there is always one box a little less full than the other boxes. No matter how many times you have ordered, or how differently you have arranged the display, the result is the same.

Mr. Grocer, that "difference in the box" is the Individuality, the "make sell" quality of cigars. That Individuality and "make-sell" quality hinge on a certain kind of growth and a certain kind of manufacture.

### PEBBLE and PHARAOH

Cigars "leave the box" quickly because they have that Individuality and "make-sell" quality that come as a result of the certain growth and certain manufacture.

The **Pebble** and **Pharaoh** Cigars are just as sure to be the "fewest in the box," when they have graced the case awhile, as they are sure to give "the curl of smoke that delights," when the man who "knows" has bought them.

If you are interested in cigar-history, cigar-excellence, cigar-opportunity, you will not fail to write me about the **Pebble** and **Pharaoh** Cigars.

*"My Cigars are a matter of Personal Pride."*

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

## GROCCERS' HOW, WHEN AND WHERE QUERIES WELCOMED

Grocers may order some goods without the "Reason Why" attitude, but when it comes to tobacco each grocer is out with, "How do you know I can sell this tobacco?" "When was the quality of the tobacco proven?" "Where am I to get continuous trade from?" We welcome such queries. We know that with

### T. & B.

the answers are sure and certain.

We know, first, that you can sell this tobacco, **because other grocers, similarly placed, are selling it. Second, the quality of T. & B. was proven from the first, and the best evidence of this is the increased consumption. Third, with T. & B. in stock you will get continuous trade because T. & B. smokers are regular, "will-take-no-other," smokers.**

Will you order now?

**The Geo. E. Tuckett & Son Co., Limited**  
Hamilton, Ontario

## TOBACCOS, CIGARS AND ACCESSORIES

### ARE YOU LOSING A GOLDEN OPPORTUNITY?

It is at this season of the year and especially during the two weeks preceding the Christmas holidays that the grocer loses a lot of business through the absence of a cigar and pipe department in his store. That grocers generally lose a goodly sum throughout the year through neglect of this branch, has been established beyond a doubt by those up-to-date merchants who have installed a cigar, cut tobacco and cigarette show case, and pipe racks and cases.

There are many, in fact, the majority of women, whose husbands are users of the weed in some form or other, and as they do their shopping at this festive period would readily buy a handsome meerschaum or briar pipe, a box of cigars or other smoker's paraphernalia, preferring to do so in the grocery store to entering a tobacconist's, where men only usually "do congregate."

There are, of course, certain customers who from principle, prejudice or misinformation on the subject would object to this feature, but their number is small.

The question of the banefulness of tobacco is one with which the merchant has no concern. There are even people who consider the use of tea injurious, as is being demonstrated now by the opinions of experts in the columns of the New York Herald, but still tea will be sold right along.

The husband also would find the grocer's a pleasant place to drop in on his way home, for his favorite brand of cigars and tobacco, and he too at this time would prefer to buy a friend a box of 25s or 50s at the grocer's, or mayhap a nice pipe.

In speaking to a representative of one of the leading cigar manufacturers in the east last week The Grocer was told on asking if it was the traveler's opinion that the grocery trade were taking a more up-to-date view of the question of handling cigars, etc.:

"More? Why, my trade, particularly in Western and Central Ontario, with grocers, has quadrupled itself this year. I find that this grocery cigar trade is spoken of by my customers as one of the most profitable features of their business and one that requires less attention and shows more profit than in the putting up, weighing, delivering, etc., of the staple lines. With only ordinary, intelligent care, one man has disposed of over a thousand dollars worth of my goods alone, besides having bought a number of other well advertised and reliable lines. There isn't a salesman calling that doesn't buy one or a quarter's worth of cigars, even if it is palpably done as a friendly overture towards the grocer's trade."

This opinion is one worthy of reflection on the part of Grocer readers. The profit on cigars, tobacco and pipes is good, the stocks easily replenished and at small expense. Think it over and

with the resolutions for improvement that you make next week, put in a small trial stock of cigars and watch your profits grow in 1906.

### A CLAY PIPE DISPLAY.

While there are many stores in the big cities that hardly ever have a call for the common clay pipe, in the smaller towns and in the agricultural sections there are vast quantities of them sold annually, and dealers in such localities might find it worth while to occasionally put them in their show windows.

Common clay pipes can be arranged in a variety of effective forms. One of the commonest is to lay them out on a dark colored background in designs of stars, crescents, diamonds, four-leaf clovers, and anything else that the fancy of the window dresser may suggest and his ingenuity be equal to. In this way, a most attractive display is made, which will add materially to the other inducements of trade, and help swell the sales.

### ADVANCE IN TOBACCO.

Tobacco prices have jumped up, and local manufacturers of cigars are considerably exercised over the outlook. The new crop of Sumatra and Havana is now on the market, and one manufacturer stated that the prices quoted are thirty per cent. higher than last year.

Short crop and fine quality are given as the reasons for the growers' higher demands. The matter is largely in their hands. Havana tobacco has no successful

competitor as a filler, and Sumatra wrappers are in much the same position.

The increase in price comes out of the manufacturer entirely, they say. The price of standard cigars is not likely to change because of the fluctuation.

# 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 MCDUGALL  
18 1/2

# OLD CHUM

## Cut Plug Smoking Tobacco

**It's a Trade Bringer.**

## STRAINING AT GNATS AND SWALLOWING CAMELS.

Editor Grocer:— It is only a few weeks ago since we heard a howl up under the western mountain over a sugar combination which enables the combinsters to make a profit of 4 per cent., and now there is an echo down under the eastern mountain in the shape of an article in the Montreal Herald of December 1 portraying the iniquities of a canned goods combine. This article so grossly misrepresents the situation that in the interest of the canned goods business we feel constrained to ask the use of your columns to reply to it. Before going into the subject we would like to call to the attention of the editor of the Herald the fact that our two principal railroads, who between them take nearly one hundred million dollars yearly out of the public, have an agreed uniform rate to every competing station in the Dominion. Our insurance companies have an agreed rate among them to charge everybody exactly the same rate. Our banks have an agreed rate among them to allow depositors exactly the same rate of interest; they also charge all borrowers about the same rate of interest. If these are not combines what are they? We are not calling attention to them to find fault, but to show how these gentlemen of the press sometimes strain at gnats and swallow camels. In regard to a canned goods combine, we state there is no such thing in existence. While there is a stock company with headquarters under the western mountain, formed through the amalgamation of a number of the leading canners, no stretch of the imagination could call it a combine. While we are not in sympathy with their tortuous way of doing business, we know that with a dozen independent factories in the country it is not possible for them to make a combine in this business.

In this two column more or less sensational article in the Herald it states tomatoes could be bought in the United States last year for 60 to 70 cents, while in Canada they brought from \$1.30 to \$1.40 per dozen. Here is a misrepresentation to start with. The highest price charged by canners last year for this article was \$1.15, 10 per cent. off, freight paid to any wholesale competing point in Ontario or to Montreal, in the province of Quebec. After all these deductions were made, including brokerage and cash discounts, it left about 94c a dozen for tomatoes f.o.b., instead of \$1.30 to \$1.40. Now in regard to the United States price; it was 62½c f.o.b., at least this was the price we paid for 8,000 cases and we bought in the best market obtainable in that country. Now see how quickly the thing reverses itself. The pack of tomatoes in Canada this year has not netted the packers over 75c f.o.b., while to-day tomatoes are selling for \$1 f.o.b. in the United States with plenty of people predicting dollar and a half tomatoes before Spring. If the gentleman who writes for the Herald on canned goods would remember that there is such a thing as nature, who quite frequently takes a notion to have a say in the price of these red-coated ducks as well as in other lines of canned goods, he could write more intelligently on the subject. We have stated that last year we imported 8,000 cases of tomatoes from the United States; we also wish to state that it is only a few years back

since we exported several thousand cases to the United States under exactly the same tariff conditions that prevail at present between the two countries. At the time of this latter transaction tomatoes were selling in Canada for 65c, while in the United States they brought \$1.50. Last year as previously stated tomatoes were bringing 94c f.o.b. in Canada, while in the United States 62½c would buy them. This proves, as we said before, that when nature takes a hand in the game these redcoats will walk across the boundary in either direction under tariffs that in both countries are intended to be prohibitive and in normal years are so. This gentleman in the Herald intimates that the consumer is being squeezed in the prices charged for canned goods and that on account of the tariff protecting the canners high prices are being charged. Never was an assertion more easily refuted. The only country from which canned goods could be imported is the United States. To lay down tomatoes from there in Toronto at present American prices would cost \$1.55 per dozen, while they are netting the Canadian packer 75c f.o.b. To lay down peas from the United States in Toronto would cost say for Early June \$1.15, while Canadian peas of the same grade net the Canadian packers 55c. In comparing corn it is necessary to take New York state corn, which is about the same in quality as our finest standard goods. This New York state corn would cost delivered in Toronto \$1.10, while Canadian corn equal in quality is netting the packer 70c.

If there is one line of goods more than another that shows the benefit to the whole community for the liberal mantle of protection that has been thrown around it, it is the canned goods industry. Only a few years ago, the writer can remember, before there were any Canadian packers, a can of tomatoes cost the Canadian consumer 25c, and other goods in proportion. With about fifty canneries now in operation in this country, packing what is probably the highest class of canned goods in the world, which are being sold to the consumers at moderate prices, we believe it would be a crime to disturb this condition of affairs by experimental changes in the tariff. It would be not only a crime to the canners, but to the farmers, consumers and work people. As an illustration, we ourselves paid out to the farmers this year \$45,000 for produce, while to work people we paid \$26,000 in wages.

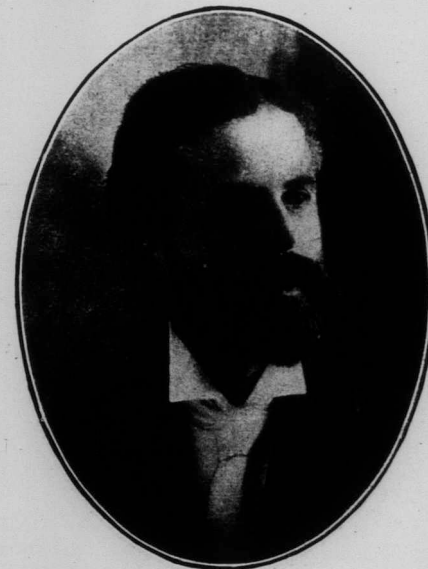
As for the consumers, under a reduced tariff we would simply get the sweepings of the American canning factories. It is acknowledged by United States trade publications that there are hundreds of thousands of cases of tomatoes packed in their country every year in which water is added to cheapen the product. Of corn there are millions of cases packed in the United States annually, little better than our common field corn. In a publication published in the United States, the Baltimore Trade, the highest authority in the United States on canned goods, dated December 15, they designate it hog feed. Everybody knows that under a low tariff these are the classes of goods that would enter Canada to compete with and ruin the trade of the high class goods packed in this country, while we would have no chance

to sell goods in their country as their tariff is prohibitory. In regard to the prices we have given you in the United States, for verification you can take the Canner and Dried Fruit Packer of Chicago and the Baltimore Trade, both of which publications, we believe, are on your exchange list.

Yours truly,  
BLOOMFIELD PACKING CO.  
Bloomfield, December 18, 1905.

### CANADIAN TEA TRAVELERS.

SELLING tea, that is, selling tea exclusively and not in connection with the sale of general groceries, is no sinecure, but selling package teas and selling them successfully is still less of a holiday jaunt. There are a multitude of brands of package teas now on the market and salesmen by the score are expatiating on the quality of their special brands in all parts of Canada, and the end is not yet. Of the many salesmen who have entered this special field there are very few better known tea travelers than the subject of this sketch, Mr. Rupert Prat, Toronto, who represents Mr. T. H. Estabrooks, of Red Rose tea fame, St. John, N.B.



Mr. Rupert Prat.

Mr. Prat hails from the Maritime Provinces, commencing his career of tea salesman with Mr. Estabrooks in May, 1896. He represented his firm in New Brunswick for several years, working up not only a good business for his principal but a reputation for himself as a salesman of undoubted ability. "An honorable man and thorough gentleman" is the way his employer expressed himself to The Grocer, "and a man of whose type any firm may be proud."

On the opening of the Toronto branch of Red Rose tea, Mr. Prat was delegated to look after the new territory. Mr. Prat during the time he has been a resident of Toronto has covered the territory west and north of the city, and most successfully has he made his work show. Red Rose tea is his shibboleth, and for him it is a faith that moves mountains, and a faith that he has the true salesman's enthusiasm to implant in others. That he has the confidence of his customers his increasing sales amply testify, and with his unbounded confidence in the quality of his goods the future can only be bright for Mr. Prat.

# WINDOW AND INTERIOR DISPLAYS

## CHRISTMAS WINDOW DISPLAY COMPETITION.

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

First Prize ..... \$5.00  
 Second Prize ..... 3.00

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

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

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

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

## A WINDOW DISPLAY COMPETITION.

A FEW weeks ago the Standard Soap Co., of Calgary, offered a prize of \$20 in gold to the store clerk who would dress the best window with Golden West soap, Weir's Pine Tar, Mellifoam Castile, etc., all of which are made by this Calgary soap firm.

The window illustrated in this issue was the one dressed by Mr. Green, of the firm of Wood & Green, of Calgary.

Mr. Stephens, of the Hudson's Bay Co., was the winner of the prize.

It was soap Saturday. Soap was in the air. Nearly every grocery store in Calgary had its show window filled with soap. Every window was really worthy of a prize, but as only one prize was given the three judges, after viewing the different displays, consulted together for over an hour, deciding who should receive the cash. The display of the Hudson's Bay Co. was truly original, and was a perfect reproduction of a blue sitting room, constructed completely of Golden West soap, in cartons for the walls, and carpeted with cakes of Golden West, with a pretty border of Weir's Pine Tar. A pretty mantel and fireplace were also built of soap, beautiful in design, with real fire and coals in the grate, and with a tiled floor of Mellifoam soap, in front of which a wax effigy of a lady was comfortably rocking, with knitting in her lap, representing the happy housewife, who informed the admiring crowds what she thought of Golden West soap. This simple picture was much admired, several Montreal and Winnipeg visitors remarking

that it was the best dressed window they had ever seen.

The design in Wood & Green's window was certainly the work of a genius in artistic dressing. It was a miniature design of a suspension bridge of soap, with a train of cars crossing the structure. The whole was built of Golden West soap, and did great credit to the artist who so carefully carried out the plan.

J. T. Macdonald had the best window, considered from an advertising point of view, and also merited recognition. The design consisted of two fair-haired little girls washing and hanging out their clothes on the line. It pleased both children and adults alike.

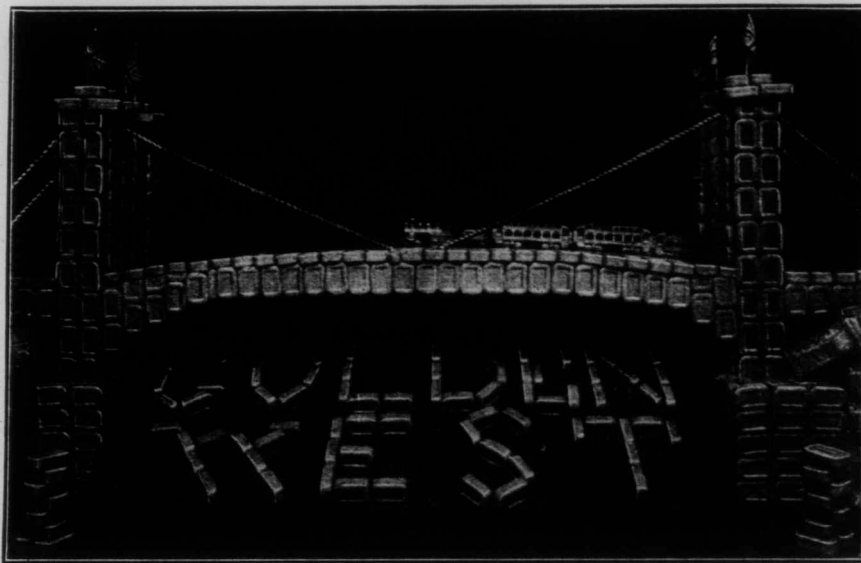
The window of the Victoria Grocery Company presented a very pleasing appearance. The centrepiece was an accurately constructed lighthouse, labelled

## IMPORTANCE OF SHOW WINDOWS.

The great advantage of a good window display is becoming more and more apparent, and grocers are generally becoming more interested in the subject.

The show window is without question the retail merchant's first important advertisement. Other means of advertising may bring customers to the store, but when there the first impression is obtained by the appearance of the show window, and the effect produced will be the measure of the customer's estimation of that store.

Grocers have been quick to observe this and in consequence a great improvement is manifest, but there is much still to learn, and nothing can be more conducive than an interchange of ideas. With this in view we are opening up our pages once again for competition. Those grocers, therefore, who are giving special care to their window display this season, have an excellent opportunity to



One of the Displays in the Calgary Window Competition.

"Golden West Safety Lighthouse," and was surmounted by a powerful electric light, the whole making a perfect sea picture.

Brown & Knight were right in the swim for the prize, their window being generally admired. A large sailing vessel, "The Golden West," was shown, built of Golden West soap, carrying a cargo of Weir's Pine Tar, with sails made of Mellifoam soap, and a lighthouse in the distance with foam-crested waves dashing against the rocks.

The Calgary Milling Company. Alfred Newham, the Co-Operative Grocery Supply Company, and Pitman's stores all had very cunningly designed windows, all a tribute to that domestic article, good soap.

get full credit for their labors and at the same time give an object lesson to their brother grocers.

## IN THE WRONG WAY.

Two Irishmen were crossing a bog when one of them fell into a mudhole. His companion, running to a nearby farmhouse, asked the loan of a spade. "What do you want it for?" asked the farmer. "Sure, Mike is stuck in the bog and I want to dig him out," was the answer. "How far in is he sunk?" questioned the farmer. "Up to his ankles." "Begorra, then he can easy walk out." "Begorra, he can't," exclaimed Pat, "he's in wrong end up."

**PICTORIAL  
ADS**

**Do You  
Illustrate  
Your Ads. ?**

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

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

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

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

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

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

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

*WILL FROST*

*CANADIAN GROCER*  
*BUSINESS MARCH*  
*DRY GOODS REVIEW*  
*HARDWARE AND METAL*  
*WHEELERS*  
*PRINTING AND PUBLISHING*  
*CANADIAN FINEST GAZETTE*  
*CANADIAN JOURNAL*

# BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

**BRAID'S BEST** is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

**WM. BRAID & CO., - Vancouver, B.C.**

## Quotations for Proprietary Articles.

Quotations on staple articles prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Dec. 21, 1905.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

### Baking Powder.

Ammonia Powder—	
"Bee" brand, 48 5c. pkgs., per case	\$1 75
" " " 27 10c. pkgs. "	2 00
" " " 10 25c. pkgs. "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40
" " 10, in 4 doz. boxes	2 10
" " 2, in 6 "	0 80
" " 12, in 6 "	0 70
" " 3, in 4 "	0 45
Found tins, 2 doz. in case	3 00
12-oz. tins, 4 "	3 40
5-lb. " 1 "	14 00

### W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	\$3 00
1-lb. tins, 3 "	1 25
1-lb. tins, 4 "	0 75

### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	8-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
-doz.	2 1/2 lb.	10 50
-doz.	5 lb.	19 75

### JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" " 4 " " "	0 75
" " 3 " " "	1 25
" " 2 " " "	2 25

### OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$0 45
" " " 1 lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, 1/2 lb. packages, 4 doz.	0 40
Cornstarch, 40 pkz. in a case	0 75

Freight paid 5 p.c. 10 days.

### MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 80
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2 1/2-lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

### ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	\$0 95
1 lb.	1 43
8 oz.	1 95
1 lb.	2 55
12 oz.	3 85
1 lb.	4 90
3 lb.	13 60
5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

### CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	\$0 93
1 lb.	1 33
8 oz.	1 90
1 lb.	2 45
12 oz.	3 70
1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

### "VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	0 75

### "BEE" BRAND BAKING POWDER.

"Bee" brand, 48 5c. tins	\$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pkz.	4 80



### EAGLE BAKING POWDER

Cases of 48-5c. tins	\$0 45
" " 48-10c. tins	0 75
" " 24-25c. tins	2 25
" " 48-25c. tins	2 25

### JAMES' DOME BLACK LEAD.

Per gross	\$3 40
5a size	3 40
2a size	1 50

### BORAX.

"Bee" brand, 5 oz., cases, 60 pkgs.	\$ 25
" " 10 oz., cases, 48 "	3 25
" " 15 oz., cases, 48 "	4 25

### EAGLE BORAX.

Cases of 5-doz. 5c. packages	\$0 45
5-doz. 10c.	0 90

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
7-lb. cotton bags, per bag.	

### Chocolates and Cocos.

THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" " 1-lb. tins	3 50
" " 1-lb. tins	2 00
" " fancy tins	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, 1/2's and 1/4's	\$0 40
" " 3's	0 45
Mexican Vanilla, 1/2's and 1/4's	3 25
Royal Navy Rock, " "	0 25
Diamond, " "	0 25
" " 3's	0 25
Ingredients for cake—	
Chocolate, pink, lemon color, lbs.	\$1 75
Orange, white and almond, 1/2-lb.	1 00

### Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 15
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



### J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16 1/2c
"Sapphire" 14-lb. boxes, 1/2 lb. pkgs. per lb.	12 1/2c
"Union"—14-lb. boxes, assorted 1 1/2-lb. pkgs., per lb.	10c

### Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/4 gross, 4 oz.	
Reckitt's Zebr paste, 1-gro. boxes, per gross.	\$10 20



# GRANULATED SUGAR Extra Standard A Strictly CANADIAN PRODUCT



As Pure as the Purest  
As Sweet as the Sweetest

Equal to Any for All Purposes  
ASK FOR IT

**ONTARIO SUGAR CO., Limited, - BERLIN, Ont.**

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3c.

**Allison's Coupon Pass Book.**

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "



**Cleaner.**

Per doz.	
4-oz. cans	\$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents  
The Davidson & Hay, Limited, Toronto

**Fly Pads.**



Wilson's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$8.40.

**Infants' Food.**

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " groats 1-lb. tins	1 25
" " " 1-lb. tins	2 25

**Jams and Jellies.**

**SOUTHWELL'S GOODS.** Per doz  
Frank Magor & Co. Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 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, 8 and 9 pails in crate..... per lb. 0 06  
7 and 14-lb. wood pails..... per lb. 0 06  
30-lb. wood pails..... per lb. 0 06  
**Compound Fruit Jellies—**  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case per lb. 0 07  
7 and 14-lb. wood pails, 6 pails in crate..... per lb. 0 06  
30-lb. wood pails..... per lb. 0 06  
**Home Made Jams—absolutely pure—**  
1-lb. glass jars (16-oz. gem) 2 doz. in case..... per doz. \$1 45  
5 and 7-lb. tin pails, 8 and 9 pails in crate..... per lb. 0 09  
7, 14 and 30-lb. wood pails, 6 pails in crate..... per lb. 0 09

**Licorice.**

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	.....

**Lye (Concentrated).**

**GILLET'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. MARCEAU, Montreal.

"Condor," 12-lb. boxes—  
1-lb. tins ..... per lb. \$ 0 35  
1-lb. tins ..... " 0 35  
1-lb. tins ..... " 0 32  
4-lb. jars ..... per jar 1 20  
1-lb. jars ..... 0 35

Old Crow," 12-lb. boxes—  
1-lb. tins ..... per lb. 0 35  
1-lb. tins ..... " 0 23  
1-lb. tins ..... " 0 22  
4-lb. jars ..... per jar 0 70  
1-lb. jars ..... 0 25



**Orange Meat.**

Cases, 36 15c. packages... \$4.50  
5 case lots... 4.40 (Freight paid.)  
Cases, 20 25c. packages... 4.10  
5 case lots... 4.10 (Freight paid.)

**Orange Marmalade.**

**THE EBY, BLAIN CO., LIMITED.**

"Anchor" brand 1-lb. glass	per doz. \$1 50
" quart gem jars	1 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz. \$ 1 00  
Home-made, in 1-lb. glass jars " 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06  
Golden shred marmalade, 2 doz. case, per doz. .... 1 75

**Pickles.**

**STEPHENS'.**

A. P. Tippet & Co., Agents

Cement stoppers (pints)	per doz. \$ 2 50
Corked "	1 90

**Salt.**

Cerebos salt, per doz. pkgs. (4 doz. in case)..... \$1 45

**Soda.**

**OWW BRAND.**



Case of 1-lb. containing 60 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	per case. \$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " (30 1-lb. " )	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

**"BEE" BRAND**

"Bee" brand, 8oz. cases, 120 pkgs.	per case. \$3 00
" 10 oz., cases, 96 pkgs.	3 00
" 16 oz. cases, 60 pkgs.	3 00







"No,

I was instructed to bring home



**'Cow Brand' Baking Soda,**

"no other brand will do."

The favor into which "Cow Brand" Baking Soda has grown with the consumer is due solely to its perfect quality and its reliability in all cases where its use is necessary. To handle such an article pays the grocer.

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	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.....	5.64 per case

**POULTRY.**

25 lb. Bags.....	9.23
5 lb. Sacks.....	9.23
2 lb. pkgs., 360 lbs. in case.....	7.75 per case
1/2 lb. pkg. " ".....	8.86 "

Hog Powders (5 gross)..... 3.06 per gross

Less 5% for cash on all lines.

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