

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, APRIL 6, 1906.

NO. 14

Keen's Oxford Blue



Should SELL
Everywhere
in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

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

“Two sellers everywhere”

Benson's

“Prepared” Corn (Best for cooking)

Edwardsburg

“Silver Gloss” Starch (Best for the laundry)

When ordering Starches always ask for these lines—unequalled in make and results—
Every Jobber sells them.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

Works,
CARDINAL, Ont.

53 Front St. East,
TORONTO, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Profitable Soap Lines. Easy to Sell.

Have you ever thought of the money to be made in handling soaps manufactured to meet a specific demand? Naturally on such soaps there is a larger profit than on the ordinary toilet soaps and they are easier to sell.

The Master Mechanic's Extraordinary Tar Soap

is specially made for Mechanics, Engineers, Farmers, Sportsmen, and all those whose work or play soils the hands with grease or other stains.

It is a good antiseptic soap.

It is well advertised throughout Canada. a profitable line to handle.

It is one of the excellent soaps manufactured by

ALBERT SOAPS LIMITED, MONTREAL

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

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

Mathieu's Syrup of Tar and Cod Liver Oil

A good seller always—always with a good profit.

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

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



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

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

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

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

Molasses

We are prepared for
SPRING TRADE

with a splendid assortment of the Standard
Grades:

Extra Choice Porto Rico, Lion Brand,
Cintron Brand, Beaver Brand, &c.
Fancy Barbados Syrup, Choice Barbados
Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

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

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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
Castile
Soap**

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

"Shell" Brand

Sixty-seven per cent. pure oil.

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

*Sold
by
Leading
Wholesalers*

Winners of Trade

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*

Manufacturers' Agents and Brokers' Directory

BARBADOES, W. I.

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

CALGARY

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

CHARLOTTETOWN, P. E. I.

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

HALIFAX, N.S.

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

MONTREAL

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. Sacramento Street, Montreal
 TEL. MAIN 778. BOND 28.

W. E. FELLOWES

Manufacturers' Agent and Commission Merchant
 6 St. Sacramento St. - - Montreal.
 I am open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

Phone Main 2881.

LEON TANGUAY

Commission Merchant
 Manufacturers' Agent
 Country Produce
 197-199 ST. PAUL ST., - MONTREAL, CAN.
 Correspondence solicited.

TORONTO.

W. G. A. LAMBE & CO.

Toronto
Grocery Brokers and Agents.
 Established 1885.

W. E. BIDWELL

Broker and Commission Merchant
 27½ FRONT ST. E., TORONTO
 Calling on best Grocers and Mfg. Confectioners.
 Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER

KYLE & HOOPER

Wholesale Grocery Brokers and
 Manufacturers' Agents
 27 Front St. E., Toronto
 Highest references Commissions solicited

W. G. Patrick & Co.

Manufacturers' Agents
 and
 Importers
 29 Melinda St., Toronto

**BARBADOS
 RAW SUGAR**

on the spot. Phone, write, or wire us
 your order.

W. H. MILLMAN & SONS

Grocery Brokers
 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

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.

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

WINNIPEG.

CALGARY STORAGE

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

JOSEPH CARMAN

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

STUART WATSON

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

DO YOU wish to extend your business to this
 GREAT WEST COUNTRY
 WE CAN handle your account to our
 MUTUAL ADVANTAGE.

Correspondence solicited. Established over 12 years
George Adam & Co.
 Wholesale Brokers and Commission Merchants
 WINNIPEG, MANITOBA

G. B. THOMPSON

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

W. A. TAYLOR

BROKER and WAREHOUSEMAN
 243 Main Street
WINNIPEG, MAN.
 HIGHEST REFERENCES

(Continued on page 54.)

EXTRA FINE SIFTED PEAS, NO. 1

SWEET WRINKLED PEAS, NO. 2

EARLY JUNE PEAS, NO. 3

STANDARD PEAS, NO. 4

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

The brands are, viz:—

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

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

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

EVERY TIN GUARANTEED

Canadian Cannery, Limited
HAMILTON, CANADA.

“Facts speak louder than words”

Let your customers be the judges ; if they want Black Tea let them have it, Ceylon Black pure and fragrant.

“Ceylon last year produced the largest crop on record.”

“In Great Britain . . . Ceylon Tea . . . forced its way into consumption on its merits in face of every obstacle and the usual prejudice against anything new.”—INDIAN PLANTING AND GARDENING, Feb. 24, 1906.

It is an indisputable fact, published by disinterested parties that Ceylon Tea returns for the year 1905 were 23½ millions of lbs. in advance of the year 1902.

Thirty years ago tea production was little known in Ceylon, in fact was in its infancy. Last year it produced the not insignificant amount of upwards of 172,629,960 lbs.

Why this progress ?

That's the all-important question—Other teas were on the market long before Ceylon Tea was thought of, and had every opportunity to “take hold” before Ceylon was marketed.

It's the old and oft-repeated story, quality wins, and wins every time.

Ceylon Tea—Green and Black.

The Salt that Saves Money and Time for You

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

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

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

Windsor Table Salt

THE CANADIAN SALT CO., Limited

Windsor, Ont.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

ROWAT'S PICKLES and OLIVES

In all Sizes of Packages
Sold from Halifax to Victoria
Ask your Jobber for Prices

AGENTS:

Snowden, Forbes & Co., 449 St. Paul
St., Montreal.

H. R. Silver & Co., Halifax, N.S.

F. H. Tippet & Co., St. John, N.B.

Reginald Lawson, Union Bank Bldg.,
Winnipeg, Man.

C. E. Jarvis & Co., Flack Block, Van-
couver, B.C.

CANNED GOODS

We offer, in 15-case lots only, as follows :

5 Cases Quaker 1905 Tomatoes,	-	\$1.00	Doz.
5 " " 1905 Corn,	-	.80	"
5 " " 1905 Early June Peas,	-	.60	"

Also Quaker Midget Peas, 82½ c. Doz.

F.O.B. Kingston.

Terms : 30 Days.

GEO. ROBERTSON & SON, - KINGSTON, ONT.

When You Want the BEST **PURE OLIVE OIL**

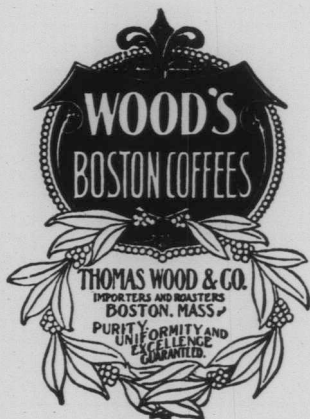
Ask and Get "RAYON D'OR"

GROWN, MANUFACTURED, PACKED BY

MENGERT, GAGNOLI & CIE, BARRI, LUCCA, NICE

Formerly SUAUT & CIE.

Write for prices and samples to **J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Sole Canadian Agent**



RIGIDITY

is not a pleasant word, but it is all right when properly used. There are two leading rules that apply to every one of our different grades of goods—Purity and Uniformity. And the same rigidity of requirement is manifest in every process of

WOOD'S COFFEES

The system is rigid, for only thus the Grocer be supplied with the best Coffees in the world.

Canadian Factory and Salesroom :
No. 428 St. Paul Street - - MONTREAL.

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Pa

E. W.

London, Eng.

Award

"SALADA" UNCOLORED GREEN TEA OF CEYLON

While our Japanese friends are getting nervous and trying to discount the worth of our product,

We are being kept as busy as nailers, filling an ever flowing stream of repeat orders from those hitherto accustomed to the sale of Japans—

What contra argument
can avail against this evidence,-- what indeed ?

Wholesale Prices and Samples from "SALADA," Toronto-Montreal

Tales of **MAGIC**

Let us tell you about
MAGIC BAKING POWDER



In the first place **IT** is **pure** and **whole-some**; secondly, **IT** is well advertised and an easy seller. **IT** does absolutely the best of work, and, what interests you particularly, **IT**

Pays you a good profit.

Order from your jobber.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

Toronto, Ont.

Chicago,
Ill.

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



NO GROCER

will have any regrets if he offers his customers

STERLING BRAND PICKLES

They hold a first place among the greatest pickles and relishes of the 20th century.

Made in Canada's greatest pickle factory from best grown Canadian vegetables

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

MAPLE SUGAR

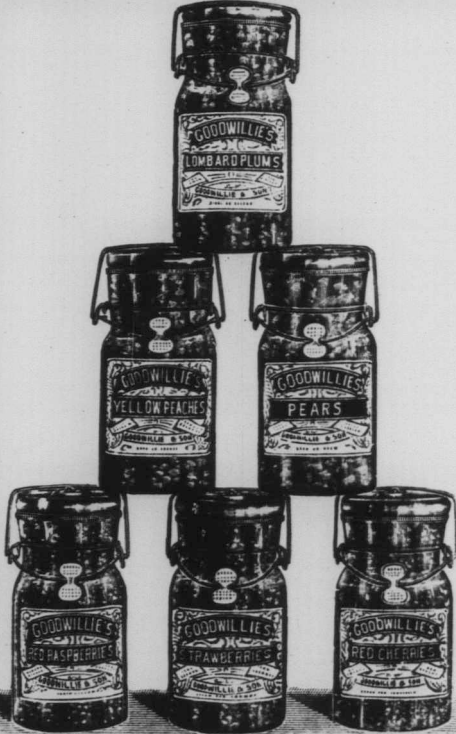
Largest Exporters of
**PURE
BEAUCE COUNTY
SUGAR**

D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA



THEY

Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are
CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL



**Save
Waste
Effort**

in pushing poor goods. What if the profit is a little larger—you don't please your customer, and you lose in the end. Sell

**Paterson's Camp
Coffee Essence**

It always pleases.

ROSE & LAFLAMME,
Agents, Montreal.

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RISING SUN  **SUN PASTE**
STOVE POLISH  **STOVE POLISH**
IN CAKES **IN TINS**

DON'T TAKE CHANCES

The question of Stove Polish isn't so trifling as it seems. Poor polish not only won't give results, but it may explode. **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in tins are as safe from explosion as sugar. When you carry them in stock you don't have to worry. They have been the standard for years. They produce the finest possible polish. There can be no better.

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

CHASE & SANBORN'S High-Grade Coffees are made from the choicest growths—nothing else—They cost a little more to produce than ordinary Coffee—but are worth twice as much to both grocer and consumer.

Chase & Sanborn

The Importers, - MONTREAL

ONE TOUCH OF QUALITY

Makes all patrons akin. But it must be the *right* touch and it must be *long-lasting*.

Blue Ribbon Ceylon Tea

is just *such a Tea*.

The reason for the increased favor and the increased sales is clear. Merit is stamped on every package of *Blue Ribbon Ceylon Tea*.

Order "Merit" Tea—Red Label (40c.) Line. It sells readily.

THE CANADIAN GROCER

JAPAN TEAS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

PAY US A VISIT

AT THE

**PURE FOOD SHOW
TORONTO**

AND SAMPLE

**"KKOVAH"
SPECIALTIES**

SUTCLIFFE & BINGHAM, Limited

MONTREAL AND TORONTO

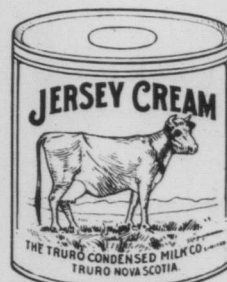
TWO MILKS
THE DIFFERENCE
and the RESEMBLANCE
BOTH ARE THE PUREST MILK



(Sweetened)

JERSEY STERILIZED CREAM

is pure milk condensed in a vacuum to the consistency of cream, and thoroughly sterilized. No sugar or any preservative is used.



(Unsweetened)

The Milks to Sell With Confidence

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

REINDEER CONDENSED MILK

is pure milk condensed in a vacuum, with the best granulated sugar added in sufficient quantity to secure preservation.

"PRINCE OF WALES"

**MOCHA
AND JAVA**

COFFEE

**Packed In
1 and 2-lb. Tins**



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

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

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THE CANADIAN GROCER

RAW SUGAR

Sacks, 250 lbs. Price Low

Thomas Kinnear & Co.

WHOLESALE GROCERS
TORONTO AND PETERBORO

ARE YOU
COMING
TO THE
PURE FOOD

SHOW

?

DON'T FAIL TO SEE
OUR
DEMONSTRATION



The BEST SELLING Cereal
on the market—

THE **EBY, BLAIN CO., LIMITED**
Sole Wholesale Agents **TORONTO,**

Purnell's Genuine Worcestershire Sauce



Shows a good profit
Never fails to
give satisfaction.

Do You Stock it?

If not, mail your order
to-day.

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

SYMINGTON'S, EDINBURGH COFFEE ESSENCE

UNQUESTIONABLY THE VERY BEST

To be had of all wholesalers

THOS. SYMINGTON & CO.

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY

EDINBURGH

A Pleasant Reality is

Mother's Favorite

"MELAGAMA" Ceylon Tea

and one of the chief features of comment far and near. This fact is borne out by the attention this delightful beverage is receiving at the **PURE FOOD SHOW** now in progress at **MASSEY HALL**.

For absolute purity, strength and flavor our Teas are unexcelled and are bound to be a trade winner, and a profit getter.

Write for particulars, or order from our travellers.

MINTO BROS., - - TORONTO

GREIG'S WHITE SWAN JELLY POWDERS



All true fruit flavors. High grade and dependable in every respect. Cheap too!

The Robert Greig Co.

Limited

WHITE SWAN MILLS
TORONTO

YOU ARE SELLING

Chocolates and Cocoa

every day more and more.

Have you sold the VERY BEST and finest of all

Swiss
Chocolates and Cocoa?

That is

SUCHARD'S

These are the premier brands the world over:

Suchard's Soluble Cocoa

- " Milk Chocolate (full cream)
- " Velma " (the velvet chocolate)
- " Premium " (unsweetened)
- " Economique " (sweet)

Canadian Agents:

Write for particulars

Frank L. Benedict & Co.
MONTREAL

A Delicious Cup of Coffee

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

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

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 66.
" Merchants 523.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.



TWO BIG SELLERS
Maple Cream Hearts
Twin Block Pure Maple Sugar

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

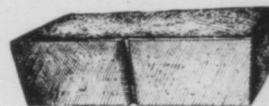
Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

3-4-lb. **TWIN BLOCK**



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¼-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - **\$3.00**

Profit to Retailer in one

Case - **\$1.00**

BEWARE OF IMITATIONS

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

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.



JAPAN TEAS

Don't neglect buying them—

BEFORE ALL

QUALITY

THEN

PRICE



This should be every business man's motto.

YOU KNOW

that it's useless pushing goods which do not suit your customers in both QUALITY and PRICE.

HOLBROOK'S GENUINE WORCESTERSHIRE SAUCE

is being pushed and displayed to-day more than any other sauce and why?

Because it is a GENUINE WORCESTERSHIRE and sells at a POPULAR PRICE.

And that too is why it has the

LARGEST SALE IN THE WORLD

Write for prices and terms to

HOLBROOK'S LIMITED, 28 Front St. E., TORONTO

JAPAN TEAS

Half Chests and 20lb. Boxes to Retail 20c., 25c. and 40c. per lb.

SPECIAL OFFERINGS

EXTRA VALUES

WARREN BROS. & CO.

**WHOLESALE GROCERS,
TORONTO**



IF A
or \$10, give hi
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If he buys a p
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BOOK. NO
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free sample.

THE EBY, B
C. O. BEAU
WM. T. S
ALLISON

W. P
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Analyst
Advice re
facture a
chemistry





They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

VICTORY DINNER RELISH



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

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

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

NOW

don't you think it is time you wrote for those samples of

SYRUP OF MALT
and
EXTRACT OF MALT

Syrup of Malt is a cough cure.

Extract of Malt is a tonic.

Both are great sellers

GEO. SLEEMAN, Guelph, Ont.



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

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.

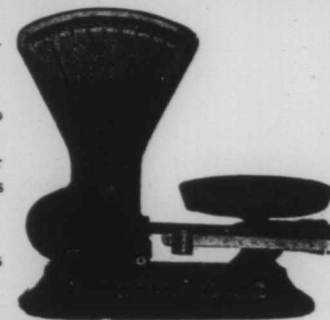
A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

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.



THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

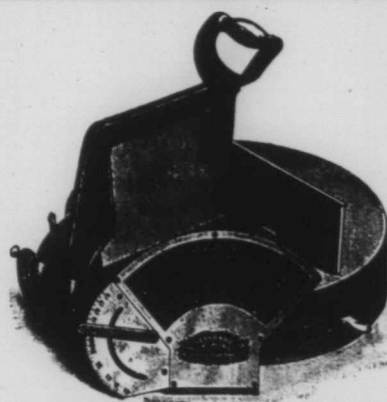
It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

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



Oakey's 'WELLINGTON' KNIFE POLISH

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

JOHN OAKLEY & SONS, Limited
Manufacturers of

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

Wellington Mills, London, England

Agent:

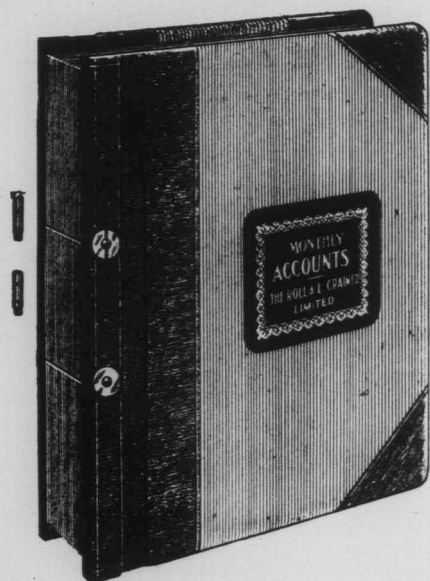
JOHN FORMAN, - 644 Craig Street MONTREAL.

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.



Satisfied Customers

Satisfied customers are the best recommendation to any line of goods. Our

Monthly Account System

cannot help but satisfy those having accounts of any kind. Read what one of our customers says about it.

"Monkton, Ont., March 19, 1906.
THE ROLLA L. GRAIN CO., Limited,
OTTAWA.

Gentlemen,—Having used your Monthly Account System of book-keeping in our general store business for our first year in business, we are well pleased, and can't speak too highly of it. We bought our outfit through your Toronto Office, February 9, 1905, and have had several business men of the village come in to see it, but not with the intention of ever selling them an outfit until last week we heard of our shoe man taking in a partner in his business, and got talking of book-keeping, and have since been able to take their order and another from our hardware merchant. You will please find enclosed on separate sheets the orders.

WEBER & BETTGER."

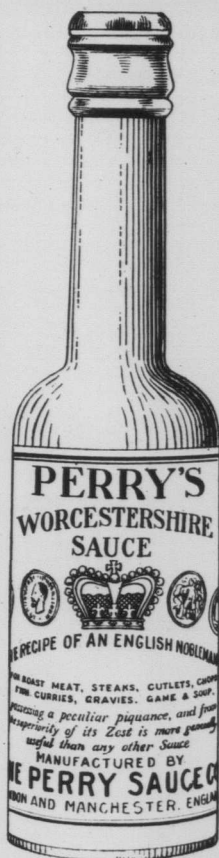
The above testimonial was sent to us unsolicited, and speaks for itself.

Write us for information.

The Rolla L. Grain Co.
LIMITED
OTTAWA, Canada

BRANCHES and AGENCIES:

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



"From away across the ocean
Comes Perry's Sauce to suit your notion."

You cannot beat English sauce because Englishmen know the best sauce secrets.

Perry's Worcestershire Sauce

comes across the ocean to delight the palates of Canadians.

It leads all others because the makers have been able to get a permanent "taste supremacy." It is the kind people have on the table, morning, noon and night.

Do not sell cheap flavorless sauces.

Sell the sauce with a record for suiting
—Perry's.

Selling Agents:

Taylor & Pringle Co.
Limited

OWEN SOUND, ONT.

Manufacturers of *Queen Quality*
Brand Pickles.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating



No. 65

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

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

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing 1/2 lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

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

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

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

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

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England

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

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

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

This space \$15 per year.

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

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

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

This space \$30 per year.

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

This space \$15 per year

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

This space \$30 per year.

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

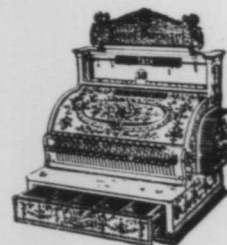
J. H. GAITSKELL & CO. PROVISION MERCHANTS, LIVERPOOL, invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

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

Customers are Gained by

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

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



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

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

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

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

Name

Address

No. of men



Walker Bin Interior.

CONSIDER THE LOSS

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

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

The Cost of Installing Walker Bin Fixtures

providing attractiveness, cleanliness and convenience IS SMALL IN COMPARISON.

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

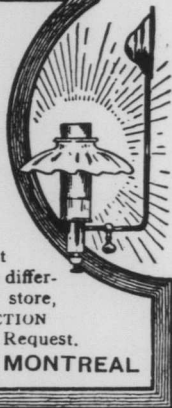
THE WALKER BIN AND STORE FIXTURE CO., LIMITED
BERLIN, - ONTARIO.

THE AUER GAS LAMP

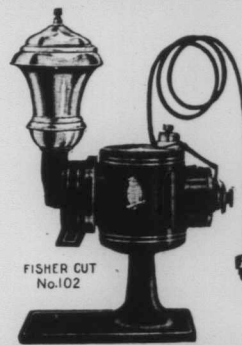
Delightful to read by.
Gives the light of 100
Candles and Costs less
than Coal Oil.



No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.
AUER LIGHT CO., MONTREAL



ELECTRIC POWER COFFEE MILLS



FISHER CUT
No.102

This cut shows one of the designs we are making.

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

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

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

DO YOU PREFER AN

Automatic Pendulum Computing Scale



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

No. 103 DAYTON

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

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

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

\$57.00

The "Dayton"

Send a postal to

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

Messrs. Fruit and Vegetable Packers:

Prepare for the coming season by ordering your cans. You will make no mistake in placing your order with

The Acme Can Works

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

Acme Can Works, - Montreal

RESERVE YOUR SPACE AT ONCE

— IN THE —

Special Spring

— AND —

Export Number

— OF —

THE CANADIAN GROCER

This is the great trade number of the year and no firm selling the grocery trade of Canada should fail to be represented by a good live advertisement.

No manufacturer who is looking to the export field should miss this opportunity of making himself known to buyers of Canadian food products abroad.

This will be the handsomest and most effective number we have ever issued.

First orders will receive first consideration for space.

WRITE FOR RATES

The Canadian Grocer

232 McGill St.,
MONTREAL

10 Front St. E.,
TORONTO

Union Bank Bldg.
WINNIPEG

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Fixtures

SMALL

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LIMITED

EE MILLS

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- TORONTO

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e of the best
ip — **Prices**
t, Prompt

Montreal

Syrup sells fast these days

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

Aurora Brand Corn Syrup

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

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

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

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS
HAMILTON

To Hand

HALF CHESTS NINGCHOU CONGOU

HALF CHESTS FORMOSA OOLONG

— ALSO —

C. & B. Club and Pirhoot

CHUTNEY

HASZARD'S BURNT ONION SAUCE

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

A SPECIAL PRIZE OFFER

THE ENTERPRISING . . . CLERK'S OPPORTUNITY

Every Up-to-Date Store

carries a regular weekly or daily ad. in the local paper. And

Every Progressive Clerk

aspires to write those ads. Are **YOU** one of those clerks?

If so—Mark our special offer to **YOU** :—

OUR OFFER

We will give a fountain pen to the clerk sending us, before May 1st, the best seasonable grocery advertisement.

The advertisement must have been written by himself and appeared in his local paper.

A copy of the paper containing the advertisement must be forwarded to the address below, together with a statement of the effect desired to be made by the advertisement.

Advertisement Competition, CANADIAN GROCER, 10 Front St., TORONTO.

All advertisements must be in our hands not later than MAY 1st.

RETURNED

APR 7- 190

*To Jas Gillard
at Brockton
page 55
W.H.G.*

The M

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THE PE
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Montreal.

HOUSE CLEANING

The housekeepers will soon commence their spring house cleaning. This will mean an enquiry for

- BROOMS,** Our own make, unsurpassed for quality and finish.
- PAILS, TUBS,** Fibre and wooden at manufacturers' prices.
- WASHBOARDS,** Glass, Brass and Zinc.
- MOP STICKS,** Combination, Self-wringing and Ordinary.
- BLACK LEAD,** Stove Polish, Stove Pipe Varnish; all leading varieties.
- BRUSHES,** Full range for house use and out-of-door use.

Get ready for the demand, look up your requirements, then see our travellers or write or phone.

JAMES TURNER & CO.
HAMILTON

RETURNED

APR 7 - 1906

*To Jas. Galt & Co.
at Bank of
page 55
W.L.G.*



The MONARCH TYPEWRITER COMPANY, Limited
TORONTO, ONT.

Gentlemen:—In enclosing you our order for another of your MONARCH VISIBLE Typewriters, we wish to state that the one we secured from you about a year ago has given us splendid satisfaction.

Yours very truly,

THE ONTARIO LUMBER COMPANY, Limited
(Sgd.) A. E. Cates, Secretary.

THE PERFORMANCE OF THE MONARCH VISIBLE WILL PLEASE YOU

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

BRANCH OFFICES:

Montreal, P.Q., 29 St. John Street. Hamilton Ont., 14 Main St. East.
London, Ont., 110 Masonic Temple.

Tartan
BRAND

The Sign of Purity

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

Wagstaffe Fig and Lemon Marmalade

IN GLASS, IS DELICIOUS

Phone 596, *our expense, for particulars.*

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

AS OTHERS SEE U'S

A Chat with Our Subscribers.

"It is not often we can spare the time to rest from our labor, and, leaning on our staff, let our thoughts run in upon ourselves and our own affairs. We must confess, however, that there is a measure of satisfaction in doing so, and a spirit of contentment possesses us at the remembrance that our efforts are appreciated, and that some of those whom we seek to serve have spared a few of their valuable moments to write and tell us so.

We have set ourselves to serve others—and incidentally to serve ourselves—and it is certainly a pleasant task. The employe who finds himself called aside to receive the congratulations of an appreciative employer, can scarcely feel more gratified than does The Canadian Grocer at the many expressions which have reached the office, and in thanking our numerous friends we will produce a few of the remarks for the benefit of our readers.

This From an Old Subscriber.

Berlin, Ont.
"Having been a subscriber to The Canadian Grocer quite a number of years, think it not out of place to acknowledge our appreciation, and the paper is always read with a great deal of interest. May state the article on 'Cocoa, its History and Cultivation,' under date of January 5, 1906, was certainly very interesting.

"Will you some time in the near future give us an article on the cultivation and preparation of tapioca and sago; seems quite a controversy as to the production of the above named."

Question for Inquiry Column.

Guelph, Ont.
"Would you kindly inform me through your valuable paper, The Canadian Grocer, whether you reckon the percentage of gain on the cost price or selling price?"

A Reader in Japan.

Yokohama.
"I have much pleasure in reading The Grocer and the other trade publications issued by the same company. They come to hand regularly and are much appreciated."

Praises from California.

San Francisco.
"Yours of the 10th reached me a day or two ago and also the copy of your issue of 9th. Permit me to congratulate you upon your paper—it is certainly a good one. Permit me to assure you that my praise is sincere and not actuated by any desire to 'pat you upon the back.'"

England Interested.

Bristol, England.
"The attached cutting from the Western Daily Press (in which an editorial in The Canadian Grocer was reprinted), though the heading may be a little misleading, will show that The Grocer con-

tains matter of interest to people on this side."

Marquis Doria Impressed.

Marquis Doria, emissary of the Italian Government, who is at present in Canada in an effort to interest the Canadian Government in a direct steamship line to that country, secured copies of the Canadian trade newspapers as one of the first steps towards an important work of this kind. Speaking to a representative of The MacLean Publishing Co. subsequently Marquis Doria said: "I was astonished to find in Canada publications so large and dealing with their respective subjects in such a particular way as your Canadian Grocer and Dry Goods Review."

What Our Advertisers Say.

Peterboro, Ont.
"A tangible result of our advertising in The Canadian Grocer is the establishment of the Canada Flakes' agency in England.

"Sutcliffe & Bingham, of Manchester, saw our ad. in the Export Number and took the initial steps to secure control of the sale of Canada Flakes for Great Britain. Correspondence led to a number of cablegrams and finally a personal interview which consummated an agreement.

"The result proclaims the value of your publication as an advertising medium.

"The Peterboro Cereal Co., Limited."

You may depend upon it that the man who pays his good money for advertising space in a trade newspaper has something to sell worth your attention. He probably employs no "expert writer," and may not be over clever at advertisement writing himself. His copy, therefore, may not be dressed in seductive form, yet he has "something worth while," something it is to your interest to know about. If he had not, you can rest assured he would not part with good money for valuable space. There are firms running their advertisements in The Canadian Grocer week by week, and who are constantly offering live bargains. Let them realize that you, as a grocer, are alive and interested, and it will help complete their education in real advertising. When in the market, call and tell them that you watch their advertisements and appreciate their information. Continually keep your eyes open for those advertisements which have something to say, something to sell—something you can make money on.

THE MILAN EXHIBITION.

A well known Montreal manufacturer has been appointed honorary representative of the Canadian Government to the Milan exhibition, Italy, which is to open on April 18 and close on October 13.

This gentleman is C. H. Catelli, president of the Chambre de Commerce of Montreal. Mr. Catelli, who is a native of Milan, has long been connected with the trade of Montreal and Canada generally as a manufacturer of macaroni and vermicelli. Mr. Catelli is very enthusiastic over the approaching exhibition, which is to be opened by the King of Italy himself. Speaking to a representative of The Canadian Grocer, Mr. Catelli said:

"There are great possibilities for trade between Canada and Italy. There are many products which Italy is at present importing from different countries which could be largely obtained from Canada. Take wheat, for instance, what a large quantity Italy imports from Russia and other countries. It would be easy to arrange for a great part of this wheat to be bought from Canada. Of course they do not know the quality of our Canadian wheat, say that which is known as Manitoba No. 1 hard. As many of our products as possible will be exhibited at the approaching exhibition, and I am sure that the result will be very much increased trade between the two countries.

"Another line in which trade might be developed is cattle. Beef in Italy is worth about twenty cents a pound today. This price might be reduced in the course of time were cattle exported from Canada to Italy. These are only examples of what branches of trade might be developed. Apples and other fruits are also possibilities. Canadian fruits are very highly prized in Italy. Last year Italy imported about 4,000,000 tons of coal; why should not Canada receive a portion of this business? Lumber is required also, and this is another field for Canadians. The steamship line between Canada and Italy which is talked of would doubtless be a fine thing for both countries, but to be successful it would be necessary that trade in all possible lines should be developed. I believe that Italy would be quite willing to trade in these different lines if satisfactory shipping arrangements were completed," said Mr. Catelli, concluding, "for there are certainly many Italian products which could be profitably exchanged for Canadian goods."

WHOLESALE GROCERS' ANNUAL MEETING.

The Dominion Wholesale Grocers' Guild will hold its annual meeting in the Board of Trade Building, Montreal, on Thursday, April 19. The meeting will no doubt be a very large one, as the guild has a membership of one hundred and fifty. Delegates will attend the meeting from every part of Canada—Vancouver, Victoria, Halifax, St. John, Ottawa, and other centres. Col. J. I. Davidson, of Toronto, is president of the guild.

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WINDOW AND INTERIOR DISPLAYS

AN INTERIOR DISPLAY.

The accompanying illustration is that of a store interior at Sarnia, of which S. E. Cornell is proprietor. The arrangements are characterized by that neatness and order which is fast gaining ground and which is a great factor in economising labor.

The show case in the immediate foreground of the picture is one of those attractions which no store should be without. It forms one of the best possible displays for certain kinds of goods, keeping them in excellent condition and providing at the same time an elegant addition to the appearance of the store.

For an ordinary store in which expensive fixtures are out of the question, no better arrangement of fittings can be had than that shown in the illustration, of classified shelving behind the counter. Not only does it keep everything close to hand, but the amount of a particular line in stock can be checked at a glance.

The putting of the refrigerator at the extreme rear of the store is also an excellent idea; it carries the whole of the provision lines to one place and minimizes the likelihood of their aroma mixing with other lines, an important feature in a general store.

One feature which strikes the eye is the amount of room before the counter; this is often overlooked, sometimes, of course, of necessity, but wherever possible in the arrangement of a store ample space should be left for the buying public; it greatly conduces to ease and comfort of doing business.

A good deal of care and thought has evidently been spent on this particular store, and will give ample suggestions to those of our readers who are contemplating refitting their store.

WINDOW DISPLAY AS AN ATTRACTION.

Mr. John Wanamaker, speaking on the subject of window displays, said:

"A store without a displayed show window is like a ship without sails, for these exhibits are the features which distinguish one business from another; they also show many of the specialties of one's business, and when arranged attractively give tone and strength to the line of goods they represent. They are advertisements as to quality and style, and the crowds who view them are sure to be influenced to a certain extent thereby. A display of pictures, bric-a-brac, or groceries, is sure to suggest some article wanted or a pleasure gratified. Unless seen in the window this might not have been possible. It matters

little what branch of business is represented, the general effect is the same in all. As for the intrinsic value of window exhibits I am not prepared to say, but it would seem as if in some instances substantial benefits must result. I can see no reason, however, why window exhibits should not be of much value to the grocers; they also have the means wherewith to make effective and attractive displays."

THE IMPORTANCE OF A SHOW WINDOW.

There is no better paying investment or advertisement for the grocer than a good window display. It has all other

stock which would make a far better and attractive display than canned goods.

Keep Constantly Changed.

Pull out the old canned goods, or at least the greater part of them, and put in their place some fancy bottled goods, intermingled with fruits and fancy package goods. Change them around, say once a week, alter the design, and you will find that instead of the customers whose trade you are seeking passing by your store, in many instances will stop and admire your display, which means that half the battle of winning new trade has been accomplished.



An interesting interior store display—S. E. Cornell, Sarnia, Ontario.

methods beaten one hundred different ways. It has been hard work, and it has only been by constantly hammering away on this one subject that a good many grocers have been brought to see the value of window dressing.

Move Into Line.

There are, however, still a number of doubters to be seen on almost every street or avenue in almost every city you visit, and good grocers at that. Enterprising grocers, shrewd in buying and in the conducting of their business, have been successful, yet don't or won't realize the benefits to be derived from a well kept window. They still cling to the old-time canned goods display to attract customers to their store, forgetting or else being ignorant of the fact that they have dozens of other articles in

FIRST SEALER ARRIVES AT ST. JOHN'S

Latest information from St. John's, Nfld., states that the first sealing steamer of the season has arrived in port and the reports she brings with her augur well for the Spring trade of the colony. The name of the first arrival is the "Bloodhound." Her crew report that all of the sealing steamers with the exception of four of the smaller boats, did well, all of them being well loaded. The shortage in the four smaller boats will not materially effect the season's catch. Business men in St. John's are quite satisfied with the catch reported, which is said to be very large, and look forward to big Spring business in consequence. The crew of the "Bloodhound" say that the Virginia Lake has 18,000 seals.

GOOD ADVERTISING

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

EASTER TRADE.

Easter season is at hand and it would be well for grocers to take advantage of this opportunity to cultivate specialty advertising.

There is no adequate reason why confectionery should be given such scant attention in the retailer's announcements.

You carry high-grade biscuits—advertise them. You have a supply of chocolates—state that fact in the paper.

Your candy trade is perhaps flat. Now is the time to give it publicity.

If you can handle cake orders for parties, etc., that is surely a good point to make known.

Then if coffee and tea are to be advertised strongly, why not a portion of an ad devoted to cocoa?

Easter season presents the progressive grocer with a chance to be original in his advertising. How many will come out with confectionery?

Advertisements of T. A. Rowat & Co., London, Ont., were reviewed in The Grocer November 24, 1905, but another set of specimens have come in and because of their peculiar relationship to the spirit of this department comment is pertinent.

As you are well aware, the editor of "Good Advertising," especially of late, has been putting great stress on the necessity for seasonable advertising.

By seasonableness is meant not only advertising goods in season (for the majority of grocers appreciate the value of doing this), but driving home seasonable hints, etc.

Rowat's ads are the concrete fulfillment of this policy. They fit the niche exactly.

A quotation from R. J. Donaghy's letter explains itself. Speaking of T. A. Rowat & Co.'s business he says: "We have a very large sale for pure maple sugar and syrup, which we attribute to handling a pure article and persistently advertising it in its season."

Then, again: "A splendid scheme in marmalade season is to run special orange sales for one or two days at a time, also the giving of a recipe for marmalade with each sale."

As a series Rowat's ads promulgate the doctrine "time is money." They show that some clerks keep their eye on this page and weigh well what it advocates.

The sentence structure of Rowat's ads is an improvement over the last specimens. The reproduction of a coffee ad next week will demonstrate this fact.

TREATMENT FOR ABSENT CUSTOMERS.

Once upon a time, when the world was young and grass grew upon the mountain tops, it was customary for the women of the house in charge of the

depend upon that to sell good-sized bills.

But with the invention of the order man and the cheap telephone, conditions changed. The grocery business became more and more a case of absent treatment, in which it was the duty of the grocer to sell goods at long range to customers who seldom found it necessary to enter his doors.

This is the day when the grocer can win trade by the skill of his absent treatment. He must devote a good share of his energy to the task of helping customers buy things which they don't see, and consequently won't think about unless these things are called to their attention.

It is the day of the order man and the telephone. In the average grocery store to-day, it is likely that about fifty per cent. of the orders come in through the order men, and twenty-five per cent. by telephone. To the task of handling this large portion of his trade, the grocer must assign his ablest helpers.

It does not pay to hire a cheap boy to take orders or to answer a telephone. Whenever possible, in the medium-sized store, the proprietor himself should answer telephone calls. It pleases the woman at the other end of the line to know that she is talking straight to headquarters. The order man, or men, must have a good fund of knowledge and horse sense, must possess tact and must be obliging. The grocer can afford to pay well for good order men, for on them depends the success of modern merchandising by the absent treatment.

Adlets.

An advertisement well set is an advertisement well paid for.

The person who advertises best is the person who advertises first.

Never let your advertisements joke with the question. Jokes monopolize the attention of the reader instead of the goods monopolizing it.

Every advertisement will reach its destination if it gets the right directions. A. A. B.

GOOD CLERKS.

A cheap clerk will cost more money in the long run and make half as much profit for a merchant as a higher priced clerk.

A well paid man loves his employer and watches his employer's interests and saves his employer's profits.

A cheap clerk does neither and because of his enforced poverty, he sometimes becomes dishonest. "The laborer is worthy of his hire," and the "higher" it is the more worthy he is,

YOU

have perhaps forgotten that I have a

Confectionery Shelf

in my store. On that shelf I keep the best

Biscuits, Chocolate, Icings

and

Candy of all kinds

You have, perhaps, passed by my

Cake Case

too. I am supplied with fresh cakes three times a week. Special orders for special occasions attended to with promptness.

Come around to my store now that Easter is here and order something from the **Confectionery Shelf** and **Cake Case**.

Goodfellow's Good Grocery,
North St., - Halifax

culinary department to take their little baskets and walk to the grocery store for the purpose of laying in the necessary supplies for the day.

They poked about in the store, bought this or that, selected what was needed, and some things that were not, and knew what the grocer had to sell about as well as did the grocer himself. It was up to the grocer to present his wares in the most attractive way, and

A RETAIL

The object and the method of the articles is to assist in business transactions. It is possible, if you work for it, almost everywhere, paratively sales," and forms the

DR.

CASH—
Bal. on l
MDSE.—
On hand
EQUIPMENT—
Rigs. ho
REAL ESTA
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EXPENSE—
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Wood,
Insuranc

BILLS RECE
Note, J.
" S.
" T.
" S.

ACCOUNTS P
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T. Brow
S. Best.
W. Wes

J. M. Russel
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BUSINESS MANAGEMENT

By Howard R. Wellington.

A RETAIL MERCHANT'S ACCOUNT.

The object of the suggestions outlined and the methods described in these articles is to give the small retailer assistance in keeping a record of his business transactions in the simplest way possible, without involving too much work for himself or his assistant. In almost every business there are a comparatively large number of "credit sales," and the recording of these sales forms the principal part of the retailer's

when purchasing the goods, the items are then copied into a day book from the duplicate copy, from the day book in detail to the customer's account in the ledger, and, later, when a statement is demanded, the items are carefully copied for the fourth time on the customer's statement. Think of the work involved! Do you wonder that the poor retailer has no time to arrange for the settlement of his accounts and save his cash discounts?

the investment. Stock should actually be taken at cost, the amount of accounts receivable and accounts payable ascertained, the amount due in bills receivable and bills payable, a value placed on the premises in which business is carried on (if owned by the storekeeper), also the amount represented in rigs, horses, harness, office fixtures, store fittings and equipment of this nature, the value of fuel on hand, a record of insurance prepaid or due, also of taxes and other rates; the amount of mort-

DR.	JANUARY.	JOURNAL.	1906.	CR.
CASH—		Folio.		Folio.
Bal. on hand and in bank.....		2	\$ 560 00	J. M. Russell's, capital a/c.....
INVENTORY—		3	2,650 00	(This amount represents Mr. J. M. Russell's total assets on commencing business.)
On hand per stock list.....		4	600 00	
EQUIPMENT—				
Rigs, horses, harness, store fixtures, etc.....		5	3,000 00	
REAL ESTATE—				
Store and lot.....	\$5,000 00			
Mortgage.....	2,000 00			
		6	115 00	
EXPENSE—				
Coal, on hand.....	45 00	7		
Wood, on hand.....	20 00	7		
Insurance, prepaid.....	50 00	7		
		7		
BILLS RECEIVABLE—				
Note, J. Brown, due 1/6/05.....	80 00	7		
" S. Jones, " 2/5/06.....	100 00	7		
" T. Mott, " 1/3/06.....	60 00	7		
" S. Osler, " 1/4/06.....	40 00	7		
			280 00	
ACCOUNTS RECEIVABLE—				
Jas. Jones.....	50 00	8		
T. Brown.....	40 50	9		
S. Best.....	50 50	10		
W. West.....	30 00	11		
			171 00	
			\$7,376 00	
				\$7,376 00
J. M. Russell, capital a/c.....	1	\$2,350 00		BANK—
(This amount represents Mr. J. M. Russell's total liabilities on commencing business.)				Amt. owed bank.....
				12
				BILLS PAYABLE—
				A. Sim, a/c. due 30/5/06.....
				\$ 50 00
				S. Tom, " 10/6/06.....
				100 00
				T. Mann " 10/7/06.....
				45 00
				195 00
				ACCOUNTS PAYABLE—
				T. Thomas a/c.....
				40 00
				S. Peter a/c.....
				35 00
				R. Ramsay a/c.....
				20 00
				95 00
				EXPENSE ACCOUNT—
				Taxes due.....
				45 00
				Other rates due.....
				16 00
				60 00
				\$2,350 00

bookkeeping. No one system could be outlined which would answer all requirements, but no doubt some suggestions of practical and "workable" methods will lead to the adoption of some labor-saving ideas.

The question constantly before the merchant should be, "Is it possible to record these transactions in a shorter and more effective manner?" For instance, in the case of using the duplicate sales slip, the goods are fully described on the ticket handed to the customer

Another important matter to be considered when the adoption of a system presents itself is the expense involved in working it out, and the danger of having too much system, entailing a large amount of unnecessary labor with no better results than would be produced by a simpler method.

Opening of a Set of Books.

The first step to be taken in opening a set of books is to ascertain the value of

gages on property or chattels recorded, and, lastly, the most important of all the assets, the amount of cash on hand in bank.

With these particulars we will suppose that Mr. J. M. Russell is either commencing business or wishes to open a set of books by double entry, which will enable him to keep a simple record of all the transactions which take place in the ordinary course of his daily business.

IDEAS FOR THE INDUSTRIOUS

THE ONLY DICE THAT WIN.

By Arthur Brisbane in New York American.

So many people have a secret leaning towards speculation; are dazzled every day by the sight of a few men made immensely rich by chance; and lose sight of the many, many more thousands who have made not only nothing, but who have lost all they had.

As you look at the shower of gold in the world it all seems like a gamble, like a game of chance. You do not think of the days and nights of work and toil that went to the gathering up of all this wealth. You see only the gold, the money in rivers and streams. But there is only one road to success in life—the road of industry, energy, thrift.

Industry, energy, thrift. These are the only dice that win.

The lesson is hard to learn for the young. It seems so easy to throw the five little cubes out of the box, so much easier to get the coin without working. The finish is always as in the picture above. You become an old man, with trembling limbs and white hair, without friends, without resources, without hope.

Nature teaches that comfort and success in this life is due to thrift; that the days when nature was bountiful and showered its riches on us with open hands and asked little exertion from us in return have passed away forever.

Sometimes it may seem, when you hear that stocks have gone up, that men have bought them cheap and sold them dear, as though they were the way to fortune. Then you rush in by the thousand, and behold! you are the victims of the get-rich-quick swindlers.

There is no such thing as an honest gambler.

Every gamble is a dishonest scheme. You seek to get the other man's money without giving him anything in return.

You are not entitled to one penny in this world unless you have given value in return. If you are in business you know that every promissory note, to be valid, must bear on its face the two words, "value received."

You must give to get.

There is an old-fashioned book, not much read nowadays, Smiles' "Self Help." It points the road to success, to comfort, although if its maxims were too carefully followed by everyone this would indeed become a sordid world.

Everyone cannot become rich. Do not think that industry, energy, thrift, and all the other wise maxims of themselves will bring you fortune. If that were true and everybody in the world hoarded their earnings and denied themselves not only luxuries, but necessities, this, indeed, would be a miserable world, and its progress would be at an end.

But energy, industry and thrift can bring you something better than wealth or fortune. They bring success.

Learn what real success is.

Success is not the mere piling up of

riches. Real success is the development of yourself, of your life, of all that is best in you. It means the development of every side of your being.

Success means character.

Success is character. Success means growth along right lines. It is the building up of your intelligence, of your reverence for all that is good and true, the cultivation of your mind, the surrounding of yourself with a real home, with happy wife, and smiling children.

There is no home, no life, no success for the gambler.

Even though he is not a professional, even though he only devotes some of his time, some of his earnings, in worship at the altar of Chance, that partial gambler is a total failure.

He has anxious days and feverish nights who risks what should be devoted to the nobler ends of life, to making himself complete; who throws it on the green cloth, who watches the snake-like tape coming from the "ticker," who gazes at a bunch of horses running round a ring.

Give it all up!

Give yourself an object in life. Read books, learn what great men have done. Learn even what has been done by men who never became great. There is none of us, however poorly equipped by nature, who cannot make his life all a success. It does not need the intellect of a Napoleon or the persistent energy of an Edison to have real success.

IMPORTANCE OF PROMPTNESS.

From New York Commercial.

A young man who is working for a large retail store went one day to the man at the head of his department and said: "Would you mind letting me know why I don't get on as fast as some of the men in the establishment? Is it because I have less aptitude?"

"Your time card will give the reason," answered the questioned man. "Instead of coming a few minutes late two or three mornings a week come fifteen minutes ahead of time and stand waiting to begin work."

Every capable business man places a high value on promptness to do the thing just on time or a little ahead of time, but never just a little after time. And well he may, for "Habit is second nature or ten times nature." And it does not take a man long to acquire the habit of delaying his work. The man who is lax with his work usually has a shambling walk, a drawing manner, while the man who is prompt goes about his business as if he had a purpose in life. A well known New York broker was waiting for his train one night, when a man stepped up to him and queried: "Aren't you Mr. S. of Portchester?"

"I am he," came the modest answer.

"Well, I'm not surprised," was the comment. "I've heard my friend speak

of you as a great broker and wondered if it is largely a matter of luck. But if you're as prompt in handling people's affairs as you are in meeting your train every day it's not to be wondered that your customers place confidence in you."

Said a successful business man the other day: "Do you want to know why I increase my business each year and my friend across the way is glad to make ends meet? I'll explain in a nutshell. I'm prompt and he isn't. I'm down at this desk before my manager comes to consult me. I never start a day's work without planning, and the only way to plan is to begin promptly. I've been in our friend's office many a time and what do I find there? He's usually hunting for something among the rubbish in his desk, where there are bushels of letters and papers piled up. Yet he always is hurrying, pushing and driving his employes, telling them that everything is behind and urging them to get through with more work. Everything is in confusion, and why? Just because the man at the helm delays, he is not prompt. I'm always calm and cool. It does not matter how hard business is pressing, because I give myself time to find out what I've got to do, and then I go ahead and do it."

The man who delays always is working and never finds time for recreation. A young man who works for his father said one day: "It's strange I'm working all day and I don't find time for pleasure."

"That's because you're not prompt," the father answered. "You think you're working when you're pulling yourself together to begin."

Men of affairs arrange their work so as to enjoy recreation every day, be it automobiling, yachting, golf or hunting. There are plenty of energetic men who begin their day's work with a long walk or ride. One energetic man is up and dressed at 5 o'clock to enjoy an hour each day with his horse before reaching his place of business. As he puts it: "My mornings belong to my horse and my evenings to my family."

DWIGHT L. MOODY.

Dwight L. Moody was a shoe clerk before he was an evangelist and he was as good a seller as he was a soul saver. Beginning in Boston, he removed to Chicago, where he worked for a big firm and sold more shoes than any other clerk in the store. It was a jobbing as well as a retail business and Moody was advanced to the position of adjuster. He made as good a collector as he had a salesman.

There's no moral to this, except that energy and application are good in any line of work.

It sometimes happens that in getting out of a rut a man finds himself in a hole.

The Pure Food deserves public has not reached, show possibility, right direction; education is unde social and econo such a show be: energy and a goo cers, especially g and Messrs. Geo F. C. Higgins a encouragement t their enterprise. that they are pists. Samuel S more to their p they have succ ssembled in the l producers whose est the public have provided a tainment for th yet, they have p interesting lectu preparation by experts. The gr does not patroni his position as stuifs of the pec

In a town the every year for Exhibition, as T hard to grow ei simile in miniat of the Canada even if it is Show." But it enterprise for t managing it, an thusiasm have b fault of the sh gone and learn didn't learn m fault. The fact better insight in ed some info soaps, stoves, istry, woodenwa books, musical riers, sewing dressmaking, st isters will do th

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The show is h occupies the gr auditorium, fro been removed, the main floor ranged to form the impression c

TORONTO PURE FOOD EXHIBITION

Under the Auspices of the Grocers' Section of the R M A.

The Pure Food Show now in progress deserves public and trade support. It has not reached the zenith of pure food show possibility, but it is a move in the right direction; it is an educator, and education is undoubtedly the panacea for social and economic ills. To undertake such a show bespeaks a vast store of energy and a good deal of courage. Grocers, especially good ones, are busy men, and Messrs. Geo. Good, M. Moyer, and F. C. Higgins are deserving of all the encouragement the trade can spare in their enterprise. It is not suggested that they are simon pure philanthropists. Samuel Smiles' "Self Help" is more to their purpose; but that's why they have succeeded. They have assembled in the big hall scores of food producers whose business it is to interest the public in their wares; they have provided abundant musical entertainment for their patrons, and better yet, they have provided a series of very interesting lectures on foods and food preparation by the ablest Government experts. The grocer within reach who does not patronize the show is unworthy his position as a purveyor of the food stuffs of the people.

In a town that has to whoop it up every year for the Canadian National Exhibition, as Toronto has, it is pretty hard to grow enthusiastic over a facsimile in miniature of a small section of the Canadian National Exhibition even if it is labeled "Pure Food Show." But it is a perfectly legitimate enterprise for the gentlemen who are managing it, and if the springs of enthusiasm have been exhausted, that's no fault of the show. Many people have gone and learned a lot, and if they didn't learn more it was their own fault. The fact that in addition to a better insight into food stuffs they gathered some information about toilet soaps, stoves, electric fixtures, palmistry, woodenware, loose leaf account books, musical instruments, egg carriers, sewing machines, mattresses, dressmaking, stove polish, and cash registers will do them no harm.

The Scope of It.

There are altogether seventy booths, and most of them are occupied. It was stated by one of the managers that 500 people were engaged in the various booths. The programme, without giving the names of the speakers, gives the following list of subjects upon which lectures are to be given: Vinegar and its use as a food, spices, flour and bread, all kinds of cereals, lard and substances used for shortening, honey and maple syrup, fruit and all its preparations, butter, cheese and milk, coffee, tea, chocolate, the different values of the different things we eat.

The show is housed in Massey Hall and occupies the ground floor of the main auditorium, from which the seats have been removed, and the basement. On the main floor are forty booths, arranged to form a maze and encourage the impression of largeness. Much care

has been given by the exhibitors to the decoration of their stalls and the arrangement of the exhibits, and there isn't an unattractive one in the lot.

Things to be Seen.

Entering by the east door the visitor comes first upon the booth of the Canada Maple Exchange with a fine display of the sweets of Canada's national tree. Todhunter & Mitchell, the spice and coffee firm, are located at the opposite corner overlooking the inner circle of the show. Theirs is the class of goods oftenest adulterated and their display of the various grades of absolutely pure gingers, peppers and other spices is interesting and instructive. The name and fame of this firm of spice millers is sufficient guarantee that the commodities shown are the real thing.

There's no missing the Egg-o-See booth across the way. Its characteristic packages are arranged to catch the eye and when people see their breakfast staring them in the face they can't resist the temptation to say a word to the pretty girl in charge.

At the opposite corner of the same section Minto Bros. are located with an enticing display of Melagama tea, one of the choicest growths of famed Ceylon.

Not Much Demonstration.

Being a pure food show, one is struck by the lack of demonstration. It is merely "taste and know," or just "Here we are, look at us." The Quaker molasses candy man has improved on that and from his point of vantage shows the process of manufacture, and being the only candy booth in the show drives a thriving trade besides. On either hand is a condensed milk display, the one Borden's, the other Truro. Condensed milk is getting a footing for domestic consumption, and a great many people listen to the explanations of the attendants with interest. The other occupant of this section is Lamont, Corliss & Co., of Montreal.

From Sunny Ceylon.

Getting round to the south-east corner one meets a display of red roses and a delicious odor of the beverage that cheers, and they indicate the Red Rose tea booth. Here again it is drink and be convinced that "Red Rose tea is good tea." Judging by the stack of orders filed the argument went down with a good many.

Across the aisle T. A. Lytle & Co. display attractively an assortment of vinegars, pickles and relishes. In this line Canadians are beginning, because of the efforts of such firms as this, to appreciate the domestic product.

Always at a Food Show.

Next door is a salt exhibition by the Toronto Salt Works. The staple is shown in all its forms. Farther on is MacLaren's Imperial Cheese. One knows it must be somewhere in the show, because wherever pure food stuffs are gathered together there is MacLaren's Im-

perial in the midst of them. "Gum by the ton" might be the label of the booth opposite. It is the display of the American Chiclé Co., the largest producers of gum in the world. On the same thoroughfare is an attractive display of Kkovah jellies.

On the opposite side of the room the virtues and delicacy of Shredded Wheat Biscuits are set forth. Grimm & Co. have another attractive and seasonable display of maple syrup and sugar and the Imperial Extract Co. make an array of flavoring essences that exhausts the list in that line.

The adjacent section includes a booth where Lowney's cocoa is dispensed to win custom on its excellence, Norka, the delicious, tempts the seeker after breakfast food to forsake his present fad and next door G. F. Sutton, Sons & Co., of London, England, offer for the delectation of the tired palate a large assortment of their high-class pickles and such delicacies.

In the Lower Regions.

Below stairs appurtenances rather than food stuffs predominate. Of these woodenware is prominent and the display of the Taylor-Scott Broom Co. deserves to be studied by every grocer as an excellent illustration of tasteful and attractive display of these important lines. United Factories, Limited, also make a fine display. The National Cash Register is displayed as a necessary equipment in every progressive grocery plant. The side shows are here, too, and consist of a gipsy palm-reading layout and a moving picture entertainment. Some of this is funny if not edifying, but one number on the programme, a murder, robbery, pursuit and lynching in a western mining town is not a desirable kind of entertainment, especially for women and children.

The Entertainment.

A story of the show would be incomplete without mention of the musical entertainment provided. On the main floor the Cleveland Ladies' Orchestra performs hourly, and below stairs the Lyra Ladies' Orchestra and Band furnishes a continuous programme with a Punch and Judy show interspersed. On Saturday last, afternoon and evening, the premier attraction, Sousa's Band, induced an attendance that taxed the capacity of the show. Occasionally Mary Florence Stevens, H. Ruthven McDonald, H. G. Morris, C. L. Abbott, Bennett, vocalists, added to the interest of the musical entertainment. The show will continue to April 14.

PACKING CO. TO REORGANIZE.

A report is current that the Petrolia Packing Company is to be reorganized. It is said that promises have been made by English capitalists to support the scheme provided local financiers will take the matter in hand. The whole business of the old company will be offered for sale shortly, and will form the title to the new purchasers.

RETAIL GROCERS IN CONVENTION.

Fifteen out of the five thousand retailers of groceries in Ontario met in the lecture room of the Pure Food Show, Toronto, on Tuesday morning and opened the second provincial retail grocers' convention. In the afternoon the attendance increased to the maximum, thirty-four. But it is usually few who do the work of reform and improvement while the many who reap the benefits sit idly by or perhaps find fault.

The attendance, however, was not a response to a general invitation to the grocers of the province. Technically it was termed the Provincial Committee of the Grocers' Section of the Retail Merchants' Association, and every grocers' section throughout the province was entitled to representation. Seventeen responded.

There were two features to the convention, the addresses of Dr. Anthony McGill, analyst of the pure food branch of the Department of Inland Revenue, and the discussion of the relations of wholesaler and retailer with a view to defining the advantageous line of cleavage. To facilitate the latter consideration a deputation representing the Wholesale Grocers' Guild, T. Kinnear, the Ontario president, H. C. Beckett, Hamilton, and F. M. Sloan, met a committee of the convention Tuesday evening in the rooms of the Retail Merchants' Association, Richmond street.

F. C. Higgins, Toronto, presided over the convention and in opening the proceedings paid special attention to the question of the wholesaler cutting in on the retailer's ground.

In the States, he told them, this marauding tendency of the wholesaler has been dealt with in two ways, in Philadelphia, for example, by co-operative buying, utilizing a \$150,000 warehouse with a \$300,000 stock, and in California by mutual arrangement recognizing and conserving a legitimate field for both sections of the trade. One or other method had to be adopted here.

"The situation in Toronto is one of chaos," pursued the speaker. "The retailers are not going to stand idly by and see their trade taken away by the men they are supporting. Heretofore we lacked that united action and force that would accomplish anything."

Manufacturers, wholesalers and retailers, continued the chairman, should join in adopting the price contract plan of distributing goods. That was the solution of the whole difficulty. Thereby the manufacturer would fix the price his goods were to be sold at to the consumer. He read a letter from Mr. Newbury, a Californian with 14 large retail groceries, to the Armours pointing out that it was a shame that retailers had to handle the output of any manufacturer at less than the cost of doing business because a few pirates wished to cut for advertising purposes. He stated that retailers naturally pushed other lines to the detriment of Armour's.

Three Resolutions.

When Mr. Higgins called for resolutions on any subject the delegates might desire to bring to the attention of the convention it was evident no one had been losing sleep over matters relating to "the good of the order." None of the delegates seemed to have anything on their minds, so Secretary Trowern submitted the three following:

"(1) That it is the opinion of the retail grocers of the Province of Ontario that the time has arrived when the three classes, the manufacturers, the wholesalers and retailers, must be defined and each take their own and their exclusive place in the distribution of merchandise in the grocery line.

Co-Operation of Interests.

"(2) That it is the opinion of the retail grocers of the Province of Ontario that much good can be accomplished by co-operation of the three interests, the manufacturers, the wholesalers and the retailers, and that we believe that the present Criminal Code, which prohibits the three classes from entering into any fair agreement between one another and which allows the laboring classes and their employers to enter into agreements, is unfair and that we do all in our power to assist the Dominion association to have the present criminal law amended.

Boycott Price-Cutters.

"(3) That it be an instruction from this meeting to all of our members throughout the Province of Ontario and a recommendation to the other provincial grocers' committees in Canada that when the goods of any manufacturer are sold in the stores of price-cutters, and when those manufacturers have been notified to that effect and requested to have the practice stopped and they take no notice of the same, that we notify our members of this condition and that they do not make any further purchases of those goods."

Retailer Should Guarantee Goods.

Discussion of the resolutions was reserved, and Dr. Anthony McGill, of the Dominion Inland Revenue Department, present as a lecturer in connection with the Pure Food Show, said a few words. Besides being a necessary medium of distribution between the manufacturer and the consumer the retailer should, the doctor contended, be a guarantor of the goods he handles. The number of men who took that conscious view of their work was increasing. He and a friend in the Washington service had been trying for years to direct domestic tests for the purity of food stuffs. But aside from tests when an article was put on the market much cheaper than standard goods, merchants should be suspicious and get a test made.

"The grocer does not realize his importance in the community," asserted Mr. Higgins. "To be a grocer is not anything to be ashamed of, and if we know our business and are conducting it on right lines we should hold our heads high in the community, because we stand between the unscrupulous manufacturer and the consumer."

Just Wholesale and Retail.

After luncheon the first of the resolutions was discussed a little, but the delegates were not very spontaneous with ideas on the subject. Mr. Ellis, of Ottawa, thought it should deal only with the wholesalers and retailers, leaving the sphere of the manufacturers for arrangement between themselves and the wholesalers. That found favor with the convention and with that change the resolution was adopted.

It was announced that Thos. Kinnear, president of the Ontario Wholesale Gro-

cers' Guild, had expressed a desire that a deputation of the wholesalers be permitted to address the convention. It was decided to meet them that evening and to make sure of an attendance a committee was named for the purpose, including the chairman, Messrs. Ellis, Ottawa; Cornell, Peterboro; McMurry, Bowmanville; Darnley, Preston; Haddy, Bowmanville; Ford, Ottawa; Mills, Sarnia; Erskin, Atwood; Earls, Lucknow; Engel, Hanover; Mundt, Bracebridge; Moyer, Walker, Giles and Bond, Toronto.

Reasons for Food Inspection.

Then Dr. McGill was heard and sketched hurriedly but very interestingly the history of the governmental supervision of food products. But first he submitted five reasons for such supervision: 1. The great importance of the question because good digestion was the foundation of national progress. 2. To distinguish between sound and unsound foods required expert knowledge and tests the individual was not in a position to make. 3. The health of the poorer classes dependent on cheaper foods was just as important as that of the wealthy. 4. Knowledge of the quality of an article offered for food should precede consumption. 5. There is a very rapidly increasing manufacture on a large scale of food that used to be made at home.

Difficulty of Definitions.

One great difficulty in the way of enforcement has been to determine the chemical standards of many foods. Milk from the cow may vary in its percentage of butter fat from 6 to 2½ per cent. So with the percentage of gluten in flour. The question has been settled in regard to a great many substances by specific acts of Parliament and for six or seven years a committee of which Dr. McGill is a member has been working at Washington formulating definitions.

Within a few decades science has placed at the disposal of manufacturers many substances for adulteration, such as glucose, cottonseed oil, the coal tar dyes and chemical preservatives.

Grocer Should Know.

The grocer should assume responsibility for the genuineness of the articles he sells, and to that end should inform himself on the subject. Tests will be made upon request by the Government for a charge of not more than \$5. A grocer should be suspicious of low-priced goods, and for his own reputation it is worth while getting an analysis of doubtful articles. It has been found in Massachusetts that the publication of the results of analyses is a more powerful deterrent against adulteration than the exacting of penalties.

With the Wholesalers.

While the conference with the wholesalers in the evening may have been merely a diplomatic exchange of courtesies, the two parties found themselves on surprisingly similar grounds in regard to the questions at issue and if the views there expressed find a hearty endorsement in the wholesalers' guild and the retailers of the province, the end of price-cutting, except by the so-called "pirates" in the grocery trade is in sight.

(Concluded on page 33.)

expressed a desire that the wholesalers be present at the convention. To meet them that evening a large attendance was secured for the purpose of electing a new board of directors. The new board, consisting of Messrs. E. L. King, J. H. Peterboro, J. M. Darnley, J. H. Preston, J. H. Ford, J. H. Atwood, J. H. Earls, J. H. Hanover, J. H. Mundy, J. H. Walker, J. H. Giles and J. H. ...

Food Inspection.
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Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.
- Biscuits, Confectionery, Etc.**
Bode's Gum Co., Montreal.
Bradshaw, I. D., Toronto.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLaughlan, Sons & Co., Owen Sound.
Moore & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.
- Brooms and Brushes.**
Nelson H. W. & Co., Toronto.
Woods, Walter, & Co., Hamilton.
- Canned Goods.**
Balfour & Co., Hamilton.
Canadian Cannery, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.
- Cash Registers.**
National Cash Register Co., Dayton, O.
- Cash Sales Books.**
Carter-Crume Co., Toronto.
- Cheese Cabinets.**
Walker Pivoted Bin and Store Fixture Co., Toronto.
- Cigars, Tobaccos, Etc.**
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Grandby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.
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Hamilton Cotton Co., Hamilton.
- Cocoa and Chocolates.**
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.
- Computing Scales.**
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.
- Concentrated Lye.**
Gillett, E. W., Co., Toronto.
- Condensed Milk and Cream.**
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Truro Condensed Milk and Canning Co., Truro, N.S.
- Consulting Chemists.**
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Lucas, Steele & Bristol, Hamilton.
McWilliam & Everst, Toronto.
Millman, W. H., & Sons, Toronto.
Ratray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
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Kirouac, Nap. G., & Co., Quebec.
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McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Quance Bros., Delhi, Ont.
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Hudon, Hebert & Cie., Montreal.
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Upton, Thos., & Co., Hamilton.
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- Polishes—Shoe.**
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- Soap.**
Albert Soaps, Montreal.
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St. Croix Soap Co., St. Stephen, N.B.
- Soda—Baking.**
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Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.
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Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grinn Mfg. Co., Montreal.
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Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
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Ceylon Tea Traders' Assn.
Chase & Sanborn, Montreal.
Codrille & Co., Winnipeg and Brandon.
Ewing, S. H., & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Assn.
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- Washing Compound.**
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- Woodenware.**
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NEW ADVERTISERS.

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 Sprague Canning Machinery Co., Chicago.

MERCHANT AS PUBLICIST.

New York telephone users are saving \$1,525,000 annually because the Merchants' Association took up the question of rates and after a thorough investigation made an agreement with the company to reduce rates. That was only one of a hundred things the Merchants' Association of New York did last year.

Every business man in Canada should know about that association and its work. The year book just published, an artistic brochure of forty pages, and the membership list, elegant in every typographical detail, is a revelation of what can be attempted and done in regard to matters of public policy by organized business effort. The subjects dealt with last year are too numerous to mention here in detail, but here is the classification of the year book: Public utilities, franchises, domestic commerce, foreign and colonial relations, water supply and insurance, municipal finance, business law, taxation, judicial administration, city transportation, streets and pavements, over-charges by hack drivers, and various subjects.

The association arranged with the railways for special rates to New York for

out-of-town merchants during the two buying seasons and 7,000 merchants took advantage of them, including many who had not been accustomed to make purchases in that market.

The association had on January 1 a membership of 1,059, an increase of 330 during the year. The expenses for the year totalled \$53,890. They employ a staff of experts. They have a secretary, business manager, editor and statistician and legal counsel. The association work is carried on largely by special committees appointed for the purpose.

Of course such an organization requires a New York to back it; but the work it does for New York, the business men of every town in Canada might be doing locally through the boards of trade.

A BILL TO BE KILLED.

Every retail grocer in Ontario should send a letter or post card to his representative in the Legislature asking him to oppose Mr. Downey's bill to amend the Pharmacy Act. The purpose of the bill is to prohibit dealing in drugs by a joint stock company unless every member of the company is a qualified druggist. At present every such company must employ qualified chemists to dispense drugs and poisons. That is for the protection of the public. This act of Mr. Downey's is for the protection of the druggists, simply to prohibit competition and enable a privileged few to perpetuate a system that has given rise to the saying, "As dear as doctor's stuff."

The next move will be to prohibit anyone but druggists from selling proprietary medicines. There would be quite as much justification for it as for this bill of Mr. Downey's. Class legislation to benefit the few at the expense of the many is not in the public interest and aside altogether from their own interests, which are next in line of attack, retailers should do what they can to oppose this iniquitous bill.

COURTESY DEMANDED.

Recently a valued reader of this paper asked us why we didn't teach some lessons in courtesy to bookkeepers and other subordinate officers of wholesale firms. It had been his experience that these persons were in several instances abusing their authority and behaving in a careless and discourteous manner to customers. We wonder if this will not account for breaks which have occurred in the relationships between some jobbers and their old customers—breaks for which the former have long sought to discover the cause.

If we are to believe our correspondent there is a great deal of discourtesy evinced in letters coming from certain Canadian wholesale houses. Simple

questions are answered curtly or not at all; when explanations are requested why such and such a thing was not done, the reply comes couched in autocratic terms. Of course these letters were not written by the principals, nor were they dictated by salesmen. Certainly the travelers had nothing to do with them. They must have come from employes not directly connected with the sales department. Perhaps if their authors realized how they were undoing the hard work of salesmen and travelers, they would not allow their impatience and their superior airs to express themselves in their correspondence.

A CUSTOMER WAS LOST.

There was a mad commercial traveler in a provincial town the other day; not a candidate for a straight jacket. His mind was sound enough, but he was mad clear through. He was saying things, too, but the young man he was praying for was safely and probably comfortably ensconced behind a ledger in the big wholesale house the traveler represented.

After a good deal of painstaking effort the salesman had made a customer of a man with a considerable trade in the town where he was. This was his next trip, and he had approached his new patron with a very kindly feeling. He met with a marked lack of cordiality and the statement that the merchant did not care to continue business relations with his firm.

The customer had written to the firm and had received a discourteous reply from the gentleman behind the ledger.

Courtesy is so cheap a commodity that many young men, and a few older ones, disregard it. They couldn't make a greater mistake. An engineer might as well try to run new machinery without oil. A florist might as well attempt to grow roses without sunshine.

Discourtesy as a response to impertinence is not justifiable, but to be discourteous when one is asked to grant a favor is a crime against one's better self.

There is a saying by a very ancient gentleman that might support the natural kindness of some young men of business if they would bear it in mind: "No man can do me an injury because no man can make me misbehave myself."

A STRONG CHEESE SITUATION.

The present situation of the cheese market is an extraordinary strong one, and the prospects for the coming season are very encouraging. The demand for Canadian cheese on the English market is most encouraging. Buyers there are discriminating in its favor in a most decided manner. It is very evident that the opportunity for Canadian dairy industries was never more promising, and it is greatly to be hoped that the industries themselves will be equal to the occasion, and set themselves to meet every demand, especially that of quality.

ITALY AS A MARKET FOR CANADIAN PRODUCTS

Few people in Canada realize what a change has come over Italy in the last few years. Most of us know that country from our ancient histories and from the hard working, but ignorant and excitable navvies who build our railways and work on our big contracts.

From a number of small kingdoms, Italy has developed into a strong united nation, apparently determined to get and hold a leading place in the commercial world. They are now endeavoring to open new channels for trade by the appointment of commercial agents.

Some time ago the arrival of Marquis Doria, who was sent to Canada to see whether trade between this country and Italy could not be developed, was recorded in these columns. During the last few weeks the marquis has seen many Canadians—leading representatives of the political and commercial life of the country—and has opened our eyes to the possibilities for a really valuable exchange of products and has suggested the advisability of the encouragement of a direct steamship line between Mediterranean ports and Canada.

It would open a most valuable part of Europe for Canadian trade. Such a line would be of much more importance to Canada than even our Australian, Mexican or South African routes, because we could place our farm products and many of our manufactures in a short time right among an immense consuming population. Such a line would open a market for Canadian shippers and importers, a district not now touched by Canada at all, Southern France, Switzerland, Northern Italy and Austria, and all these countries are just beginning to take an interest in Canada. Switzerland has been importing cattle from Canada and one Canadian cattle exporter has informed us that he could guarantee 500 head of cattle a month for the Swiss trade alone. Switzerland has of late years been importing on an average about 44,000 head of cattle per annum. Argentine Republic is trying to get that trade.

Austrian and Italian manufacturers, particularly the former, have awakened to the opportunities of the Canadian market given them over their rivals in Germany, who are handicapped by a surtax, and during the last two years there has been a very large increase in the shipment of Austrian goods to this country.

Perhaps the most important development from such a line would be to get

us a class of emigrant we unfortunately have had very few of in this country. Natives of Northern Italy are nearly all successful farmers, nearly 2,000,000 of them having settled in Argentina, and are competing strongly with Canada in the European markets for farm products. They are an intelligent class of farmers and 90 per cent. of them can read and write and have a fairly good education. They are industrious, economical and good citizens.

If Canada is to take advantage of trade opportunities with Italy and other countries on the Mediterranean, it is imperatively necessary that a line of steamers should run regularly between this country and ports on that sea. There are no less than 14 lines of steamers running between Italian ports and the United States, while between South American ports and Italy there are five lines.

It is obviously time, therefore, that Canada made some effort to inaugurate a direct service. Besides attracting trade a direct line of steamers to a Canadian port would naturally be used by travelers and immigrants from Italy who were desirous of reaching the Western States.

Italy is a country which, while producing a great many things that this country requires, is also a large importing country. She imports about \$12,000,000 worth of machinery, to say nothing of about 5,000 tons of agricultural implements, from plows to reapers. The imports of lumber aggregate about \$13,000,000; of coal, 5,000,000 tons; of wood pulp, 30,000 tons. Large quantities of dried fish are also imported by Italy, so that in this article of merchandise alone a direct line of steamships would prove beneficial to a staple Canadian industry which is not at the present time in a flourishing condition. Another Canadian industry which would be benefited by a direct line would be the wheat industry. Italy imports on an average of about 30,000,000 bushels per annum. Last year she imported over 40,000,000 bushels.

Our trade with France would also naturally be benefited by a line of steamships such as that advocated, for it would doubtless touch at French ports in the Mediterranean as well as at Italian ports, and as every business man is aware, many of the French products which are well known in this country are produced in Southern France.

Canada is likely to have a creditable

display of her products at the Milan exhibition which is to be opened about the end of April. If this exhibition is followed up by the inauguration of a steamship line between Italy and Canada, as well as by other businesslike efforts, this country should benefit a great deal from the exhibition. Otherwise, whatever benefit the exhibition might be to Canadian products is likely to be greatly minimized.

AN ENTERPRISING FIRM.

Connors Bros., Limited, of Black's Harbour, N.B., are sending out advice of the purchase of the plant of the Beaver Harbour Trading Co. By this purchase they secure one of the largest factories on the Bay of Fundy.

It is situated on the beautiful Harbour of Beaver, which is the home of a large number of industrious fishermen, and fish are received at the factory every day, and prepared at once for canning purposes.

At Black's Harbour, Connors Bros. control three large factories, which they have equipped with modern machinery, and have been kept going to their full capacity in order to supply the demands of a rapidly growing trade.

Fish (as in Beaver Harbour) are prepared the same day as caught.

Notwithstanding the keenest competition in price, etc., this firm, by their close attention to business, promptness and square dealings with customers, and by keeping up the quality of the pack of Brunswick Sea Foods (of which we understand they guarantee every tin they pack) have won the confidence of the trade and built up a business that they are to be congratulated on.

Their goods are sold over North America and West Indies, but the largest portion is sold in Canada. They cater only to the wholesale trade.

Connors Bros. invite all their friends and customers to visit their plants, either at Black's or Beaver Harbour, where they will be shown through the works and in every way accorded respectful treatment."

DOES NOT INTERFERE.

The newspaper reports of the recent fire at the F. W. Fearman Co.'s factory at Hamilton are greatly exaggerated. In reply to inquiries of The Canadian Grocer the company state: "Editor Canadian Grocer:—

"Gentlemen: With regard to the fire in our plant Saturday afternoon we are pleased to say that it will not interfere with our business in any way. We started in at once to repair and rebuild. We are in a position to fill all orders as usual.

"Yours truly,
"F. W. FEARMAN CO., LTD."

THE SPANIARD ON THE WAR PATH.

The enterprising Spaniard who has been writing seductive letters to business men all over Canada is as versatile as he is persistent. The following letter reproduced with original spelling received by Mr. McIntosh of P. McIntosh & Sons, cereal millers, Toronto, is without doubt a very artistic production and to the uninitiated might have proved a tempting bait. But as there was no female relative by the name of Mary in the McIntosh family and as another Toronto gentleman received a letter, with the exception of the names, identical with this one, all the ingenuity displayed came to nought. If the letter writer should turn his talents towards the production of melodramas or historical novels he might be able to earn a semi-honest living.

Castle Fort of Barracar, 27, 5, 1905.

Dear Sir and Relative—Having not the honor to know you, but for the references which my dead wife, Mary MacIntosh, your relative gave me, who mentioning the individuals of our family, praised the honest and good qualities that distinguish you, I address myself you for the first time, and perhaps the last one considering the grave state of my health, explaining you my sad position and requesting your protection for my only daughter 15 years old, that I keep as a pensioner in the College of Ste. Elena.

Being a secretary and treasurer of Mr. Martinez Campos in the last war of Cuba and deserving the confidence of such an illustrious gentleman, placing my capital in public funds transactions, so that I might make a brilliant position for my daughter whom I love with passion since when her mother died, now my fortune increase fast, have been happy had my protector continued at the end of the campaign, as no sooner was replaced by the General Weyler that my misfortune presented itself, as I could not succeed in making him company to Spain, and not being in my power to see Cuba republic but as we were victims of the greatest treason I was obliged to emigrate in English ground taking along with me my money valued to £29,000, twenty and nine thousand pounds. after having resided some time in London I received the sad news my wife had died leaving my dear daughter in despair and without help, in this sad situation I found myself in the necessity of coming to Spain to help my daughter and bring her in my company to your country.

Before starting considering as important to take along with me this respectable sum of money I decided to place it in a good bank, in London (that you only will know if you accept my proposal) against a special private contract and only as a deposit, as it appears in the security document payable to the bearer, that the Bank gave me a guarantee, which document

I hidden in a concealed hollow of my portmanteau very well made, which the most keenest eyes cannot find out. When very satisfied that the money was in security I started for Spain to help my daughter, when I was discovered by the military authorities, brought immediately before the Goberment Militar of Caragena and condemned to 18 years penal servitude destined to undergo my condemn at this Castle, where I bitterly suffer, deprived of all communication from outside. When I was sentenced my equipage and the portmanteau have been confiscated, this embargo was made as a guarantee for the payment of the costs of my process, but paying the costs of this embargo will be raised, I am only visited by the chaplain of the Castle, who beside being my confessor is my best friend, thanks to him, that seeing my grave state of health I can write you this letter. As I am strictly watched for my politics enemies, you do not reveal to nobody the most insignificant detail of my secrecy. I trust in your discretion and induces me the noble wish pretending your protection for my daughter who perhaps I may not be able to see her again.

If you are disposed to be the protector of my daughter I will to call on a notary to make my last will, appoint you her guardian, I shall manage to send the respectable chaplain with my dear daughter to your house also the equipage, we will act then accordingly for getting my capital, will be granted to my daughter Julia, in my testament, and a part besides for you and your family as a justly reward.

As it is prohibited to me to receive any direct public correspondence, I entreat you in that case you accept the guardianship, I expect your promptly reply by cable to the address of the servant of my protector the chaplain, writing only in the cable the name of the town and your surname (Herewith enough to know your help) makes not your reply by letter by cause easy to understand and in the last term for my broken state of health. If by chance, and in the unexpected case, you were helpless to practise the guardianship of my daughter, it is my desire that your relation more near take the charge of the tutelage, in this case, say me the name and surname of your successor in your cablegram, to execute my last will.

I trust in your discretion the future of my daughter, meantime I remain yours faithfully and relative,

Estanislao Cortina.

TIME TO DISPLAY BROOMS AND BRUSHES.

About woodenware, do you handle it? You do. Then are you making out of it all you can? Just what profit it is paying you is a matter of accounting with which we're not concerned here, except to say every business should in-

clude such a system of account-keeping that each department will show its own gains or losses. The question now is: Are you presenting woodenware in a manner to attract attention and increase sales? Some people object to arm-chair suggestions about business, but every newspaper is supposed to do some thinking for its subscribers.

If you have not given this subject special attention it's pretty good betting you have these things distributed all over the store—tubs in the back shop, pails stocked in a dark corner, boot brushes in a drawer, scrub brushes in a soap box under the counter, brooms behind the refrigerator, and the whisks hung up somewhere as fly catchers. That's not the way it is done in the big departmental stores. They pay money, and a lot of it, too, for system, and send men long distances just to see things. There isn't a merchant in Canada that hasn't been through one of those systemized general stores, and every one that had his wits about him saw that all the things we class generally as woodenware, and articles akin, were assembled to make up a department.

But it isn't enough to get them together. If a man had the finest line of woodenware in the world, and stocked it in a heap in a corner, it would dry up and blow away before anyone would buy. Some time ago a big Montreal wholesale firm was burned out badly—the place was a wreck. Prior to that it had been the custom of the underwriters to take what they could get for the stock damaged but not totally destroyed. This time an American firm who made a specialty of it were brought in to dispose of the salvage. They took a vacant building and occupied some time arranging the goods. When they were ready to sell they invited the members of the burned-out firm to an inspection, and to say they were surprised doesn't express their feeling at all; they were astounded at the transformation effected. Of course the sale was a success, and the sum realized was far in excess of what had been supposed possible. It was all because study and care was given to the appearance of the stock.

In the window of a big marble-fronted Toronto hardware and furnishing store there is a board about 18 by 24 inches, covered with a dark red material, and on it is a display of brushes that would attract attention anywhere, and they are just ordinary brushes: it's the grouping that tells. If the same brushes were heaped in a corner they would never be noticed.

This is the time of the year when the housecleaning cloud is a spot on the domestic horizon, that people need and get to thinking about certain lines, and in a way all lines of woodenware. Why not clear out a space and make a woodenware section? It need not be large. It is not so much a question of space as of arrangement. Make it look as if you had some ideas about taste and display, whether you have or not, and it will attract attention. Even if you didn't sell a clothespin more it would be worth while for the good impression it would make on your customers, and especially the stranger within the gates.

RETAIL GROCER

(Continue)

Mr. Higgins nice job matter of the upon Mr. Kinnear, he had grown and would like to feeling existing by wholesalers. He more frequently in to meet with then Hamilton proceedi and declared that wanted was a iivi trade last year w. like one per cent. penses. "You don porridge," he prot

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He would just little while they you're married an tell them, "No, just a grocer."

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The selling by boarding houses was discussed an tion by Mr. Fo Barnley, Preston,

"That it is. the ing that it is in trade of the prov dealers or semi-j boarding houses, steamboats, etc., resolution be for Wholesale Grocers Discussion of th

RETAIL GROCERS IN CONVENTION

(Continued on page 28.)

Mr. Higgins nicely introduced the subject matter of the conference and called upon Mr. Kinnear, who told the retailers he had grown up from their ranks and would like to see a more brotherly feeling existing between retailers and wholesalers. He suggested that they more frequently invite the wholesalers to meet with them. He referred to the Hamilton proceedings against the guild and declared that all the wholesalers wanted was a living profit. The total trade last year was done at something like one per cent. less than running expenses. "You don't want us to live on porridge," he protested.

End of all Desire.

Mr. Beckett, whose enthusiasm for organization is excelled only by his ability in advocating the cause, made the retailers feel that the millennium was just over the hill and a very modest effort would land the grocery trade well within the limits. He deprecated the lack of co-operation between the wholesale and retail organizations. In Hamilton he advocated the retailers attending the guild meetings. If the convention would appoint a committee the Dominion guild to meet in Montreal on the 19th would appoint another to meet them. It cost the wholesaler 7½ per cent. to do business and 60 per cent. of his turn-over was done on a margin of 5 per cent., 2½ per cent. less than the cost of doing business. Why should a retail merchant be working on a margin of 20 to 25 per cent. when the cost of doing business was 20 to 22 per cent.? And there were manufacturers who had the gall to ask them to handle their goods on a margin of 10 per cent.

Not Married, a Grocer.

Mr. Sloan responded briefly and happily to the call for a speech. He very greatly appreciated being present, but pretended knowledge of nothing but the small profits of the wholesale trade. Brokers came to him every day with new lines they wanted him to handle.

"Take some home to your wife," they would say.

He would just look at them and in a little while they would say "Of course you're married aren't you?" He would tell them, "No, I'm not married; I'm just a grocer."

Get Together.

It was agreed to co-operate with the Dominion guild in securing an amendment to the Criminal Code to permit of legitimate trade organizations and agreements.

Wednesday morning the convention assembled in the association board room and after hearing the report of the conference with wholesalers adopted resolutions two and three.

The selling by wholesalers to hotels, boarding houses and public institutions was discussed and the following resolution by Mr. Ford, Ottawa, and Mr. Darnley, Preston, was adopted:

"That it is the opinion of this meeting that it is injurious to the retail trade of the province to have wholesale dealers or semi-jobbers sell to hotels, boarding houses, public institutions, steamboats, etc., and that a copy of this resolution be forwarded to the Dominion Wholesale Grocers' Guild."

Discussion of the peddlers' and hawk-

ers' bill occupied some time, the question whether or not farmers should be prevented from peddling stuff they had produced themselves. It was decided on a close vote to make the bill apply to the farmers also. The delegates then waited on the Government to urge the adoption of the bill.

New Officers.

These officers were elected: President, M. Moyer, Toronto; vice-presidents, Alf. E. Mundy, Bracebridge, and F. W. Ford, Ottawa; secretary, E. M. Trowern; treasurer, F. Darnley, Preston.

Those who registered were: F. C. Higgins, Geo. Good, M. Moyer, J. H. Walker, Jas. Eadie, F. A. McClarty, Jno. Gregor, C. F. Barragone, Wm. Hyde, G. Robinson, T. W. Squire, Thos. Nolan, A. Smuggs, J. F. MacLaren, Toronto; H. C. Ellis, J. W. Ford, Ot-

A PURE FOOD EXHIBIT.

In the pure food show held at S. Carsley & Co.'s, Montreal, recently, there was one exhibit of great interest. This was that of the St. Charles Condensing Co., Limited, Ingersoll, for which company S. H. Ewing & Sons are Montreal agents. The effect, which was an exceptionally pleasing one, was designed and erected by W. H. Halford, representing S. H. Ewing & Sons, and C. H. Cowles, Canadian traveling representative, and during the time of the exhibition was well managed and looked after, Mr. Halford, particularly, being most assiduous in his work to display and serve the St. Charles Company's products to best advantage. Most satisfactory business is reported through the display, a cut of which we publish herewith.



St. Charles Condensing Co.'s Exhibit at Montreal Pure Food Show.

tawa; Alf. E. Mundy, Bracebridge; F. Darnley, Preston; S. A. Brubacher, Berlin; F. A. Haddy, Bowmanville; C. B. Dunke, Berlin; J. A. Lloyd, Owen Sound; Jas. McMurtry, Bowmanville; J. S. Ireland, Mount Forest; J. D. Mills, Sarnia; W. R. Erskin, Atwood; W. J. Earls, Lucknow; H. H. Engel, Hanover; J. H. Connal, Peterboro; Ed. Rinker, Kincardine; J. Knight, Toronto Junction; Jno. Sloan, Galt; J. A. McCrea, Guelph.

Mr. E. L. Millward has been succeeded by Roelofson & Roelofson, 152 Bay street, Toronto, as the agents for Sutcliffe & Bingham, Kkovah products. They have the exclusive agency for Ontario.

SMART BAG CO. APPOINTMENT.

In a recent issue we had a notice of the organization of the Smart Bag Company. The new company will operate the factories at Toronto and Winnipeg and will establish a plant in Montreal as well. F. Judd Kennedy, for twelve years with the John Dick Company, will be manager of the Toronto end of the business.

Holbrooks Limited are putting on the Canadian market a line of pickles and also one of malt vinegar suitable for the Canadian trade.

Mr. J. H. Bradwell, Montreal representative of Sutcliffe & Bingham, is spending a few days in Toronto.

MARKETS AND MARKET NOTES

Quebec Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Almonds—Advanced 1c. in shell and 1/2c. shelled.

Maple Products—Advances in new syrup.

GROCERIES—Business in grocery circles is reported as being very quiet this week. It is rather surprising in a way, the season being so near the end of Lent and Easter, but when the condition of country roads is taken into consideration, the quiet which prevails is in a measure explained. Collections have not been so good as they might have been, but everything considered they have been fairly satisfactory. Most of the orders being placed by retailers at present are rather small, the goods bought being ordered only in such quantities as are needed for immediate consumption. A survey of the grocery markets in general does not show many changes since last week. A little excitement was caused in the dried fruits by a report from Spain and France to the effect that the crops of almonds and filberts had been seriously injured by frost. In teas there seems to be a firmer feeling for all good lines. Sugar is just about the same as it was last week, the demand being very good. City business in sugar is better than that being transacted in the country owing to the bad country roads. A report from the Barbadoes says that the crop there of molasses is about three-fourths sold. Canned goods are rather quiet and no changes are noticeable on the list. Coffee and spices are being sold in nice quantities. New stock is beginning to arrive in maple syrup and prices have advanced slightly. Other grocery lines are rather quiet.

CANNED GOODS—There is very little of interest to report in canned goods. Wholesalers say that business is almost nil in most lines. Tomatoes are still selling at \$1.20, and of course there is the usual good demand there always is when a shortage prevails. In corn and peas there is very little business being transacted. Canned fruits are not active. Gallon apples are still on the market and do not show any change. This applies to all canned goods.

	Group No. 1.	Group No. 2.
Cherries—		
2s. red, pitted	2 12½	2 10
2s. red, not pitted	1 67½	1 65½
2s. black, pitted	2 12½	2 10
2s. black, not pitted	1 67½	1 65½
2s. white, pitted	2 32½	2 30
2s. white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 60	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½

Peaches—		
Yellow, flats, 1½	1 70	1 87½
" " 2½	1 90	1 87½
" " 3	2 60	2 57½
" " whole 2	2 85	2 82½
" " 2	2 37½	2 35
White	1 75	1 72
" " 2	2 47	2 47
" " 3	2 70	2 67
" " 3	1 27½	1 25
Pie, not peeled, gal.	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" " 2½	2 17½	2 15
" " 3	2 32½	2 30
Pie, not peeled, gal.	1 27½	1 25
Pie, not peeled, gal.	3 81	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.	2 50	2 50
Pineapples—		
2s. sliced	2 25	2 25
2s. " grated	2 35	2 35
3s. " whole	2 50	2 50
Plums—		
2s. Damsen, light syrup	1 00	1 00
2s. " heavy syrup	1 20	1 20
2½s. " " "	1 57½	1 57½
3s. " " "	1 85	1 85
Gals. " standard	2 95	2 95
2s. " Lombard, light syrup	1 05	1 05
2s. " heavy syrup	1 35	1 35
2½s. " " "	1 62½	1 62½
3s. " standard	1 90	1 90
Gals. " Green Gage, light syrup	3 15	3 15
2s. " heavy syrup	1 15	1 15
2½s. " " "	1 47½	1 47½
3s. " standard	1 72½	1 72½
Gals. " Egg, heavy syrup	2 00	2 00
2s. " " "	3 45	3 45
2½s. " " "	1 52½	1 52½
3s. " " "	1 80	1 80
" " " "	2 10	2 10
Raspberries—		
2s. Red, light syrup	1 42½	1 40
2s. Red, heavy syrup	1 67½	1 65
2s. Red, preserved	1 87½	1 85
2s. Black, heavy syrup	1 62½	1 60
2s. Black, preserved	1 77½	1 75
Strawberries—		
2s. heavy syrup	1 52½	1 50
2s. preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2s. tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2s. wax	\$0 82½	\$0 80
2s. refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz.	0 85	0 85
Gallon, per doz.	5 00	5 00
Peas—		
2s. standard (No. 4)	0 62½	0 60
2s. early June (No. 3)	0 70	0 67½
2s. sweet wrinkled (No. 2)	0 82½	0 80
2s. extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins	0 80	0 80
Rhubarb—		
2s. preserved	1 17½	1 15
3s. preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2s. table	1 42½	1 40
3s. table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	1 00	1 00
Tomatoes—		
3-lb. tins, per doz.	1 20	1 20
Gallon tins, per doz.	3 02½	3 02½
FISH		
Lobster, tails	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-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 67	1 67
1-lb. " less than 5 cases,	1 70	1 70
Arrow brand, 7½ cents less,		
1-lb. " 5 cases and over,	1 00	1 00
1-lb. " less than 5 cases,	1 02½	1 02½
Low Inlet,		
1-lb. Flat, 5 cases and over,	95	95
1-lb. " less than 5 cases,	97½	97½

SUGARS—The situation may be summarized by saying that the market is steady with a fair demand, and prices unchanged. Good city business is reported at present, but in the country where the roads are in bad condition

so many sales are being made. From present indications there is no likelihood of any change in prices for some little time.

Granulated, bbls.	\$4 20
" 1-bbls.	4 35
" bags	4 15
Paris lump, barrels	4 75
" half-barrels	4 85
" boxes, 100 lbs.	4 75
" boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" 50-lb. boxes	4 70
" 25-lb. boxes	4 80
Powdered, bbls.	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2	3 87
No. 1 bbls.	3 70
No. 1 bags	3 65

MOLASSES AND SYRUPS—Molasses in local markets is reported as being firm and active, the demand being good. A cable from the Barbadoes reports the crop as being three-quarters sold. Dealers cannot yet tell whether or not there will be any changes in advance in prices and will not know until it is found what proportion of Muscovado molasses there is in the remainder of the crop.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 35
New Orleans	0 25
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" 1-bbls.	0 02
" 1-bbls.	0 03
" 35-lb. pails	1 30
" 35-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. 1 doz.	2 35
" 10-lb. 1 doz.	2 25
" 20-lb. 1 doz.	2 10

TEA—Japans are moving better this week. Those Japans which have been held since last season especially are becoming pretty well cleared up. In China greens, Ping Suey gunpowders are getting cleared up. They are not in such large supply as they have been recently. Young Hysons are quiet. Ceylon greens are held very firm and few Ceylon importing houses have any stock to speak of, so that it is necessary to place orders in Ceylon for import. A few lots of Ceylon green gunpowders have been placed on the market recently and have taken well. Not every house has this line. The tea is small of leaf and well made. It is intended to take the place of China gunpowders. Ceylon blacks are firmer. In fact good teas generally are firmer.

Japans—Yine	0 26	0 30
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 28
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14	0 15
Gunpowders	0 13	0 14
China greens—Pinguey gunpowder, low grade	0 11	0 15
" pea leaf	0 19	0 21
" pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12	0 15
Paking, boxes	0 15	0 20
fine	0 25	0 30

COFFEE—The business is picking up very well in most lines at present. There is a better inquiry and this of course indicates more business. The prices do

feature; trade is fair and prices unchanged.

Almonds, Tarrazona, per lb.....	0 12	0 13
shelled Valencia	0 25	0 28
Walnuts, Grenoble,	0 14	0 15
Bordeaux,	0 10	0 11
shelled	0 25	0 27
Pilberts, per lb.....	0 10	0 10
Peanuts, per lb.....	0 14	0 17
New Brazil, per lb.....	0 14	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish.....	0 08	0 08
A 1's, banners and suns	0 08	0 08
Japanese Jumbo's.....	0 08	0 08
Virginia.....	0 10	0 10

RICE AND TAPIOCA—In both lines markets are extremely firm. There are however, indications of a slight decline in tapioca.

Rice and Tapioca—		Per lb.
Rice, stand. B.....	0 03	0 03
Rangoon.....	0 03	0 03
Patna.....	0 05	0 05
Java.....	0 06	0 07
Java.....	0 06	0 07
Carolina rice.....	0 08	0 08
Tapioca, medium pearl.....	0 07	0 07
double goat.....	0 07	0 07

HONEY—The indications of the market are for greater firmness; save a slight advance in some high grades there is no feature of interest to note.

Honey, extracted clover, in 50-lb. cans, per lb.....	0 08	0 09
in 5 lb. & 10 lb. cans, lb.	0 09	0 09
sections, No 1, per doz.....	2 00	2 00
No. 2,	1 40	1 50
Buckwheat, per lb.....	0 04	0 05

BEANS — Market steady and no change.

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

FISH—Business has been quiet this week, but Good Friday is expected to stir things up a bit. Quotations are practically unchanged from last week.

Frozen halibut, per lb.....	0 12	0 15
Fresh.....	0 12	0 15
Haddock, fresh caught, per lb.....	0 07	0 07
frozen.....	0 05	0 05
Trout, frozen per lb.....	0 08	0 09
fresh winter caught.....	0 08	0 09
Fresh cod, per lb.....	0 07	0 08
fresh winter caught.....	0 08	0 09
lobsters, boiled, per lb.....	0 30	0 30
Frozen B.C. salmon, per lb.....	0 09	0 10
Shrimps per sal.....	1 25	1 25
Whitefish, per lb.....	0 08	0 09
winter caught, per lb.....	0 08	0 09
Herring, per lb.....	0 03	0 04
Pickrel.....	0 07	0 07
Oysters, standard, small pail.....	4 50	5 00
selects, pail.....	5 00	5 00
Finnan haddies.....	0 07	0 08
Chowder.....	1 25	1 25
Markel, per lb.....	0 10	0 10
Lasrator herring salt, No. 1, half bbl.....	3 25	3 25
Frozen sea herring, per 100.....	2 00	2 00
Smelt, No. 1.....	0 18	0 09

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

Boneless fish, per lb.....	0 05	0 05
Cod fish, 1-lb. bricks.....	0 07	0 07
Quail-on-toast, per lb.....	0 03	0 03
Flaked cod fish, cases of 100 lbs.....	6 50	6 50

HIDES—There was a rise of a cent to two cents throughout the list on the first of the month. Quotations are:

Hides, inspected, steers, No. 1.....	0 11	0 11
No. 2.....	0 11	0 11
cows, No. 1.....	0 10	0 10
No. 2.....	0 09	0 09
Country hides, flat, per lb.....	0 08	0 08
Calfskins, No. 1, selected.....	0 14	0 14
No. 2.....	0 12	0 12
Delvins.....	0 75	0 75
Sheep skins.....	1 40	1 55
Horse hides, No. 1.....	3 25	3 51
Rendered tallow, per lb.....	0 04	0 04
Pulled wool, super, per lb.....	0 22	0 24
extra.....	0 24	0 25

FUR SKINS.

	Prime	No. 1.
Badger.....	\$ 1 50	\$ 0 70
Bear, black.....	15 00	7 00
yearlings.....	7 00	3 00
Fisher.....	6 00	2 00
Fox, red.....	3 25	1 50
cross.....	10 00	3 00
Lynx.....	6 00	3 00
Marten, dark.....	20 00	4 00

Mink, dark.....	3 25	1 50
pale.....	2 00	1 00
Muskrat.....	0 25	0 15
Raccoon.....	1 40	0 60
Skunk.....	1 65	0 65
Weasel, white.....	0 50	0 10
Wolf, timber.....	3 00	1 00
prairie.....	1 75	0 50
Wolverine.....	5 50	3 00

N. S. Markets.

Halifax, April 4, 1906.

The tone of the Maritime grocery markets is steady. There is not much doing at the present time, business being about up to the usual average for the season of the year. The market is well supplied with all lines, no shortage being reported, with the exception of good Jamaica oranges. The market was cleaned up of this brand of oranges early in the week, and the arrival of the steamer from the West Indies has been anxiously awaited. Dealers say the demand for Jamaicas is very great, the people here preferring them to the other brands, even the navels. There is no shortage of the latter brand, or the Floridas, both of which are of fine quality. The former retail here at 60c. per dozen. Bananas are also very scarce, but with the arrival of the steamer now due the market will be replenished.

APPLES—Good apples are becoming very scarce on this market. The few dealers who have some in stock are very independent, and only let their best customers have them. Even the best of these apples must be classed as poor, and what is considered a fabulous price is asked for them. The principal demand is for Spies, and those offering, which are classed as No. 1's, are no better than good 2's. The apple grower should grow rich quick on the prices quoted. \$4.50 and \$5 for fruit on the home market is considered here to be out of reason. Still people who have money, and want the fruit, will pay any price for it. The Russets are of very poor quality, but the Ben Davis are good. The latter brand only comes on the market when all the others are cleared up. The demand for them is slight, as the apple looks far better than it really is. Some of the farmers in the Valley still have some small quantities of apples on hand, and it is expected that they will be marketed for the Easter trade if they receive the price they are asking. Evaporated apples are in good demand. The price is firm at former quotation.

PROVISIONS—Markets are exceedingly firm, and the tendency is upward. Pork has taken an upward bound, the recent advances totalling \$2, while lard has gone up 1c. per pound. No Canadian lard has been on this market for months, and American leaf lard is still being used. Lard landed here at the present time costs about 11½c. per pound, while American fat pork landed in store here, duty paid, costs \$20.50 per barrel. The advance in beef has also been correspondingly large, amounting to about 75c. per barrel, and it is expected that the price will go still higher.

GROCERIES—The sugar market is steady, there being no change since last report. The demand is light. There is

a feeling in the market here that the price will advance, though the increase may not be very great. Rice is also strong, and a further advance would not surprise the trade in view of the demand for shipment to the famine-stricken districts in Japan. Rice is now jobbing here at 3¼ to 3½c. Raisins and currants also promise firmer prices.

BUTTER AND EGGS—The receipts of both butter and eggs are improving. During the week quite a lot of small tubs of fresh-made butter were marketed, and producers found no difficulty in disposing of their stock. The butter is of good quality and sold from 24 to 25c. per pound. Creamery continues to come in in good supply, and also fresh rolls. The latter sell very slowly on this market unless the quality is something extra. The increased receipts have not caused the price to recede any.

The egg situation remains about the same. There has been a slight increase in the receipts of fresh-laid stock, which is jobbing from 17 to 19c. The demand is good. An effort is being made by some of the holders of cold storage eggs to clean up their holdings, and they have cut the price so that the retailer can sell them for 15c. per doz. These eggs are good for cooking purposes, and at the reduced price they are being worked off slowly.

N. B. Markets.

St. John, April, 1906.

We are beginning to have Spring weather. Business is more active, though navigation has not yet opened. Markets show little of interest. Very few lines show advance; there are, however, some rather odd features. The market is practically bare of cheese. The outlook for peels is for extreme prices; in fact, it is reported citron will be difficult to obtain. In whole spice, pepper is quite low. Ginger shows considerably higher value. Cloves have again advanced, after rather lower prices ruling for a short time. Rice, which has been rather easier, is again firmer. Hops are reported lower, the sale here is not large. Cream of tartar continues at what is somewhat below the average price.

OIL—In burning oil a fairly steady business at even prices. Lubricatings now begin to move; the outlook is good; there is strong competition. Paint oils are firmly held at full prices. White lead is also high this year. Mixed paints, while not showing much advance, are generally higher. In cod oil, season about closed. It has been a very successful one from the fishermen's standpoint, which is after all the most important.

CANNED GOODS—There is more interest, particularly in vegetables; prices firmer. In tomatoes there has been quite an advance and holders are looking for higher prices. There is an improved demand for gallon apples, prices tending higher. Other fruits unchanged. Salmon just fair business. Lobsters still extreme. Oysters very firmly held. Meats begin to have inquiry, prices are low. In domestic fish situation is quiet. There is still a fair stock of sardines. Haddies and other lines scarce.

DRIED FRUIT—There is fair business. Raisins are unchanged, seeded are

RICE, TAPIOCA AND SAGO.—Tapioca is still very firm, and the recent advance is being well maintained.

Japan rice, per lb., cwt. lots	0 05
50-lb. lots	0 05
Bangkok rice, per lb.	0 04
Tatna	0 04
Tapioca, per cwt.	7 25
Sago, per lb.	0 04

POT AND PEARL BARLEY—

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

EVAPORATED AND DRIED APPLES.—The market continues very firm and further advances are expected. On the basis of present cost in the east the local price should be advanced at least ¼c. per lb. In 50-lb. boxes the price is now 12c. per lb., and in 25-lb. boxes it is 12½c. per lb. Dried apples in 50-lb. boxes are quoted at 9½c. per lb.

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

HONEY—

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

SAUCES—

Worcestershire, Lea & Perrins ½ pints, per doz	\$3 65
pints	6 00
White's ½ pints	0 90
pints	0 90
Paterson's ½ pints	1 75
pints	3 00
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.

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

Rolled oats, 80-lb. sacks, per sack	2 05
40-lb. "	1 05
20-lb. "	0 54
8-lb. "	0 25
Granulated oatmeal, per sack	2 55
Standard	2 55
Cornmeal	1 61

FISH AND OYSTERS—

Lake superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12
Red Snapper	0 15
B.C. Salmon	0 09
Halibut	0 08
White fish, per lb.	0 07
Pickered	0 05
Jack fish	0 03
Finnan haddie	0 07
"Halifax" brand salt cod, fish cakes 2-1's	0 07
"Acadia" " " 2-1's	0 08
"Bluenose" " " 20-1's	0 07
"Acadia" " " 2-lb. boxes	0 10
" " " 4-lb. boxes	0 10
" " " shredded, 24 cartoons, per bx	1 80
bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12
Smoked halibut strips	0 11
Kipperd gold eyes, per doz.	0 45
Yarmouth bloaters, 60 in box, per box	1 50
lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40

B. C. News.

Futures in sockeye salmon pack, especially half pound tins, are already selling high, though there are yet several months before the pack will be in, either in the north or on the Fraser River. Sales reported as having been made for delivery of 1906 pack have been on basis of \$7.50 per case for half pound flats, and approximately \$4.50 per case for talls. The fact that the Alaskan pack is largely talls, and will thus compete very keenly, is given as a reason for the price of that shaped tin being so much lower. Fraser River can-

ners have of late years been making rather a specialty of the half pound flat. This size and shape tin is in good demand, and because there is very sure to be a much smaller pack of salmon this year, and consequent possible shortage, every broker is bidding for the desirable sizes. A movement such as this may result in causing too great a production of that size when the pack is being put up, and the result would of course be to drive down the price.

Nearly every northern cannery is now rushing supplies north, and the steamers have all they can handle conveniently, in some cases special vessels having to be chartered to take supplies out. The new canneries under construction at Rivers Inlet and Skeena River are pretty well on to completion. The supplies of tin plate for can making have been coming forward by the big Blue Funnel steamers direct from the Old Country, and sufficient stock is in hand for all the cans to be made. This year the U.S. tin plate manufactories have secured a larger share of the canners' trade than ever before. The fact that there is no duty on tin plate has, of course, given as free a market here to the American makers as to the British.

Ramsay Bros. & Co., Limited, are making considerable increases in their plant for biscuit, macaroni and candy-making. With completion of improvements now in hand, the plant of this company will be one of the largest in Western Canada. It is but a year ago since arrangements were made to engage in the making of macaroni, and in this line the company has achieved a distinct success. In the ordinary biscuit and candy manufacture, trade is expanding so that greater facilities are required. Jas. Ramsay, the head of the company, while east recently, made some extensive purchases of machinery for the candy factory and this will be installed when the additions are complete.

Thos. Duke, for fifteen years prominently engaged in the grocery trade in Vancouver, and in a great part of that time chief owner and manager of the City Grocery Co., Limited, has sold his interests to Mr. W. Schroeder, formerly of Victoria and Dawson. Mr. Duke intends remaining in Vancouver, and later on may engage in some other line of business. As he is a large owner of valuable city property, he has considerable interests to look after for the time being.

An instance of critical illness through ptomaine poisoning in Vancouver was reported this week. Geo. Williams, tobacconist, fell violently ill from this acute form of poisoning immediately after partaking of canned peas from a tin which it was alleged was bulged at the ends. One grocer informed Mr. Williams that a bulged can was a sure indication that the contents were not fit for food. It would seem that more grocers should know this elementary bit of knowledge regarding canned goods. A suggestion made long ago, and in part carried out, of dating every can with a

small stamp to show day, month and year of canning, is one of several that would greatly improve conditions in the selling and use of this very important line of modern food products.

The annual meeting of the Chilliwack Creamery Association held recently received a very satisfactory report. Summarized, it was: The output for 1905 was 222,704 lbs., for which was distributed to the ranchers supplying the cream, \$42,470.59 in addition to a bonus of 1-3c. on every pound of cream, this bonus paid out of profits; the cost of operating the creamery for the year was \$8,880.70. So satisfactory has been the progress of this company, practically owned and operated by the farmers themselves, that it is possible cheese making may be added to extend the business. This is but one of the prosperous creameries of the Fraser Valley.

MARKETS.—In the creamery market the feature of the past week has been the increase of price of sugar 1-8c., which went into effect last Saturday. Base price quoted by the wholesale trade here is now, granulated 5 1-4c., extra C. (yellow) 4 5-8c. per lb.

PROVISIONS.—The produce market shows but little change from last report. The small quantity of New Zealand butter added to other supplies was soon absorbed. There is an actual scarcity of the first-class article at the present moment. The price remains 28c. for eastern creamery, 30c. for local creamery and 31c. for New Zealand.

Eggs are still plentiful and may really be quoted lower than 25c. wholesale now. It is probable though, that in anticipation of Easter demands, stocks will be held back a little, though the fresh supplies continue to reach the market in good quantities.

Cured meats show upward tendencies. The big demand for northern supplies, both to logging camps and to northern cannery points, is having some influence on local market conditions. Prices are 16 to 16 1-2c. for hams; breakfast bacon, 17c. to 17 1-2c.; dry salt, long clear, 12 1-2c.; lard, 11 1-2c. to 12 1-2c., as to size of package.

FRUIT.—Increasing scarcity of apples and somewhat stiffer prices for oranges cover the range of movement. No pines are in the market now, and bananas continue to arrive in regular shipments to meet the demand. Oranges are quoted \$3.25 to \$3.75; apples, \$2.50 for choice, with little else offering; bananas, \$3.25 per bunch.

VEGETABLES.—Fresh vegetables of several sorts are regularly in the market, lettuce at \$1.50 per crate is in good supply, cabbage from California, also radishes, string beans, celery, etc., are received regularly. Ripe tomatoes are also fairly steady as a feature of the market. No movement of note in the potato market is chronicled. The price of locals at \$15 and \$16 per ton, of what few Asherofts that are in the market at \$28, and of Yakimas at \$20 per ton, remains steady.

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Av very peculiar accident occurred to the Davies Packing Co's factory, Montreal, recently. A large water tank containing 30,000 gallons of water situated on the high roof of the main building, toppled over sideways, falling over the edge of the roof, and crashing through to the ground three storeys below. In falling the tank carried away a large portion of the wall for one storey down. When it struck the ground a miniature flood ensued. Nobody was hurt, as the accident occurred at night. A new tank has been ordered.

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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The situation on cheese remains practically unchanged, the tone of the market is decidedly strong on both sides of the Atlantic, stocks in Canada are nearly exhausted, and stocks in Great Britain are generally reported as being very light. Yet prices are high, trade is in hand to mouth, and we are close on to the opening of the new season. Meanwhile no holder of cheese is showing any anxiety about the possibility of a break in values, yet there is a feeling that it might be as well to get sold out.

A few straggling, small lots of new fodder goods are coming in, and as the cows are shedding their calves the flow of new milk is increasing. Butter making is not profitable at present prices as compared with cheese, and all those who can make cheese will probably make no butter, even if the latter is the most favored product at the commencement of the new season. The skim milk is a useful by-product for the farmer, and as a rule he favors the making of butter at first. However, cheese being high in price, and butter low, it will not take the farmer long to decide in favor of making cheese.

There is as yet no fixed valuation for the new product of cheese, but many factories are beginning operations for the season, and it will not take long now when we will have a regular market price established for the new product. Meanwhile the ideas of the value of new cheese differ materially, and most conflicting reports are the order of the day among the principal operators.

Fresh butter, made from new milk, is in good demand at present, but prices are somewhat affected by the general market for Fall made butter, which is anything but satisfactory to the holders of these goods, and at present it is most difficult to get a really palatable article of butter on the market.

Some sections have abandoned cheese entirely, and will only make butter, notably the Eastern Townships, and perhaps it is well to have factories for cheese and others for butter entirely. If one maker is employed, and he is ordered to change from making cheese to butter, or vice versa, he is apt to make an inferior article of either, and what may be gained in the difference of the market price of either article might be lost in quality, and result in a consequent cut in price.

Both cheese and butter are wanted for our trade with Great Britain, but if either is produced in excess of the natural demand it is apt to become a losing game. If our farmers now insist on making cheese as the better paying product of their milk they may overdo it, and reverse the condition by producing an over supply of cheese, and thus lowering its market value later on.

Taking everything into due consideration, the prospects for butter are not very bright, as the Siberian butter will undoubtedly be coming to the British markets in increased quantities this coming season, and if our production of cheese is increased to any considerable extent prices of this article must also decline.

The future for the season is at present a problem of much speculation. New trade combinations have been formed between export houses here and import houses in the United Kingdom which creates a great feeling of uncertainty about the final outcome. There seems to be a general tendency for "centralization" and a desire to control markets, which may not prove a benefit to the country in the end. Good healthy competition is, after all, the life of trade, in spite of the recent idea of co-operation.

The business in dairy products, cheese and butter is a very large one, and every house engaged in it has its own customers or trade. Any one house attempting to control this trade would find so much opposition in prejudice, etc., that the attempt would fail in the end, and while these combinations may upset the equilibrium of the trade for a while they would never succeed in completely ousting all other houses doing a legitimate business now, which may have been established for many years. The interests in this business are so varied and, we may say, antagonistic, that no real "trust" can ever be accomplished, and it is well that this is so. It takes personal judgment to buy cheese and butter, and the house pleasing a certain customer in quality will always receive his preference in his orders.

THE PROVISION SITUATION.

There has been no particular change in the provision situation during week under review. The shortage of hogs continues. It was thought last week that, at Ontario points, the reason was attributable to the bad roads consequent upon the short spell of severe weather. This, however, could not have been the only reason, seeing that with the return of milder weather the shortage continues.

It would appear as though the situation in this regard is reflected the world over. From the European Continent, Ireland and America, supplies are all reported below requirements, and in England the situation is much the same.

Demand is good at all markets. At Montreal there has been an improved demand for all hog products for the eastern trade. At Ontario points orders are plentiful, with the result that prices have advanced all round.

Factories for the most part are working full time, although in some instances the working staffs have been reduced. The quality of the hogs sent in is much behind, and packers in their anxiety to secure profitable hogs are induced to still further advance prices for best-grown hogs. Buyers are all for leanest selections, and the consequence is that while those have appreciated in value fat and heavy sides have had to be disposed of at a reduction. The leading brands are unchanged.

The export market has shown disposition to advance, probably on account of the shortage of supply from all sources. It has, however, had the effect of counterbalancing the advance packers must pay for live hogs.

OUR LONDON LETTER.

By Our Own Correspondent.

The market for butter in London has assumed an exceedingly weak aspect, owing almost entirely to the general over-supply of butter. Russian and Australian receipts have been exceedingly heavy, particularly inferior quality from Australia. Reference to statistics shows that the total imports of butter of all kinds for the first three weeks of March were 293,191 cwts. as against 216,989 cwts. for the corresponding period of 1905. From Australia supplies have been slightly below three times as heavy for the same period this year as last. It is noticeable, too, that America has been shipping on a larger scale. The remedy, one would imagine, would lie in a reduction of price to the consumer, but apparently no advice to that effect has been given out.

Next week, according to rumor, the Copenhagen official quotation will be advanced 6 to 10 kroner. For a very considerable time this Danish quotation, which is generally believed to be on a level with the selling price on the other side, has not been anything like on a level with the prices charged. Beginning at 6d. over, it has advanced by stages until it is now 8 shillings over. The position of the Danish dairy trade, which has enabled it to play fast and loose with this market, is a remarkable one, and shows the reward attending upon efforts towards perfection. The demand for Danish butter, on account of its uniform good quality, is very great, although it must be admitted it is feeling the fierceness of competition more each year. Of course, when one refers to the over-supplies of butter from Australia and New Zealand, and then takes into consideration the fact that Denmark has sent some 2,000 odd cwts. less during the first three weeks of March this year as compared with 1905, one is able to realize why there is a big difference in values between colonial and Danish butter.

Canadian and New Zealand cheese remained unaltered in value, with transactions for the past week on a fair scale. Every day which passes emphasizes the

fact that a great deal now depends upon what supplies of cheese are received from Canada, and sellers would certainly give a great deal to know for absolute certain whether they may expect large, small or normal supplies from the Dominion. Of course the general opinion prevailing is that stocks will be on a limited scale, the tone and temper of shippers giving color to this impression. But buyers, and for the matter of that many sellers also, are not putting implicit reliance upon all the rumors which reach their ears. The demand for Dutch cheese is not large, but the limited quantities to hand are keeping transactions on a level basis.

The Argentine Republic has been devoting great efforts to the building of a

better butter trade with Europe, particularly with England, and the Government of that country is exerting itself to ensure the purity of all butter which emanates from their factories. In the first six months of 1905 3,222 tons were exported, as against 5,294 for the whole of 1904.

The Prime Minister, Sir Henry Campbell-Bannerman, has stated that there is before the House of Parliament a bill dealing with the restrictions on the importation of live Canadian cattle, but that the decision of the Government would only be made known when the bill was dealt with. Meanwhile Irish breeders, and others interested, are putting up fight against the removal of the embargo with undiminished determination.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Prices in pure lard have advanced about half a cent since last quotations. There has been a considerable advance in pork, too, but this is only natural considering the great scarcity of hogs. At present there is nothing which is likely to bring prices down any. The demand in all lines is fair.

Lard, pure tierces	0 11 1/2
" 50-lb. tubs	0 12
" 20-lb. pails, wood (104)	0 12 1/2
" cases, 10-lb. tins, 60 lbs. in case	0 12 1/2
" 5-lb. " "	0 11 1/2
" 3-lb. " "	0 12 1/2
Lard, Boar's Head brand, tierces, per lb.	0 03
" " 1/2-lb., per lb.	0 08 1/2
" " 1/4-lb., per lb.	0 08 1/2
Cases, 20 3-lb. tins, per lb.	0 09
" 12 5-lb. tins " "	0 08 1/2
" 6 10-lb. tins " "	0 08 1/2
20-lb. wood pails, each	1 70
20-lb. tin pails, each	1 60
Wood net, tin gross weight	\$22 00 \$22 50
Canadian short cut mess pork	21 00 22 50
American fat back	22 50
Breakfast bacon, per lb.	0 15 1/2 0 15
Hams	0 13 0 14 1/2
Extra plate beef, per bbl.	12 00 13 00

BUTTER—The market is steady at prices ranging from 20c. to 22c. for Fall creamery. There is some new butter on the market at 23c., but supplies are limited. Stocks are ample for requirements.

Choice new milk creamery	0 23
Fall creamery	0 20 0 22
Western dairy	0 18 0 19
Manitoba dairy	0 17
Fresh dairy tubs	0 19 0 19 1/2
Fresh rolls	0 18 0 19 1/2

CHEESE—The market is firm and hardly any stock is offered for sale. A few small lots of fodder cheese have arrived but have scarcely attained any market value. The prices asked range from 13c. to 13 1/2c. The market on the other side is very firm also. New made cheese offered at 12 1/2, a remarkable price.

EGGS—Despite the nearness of Easter there has not yet been any advance in eggs. The supplies have only been large enough to meet the sales. Farmers seem to be holding off, and this in the end may cause prices to advance just before Easter. At present quotations are about 17c.

TORONTO.

PROVISIONS—Pork products continue to move upward, quotations for long clear breakfast bacon and small hams being 1/2c. higher than last week. Heavy mess pork has firmed up to the highest quotation and \$22.50 is asked for short cut per barrel. Street lots of hogs have advanced 25c. Business is reported to be

fair and no change is yet evident in the shortage of the hog supply.

Long clear bacon, per lb.	0 11 1/2 0 11 1/2
Smoked breakfast bacon, per lb.	0 14 1/2
Roll bacon, per lb.	0 11 1/2 0 12
Small hams, per lb.	0 14
Medium hams, per lb.	0 13 1/2
Large hams, per lb.	0 13
Shoulder hams, per lb.	0 11
Backs, per lb.	0 16
Heavy mess pork, per bbl.	20 00
Short cut, per bbl.	22 50
Shoulder mess pork, per bbl.	14 50 15 00
Lard, tierces, per lb.	0 11
" pails " "	0 11 1/2
" compounds, per lb.	0 07 1/2 0 08
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	8 00 9 25
" front quarters	5 15 6 25
" choice carcasses	7 00 8 70
" common	5 50 6 50
Mutton	0 08 0 10
Yearling lamb	0 12 0 13
Veal	0 10
Hoga street lots	9 25 9 75

BUTTER—The market continues firm but the supply of creamery is increasing and dealers look for a gradual weakening in the price. New cows coming in is improving the average of quality also. For some special brands 28c. is obtainable, but the usual price is 26c. to 27c. While 24c. is easily got for small lots of separate dairy prints, the ordinary price for choice is not over 23c.

Creamery prints, Per lb.	0 26 0 27
solids, fresh	0 25
Dairy prints, choice	0 21 0 24
" ordinary	0 18 0 19
" in tubs	0 18
" large rolls, good	0 20 0 22
" large rolls ordinary	0 17 0 18

CHEESE—The market is firm at last week's quotations.

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

EGGS—It is time the picklers were getting busy, but the price is not low enough yet. The tendency is that way, however. Of storage eggs there are now practically none, and the stocks of pickled are in very narrow compass.

New laid eggs, per doz. (nominal)	0 15 0 16
Storage and pickled	0 14

WINNIPEG.

BUTTER—Prices are unchanged for creamery butter. Supplies are increasing, but there is a good demand.

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

Local produce houses are paying from 14c. to 16c. per lb. for No. 1 dairy.

LARD—As noted last week, there has been an advance to 11 1/2c. per lb. tierce basis.

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

CHEESE—Quoted as follows:

Finest Ontario, large	0 14 1/2 0 15
" Manitoba, large	0 14
" " twins	0 14 1/2 0 15
" " small	0 14 1/2 0 15

CURED MEATS—

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

DRY SALT MEATS.

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

BARREL PORK.

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

PICKLED GOODS (COOKED).

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

EGGS—The local buying price is 14c. per dozen delivered in Winnipeg.

ST. JOHN, N.B.

PROVISIONS—In barrel pork higher values rule. There is but a limited business. Beef is very quiet but firm. Pure lard is again higher. Refined compound is still low, but very firmly held; sale is large. Fresh beef while not much changed is firmer. Veal and mutton are both bringing good prices. Some little lamb may now be expected, but for a time prices will be high. Pork unchanged.

Mess pork, per bbl.	\$20 00 \$22 00
Clear pork, " "	19 00 22 00
Plate beef, " "	13 00 14 50
Domestic beef, per lb.	0 05 0 07 1/2
Western beef, " "	0 08 1/2 0 09
Mutton, " "	0 18 0 10
Veal, " "	0 08 0 10
Lamb, " "	0 08 0 10
Pork, " "	0 09 0 11
Hams, " "	0 13 0 14
Rolls, " "	0 10 0 13
Lard, pure, tubs, " "	0 11 1/2 0 12
" " pails, " "	0 12 0 12 1/2
Refined lard, tubs	0 08 1/2 0 08 1/2
" " pails	0 08 1/2 0 09 1/2

BUTTER—Good butter is scarce and commands full figures; poor quality is not wanted.

Creamery butter	0 23 0 25
Best dairy butter	0 20 0 22
Good dairy tubs	0 18 0 20
Fair	0 16 0 18

EGGS—The market is quite firm; rather higher prices rule.

Eggs, strictly fresh	0 20 0 25
Eggs, fresh	0 18 0 20
" case stock	0 17 0 18

CHEESE—Market is very bare. Scarcity do you find such light stock. The high price means but a limited sale.

Cheese per lb.	0 14 0 15
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J. H. McDonald, Listowel, has refitted his store in the latest style, and with a stock of choicest groceries has one of the neatest outfits within a long call.

POWDER

Progress in industry as a bandry. An business may tension of th of making n passed over sheets of ev and reduced up in packa new process whole milk. eggs can be this new di have a far- duries.

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R. Thom grave, Ont, this week c tion. Mr. Canadian C reports ex trict.

POWDERED MILK—NEW INDUSTRY.

Progress is characterizing the dairy industry as well as other fields of husbandry. An important increase in dairy business may be consummated by an extension of the newly discovered process of making milk powder. The milk is passed over heated rollers and thin sheets of evaporated milk are removed and reduced to flour, which is then put up in packages for consumption. The new process is adapted to skim milk or whole milk. It is also contended that eggs can be indefinitely preserved by this new discovery, which promises to have a far-reaching effect on many industries.

Should the invention achieve what is claimed by its promoters it will revolutionize the storage industry, particularly for eggs and other perishable products that can economically be reduced to powder by the hot-roller process. It is not expected to interfere with the growth of the dairy or poultry industries, as fresh milk and eggs as produced by nature will always be in urgent demand. It is more likely to promote the expansion of these industries, as the surplus can be utilized by the new process and stored in packages for future consumption.

The manufacture of skim milk into powder milk would create a new outlet for this by-product of creameries and add materially to the value of the dairy industry. It could be operated in localities remote from markets for milk, but well adapted to the operation of a dairy. The water is evaporated and only the butter fats and the solids of milk would comprise the component parts of milk powder. The powder-milk industry has already attained considerable proportions in several localities in Europe, where the new process originated. It is being largely utilized as food for infants and is regarded as superior to sterilized milk. Its strength is seven times the potency of whole milk, and it needs to be diluted with seven times its bulk of warm water to bring it to the standard of pure milk of average quality.

The new invention will be useful in manufacturing milk powder for army use and for long sea voyages and will come into competition with the condensed-milk industry. It will be useful where a compact, long-keeping food product is necessary, such as military operations, voyages of discovery, as well as reducing pure milk to a most sanitary condition for general consumption. While milk-powder factories could not pay more than condensing and creamery establishments, the dairy farmer will herald the new industry as creating a broader demand for his products.

R. Thompson, general merchant, sea-grave, Ont., has been a visitor to Toronto this week on his usual business exploration. Mr. Thompson, who took The Canadian Grocer in as a necessary call, reports excellent business in his district.

Successful Grocers

are finding it pays to handle
only The Best when it comes to Food Supplies.

Clark's Sliced Smoked Beef

has an established reputation, due to
its superior quality, and can be relied upon to win trade.



The Kind of Quality That You Can't Overlook
is the quality to be found in

Nicholson's Mince Meat

Manufactured from high-grade materials by skilled makers. You should carry the Best Mince Meat.

Don't forget to order a supply of

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

NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

SALT SALT

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

G. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

SAUSAGE

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

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity. Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth posters to enable you to advertise the business, etc., etc. We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight. To any one writing us and mentioning this paper, we will mail full particulars.—Address, CARROLL S. PAGE, Hyde Park, Vt.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

BUTTER CHEESE EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

advance: 0 11 1/2
0 00 1/2
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COOKED):
lb. 20 lbs. 15 lbs.
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Winnipeg.

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FLOUR AND CEREAL FOODS

The general situation is certainly more healthy, although nothing of great moment to report. The markets in both flour and wheat are described as unsteady. The recent upward movement has been followed with a slight weakening which is at all times a disquieting feature.

The week has seen a decided improvement in the export trade. Cable bids show a good advance for the week, and both millers and flour brokers have been able to put through a number of sales at satisfactory figures. One good feature is that the demand is not confined to any one part, but seems to be general.

There is very little Ontario wheat offering. It is believed that more trade could be done if it could be secured, as exporters are buyers at present values.

Manitoba wheat has been in fair demand for milling. The thermometer ranged several degrees below zero at Fort William, dissipating the hopes of an early opening of navigation. It brought an improved demand for spot wheat this side of the lakes. A decided scarcity would probably exist if it were not that some millers have larger stocks than necessary to carry them until after navigation opens, and are willing to let the surplus go at a premium, replacing it for May. There is a big demand for April seaboard, said to be caused by the unsatisfactory condition of the Argentine wheat, and sales have been put through for future shipment as late as June and July.

Stocks of flour in hands of Manitoba millers are very heavy. The market has been such that there has been nothing for it but to allow stocks to accumulate. If it had been practicable many millers would have shut down and so prevent the present accumulations, but it was necessary to keep going, hence the heavy stocks. As it was, many mills have been running half time.

WHEAT INSPECTION.

Wheat inspections at Winnipeg for seven months of past crop year have totalled 52,235,506 bushels, just 11,448,506 bushels more than total inspections for preceding year.

There are still 17,000,000 bushels in interior elevators and farmers' hands for export.

BREAKFAST FOOD ENTERPRISE.

Mrs. Rorer's Saratoga chips are now being placed on the market in real earnest. Robert E. Burton, who is the proprietor and manager of the Hamilton Saratoga Chip Co., was in Toronto this week interviewing the trade, and was a caller at the office of The Canadian Grocer.

MONTREAL MARKETS.

FLOUR—The situation shows a continual improvement and millers are beginning to wear their old-time smile. Prices have not advanced any, but the demand is ever increasing.

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

GRAIN—The market is quiet at present. There is very little demand except for oats, for which 38½c. to 40c. is obtainable, according to quality, but nothing higher than this figure is offered.

No. 4 barley.....	0 47½
No. 2 white oats.....	0 39½ 0 40
No. 3 white oats.....	0 38½ 0 39
No. 3 yellow corn.....	0 55
No. 2 peas, basis 78 per cent. points.....	0 75

ROLLED OATS—There is nothing new to report in the situation of rolled oats. There is a quiet feeling in the market. Business is not good owing to certain conditions among the millers. As one miller remarked, "The less said about rolled oats now the better."

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

FEED—The market is reported as being very strong this week. Bran and shorts are held higher, and are exceedingly hard to obtain. Prices do not show any changes.

Ontario bran.....	23 00	20 50
Ontario shorts.....	20 00	21 00
Manitoba shorts.....	19 00	20 00
bran.....	19 00	19 50
Mouillie, milled.....	21 00	24 00
straight grained.....	25 00	28 00
Feed Flour.....	1 15	1 25

HAY—The arrivals of hay from farmers are easing off considerably as country roads are about done, besides the fact that it is so difficult to place any hay while the market is in its present state. Quotations show no change since last week.

Reports from the other side say that there is a slightly better feeling in the market since the shipments from this side have eased off.

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

TORONTO MARKETS.

FLOUR—There has been very little movement in trade since our last report. The tendency of buyers is to hold off and nothing but immediate need will induce them to enter market. Prices have made a downward movement, and cannot be said to be strong at that; whilst dealers do not express their belief of a further decline, there is every indication that weakness will continue.

On track, Toronto.

Manitoba patents, No. 1, per bbl. in bags.....	4 30
No. 2, " " " ".....	4 00
Strong bakers " " " ".....	3 75
Ontario patents, No. 1, " " " ".....	3 65
No. 2, " " " ".....	3 40
Straight roller " " " ".....	3 30

GRAIN—There is no definite development in the local situation. There has been a measure of activity on account of current demand, but there is really no life or animation on market. Whilst Manitoba wheat has been fairly active for export, Ontario wheat has been slow and uncertain. Prices are weakening but no quotable change.

(F.o.b. elevator; 5c. more N. Bay.)

Manitoba wheat, hard, No. 1, nominal.....	0 86
Northern No. 1.....	0 84
No. 2.....	0 81 0 82
No. 3, nominal.....	0 81
" per bushel, 78 per cent. points.....	0 77
Red, " " " ".....	0 77
White, " " " ".....	0 76
Mixed, " " " ".....	0 73
Spring, " " " ".....	0 73
Goose, " " " ".....	0 73
Barley, No. 1, " " " ".....	0 48 0 49
No. 2, " " " ".....	0 46 0 47
No. 3, " " " ".....	0 46
Oats, white, " " " ".....	0 34
" mixed, " " " ".....	0 33
Peas, " " " ".....	0 77
Buckwheat " " " ".....	0 48 0 48½
Rye, per bushel, " " " ".....	0 69 0 70

BREAKFAST CEREALS—There is positively no feature of change or interest in the cereal situation. Prices are practically only nominal, cutting being the order of the day.

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

ST. JOHN, N.B.

FLOUR, FEED AND MEAL—Ontario flours are lower. Manitobas unchanged.

There is a good demand for feed.

Oatmeal unchanged, just a fair business.

Cornmeal is quite low.

Beans are still easy, with Yellow Eyes particularly cheap.

Seeds have attention. While prices are quite high, red clover somewhat easier.

ANCIENT COLONY NOTES.

St. John's, Newfoundland.

We have had a very mild Winter here. Trains have been making Summer time.

Mr. and Mrs. S. Bell, of the Crosbie Hotel, left for a trip to Prince Edward Island. Mrs. Bell will stay some time visiting relatives.

Some of our leading outport merchants are members of the Assembly, and are taking quite an active part in the discussions. Messrs. Moulton, Cashin, Earle, Maddock and Capt. Chas. Dawe are all good representatives, and know the wants of the districts, and what is good for the colony.

There is a big shortage in pickled herring in this country and prices, in consequence, are away up.

A cold storage plant will shortly be erected in this country.

By the time this reaches your readers the sealing fleet will have returned. On the result of this trip largely depends the Spring trade.

The price of old molasses is away off. New to arrive is quoted at 24c. It is all Barbadoes that is used here.

Be Happy

Don't Wo

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BUY

Be Happy	Live Well and Don't Worry	Turn Over a New Leaf and	Old and Young Every- body! Your Grocer Sells Them ÷ READY TO EAT <small>10c and 20c</small>
Stop Cooking			
EAT	Mrs. Rorer's Saratoga Chips		

APPETIZING
CRISP
TASTY

Mrs. Rorer's Saratoga Chips

Just the thing to please your particular customers who are in need of a spring appetiser.

Retail at 10c. and 20c. the package and give you a good profit.

Ask your jobber for a sample order or write us direct.

We guarantee and stand behind every package

THE SARATOGA CHIP CO.
Hamilton, Ont.

There is a flavor about Canada Flakes that seems to just

Touch the Spot of Satisfaction

The big crispy flakes demand the necessary mastication.

The delicious sensation produces abundant saliva and the food is eagerly received by the stomach, because it is in perfect condition for digestion.

CANADA FLAKES

means a satisfied stomach, a gratified palate and friends among your customers.

Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Sales Agents
152 Bay Street. TORONTO

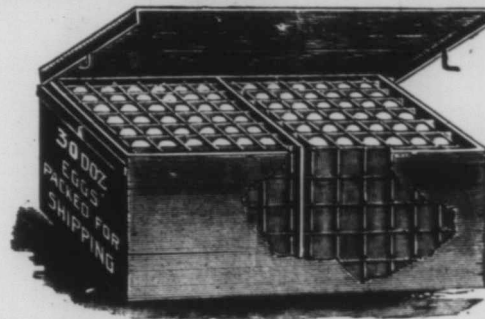
WESTERN CANADA FLOUR MILLS CO., Limited

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

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

IT PAYS YOU TO PAY FOR QUALITY
BUY FIVE STARS FLOUR

EGG CASE FILLERS



Fillers for
25, 30, 36 and 49 Doz. Egg Cases

Manufactured from
White Pulp Boards and Strawboards

by
The Miller Bros. Co., L't'd

Manufacturers of
Woodpulp, Woodpulp Boards, Strawboards, etc.
30-38 DOWD STREET
MONTREAL

Board Mill and
Filler Factory at
GLEN MILLER, ONT.

Phone Main 1255.

The death is announced of Capt. St. John, father of J. J. St. John, one of our leading merchants.

W. E. Bearnis is having plans prepared for the altering of his store on Haymarket Square. This is one of the most desirable locations in the city.

P. Templeman, the merchant prince of Bonavista, will shortly open a large establishment at Trinity. Mr. Templeman is one of the most progressive merchants we have.

Thos. Smyth, president of the Thos. Smyth Co., has returned from his trip to the United States and Canada. Mr. Smyth has taken up several important specialties as the result of his trip.

A. Leslie, of Toronto, who makes semi-annual visits to this colony, has been here, and reports business good.

"Diamond Dyes still hold the trade." So says Mr. Masters, the genial representative of that well-known dye company.

Capt. Thompson, of Poole & Thompson, Montague, P.E.I., has returned home. The firm does a large business in that district, as well as in this colony.

Reid-Newfoundland Co. are making big preparations for the Summer traffic. All their steamers are being thoroughly overhauled. There is a report that they will run a daily steamer between North Sydney and Port au Basque, to meet the demands of the increasing freight and passenger service.

Rossiter & Co. is the firm name of a new wholesale grocery house just started. Both partners are energetic young men.

Hugh Ross, traveler for Thos. Smyth Co., has been laid up for a few days.

The sudden death of Mr. Hattie, of Hattie & Mvlius, of Halifax, came as a great shock to the many friends he made while visiting the Ancient Colony.

One of the leading firms handling large quantities of produce is in difficulties.

R. J. Coleman, one of our most progressive manufacturers' agents, has just returned from an extended visit to the United States.

J. Sellars, the local representative of Union Blend tea, has been visiting the outports.

There is a report around the city that there is likely to be a lawsuit between one of the St. John, N.B., firms and a late employe of theirs. Interesting developments are promised.

Thos. Smyth Co. have had fitted up a special showroom and office for their tea department, which has grown to such proportions that in future Mr. T. Cartwright will devote his whole time to the tea end of the business. Three extra travelers will be put on to thoroughly work the Island. This enterprising firm makes a specialty of Nectar tea. Your correspondent called on Mr. Cartwright the other day and found him consulting catalogues of blending and other machinery. In answer to our inquiries he said: "Yes, we will go into the package business and put up our own." He also stated that they were negotiating with a tea taster and blender whose reputation was second to none. "The best is none too good for us," said he.

NEW MONTREAL WAREHOUSE.

By the time navigation has opened this year Montreal will have a business enterprise which will be able to take care of all goods which merchants and others in the trade find necessary to put into storage.

The Terminal Warehouse & Cartage Co., Limited, is the name of the new company, the capital of which is \$1,250,000. It is the intention of the company to take over the Lilley & Cameron Cartage Co., Limited, of Montreal. They have already secured options on 90,000 square feet of land, on which they intend to erect warehouses capable of taking care of every description of merchandise, and ground is being broken this week. The main storage warehouse will be about 296 feet long by 100 feet wide, constructed upon the most modern and up-to-date plan for the purposes required. It will be six-storeys high and fire-proof. There will be plenty of yard room, where may be stored pig iron, oils, chemicals, and such merchandise. The rates the company propose to charge will be very reasonable.

BUSINESS NOTES.

Geo. E. Taylor has been added to the Toronto selling staff of Red Rose Tea.

M. Butwell, 876 Manning avenue, Toronto, has sold his grocery to David McCrorie.

E. M. Elliott, Goderich, has sold his grocery and crockery business to J. J. McEwan, grocer, of the same town.

A. S. Hallman, grocer, Berlin, has taken a new store and refitted it handsomely. He moved into it this week.

Jos. Ryder, Parry Sound, has opened a nice grocery and confectionery business in the stand lately vacated by Mr. Jones.

T. Dean, Goderich, has purchased the Morenz bankrupt stock in Mitchell, and will continue the business there during the Summer.

C. W. Switzer, of Meadowvale, who has been conducting business in Alton for a year, is moving his home to the latter place this week.

Gray, Bernie & Co., Listowel, have refitted their store for the Spring and Summer trade, and have made arrangements for a big stock of choice goods.

Chas. Hutchins, butcher, Port Hope, has purchased the grocery business of D. J. McLennan, in the McLennan Block, and has removed the butcher business there. He will continue with both lines.

Jas. Arnold, Durham, one of the oldest merchants there, is advertising that he is retiring from business. He has not yet decided where he will reside, and may make up his mind to continue in Durham.

A. Young, Seaforth, one of the most respected merchants of that town, died suddenly last Thursday, of heart failure. He had been at the store as usual the day before. Mr. Young was very highly thought of and had a large circle of friends.

Walsh Bros., Stratford, are refitting their grocery department, will put in a fine stock, and are expecting to do a fine trade this Summer. Ed. Walsh is superintending the work, and it's a certainty that the result will be something worth while.

Arnott & Hunt, Bracebridge, have dissolved partnership, and Mr. Hunt will continue the business. Mr. Arnott has accepted a position as traveler with the Turner Mfg. Co., Toronto, producers of syrups, unfermented wine, etc. Mr. Arnott's territory will be in the north country.

Burglars effected an entrance into Lang's provision store, corner Main and Guilbault streets, Montreal, on the night of March 23. They chiselled out the door glass to make an entrance. The exact amount lost through the theft is hard to determine because of the amount of new goods the store had been receiving.

"Name me an up-to-date grocer in your territory," said The Grocer man to a traveler Saturday. "Well, we were just talking of Goderich," replied the hard-working wholesale individual, "Now O. C. Whitely, of that town, to go no further, has one of the nicest groceries in the west. He is doing a very nice trade and is always on the move to increase it."

SEED CORN

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

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

The McLEOD MILLING CO., Limited
Stratford, Ontario.

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

NAP. G. KIROUAC & CO., QUEBEC

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

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

ROLLED OATS

We guarantee every sack. We ship quickly. We quote prices delivered at your station.

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

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

“Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with.”

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

Weather now getting much warmer, which allows Fruit orders to be shipped by freight. Send in your orders for

Navel Oranges
Blood " "
Valencia " "
Florida Grape Fruit
Pine Apples
Florida Celery

Sweet Potatoes, Tomatoes, Onions, Spinach, Lettuce, Cucumbers; in fact anything in our line. Will give your orders very best attention.



25-27 Church St., TORONTO

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters
57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

It is hard to discover any feature on the domestic market of interest at the present moment; not that any complaint is heard—far from that, there are many indications that trade is considered satisfactory generally.

At all points oranges are selling freely, and quality satisfactory. Arrivals now coming to hand at Ontario points are charged icing rates, whilst at Quebec points these charges were added a week earlier. Recent reports from New York are rather indicative of still higher prices and say:

"A good percentage of the offerings came in under refrigeration. Ventilated stock, however, in the majority of cases arrived in excellent condition. Navels have now reached that stage of maturity where they are pretty well perfect in eating qualities. It is reported that there are very few cars held on track and receipts for next week are expected to be considerably lighter. This being the case there is every indication of a still higher market, the advance made at the closing sale of this week, over the closing sale of last week, might be fairly put at from 15 to 40c. per box on medium to small sizes."

Prospects are reported as very good for the approaching season in the Niagara district, and although there have been many rumors of damage to the trees, it is impossible to get any confirmation of this from the districts themselves, in fact reports denote that the contrary is the case.

FRUIT IN GROCERY STORES.

Fruit of different kinds is rapidly becoming a part of every progressive retail grocer's stock in trade. They are beginning to realize that when properly handled, fruit is a profitable side line. Aside from looking at it in this light, there is to be considered the fact that customers are beginning to look to their grocer for the common fruits, such as bananas, oranges and apples, which are obtainable at all seasons of the year, and strawberries, peaches, pears, and other such in their season.

Do Not Hesitate.

Owing to the perishable nature of the goods many merchants are not anxious to handle them, fearing to lose on the transaction rather than to gain. Possibly they have not the energy necessary to take up a new line; others have so long got along without it that they believe they would benefit in no way by taking up this line. But he must overcome his natural trepidation if he wishes to prosper in anything. It is not necessary that he should buy more than a couple of bunches of bananas and a crate of oranges, and perhaps a barrel of apples, to start with. Giving these

only proper care, and pushing ahead, he will easily dispose of them advantageously. This will form a beginning after which he finds it the easiest thing in the world to conduct a side line in fruits, and as his business grows so will his fruit trade.

Make Good Display.

From the beginning a very important factor in making a success of the venture is to give such fruits as possible good window and store display. String up a couple of bunches of bananas in the window or before the window, but see that they are the very best fruit obtainable. Splendid window displays may be made in oranges, and it is left to the dealer's imagination to dress a window attractively in these and other fruits once in a while.

Advertising space must also be given this line to a certain extent just as well as it is to other goods.

THE MAN WHO BROKE THE BANK.

The hero of that once popular song, "The Man Who Broke the Bank at Monte Carlo"—"Monte Carlo"—Wells is his name in real life—was sentenced the other day at the Old Bailey in London to three years' penal servitude for his connection with a fraudulent concern called the South and Southwest Coast Steam Trawling and Fishing Syndicate. His companion, the Rev. Vyvan Henry Moyle, who was sentenced at the same time, was a clergyman of the Church of England, and during the trial the startling fact was brought out that, though in 1873 he had been sentenced to seven years' imprisonment for forgery, he had, after his release, been appointed to a vicarage, the bishop believing that he had reformed.

EVAPORATED APPLE CASE FINISHED.

The case of Chouillou vs. Dougall has come to a close at last. An appeal to the Supreme Court of Canada was refused because the case was not deemed of sufficient importance. Full particulars of the case were related in The Canadian Grocer some little time ago. Chouillou bought some dried apples from Dougall, and afterward brought action for damages against him, claiming that the apples were not of the quality they should have been according to contract. He won his case in the Superior Court, receiving \$1,200 damages. This judgment was confirmed in the Court of Appeal of the King's Bench when an appeal had been made by Dougall. Dougall's lawyer then made a motion to have the case brought before the Supreme Court. Chouillou's counsel opposed the motion and was successful in having the appeal dismissed, as has been stated.

The case, involving as it did different questions concerning contracts, deliveries, and other important trade questions attracted considerable attention.

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- Messina blood orange, Florida, ca
- Oranges, Florida, ca
- Tangerines
- Navels
- Dates, per lb
- Bananas
- Cocoanuts, per bag
- Pineapples
- Jamaica grape fruit
- Apples
- Lemons, per box
- Jamaica oranges, pe
- Grapes, Almeria, ex
- " Fancy
- " Choice
- Cranberries, N. S.,
- Cape C
- Spanish onions, east
- Grapes fruit, Florida

VEGETABLES

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- Potatoes, per bag
- Parsley, per doz. bu
- Sage, per doz
- Savory, per doz
- Green peppers, per l
- Home-grown cabbag
- Cabbage, Florida, b
- Tomatoes, Florida ..
- Egg plant, per doz ..
- Red onions, bri
- Turnips, bag
- Water cress, per do
- Grand Rapids lettu
- Boston lettuce, per
- Sweet potatoes, per
- Celery, per crate ..
- Green top celery, p
- Spinach, per bbl ..
- Cucumbers, per doz
- New potatoes, per l
- Mushrooms, per lb.
- Carrots, per bag ..
- New carrots, per do
- Horse radish, per lb
- Radishes, per doz ..
- New beets per doz
- Green Spring beans

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- " Valencia,
- Lemons, Messina, f
- Grapes Almeria, p
- Apples, Spies XX
- " XX
- " Baldwins,
- " other Wint
- " farmers', pe
- Bananas, per bunch
- Red bananas, per b
- Strawberries, Flori

E. D. S.—“Sign of Purity”



Glucose can be bought at about half the price of sugar, and hayseeds, pulp, etc., can be mixed up with Jam and made to look something like that article.

E. D. Smith is a fruit-grower and maker of preserves who takes a stand for honest value—absolutely pure “made-in-Canada” goods.

E. D. Smith welcomed the Government analysis and his Jams, Jellies and Sealed Fruits in Glass were given an excellent reputation by the keenest of critics.

Doesn't this tell you that the E. D. S. Brand is the one you should sell?

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

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

FRESH ARRIVALS

JUST TO HAND ANOTHER CAR of the **CELEBRATED EXTRA FANCY “GOLDEN ORANGE” BRAND NAVELS**, and very desirable sizes. **CAR FANCY SWEET SONORA ORANGES**, bought on most favorable terms, which enables us to give our customers exceptional value. Also car **FANCY BANANAS**. Send us your orders which shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.



This design a guarantee of quality.

GREY BREAD WRAPPER

A SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER Co.
TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued.

WESTERN CARTAGE CO.,

Cartage and Warehousing

Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

To Manufacturers and Merchants—Grocery and Allied Trades—Agencies required for one or two first-class firms.

ALFRED TAYLOR, Commission Agent SASKATOON, SASK

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

P. W. CARRIER

COMMISSION

GROCERIES, FLOUR, GRAIN

Domestic and Foreign Agencies Solicited.

Hochelaga Bank Building,
QUEBEC.

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.

Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

Strawberries, pints, Klondyke.....	0 17
Pineapples, Cubans 16's, per case.....	5 00 5 50
Grape fruit, Florida, 48's to 80's, per box.....	6 00 7 00

VEGETABLES—This is the season of the year when the vegetable market rules “steady and unchanged.” The imported stuff continues to come in slowly owing to limited demand. New carrots are in at \$1 dozen bunches. Mint also is offered. New spinach is offered at \$1.40 to \$1.50 a crate. Florida tomatoes are a little lower. Some asparagus comes in small bunches and sells at \$2.75 to \$3 a dozen bunches. Florida celery is appearing. The crates are about two-thirds the size of those from California and are quoted at \$4.50. The Jews are now buying horseradish to serve as the bitter herb for the Feast of the Pass-over. The supply this year is ample, but when it is not the Jew will pay very high prices for the root.

Potatoes, kiln dried sweet, bushel hamper.....	1 75 2 00
“ New Brunawiek, per bag.....	0 90
“ Ontario, per bag.....	0 75 0 78
New potatoes, Bermuda, per bush.....	2 75 3 00
Onions, per bag.....	0 85 1 20
“ Spanish, per small crate.....	0 85 1 15
“ large cases.....	2 85 3 00
“ green, per doz. bunches.....	0 10 0 15
Cabbage, per bbl.....	1 75 2 25
“ new Florida, per crate.....	3 50 4 00
Cauliflowers, California, per crate.....	2 00 4 00
Beets, per bushel.....	0 50
Carrots, per bag.....	0 60
“ new, per doz. bunches.....	1 00
Lettuce, per doz. bunches.....	0 30 0 40
“ imported, per doz.....	0 35 0 50
“ Boston head, per doz.....	1 01 1 25
Radish, per doz.....	0 40 0 50
Cucumbers, hothouse, per doz.....	1 75 2 25
Mushrooms, 1 lb. boxes, per lb.....	0 80
Celery, Californian, per case.....	6 50
“ pony case.....	3 25
Asparagus, California, per bunch.....	0 60 0 75
Beans, white, prime, bush.....	1 75
“ hand-picked, bush.....	1 50
“ Lima, per lb.....	0 07
Tomatoes, Florida, 6 basket crates.....	6 00 6 50
Rhubarb, 1 doz. bndls.....	0 90 1 15
Broccoli sprout, pck.....	0 40
Spinach, bush.....	1 00
Leeks, per doz.....	0 25
Artichokes, per peck.....	0 25
Parasnips, per bag.....	0 60
Watercress, per doz. bunches.....	0 20
Egg plant, per doz.....	1 55
Peppers, green, per basket.....	1 25
Oyster plant, per doz.....	0 40
Parsley, per doz.....	0 20 0 30
Turnips, per bag.....	0 25
Mint, per doz.....	0 25

ST. JOHN, N.B.

GREEN FRUIT—Apples are somewhat out of season; stocks very light; high prices obtained for best stock.

Oranges, particularly Californias, are higher. Valencias at this season are very fine.

Lemons just fair business, prices unchanged.

The bananas to hand are largely a cheap grade.

Shipments of lemons from Sicily to the United States are increasing, but the total for the season to date is much less than for the corresponding period last year. According to figures compiled by the New York Fruit Exchange the total shipments from Sicily to New York from November 1, 1905, to March 23 aggregate 360,100 boxes, against 522,625 boxes for the same time last season.

DRIED APPLES

BRIGHT, DRY STOCK
WANTED

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Canadian Grocer

..... 0 17
 6 00 5 50
 box..... 6 00 7 00

is the season of vegetable market changed." The imports come in slowly. New carrots are. Mint also is offered at \$1.40. Florida tomatoes are asparagus comes sells at \$2.75 to Florida celery is are about two from California. The Jews are to serve as the host of the Passover year is ample, the Jew will pay the root.

hamper 1 75 2 00
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APPLES

LY STOCK
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SON & CO.
 SOLL
 - - 1886

QUE
CHINERY CO.
 LL., U.S.A.



INGERSOLL, CANADA-FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
 EVAPORATED CREAM**

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

To Our Trade Friends

We beg to advise that we have purchased the plant of The Beaver Harbour Trading Co., Ltd., at Beaver Harbour, by which purchase we will control one of the largest factories on the Bay of Fundy. This in addition to our three factories at Black's Harbour, which are equipped with up-to-date machinery, will place us in a better position than ever to supply you with the choice pack of Brunswick Sea Foods.

Price Lists and information furnished promptly on application to

Yours respectfully,
 CONNORS BROS., Ltd.

Season 1906
HORSE SHOE SALMON

Now in Store



ALSO

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

PACKED BY

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

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

HELLO, THERE!

Did you say you were tired of the old one-color book? Other Grocers got tired of it and are now using our new

**SPECIAL DUPLICATING
 Counter Check Book**

made in several sizes and giving one color for original and another for duplicate. It's a splendid system and especially adapted for grocers.

If you had one of the books you would understand the advantages.

WRITE US

The Carter-Crume Company, Limited
 TORONTO and MONTREAL



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

That is

**Capstan Brand
 Worcestershire Sauce**

It Gives you 50% Profit

Ask your wholesale grocer
 for it or write us for prices

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

Native to the Tongue

Tobler's Chocolate is native to the tongue. It has a delicious taste besides, is exceedingly nutritious and easy to digest. Invalids find

TOBLER'S CHOCOLATE

strengthening, athletes find it beneficial, infants and children ask for it; and those who eat "Tobler's" in a general way think it is delicious. You can get along without selling Tobler's Chocolates, but you cannot get "Tobler" business, which happens to be the big business. Tobler's sell at 5c., 10c. and 20c. a package. Per case you can make about 33 and 78 per cent. respectively.

Maclure & Langley
AGENTS Limited
152-154 Pearl Street, TORONTO

STEWART'S

DELICIOUS
Chocolates and Bon-Bons
PURE and WHOLESOME

SPECIALTIES:

FINE CHOCOLATES BON-BONS
MARSHMALLOWS
TURKISH DELIGHT
ALAKUMA
PAN WORK
HARD BOILED GOODS
MINT LOZENGES
COUGH DROPS
ACID FLORAL and FRUIT TABLETS

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Pleasant reflections
come to every grocer handling

MOTT'S

"Diamond"
and "Elite" brands of
CHOCOLATE

—good profits
—good sales

Sold everywhere in Canada

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

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

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

MILK CHOCOLATE

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

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

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BISCUITS AND CONFECTIONERY

GET READY IN ADVANCE.

Easter is fast closing in with its numerous attractions; and judging from reports which come to hand from the many travelers, grocers generally are paying more attention to Easter displays. There certainly should be every inducement to take hold on these confectionery lines, the public want them and they are necessarily part of the grocer's trade, much more so than the druggist's, who generally makes a good thing out of his candies and confections.

The breaking up of the late heavy spell of cold is a gentle reminder that Summer is coming, and it is time to look ahead and prepare for another season's trade. What new attraction can be devised or copied as a trade bringer. The grocer should be the leader in his locality; no one has a better right.

A "maple" display is the very thing for the present season. After having run "Easter" goods for all they are worth, have all in readiness to bring out a surprise for your locality in the shape of a timely "maple" show. Lay out a corner of the window in the time honored sugar camp. Let there be the log hut with its camp fire—the latter can be made of scarlet paper with an electric light behind—the tripod with kettle, and the whole scene as realistic as possible.

A display of this kind can be done with very little expense. Everything should be as crude as possible, and there should be clearly in evidence a full display of seasonable confectionery so that lookers-on will see some inviting line at attractive prices.

HARVESTING THE PEANUT.

Suffolk, Va., is the largest market in the world for home-grown nuts. When it is remembered that Americans consume annually more than 6,000,000 bushels of peanuts grown in this and other southern states, at a cost of more than \$14,000,000, it is not to be wondered that a short crop has caused the producers to demand a high price.

Crop Depends on Climate.

In suitable soil the peanut will grow in any latitude where Indian corn will thrive, but a good crop depends entirely on the climate—conditions which are found on the Atlantic seaboard from New Jersey southward, in the Mississippi valley as far north as Wisconsin, and on the Pacific coast south of the Columbia River. In the Virginia peanut section—and it is a very extensive one—it has been found that where the land is properly prepared there is little to be done in the way of cultivation after the seeds are placed in the ground.

It is always a nip and tuck race with Jack Frost to get the crop harvested before he shows his work, for a biting

frost injures the nut and lessens the value of the vine for forage purposes.

Care in Harvesting.

Ploughs are made for harvesting the crop. The plough is long and keen and goes deep in the soil, thus preventing the bruising of the nuts. As the ploughman loosens the vines from their beds laborers with pitchforks follow him and remove the vines from the earth, shake off the loose soil and pile the vines with their roots laden with nuts in great piles. These workers are followed by others, who take the nut-laden vines and shock them around seven-foot poles.

When the shock is finished it is capped to keep out the rain, and the shock is left undisturbed until ready for the pickers, who are generally women and children and are paid so much per bushel.

Picking the Nuts.

The picking of the nuts is slow and tedious work and one of the largest items of expense to the grower. Some planters have invested in threshing machines, but nuts picked this way are not as marketable as the hand picked, the machine cracking and breaking the hulls.

In former years most planters had the nuts cleaned before sending to market, but since the establishing of peanut factories the nuts are brought in just as they are picked from the vines. The factories, which are, in fact, recleaners and graders, buy the output of the planters as farmers' stock, and after a treatment of cleaning, polishing and sorting by both hand and machinery the nut is ready for the consumer.

The Factory Workers.

The factories are four-storey buildings, but the machinery is neither costly nor complicated, consisting of fans, brushes, polishers, sifters and separators. As the great loads of nuts are brought to the factory they are sacked and carried to the top floor by elevators, where the nuts are dumped into large cylinders on the next floor, where they are cleaned by attrition, fans taking out the dust as they pass around the cylinders. From this floor the nuts pass to the second floor, where they go through fans which blow out and separate the lightweights, and the others pass on to tables on endless movable belts. At these tables the hundreds of negro women and children pick out the discolored and faulty nuts and allow the better ones to pass into a grader that grades the nuts as to size.

Through all this machinery the nuts have been polished until they come out looking as clean and polished as a pearl. In this condition they are placed in chutes running to the lower floor, where they are sacked in burlap bags which have been stenciled with the names of the several brands, and are ready to be shipped to the cities throughout the country.

Every year the crop is becoming more valuable, and, while almost all Americans are peanut eaters, great inroads are being made on the crop by utilization for other purposes. Millions of bushels are now being used in the Old World for the production of oil.

Consider it Calmly

In the Mooney factory biscuit making is a science. Rich Cream, Pure Butter, High-Grade Flour, is converted into



And being perfectly baked, these biscuits are perfectly packed. At the oven's mouth they are packed into air-tight, moisture-proof tins and sent out to please.

Now, the question is, Do you support the Scientific Way? Have you a biscuit ideal? Are you playing for continuous sales?

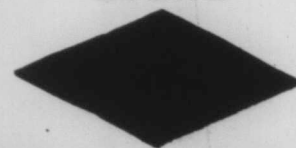
Let your answer be, I must try

Perfection Cream Sodas

3 lb. Cards or Tins.

THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.

DIAMOND Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

In the making of
WAFERS

We take particular care to ensure lightness, crispness, and delicacy of flavour. We pride ourselves on the fact that our customers express unqualified satisfaction with our wafers, some of which are

Wiudsor Wafers	Delicious, cool, cream
Cinderella Wafers	Sandwiches of assort-
Palace Wafers	ed flavors, amongst
Alpine Wafers	which are Lemon,
	Raspberry, Rose,
	Vanilla and Choco-
	late.

W. & R. JACOB & CO.,
Limited

Canadian Agents:
Kenneth H. Munro
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

**DUBLIN,
IRELAND**

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL



If you don't order
**Shirriff's Flavoring
Essences**

your customers will buy some-
where else.

Are you out to lose orders?

MANUFACTURED BY
IMPERIAL EXTRACT CO.,
Toronto

There are other Cocoas

offered for the acceptance of the trade
simply because they are

**Dutch
Van Houten's Cocoa**

gained for Dutch Cocoa the reputation that
causes others to seek shelter under the name.

Van Houten's Cocoa

continues to appeal to the trade and the public
only on its Superlative Quality and
Superiority.

"Best and Goes Farthest".

Made simply by adding boiling water.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL



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

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.



Imperial
Provost & All
Ottawa, Ont.
T. K.
Hallerton, Que.

TRADE

Every Car
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TORONTO
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ph in pure
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ada, Limited
MONTREAL, CAN.

THE CANADIAN GROCER



Long Experience
teaches us how to make
MAPLE SYRUP
MAPLE SUGAR
that will suit the people.
"Stoney Creek" and
"Royal Brands" of Maple
Syrup are the brands that
suit.
Order these brands and
our **Maple Sugar**.

FOR SALE BY

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard
Ottawa, Ont.

Forbes Bros.
Montreal, Que.

T. KENNEY & SON

Hallerton, Que.

Manufacturers

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.

Persons addressing advertisers will
kindly mention having seen their adver-
tisement in The Canadian Grocer.



IT'S A MONEY MAKER
every time, but you will
never know it if you never
try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Maple 
Syrup
JUST
MAPLE
SYRUP
THAT'S ALL

Pure Tested Maple Syrup only is sold un-
der **Small's brand**. When customer asks for
tin of **Maple Syrup** it's nice to be able to
produce same, and particularly a world-re-
nowned brand.

Small's Brand monogram mounted on
maple leaf, was registered in 1881, the
oldest registered maple syrup trade mark
syrup in the British Empire. 2nd—Small's
Brand has been awarded with but one ex-
ception all Gold and Silver Medals ever
offered in Canada, and many from abroad.

You certainly have a first-class
line.—WOOD & STEVENS, New York.

Is superior to anything I have
seen on the market.—H. MOCK-
FORD, London, Eng.

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**
MONTREAL

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S

Cream Soda Biscuits

McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EPPS'S GRATEFUL
COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
NUTRITIOUS

COCOA

...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.

—OFFICES IN CANADA—

HALIFAX, N.S.
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ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Cana Toda, onto.



'Tis
Sixty Years
Ago

**COX'S
GELATINE**

celebrated in
1905 the 60th
anniversary of

its introduction to the Canadian public.

FIRST in 1845 in strength and purity,
and first still after all these years.

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



UPTON'S
Orange
Marmalade

on toast makes a dainty
and healthful breakfast.
Recommend it to your
customers. If you sell
UPTON'S they are
bound to be pleased.

IN
THE
CIGAR
CASE



PAYNE
V.
THE
OTHERS

JUDGMENT

"I consider the charges against the **Pebble** and **Pharaoh** Cigars, of their being the best, well proven.
 "I conclude from the testimony of smokers that **Pebble** and **Pharaoh** Cigars have no right to be so low in price.
 "From rival's evidence there can be no doubt but that **Pebble** and **Pharaoh** Cigars are displacing 'others.'
 "I advise you grocers who are anxious to fail not to order **Pebble** and **Pharaoh** Cigars.
 "I sentence **Pebble** and **Pharaoh** Cigars to be liked by smokers, and sold by grocers, for life."

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

"I Looked and I saw Wondrous Things"

Look

Look at **T. & B.** as a Tobacco that is wanted by those who make good sales possible—continuous smokers.

Look at **T. & B.** as a multiplier of grocery opportunities.

Look at **T. & B.** as a tobacco "unmoved" by new arrivals.

Look at the tremendous orders for **T. & B.** as indisputable evidence of excellence.

Look

Look at yourself, and, if you sell **T. & B.**, say, "I am progressive."

Look at yourself, and, if you do not sell **T. & B.**, say—

Look

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, ONT.

THE VAL

A report referring to and South only as sho has been m as an exam monetary v dian tobacc said to ha stage; yet growing in growth.

Given the cultivation, of past and no reason not to be C ually increa

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TOBACCOS, CIGARS AND ACCESSORIES

THE VALUE OF A TOBACCO CROP.

A report which has come to hand referring to the tobacco crops of Central and South America is interesting, not only as showing the development which has been made in that country, but also as an example to Canada of the great monetary value of a tobacco crop. Canadian tobacco cultivation can scarcely be said to have passed the experimental stage; yet Canadian leaf is gradually growing in favor as a blend with foreign growth.

Given the necessary amount of care in cultivation, coupled with the experience of past and future experiments, there is no reason why tobacco culture should not be to Canada a valuable and continually increasing agricultural asset.

The tobacco crop of Cuba for the past year is given as \$30,000,000 in value; about \$13,500,000 was exported as "leaf," about \$10,000 value was exported as "stems," about \$12,500,000 as "cigars," and \$4,500 as "cigarettes." The export of cut tobacco amounted to over \$81,000 and tobacco seed to the value of upwards of \$3,000.

The tobacco crop of Mexico was estimated as \$20,000,000. The exported tobacco is chiefly the production of one state, named Vera Cruz, all of which goes to the European market. Very little Mexican tobacco goes to the United States on account of the prohibitive tariff. Almost all the exports are made up of cigars and cigarettes, which accounts for the fact that a quantity of leaf tobacco is imported from Virginia for the purpose of blending with the native leaf.

IS NICOTINE POISONING?

A Montreal daily recently published the following article on the much discussed nicotine question. The article should prove interesting reading for those interested in tobacco.

"Much tomfoolery has been written about nicotine. As a matter of fact, there is probably no subject upon which the general public has received so much misinformation. Nearly every one speaks of the dark brown substance which has about the consistency and color of molasses and accumulates in the stems of pipes as nicotine. According to well-informed authorities, it is not nicotine, and it has no nicotine in it. It is nothing but tar—tobacco tar, distilled from the smoke, just as coal tar is distilled from coal and pine tar from pine wood. One might swallow all the tobacco tar that a rank clay pipe contains without serious harm. If he swallowed the same quantity of nicotine he would probably be dead inside of five minutes. It is the tar that stains the pipe, and it is the same tar that stains the cigarette smoker's fingers. It is also found

inside the nostrils of one who inhales smoke, and it puts an indelible stain on his moustache.

"It is true that tobacco contains more nicotine than any other known plant, but nicotine is not a plentiful article in nature. The rankest Kentucky tobacco contains less than 8 per cent. of nicotine, and the finer grades of tobacco, such as Havana, have less than 2 per cent. One often hears cigarettes condemned because the smoker gets so much more nicotine through inhaling the smoke. The fact is that a cigarette smoker gets almost no nicotine, because the tobacco of which cigarettes are made contains next to no nicotine. Turkish and Egyptian tobaccos carry only a trace of nicotine, and some of them none at all. No matter how much of this deadly element a tobacco contains, the smoker does not get it. Nicotine is not extracted by burning the tobacco. Burning destroys it entirely. One often hears of nicotine poisoning, but it is very doubtful if there is any such thing. When one is poisoned with nicotine he dies, and he doesn't get poisoned by smoking. There are plenty of good reasons why smoking should not be carried to excess, but nicotine poisoning is not one of them."

MAY BE THERE.

The obliging clerk had taken down piece after piece of goods, until he could hardly see over the pile on the counter.

"I don't care to purchase to-day," remarked the shopper, as she turned away; "I was only looking for a friend."

"There is one more piece on the shelf, madam," said the clerk; "your friend may be behind that."

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all leading Wholesale Houses.

MCDUGALL

Insist upon having them.
D. MCDUGALL & SON, Glasgow, Scotland.

CLAY PIPES

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THE CANADIAN GROCER

BUSINESS CHANGES.

Omer Lessard, grain, Quebec, Que., registered.

Waldie & Kennedy, grocers, Winnipeg, Man., dissolved.

Joseph Morand, grocer, Valleyfield, Que., assets sold.

Wm. K. Millivan, grocer, Sarnia, Ont., selling out to R. Slack.

J. Tavilman, grocer, Winnipeg, Man., succeeded by S. Halperin.

J. W. Rynard, miller, Petrolea, Ont., business advertised for sale.

R. English, grocer, Toronto, Ont., business advertised for sale.

S. M. Short, grocer, Toronto, Ont., business advertised for sale.

Edmond Fournier, general merchant, St. Aubert, Que., assets sold.

W. H. Dunkin, grocer, Cornwall, Ont., has assigned to C. C. Colquhoun.

Ed. Poirier, grocer, West Shefford, Que., has sold to James McMahon.

James Cain, general merchant, Huntsville, Ont., retiring from business.

Frank Harding, grocer, London, Ont., has sold to Langford & McKenzie.

J. F. Simpson, grocer, Winnipeg, Man., has assigned to C. H. Newton.

Z. Carotte & Co., general merchants, Lothiniere, Que., dissolution registered.

P. S. Burmen, general merchant, Weirstead, Que., meeting of creditors called.

H. Merson, grocer, Ottawa, assets were to have been sold on the 26th inst.

W. S. Lumb, general merchant, L'Amable, Ont., has sold out to Thos. Turriff.

J. J. O'Brien, baker and grocer, Stratford, Ont., has gone out of business.

Brawn & Warren, general merchants, Crandell, Man., are retiring from business.

Campbell Bros., general merchants, Fillmore, Sask., are making an extension.

G. S. Clarke, confectioner, Wapella, Sask., has been succeeded by George Hulton.

B. J. Smith, general merchant, Didsbury, Alta., is selling out to George Peters.

F. Lafortune, general merchant, St. Remi D'Amherst, Que., offering compromise.

Leonidas Roger, general merchant, St.

Antoine de Tilly, Que., offering to compromise.

W. L. Robertson, general merchant, Tisdale, Sask., assigned to J. C. Lang, of Tisdale.

B. Isaacs & Co., general merchants, Riviere Desert, Que., succeeded by A. Nault, Sr.

A. M. & W. Sinclair, general merchants, Welwyn, Sask., sold to James H. Maneeo.

Blais & Huard, general merchants, Thetford Mines, Que., have dissolved partnership.

G. H. Williamson, grocer and meat dealer, Hamilton, Ont., has sold to J. D. Donovan.

G. A. Cameron, general merchant, Adamsville, Que., has sold to Moore, Kelly & Co.

Currie & Sheppard, general merchants, Belwood, Ont., have sold out to John Pratt & Son.

Alph. Clement, Sr., grocer, Montreal, Que., assets were to have been sold on the 28th inst.

T. Leroux, butter and cheese maker, St. Armand Station, Que., has assigned to Chartrand.

Napoleon Hebert & Bros., butter factory, Magog, Que., sold to Jos. Casgrain & Bros.

W. H. Manders, general merchant, Smith's Falls, Ont., has assigned to Alfred L. Derrick.

Thos. Cote, general merchant, St. Hilarion, Que., Lefaiivre & Taschereau appointed curators.

Hector Matteau, general merchant, St. Elie, Que., Lefaiivre & Taschereau appointed curators.

Edward Gee, general merchant, East Templeton, Que., has been succeeded by Edmond Mongeas.

Hector Matteau, general merchant, St. Elie, Que., assets were to have been sold on the 30th inst.

Simpson Bros. (estate) general merchants, Fordyce, Ont., stock sold at 57 cents on the dollar.

Alph. Clement, sr., general merchant, Ste. Agathe des Monts, Que., has assigned to A. Lamarche.

G. Caron, general merchant, Trois Saumons, Que., assets were to have been sold on the 28th inst.

Ernest Audet, grocer, St. Honore de Shenley, Que., has assigned to V. E. Paradis, provisional guardian.

Germain Caron, general merchant,

Trois Saumons, Que., has assigned to V. E. Paradis, provisional guardian.

Joseph Maheux, general merchant, St. George East, Que., has assigned to V. E. Paradis, provisional guardian.

Brown & Bond, general merchants, Mount Brydges, Ont., have dissolved partnership, W. F. Brown continuing.

J. D. Martineau & Co., grocers and butchers, Montreal, have sold grocery and liquor stock to Jos. Henri Daragon.

Mrs. J. A. Roy has registered under the style of J. A. Roy & Fils, general merchants, St. Cyrille de Wendover, Que.

Rubenstein Bros., general merchants, Hawkesbury, Ont., have dissolved partnership, business continued by S. Rubenstein.

Spokane, Wash., Mar. 29.—The Union Mercantile Company has been incorporated in this city for \$50,000, and is purchasing the Sloane-Paine grocery store, the largest retail grocery store in this city. Officers of the company are F. L. Taft, of Spokane, president; J. B. Greenough, vice-president; Wilbur D. Greenough, secretary. The company will also do a wholesale business.

BODE'S ENERGETIC GUM ADVERTISING.

The Bode Gum Co., Montreal, have caused quite a sensation in trade circles—grocery, drug and cigars—by the vigorous and striking advertising plan set going in Toronto, which commenced on March 17. Bode's gum has certainly led all others in the rapidity with which it has been placed upon the market and the system begun in Toronto will be extended from Halifax to Vancouver. The trade will, of course, benefit by the extra demand created by this up-to-date campaign of the Bode Gum Co., Limited. The Toronto offices of the company are in the Pacific Building, Scott street, and Messrs. McEachren and McPherson are in charge.

Youngster (edging his way into the crowded shop)—"Wait on me right away, please, as father's waiting for his dinner."

Grocer—"What is it, Tommy?"
Youngster—"Five cents' worth of washing powder and two cents' worth of soda, please."

RETAIL M

The Montr Merchants' held its annual convention rooms, 8 day evening, large attendance questions wei

After the president, J. the chair, ad particularly three new se nishings, hat He bade this half of his f mittee which His Grace th re the trade ties, reported done to reme fairs.

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The questio taxes was the stood that at are paying o than some w a very comp was appointe



FOR THE GROCER

who hasn't ordered

HOGEN-MOGEN

5 CENTS

AND

ROYAL SPORT CIGARS

10 CENTS

This warning is given:—Our output is limited, so write to-day for full particulars.

THE SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

RETAIL MERCHANTS' ANNUAL MEETING.

The Montreal branch of the Retail Merchants' Association of Canada, Inc., held its annual meeting in the association rooms, 88 St. Denis street, Thursday evening, March 22. There was a large attendance and several important questions were dealt with.

After the reading of the minutes, the president, J. G. Watson, who occupied the chair, addressed the association, and particularly the representatives of the three new sections admitted, men's furnishings, hats and furs, and furniture. He bade these sections welcome on behalf of his fellow members. The committee which had been sent to interview His Grace the Archbishop of Montreal re the trade of the religious communities, reported that something would be done to remedy the present state of affairs.

The treasurer's report was read and showed a very good balance. It was adopted subject to audit. J. A. Beaudry, the secretary, then read his report which touched upon many points of interest to the trade. It showed that the association is steadily growing. It now consists of ten sections, with a total membership of 804. The report further stated that at the formation of the branch in October, 1905, they were called upon to see that the trading stamp law was strictly observed by all merchants. In this connection, at the end of October a delegation consisting of J. G. Watson, J. O. Gareau and J. A. Beaudry went to Ottawa and interviewed the Prime Minister, who assured them of his help in their work. Shortly afterward another delegation had an interview with Hon. Lomer Gouin, who told them that they should have all the help it was in his power to give them in this case. He consented to appoint the lawyer of the crown to work with the association's lawyer to prosecute the cases it was their intention to institute. With the help of detectives employed by the association, these two gentlemen were able to prosecute in all twenty-two cases, the results of which were very satisfactory to the association.

Steps were taken by the legislation committee to have something done re the peddlars' and hawkers' law.

Something was done to try to facilitate the collection of small accounts, also to have the inspection of weights and measures done at the Government's expense.

Steps were taken to have amendments made to the law concerning liquor licenses of the Province of Quebec, especially where Montreal grocers were concerned, and principally to the article regarding wholesale and retail licenses and license transfers. The first point was satisfactorily arranged, and in future wholesale and retail licenses will be separate. Regarding the transfer of licenses an amendment was made whereby the grocers' license would be \$100, but they were to be restricted from going direct to consumers to solicit orders.

The question of the equalization of taxes was then brought up. It is understood that at present certain merchants are paying out a larger sum in taxes than some wholesalers. The matter is a very complex one and a committee was appointed to look up facts concern-

ing the question, with instructions to report after they had done so.

It was arranged that something should be done to have the action of wholesale houses in selling at retail stopped.

The butchers' section requested that steps be taken so that a proper inspection of meats should be guaranteed.

Another interesting question discussed was the contract plan. It was decided that measures should be taken to have this plan carried out, as it protected merchants against price-cutting.

A motion was made and carried that the secretary's salary for the past term be fixed by the executive committee.

The election of officers then took place and resulted as follows: President, J. G. Watson; vice-presidents, J. O. Gareau, F. Martineau; treasurer, P. Daoust; secretary, J. A. Beaudry; auditors, Filion and Bruneau.

With the exception of the auditors, these officers all served last year and all were re-elected by acclamation.

THE "SQUARE DEAL" IN TRADE.

There is a war of match makers on in the United States. The Diamond Match Co., commonly known as the match trust, has made, with as many of the wholesale grocers as would come in, an agreement to handle exclusively their matches on a commission plan. This agreement constitutes the wholesaler a selling agent on a 10 per cent. commission payable quarterly. Should the wholesaler handle the matches of any other company the commission is cut off.

The independent manufacturers are taking steps to test the legality of the arrangement, claiming that it and the means taken to secure its acceptance are in restraint of trade. One of the largest of the independent manufacturers says:

"The sole object of the new selling plan of the trust is to get rid of all legitimate competition and it is not fair that the wholesale grocers should lend themselves to such a scheme. The trust says to the wholesaler: 'You must distribute our matches exclusively or not at all; in order to rid ourselves of undesirable competition we propose to take charge of your business and run it in our own interest.' Strange to say, the grocery distributing trade, with few notable exceptions, agreed to the proposition.

"The consequence is that all independent manufacturers are deprived of the services of the legitimate distributors, and in order to dispose of our product must go direct to the retail trade. Can the wholesale grocers stand this when their very existence is threatened by the direct selling proposition?"

The natural result of this monopolizing method is found in the recent organization in New York of wholesale and retail grocers, commission men and independent manufacturers to fight the trust. The purpose of the combination, it is said, is not so much to enter into the match business from a profit standpoint as to force the trust to do business on a fair and equitable basis, instead of seeking a monopoly.

In this week's report of the investigation of the Grocers' Guild at Hamilton is a circular letter of Secretary Cook regarding the agreement with the can-

ners and a circular letter from the Canadian Cannery, Limited, to the trade offering an additional rebate of 5 per cent. to wholesalers who will handle their goods exclusively. The great aim of the guild has been to establish the position of the wholesaler against the "direct selling proposition." It is based on the claim that the wholesale trade is the manufacturers' legitimate means of distribution to the retailer. What, then, is the excuse when a large number of the guild members enter into a contract the purpose of which is to exclude a large number of manufacturers from the services of the wholesalers as the distributing agency to the retail trade? Surely there is a lack of consistency here. The temptation to monopolize is not new; for centuries it has been the stumbling-block in the way of fair dealing. To-day the tendency is stronger than ever before.

The cure is set forth by the New York Journal of Commerce as follows:

"If public opinion and the standard of honorable business men can be set firmly against the devices of monopolizing 'trusts,' they can be defeated more effectually by sustaining fair competition in trade than by resort to legislation or litigation. If wholesale dealers and jobbers will agree together and refuse to enter into any such contracts as those offered by this match company, and will be 'fair and square' in their own dealing with customers; and if buyers generally will show their antipathy to monopolies and give their preference to manufacturers and dealers who are 'fair and square' in their methods, all this 'trust' business in trade will not only fall into disrepute but into bankruptcy. What is especially needed is more common honesty and everyday moral sense in business."

VALUE OF TRADE WITH YUKON.

A report received at the customs department, Ottawa, shows that the quantity of Canadian goods shipped into the Yukon Territory last year decreased considerably when compared with the previous year. The tonnage for 1905 was 15,272 as against 21,866 for 1904. There was a proportionate falling off in foreign goods. The tonnage last year was 10,648 compared with 12,602 in 1904. The total value of Canadian goods shipped into the Territory for the year was \$3,224,217 and of foreign goods \$1,451,400, so that the balance of trade was in favor of Canada to the extent of \$1,772,817. In 1904 the balance in favor of Canada was \$2,643,622.

A FRATERNAL CALL.

A donkey stepped into a store and the owner approached the beast and asked: "What are you doing here? You know this is no place for a donkey." "I am here," said the donkey, "because I saw your advertisement on the fence that surrounds my pasture. I know you, too, must be a donkey, or you would place your advertisement in a newspaper where it would be read by people, not by donkeys. Being lonesome to-day, I thought I would be neighborly and make a fraternal call."



SURE TO PLEASE

If you want to please your customers, and at the same time enjoy the feeling that comes from doing the right thing, just push

Quaker Rice

(Puffed)

The newest cereal and most unique food in the world. It caught the public fancy and has gained a larger sale in a shorter time than any other product in cereal history. Repeat orders testify to its goodness.

The American Cereal Company
Peterborough   Ontario

Qu
Quotatio
The fo
responsible
Grocer, at ou

Baki
Cook's Friend—
Size 1, in 2 and 4 d
" 10, in 4 doz, bo
" 2, in 6 "
" 12, in 6 "
" 3, in 4 "
Found tins, 2 doz.
12-oz. tins, 1 "
5-lb. " 1 "

W. H.
Diamond—
1-lb. tins, 2 doz. in
1-lb. tins, 3 "
1-lb. tins, 4 "

IMPERIAL
Cases.
4-doz.
3-doz.
1-doz.
3-doz.
1-doz.
1-doz.

OC
Ocean Baking Po
" "
" "
Borax, 1/2 lb
Cornstarch
Freight pai



ROYAL I
Sizes.
Royal-Dime
" 1/2 lb.
" 5 oz.
" 1 lb.
" 1 1/2 lb.
" 3 lb.
" 5 lb.

Barrels—When
cent. discoun

CLEVELAND
Size
Cleveland's—Din
" 1 lb.
" 5 oz.
" 1 lb.
" 1 1/2 lb.
" 3 lb.
" 5 lb.

Barrels—When
cent. discoun

T. KI
Crown Brand—
1 lb. tins, 2 doz. b
1 lb. " 2 "
1 lb. " 4 "

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, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 5, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$3 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, ".....	2 40
5-lb. " ".....	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.....	6-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	2 1/2 lb.	10 50
1-doz.....	5 lb.	19 75

OCEAN MILLS.

Ocean Baking Powder, 1/2 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 pks. in a case..	0 78
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
3 ".....	12 ".....	1 45
4 ".....	16 ".....	1 55
3 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 ".....	7 30
1 ".....	6 oz.	} Per case \$4 55
1 ".....	12 ".....	



ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime.....	\$ 0 95
" 6 oz.....	1 40
" 1 lb.....	1 95
" 1 lb.....	3 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 83
" 1 lb.....	1 35
" 6 oz.....	1 90
" 1 lb.....	3 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.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case.....	\$1 20
1 lb. " 2 " ".....	0 80
1 lb. " 4 " ".....	0 45

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 15
Reckitt's Square Blue, 12-lb. box....	0 17
Reckitt's Square Blue, 5 box lots....	0 15
Gillett's Mammoth, 1/2 gross box.....	3 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

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 Zebra paste, 1-gr. boxes, \$1 per gross.	

JAMES' DOME BLACK LEAD.

Per gross.	
6a size.....	\$3 40
2a size.....	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen,"	
40-oz. case, 4 doz.....	0 40
8-oz. " 4 ".....	0 50
Lot 7 cases, freight paid.	
Conditions—2 per cent. 10 days; net 30 days.	

Cereals.

Wheat OS, 2-lb. pks., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.	
Cocoas—	
Hygienic, 1-lb. tins..... per doz.	\$6 75
" 1-lb. tins.....	3 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—	Per doz.
Queen's Dessert, 1/2's and 1/4's.....	\$0 40
" 6's.....	0 42
Mexican Vanilla, 1/2's and 1/4's.....	3 35
Royal Navy Bock, ".....	0 30
Diamond, ".....	0 35
" 5's.....	0 38

Isings for cake—	Per doz.
Chocolate, pink, lemon color, lbs....	\$1 75
Orange, white and almond, 1-lb....	1 00

Confections—	Per doz.
Cream bars, large boxes.....	\$2 25
" small.....	1 35
Chocolate ginger, lbs.....	2 75
" 1-lb.....	2 25
" wafers, 1-lb. boxes.....	2 25
" 1-lb. boxes.....	1 30

FRY'S.	per lb.
Caracas, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 39
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoas—	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2 40
" " " " ".....	4 50
" " " " ".....	8 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" " " " ".....	
Eggs' Cocoa, case of 14 lb., per lb....	0 35
Smaller quantities.....	0 75

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb. tins, 4 doz. to case..... per doz., \$	90
" " 2 " " ".....	2 40
" " 1 " " ".....	4 75
" " 1 " " ".....	9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



Per lb.	
Elite, 1/2's.....	\$0 30
Prepared cocoa, 1/2's to 1/4's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 38
" " " " ".....	0 35
" No. 1 chocolate, 1/2's.....	0 30
" Navy " " ".....	0 27
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's and 6's.....	0 23
" Confectionery chocolate, 2-lb. to 3-lb.	0 31
" Sweet chocolate liquors, 30c. to 0 34	

WALTER BAKER & CO., LIMITED.

Per lb.	
Premium No. 1 chocolate, 12-lb. boxes	\$0 35
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 26

Per lb.	
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 40
Cracked cocoa, 1-lb. pks., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box.....	3 00
Soluble chocolate (hot or cold soda)	0 42
Vanilla chocolate wafers, 48 to box, per box.....	1 56
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Per lb.	
Breakfast cocoas—	
1-lb. cans.....	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.....	35c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	35c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.....	40c.

Sweet chocolate powder—	Per lb.
5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.....	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	28c.

Premium chocolate—	Per lb.
6-lb. boxes, 12 boxes in case, 1-lb. pks.....	30c.
6-lb. boxes, 12 boxes in case, 1-lb. pks.....	30c.

Milk chocolate—	Per lb.
6-lb. boxes, 12 boxes in case, 1-lb. pks.....	28c.
100 2-cent pieces in box, each.....	\$1 25

Vanilla sweet chocolate—	Per lb.
100 2-cent. pieces in box.....	\$1 25
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	2c.
6-lb. boxes, 12 boxes in case, 1-lb. pks.....	25c.

Diamond sweet chocolate—	Per lb.
6-lb. boxes, 12 boxes in case, 1-lb. pks.....	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pks.....	22c.
6-lb. " 12 " " ".....	22c.

Go'd Medal chocolate powder—	Per lb.
5 lb. tins 10 tins in case.....	36c.
10 lb. tins, 10 tins in case.....	33c.

XXX chocolate powder	Per lb.
5-lb. tins, 10 tins in case.....	27c.
10-lb. tins, 10 tins case.....	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	50
10c. tablets or croquettts (20).....	1 50
20c. " (20).....	2 42

Condensed Milk.

"Anchor" brand, cases 4 doz., per case \$5 00	
evap. cream, op. 4d.	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Cases.	Doz.
"Eagle" brand (4 doz.).....	\$6 00 \$1 50
"Gold Seal" brand (4 doz.).....	5 00 1 25
"Challenge" brand (4 doz.).....	4 00 1 00
Evaporated cream—	
"Peerless" brand evap. cream.....	4 75 1 20
hotel size.....	4 90 2 45



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.)....	5 60



Coffees.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha.....	0 31
Nectar.....	0 30
Empress.....	0 28
Duchess.....	0 28
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Ho, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 12

JAMES TURNER & CO.

Per lb.	
Mocca.....	\$0 32
Damascus.....	0 28
Cairo.....	0 30
Sirdar.....	0 17
Old Dutch Rio.....	0 12

E. D. MARCHEAU, Montreal.

Per lb.	
"Old Crow" Java.....	\$0 25
" Mocha.....	0 25
"Condor" Java.....	0 30
" Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 30
Madam Huot's coffee, 1-lb. tins.....	0 32
" " " " ".....	0 32
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	43c.
" III, 80-lb. boxes.....	37c.
" IV, 80-lb. boxes.....	35c.

S. H. & A. S. EWING'S.

Per lb.	
Mocha and Java coffee, in 1-lb. tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb. tins, 30-lb cases.....	29

Cheese.

Imperial—Large size jars..... per doz.	\$3 25
Medium size jars.....	4 50
Small size jars.....	3 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	13 00
Roquefort—Large size.....	1 45
Small size.....	2 40

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

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

Don't Be Without It.

Agents for Canada:
ROSE & LAFLAMME, - Montreal

**DON'T RUN
CHANCES**

with your customers. Get a line of Maple Syrup that is reliable

**"IMPERIAL BRAND"
MAPLE SYRUP**

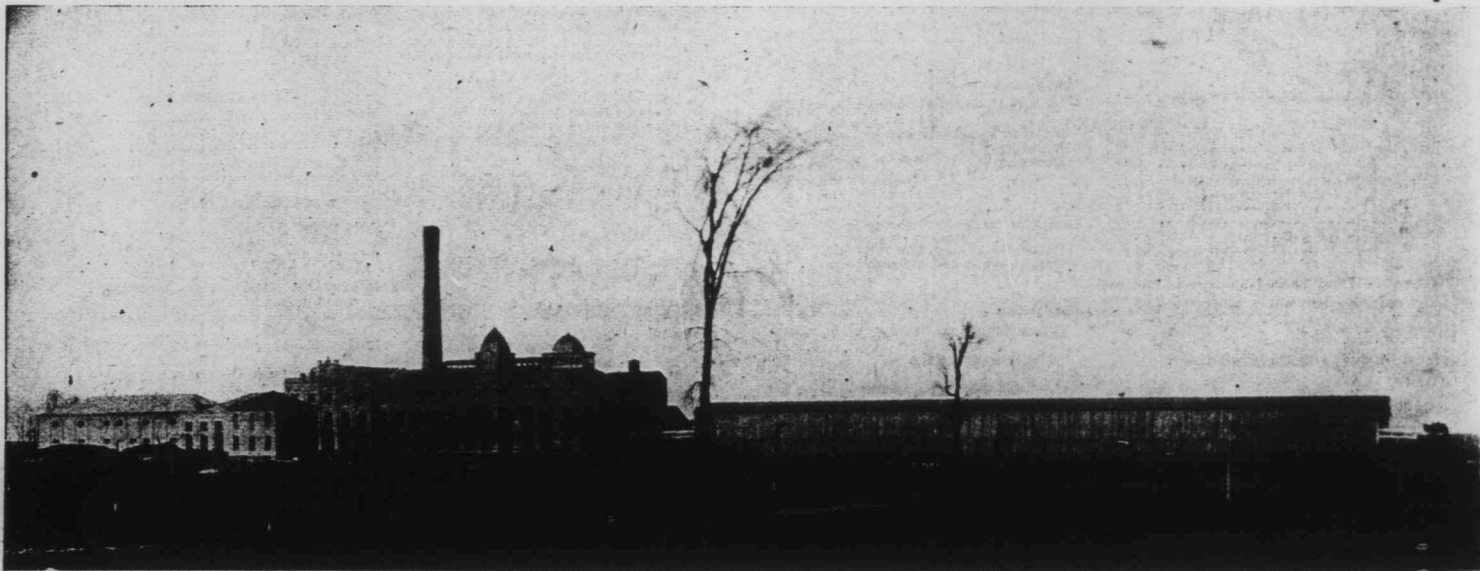
has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE &
LAFLAMME

AGENTS,
MONTREAL.

**GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT**



*As Pure as the Purest
As Sweet as the Sweetest*

*Equal to Any for All Purposes
ASK FOR IT*

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.



Coupon B
For sale in Canada
Limited, Toronto
Films, Montreal.
\$1, \$2, \$3, \$5, \$10

In lots of less than
books, 1 kind at
100 to 500 books ...
100 to 1,000 books ...

Allison's C
\$1.00 to \$3.00 book
5.00 books
10.00 "
15.00 "
20.00 "
25.00 "
50.00 "



The Davidson &
Infant
Robinson's patent b
" " "
" " "
Jams
SOUTH
Frank Ma
Orange marmalade
Clear jelly marmal
Strawberry W. F. J
Raspberry "
Apricot "
Black currant

REC

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



CUP QUALITY vs. STYLE
CUP QUALITY WINS OUT EVERY TIME.

We critically test all Teas in the cup before purchasing; therefore flat, insipid and "Bodiless" teas are never sold our customers.

On the above grounds, we respectfully solicit your business.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	Un- num bered.	Coupons covered.	Covers and numbered.
100 to 500 books	4c.	4c.	
100 to 1,000 books	3c.	4c.	
	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.	Per doz.
4-oz. cans \$ 0 10	
6-oz. " 1 35	
10-oz. " 1 85	
Quart " 3 75	
Gallon " 10 00	

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Infants' Food.

R. Vinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	1-lb. tins	1 95
" "	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	1 90
Red currant jelly	2 75	

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case	per doz.	\$1 00
2-lb. tins, 2 doz. in case	per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 06 1/2
7 and 14-lb. wood pails	per lb.	0 06 1/2
30-lb. wood pails	per lb.	0 06 1/2

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case	per doz.	1 00
2-lb. tins, 2 doz. in case	per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb.	0 06 1/2
30-lb. wood pails	per lb.	0 06 1/2

Home Made Jams—absolutely pure—1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	\$1 45	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 09	
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb.	0 09	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	\$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
"Ringed" 5-lb. boxes	per lb.	0 40
"Acme" pellets, 5-lb. cans	per can	2 00
" " (fancy boxes 40) per box		1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	3 00
Licorice lozenges, 5-lb. glass jars	per jar	1 75
" " 30 5-lb. cans	per can	1 50
"Purity" licorice 10 sticks	per can	1 45
" " 100 sticks	per can	0 73
Dulce large cent sticks, 100 in box		...

Lye (Concentrated)

GILLETTS' PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	\$ 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz.	\$1 40
" 1-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., 1-lb. tins	per doz.	0 85
" 1-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
1-lb. tins	per lb.	\$ 0 35
1-lb. tins	"	0 35
1-lb. tins	"	0 35
1-lb. jars	per jar	1 90
1-lb. jars	"	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb.	25
1-lb. tins	"	0 25
1-lb. tins	"	0 25
1-lb. jars	per jar	0 70
1-lb. jars	"	0 25



Orange Meat.

Cases, 36 15c. packages	\$4 50
5 cas- lots	4 40
(Freight paid.)	
Cases, 20 25c. packages	4 10
5 case lots	4 10
(Freight paid.)	

Orange Marmalade

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz.	\$1 00
Home-made, in 1-lb. glass jars	"	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 96 1/2
Golden shred marmalade, 2 doz. case, per doz.		1 75

Soda.

OW 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.	Per case
No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 3, " 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	\$10 30
" " black	"	15 30
Orlote soap	"	10 30
Gloriola soap	"	12 00
Straw hat polish	"	10 30

RECKITT'S BLUE and ZEBRA PASTE

{ Always give your Customers Satisfactor.



WARNING!

Crescent Brand



SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

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WINN & HOLLAND, Agents
MONTREAL

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Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

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By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

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oods
 UDELLA ORYLON, 1's
 AND 1/2's PKGS.
 \$0 18 1/2 \$0 25
 0 19 0 25
 0 21 0 30
 0 28 0 40
 0 30 0 40
 0 35 0 50
 0 40 0 60
 " BRAND
 Wholesale. Retail
 \$ 0 35 \$0 50
 0 28 0 40
 0 19 0 25
 0 20 0 25
 0 19 0 25
 Montreal.
 b. boxes..... \$....
 lb. boxes.....
 1-lb. boxes.....
 0 lb " at.....
 d Japan, 70 lbs.,
 lb. ".....
 80-lb. boxes.....
 80-lb. ".....
 80-lb. ".....
 1-lb. ".....
 1-lb. ".....
 1-lb. per case, lead
 (25 1's and 70 1/2's)
 pack tea in lead packets
 s and 1s.....
 retail 0 27 1/2 at 0 30
 s and 1s.....
 retail 0 30 at 0 33
 s and 1s.....
 retail 0 35 at 0 36
 s and 1s.....
 retail 0 40 at 0 30
 s and 1s.....
 retail 0 50 at 0 34
 s and 1s.....
 retail at 0 40
 row " blend—
 0, 25, 50 and 80-lb.
 per lb. 0 35
 " 0 30
 " 0 25
 " 0 20
 " 0 17 1/2
 bacco.
 BRACCO CO., LIMITED.
 4s, 6s and 12s.... \$0 46
 1s. and 3s..... 0 60
 0 50
 7s..... 0 51
 12s. and 6s..... 0 46
 12s..... 0 48
 8, 6s..... 0 51
 7s..... 0 56
 oz..... 0 45
 and 12s..... 0 45
 oz. bars, 6s..... 0 45
 y, 8s. and 13s..... 0 53
 and 12s..... 0 46
 11, 13s..... 0 47
 0 56
 cigars.
 MAU, Montreal. Per gal
 d, highest quality.. \$0 23 1/2
 led..... 0 27 1/2
 buyers of large quantity
 Yeast.
 5c. pks. in case... \$1 05
 1c. doz..... 1 05

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write for particulars tell-
ing how to get one *free*.

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handling crockery or glassware.

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