

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, MARCH 30, 1906.

NO. 13

Robinson's Patent Barley

*Is a Steady Seller
With the BEST TRADE*

Your store is the **finest** in the town. And,
therefore, you are or should be selling

**ROBINSON'S
PATENT BARLEY**

Liberal sampling among your customers
on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal
Agents for the Dominion



Raised on It.

—We have been telling you for some time why "Crown" brand
—**Table Syrup** was the best and most profitable syrup to
—handle; increasing sales and new as well as larger orders
—show that the grocery trade are buying "Crown" brand—

Now for nearly **50** years we have been making the very best culinary and laundry
starches, and every grocer in Canada knows that it pays him to sell

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

ORDER THESE AND AND STICK
TO THEM. IT PAYS

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Large Soap Sales.

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

Baby's Own Soap

is the most extensively advertised Soap in Canada—it is absolutely pure and is known throughout Canada as the best Soap for the Nursery, Toilet and the Bath because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

**THE 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.



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

England's Best

"Best" for you and
the customer too

Taylor's Candied
and Drained Peels

Made in
England from the best Corsican Peels
only. Made for high-class trade who
are only satisfied with the best there is or
can be. Always the same—always the
best. "Best" for you to sell—"best"
for your customer to buy. *They satisfy.*

Scotland's Best

"Best" for you and
the customer too

"Tyne" Brand
Scotch Fish

The Shields
Ice and Cold Storage Company of Scot-
land are specialists in the selecting, curing
and packing of fine Herring. They do
nothing else but this one thing. Their
whole time is concentrated on a supreme
effort to excel—and they do. Full weight
and best quality is the only thing that
satisfies them. "Best" because no other
brand is or can be quite so good.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal

20½ Front St. East, Toronto

Manufacturers' Agents and Brokers' Directory

BARBADOES, W. I.

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

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

W. E. FELLOWES

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

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.)

ESTABLISHED 1840.

H. W. NELSON & CO. Limited

SUCCESSORS TO

THE H. A. NELSON & SONS CO. Limited

MANUFACTURERS OF HIGH-GRADE

BROOMS AND WHISKS

RETURNED
SEP 6 - 1906

To Owner
Cut Book 54
Page 55
alw



The Whisk shown above was sewn on a power sewing machine, the only one in use in Canada. All our Whisks are sewn on this machine, which will sew 100 dozen per day. For uniformity and evenness the work cannot be approached by hand sewing.

*Large variety of styles and sizes.
Write for samples and quotations.*

Office and
Warehouse,

42 Scott St.

H. W. NELSON & CO. Limited

TORONTO

Factory,

King St. W.

ory

PERIAL CHEESE CO.
Limited
Department: Specialties and Wholesale Brokers.
Address all communications to office.
East, Toronto

B JAW.

FRUIT & PRODUCE CO.
Prop.
Agents and Jobbers
Tobaccos, Cigars, etc.
Business Solicited.
MOOSE JAW, Sask-
atchewan Street.

W. W. W. W. W.

STORAGE
Block centrally located
Stewart
- Calgary, Alta.
IN BROKERS.

CARMAN
Broker and Manufacturers
Wholesale Brokers'
Association.
Rooms 722 and 723
Winnipeg, Man.
Correspondence Solicited.

WATSON
Agent and Whole-
sale Broker.
- Man.
Correspondence Solicited.

Send your business to this
BEST COUNTRY
our account to our
ADVANTAGE.
Established over 12 years
Winnipeg & Co.
Commission Merchants
Winnipeg, MANITOBA

OMPSON
Agent and Commission
Merchant
Winnipeg, - WINNIPEG, MAN.
Winnipeg, "CAPSTAN."
Correspondence solicited

AYLOR
WAREHOUSEMAN
Winnipeg Street
Winnipeg, MAN.
REFERENCES

(Continued on page 54.)

Hamilton, Ont., March 20th, 1906.

Re Standard Peas, No. 4 Size

Dear Sir,—

This week we want to speak briefly about OUR Standard Peas, No. 4 Size, which are, as you are aware, our cheapest priced Peas.

Our Standard Peas are grown from carefully selected Seed. We guarantee that all of our Peas are of the sweet variety, and none of them of the common field variety. You will also find our Standard Peas sweet and tender.

We aim in packing our Standard Peas, as well as the higher grades, to produce an article which when opened will present a bright, clear liquor, Peas evenly graded, uniform in color, tender, sweet and attractive in appearance.

Our processors have had nearly a quarter of a century's experience in the packing of Peas, and our Peas are therefore free from any liability of being old, and are invariably canned the same day as picked, thus ensuring a tenderness which is lacking in Peas canned a day or so after they are picked, as often happens with the packs of inexperienced processors.

Even in season our canned Peas are to be preferred to fresh Peas purchased on the market, as the latter are generally a day or two old and are thus tough, and without flavor, whereas our Peas are grown in the immediate neighborhood of factories, and are packed within a few hours of picking.

Our Peas are thoroughly sterilized, and are also for this reason preferable to fresh Peas.

Peas were never cheaper in price or better in quality than at present. You should point out to your customers the advisability of laying in stocks now for future use. Compare present prices with a year or so back.

Do not forget our brands, viz.: "Aylmer", "Log Cabin", "Horseshoe", "Auto", "Little Chief", "Lynn-valley", "Kent", "Maple Leaf", "Lion", "Thistle", "Grand River" and "White Rose".

Yours respectfully,

N.B.—Our Motto is
"Quality".

CANADIAN CANNERS, Limited

REDUCING STOCK

Closing out Odd Lines. Price almost no object.

They must go.

88	Half-chests and Cases China Young Hyson, Foong Mee, and Sow Mee, would be cheap at 15c.....	12½c.
150	Boxes well-rolled, pea leaf make, Imperial Gunpowder Tea.....at	15½c.
80	Half-chests Moyune Young Hyson China Green Tea, nice leaf, good liquor.....at	10½c.
100	Chests Ceylon Black Pekoe Tea.....	12½c.
75	Chests Indian Black Pekoe Tea..... (The two above would be cheap at 14½c.)	12½c.
250	Half-chests nice Sun-dried Japan Tea.....at (Where can you get such value?)	11c.

I am selling more Coffee every day; this gas roaster of mine is a beauty, turning out splendid goods not equalled by any other house.

Cup Quality has always been my motto for Teas and Coffees. Try my brands—the richest in aroma and strength.

OLD CROW BLEND COFFEE, whole or pure ground	25c.
CONDOR BLEND COFFEE " "	30c.
EMD BLEND COFFEE " "	35c.
Madam Huot's Coffee 1 lb tins	31c.
" " " 2 "	60c.

Freight paid on 50 lbs.

Ask for samples—it pays!

E. D. MARCEAU

Wholesale Teas, Coffees, Spices and Vinegars

281-285 ST. PAUL STREET, - MONTREAL

Ceylon Tea. (Green or black)

"Time passes and customs change."

In the days of long ago—in grandfather's day—the sturdy housewife brewed her family beer, full, clear and sparkling, and good judges too they were of it, we are told. To-day the dainty housewife brews her Ceylon Tea, fragrant, rich and mellow, straight from the "Sunny Isle."

Ceylon Tea has no equal. It stands absolutely alone for quality and excellence. **A perfect natural green leaf.**

It **talks** satisfaction and **spells** profit.



F

CA

RE

CANADA



The Man Behind the Counter

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

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

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



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

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

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

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, Vancouver, 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, 82½c. Doz.

F.O.B. Kingston.

Terms : 30 Days.

GEO. ROBERTSON & SON, - KINGSTON, ONT.

RECEIVED
Nov 17/26
to
Cutt No. 57
Page 17
S. H.

GILLETT'S

HIGH GRADE



CREAM TARTAR

ABSOLUTELY PURE.

SOLD IN PACKAGES AND CANS.
Same Price as the cheap adulterated kinds.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

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

The grocer who would claim and hold the custom of the best people of his community will always carry a full line of

STERLING BRAND PICKLES

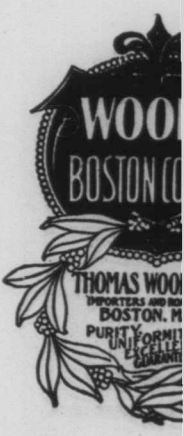
MADE BY
The T. A. LYTTLE CO., Limited
TORONTO, CAN.
Canada's Greatest Pickle Factory

PERH

as to th
Ceylon C
that are
You
delicious
Japan T



Wh
A
ME
Write for p



PERHAPS you are
a little incredulous



as to the value and selling qualifications of "Salada" uncolored Ceylon Green Teas. Yes, may be you are, others have been so too that are mighty strong converts to-day.

You may take our word for it, they are grand teas in the cup, delicious in flavor and with an unadulterated strength that puts Japan Teas to shame.



A sample case will bring conviction better than a page of advertisement.

May we send one and guarantee its sale?

Write at once: "SALADA," Toronto or Montreal.

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

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

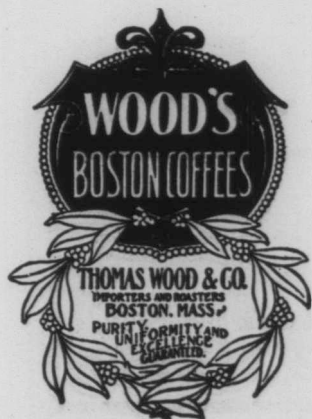
is not a pleasant word, but it is all right when properly used. There are two leading rules that apply to every one of our different grades of goods--Purity and Uniformity. And the same rigidity of requirement is manifest in every process of

WOOD'S COFFEES

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

Canadian Factory and Salesroom:

No. 428 St. Paul Street - - MONTREAL



MAPLE SUGAR

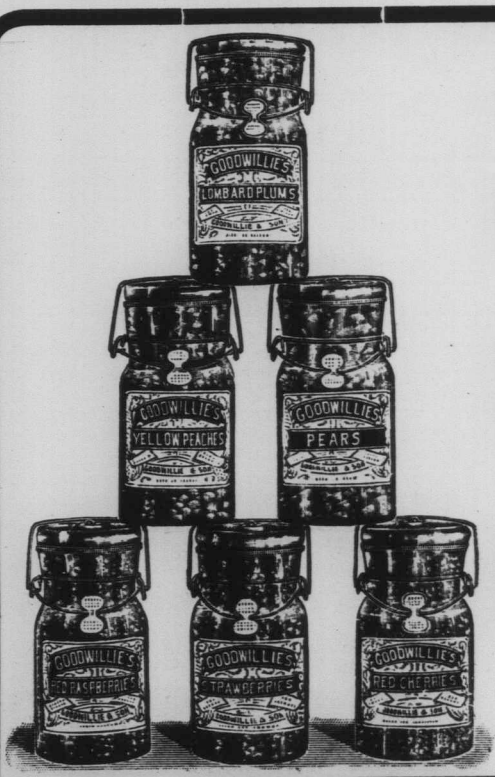
Largest Exporters of
**PURE
BEAUCE COUNTY
SUGAR**

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

Are you open for a profitable deal?
If so, we would like you to buy

PATERSON'S
Worcestershire
SAUCE

You can make money with it. It gives you more profit for less labor than any other similar article.

ROSE & LAFLAMME,
Agents, Montreal.

RI STOV

remarkable
the proof of
the kind for
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The
Combinati
Mr.
Grocer ?

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GERM

RISING SUN AND SUN PASTE

STOVE POLISH STOVE POLISH

INCREASING SALES ARE SIGNIFICANT

Our sales of **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in tins have shown a remarkable increase this year over sales for corresponding period last year and this furnishes the proof of what we claim, viz., that they are the best Stove Polishes on the market, and just the kind for the retail dealer to push in order to please the customer. A customer pleased becomes your friend as well as ours and is coming back to your store for more.

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

A Delicious Cup of Coffee

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

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

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 533.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Do
You
Know
The
Combination
Mr.
Grocer ?

Tea Quality and *Tea Truth* make a combination, the knowledge of which unlocks the vault of business and admits the secrets of *trade* and *profit*.

The combination is exemplified in

Blue Ribbon Ceylon Tea

Why not sell it in larger quantities? You never had a better tea offered to you than *Blue Ribbon Ceylon Tea*.

If you are anxious for a Trade-winner you have merely to get in a stock of *Red Label Line*—the 40c. marvel. This tea would be *cheap* at 50c. It *sells* at 40c.

HOLD FAST TO "RED LABEL."

German Starch

will soon be the leader—don't overlook this fact, it is bound to be a winner for you and the favorite of the housekeeper—
Look at this—only **10 days** on the market and 125 cases sold to the trade.

Remember it costs you only **6c.** per pound.

Order through your jobber or direct.

GERMAN STARCH CO., 101 Mount Royal Avenue, Montreal.

JAPAN TEAS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO



The merchant who knows his business talks

QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

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

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

GROCERS

Ask your jobbers for our brand and compare with others.

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

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

NICHOLSON & BAIN, Winnipeg and Calgary

Western Agents for

THE MANITOBA CANNING CO., LIMITED

GRANDE POINTE, MANITOBA

OUR PLATFORM

FOR REINDEER MILK
JERSEY CREAM

Reliable goods—the best product from the purest material.

Attractively labelled cans—an ornament in every grocer's display.

Prices and terms to the wholesale trade arranged on a sound business basis—strictly adhered to.

The interests of the retail trade well looked after.

EVERY CAN ABSOLUTELY GUARANTEED

The above applies equally to

REINDEER COFFEE
REINDEER COCOA

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

Diamond E. Blend Coffee

**DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE**

is producing splendid results; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "Diamond E." on our guarantee, and have fully justified our enthusiasm for the genuine merit of this coffee, by their repeat orders—You cannot make a mistake in ordering a tin on a trial basis—If the coffee does not prove a convincing argument—We stand the expense—"Diamond E." will put new life into your Coffee trade—Try it—Backed by a reputation of over half a century.

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

THE CANADIAN GROCER

Lowney's Cocoa

10c. Tin Good Seller Well Advertised

INCLUDE A SIX-POUND BOX IN YOUR NEXT ORDER.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

MODERN METHODS

demand the use of a cold-water starch.

It stands to reason, then, that a grocer can sell a good deal more cold-water starch than any other kind.

IVORINE

is the best cold-water starch on the market. Its chief characteristics are Less Labor, More Satisfaction.

If you do not keep "Ivory Starch" you should certainly speak to your jobber about it.

St. Lawrence Starch Co.
Limited
Port Credit, Ontario

NEW GLASSWARE

We have added a number of new patterns to our large assortment in Decorated Glass. Our new "Rose Blush" and "Rose and Gold" patterns are just what you want—good sellers and inexpensive. Write us for description and prices of the assorted packages. Mail orders are given careful attention.

Large assortment of Gold and Plain Glassware always in stock.

**THE JOHN L.
CASSIDY**
CO., LIMITED,
MONTREAL

**A POPULAR PRICE
A GENUINE QUALITY**

TWO REASONS WHY

HOLBROOK'S
25c. **GENUINE SAUCE** 25c.
WORCESTERSHIRE

HAS THE LARGEST SALE IN THE WORLD
PRICES AND TERMS FROM HOLBROOK'S, LIMITED, 28 FRONT ST. EAST, TORONTO

**DO
YOU
SELL
COFFEE
?**

HAVE you any customers who, while buying most of their household necessities from you, **don't buy coffee** at your store? Why is it? Simply because they think **better** coffee can be got somewhere else. Just to meet this condition we have specially blended and packed in handsomely embossed one-pound tins a coffee **so good** that, if once tried, these customers who now go elsewhere for coffee will buy that also **from you** with the rest of their goods.

OUR **White Swan blend** is a coffee for **particular** people. It so pleases popular taste that nothing else seems quite as good. It is a coffee that **makes** trade and **keeps** it. Try a sample lot and see how your coffee sales will grow.

THE ROBERT GREIG COMPANY

White Swan Mills
TORONTO

LIMITED

We are quoting exceptionally low prices on

CURRANTS

We make a Specialty of Cleaned Fruit.
Our Brands are the Standards.

Our **ROYAL EDWARD ALEXANDRA,**

the very finest shade-dried Vostizzas, are not equalled on the Canadian market.

Packed in convenient sized quarter cases.

Include a sample one with next order.

Samples and quotations upon request.

THE EBY, BLAIN CO., LIMITED
Wholesale Grocers **TORONTO**

Purnell's
Genuine Worcestershire
Sauce



Shews a good profit

Never fails to give satisfaction.

Do You Stock it?

If not, mail your order to-day.

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

Figures don't lie, but they can be made to mislead the reader, and certain subsidized advertisers are not above publishing figures that are bound to mislead the grocery trade of Canada.

In *The Grocer* of March 23rd the statement was made that certain teas had shown an increased export of 13½ millions in 1905, leaving the impression (based on past advertisements of same interests) that the one particular Green Tea which is Canada's favorite Green Tea was being displaced.

Don't you credit any such fairy tale

The real facts are that while the total export trade did increase 13½ millions, the increase was not in Green Teas, but in Black (which are not made in Japan), and, whisper it low, the exports of Green Ceylon Teas to Canada and United States decreased millions of pounds.

You are living and doing business in Canada, not in Russia.

Canada's only favorite
Green Teas are

**JAPAN
TEAS**

TAKEN BY STORM

That's how Bode's Pepsin Mental Gum took the people of Toronto last week. Never before has there been such a campaign known in Canada or any other country as was started by the BODE GUM CO., Limited, in the City of Toronto, beginning March 17th.

This marvellous campaign will be carried on throughout the Dominion of Canada from Halifax to Vancouver.

Dealers throughout the Dominion are watching it with the utmost interest, and marvel that the BODE GUM CO., Limited, through their determined advertising methods have brought their brands of Gum to public notice in less time than it takes to tell about it.

Their success can only be attributed :

- 1st—To the excellent quality of the brands of Gum which they have put on the market.*
- 2nd—Their liberal methods and views of handling their business to the trade.*

If you are not already supplied, order of your jobber or direct from

BODE GUM CO., Limited

Toronto Office—Pacific Bldg. (Scott Street)

MONTREAL



IF A M...
or \$10, give him a
him with \$10, and
if he buys a plug
off a ten-cent coup
his purchases up
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For
THE EBY, BLA
C. O. BEAUCH
WM. T. SLOA
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Analyst &
Advice regard
facture and
chemistry.

STOC





**The Nibble
of a Mouse**

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System**.

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.

STOCK NOW.



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

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

A RETAIL DITTY.

There was a man who ran
a store;
And when he closed it up
at night,
He had to work upon his books
& write! & write!! & write!!!



A C. C. man came unto him,
And proved unto his great
delight,
That all that he need ever do
is write.



¶ The Copeland-Chatterson Retail System consists of one book which does the work of three books intelligently and without effort on the part of the accountant.

Write for particulars and information.

The Copeland-Chatterson Co. Limited

Devisers and Manufacturers of Systems for Business

Head Office: Toronto.

Works: Brampton.

Winnipeg: 141 Bannatyne St.

Montreal: Liverpool, London & Globe Building

Oakey's

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

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited
Manufacturers of

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

Wellington Mills, London, England

Agent:

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

GENUINE

**PRATTS ASTRAL
LAMP OIL**

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

WHOLESALE ONLY.

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

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

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.



No. 65

Single and Double Grinders
Pulverizing and Granulating

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

Our Grinders Wear Longest

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.

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

AGENTS:

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



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., 23 St. John Street. Hamilton Ont., 14 Main St. East.
London, Ont., 110 Masonic Temple.

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

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

P. & F. Vincentelli Makers and Exporters of 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 in Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

This space \$30 per year.

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

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hooks, 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.

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost \$6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another *Indispensable*, to largely increase sales of dried beef, the "ENTERPRISE" **SMOKED BEEF SHAVES**, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.



The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

A System to Increase Trade

Put aside detail work when the same result may be obtained in less time and at less cost by automatic machinery. The hustling retailer of today must have time to look after the wants of his customers and keep his stock up-to-date to attract trade.

A National Cash Register handles accurately, cash sales, credit sales, money received on account, money paid out and money changed, and leaves the mind of the retailer free to interest his customers and plan a larger business for the future.

Retailers are invited to send for our representative who will explain N. C. R. System.



Tear off here and mail to us today

N. C. R. Co.
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 LAMP
GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT
The best and cheapest light for STORES, CHURCHES and HOMES.
Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.
Satisfaction Guaranteed. Send for Catalogue.
AUER LIGHT CO. MONTREAL

ELECTRIC POWER COFFEE MILLS

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

Aubin's Patent Refrigerators
GROCERS should not be without one

Perfect Dry Air Circulation System
Highest Testimonials from Leading Grocers in Canada
Made in 10 styles
Silver Medal Quebec Exhibition
Diplomas—Ottawa, Montreal and Toronto
WRITE FOR CATALOGUE
C. P. FABIEN, Proprietor and Manufacturer
OFFICE AND FACTORY WAREROOMS
3167 to 3171 Notre Dame St. 4 to 8 Fabien Ave.
MONTREAL, CANADA 31 to 45 William St.
Branches at Ottawa, Winnipeg and Windsor, N.S.

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

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page 21

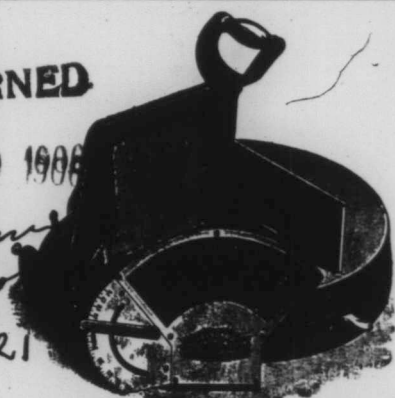
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MAR 29 1908

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page 21



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.

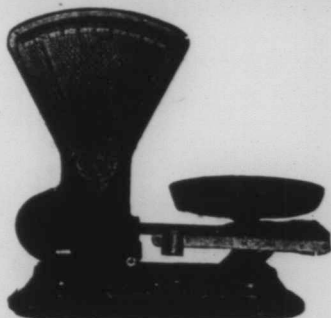
No grocer can afford to be without it.

Write for Folder, Price and Terms.

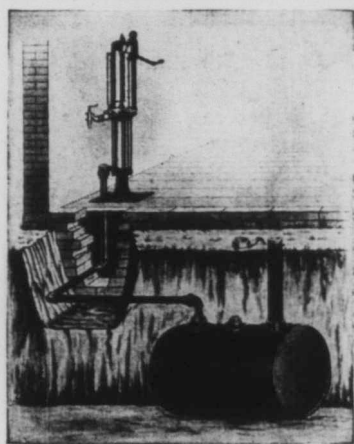
THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

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.



OUT No. 42—Tank buried, pump in store.
For kerosene and gasolene. One of fifty.

For Gasolene

Under ground, over ground, first floor, or cellar tanks, for gasolene in large quantities or small :

THAT'S THE BOWSER

For any merchant who handles gasolene, a Bowser Self-measuring Outfit will prove a valuable asset.

250,000 in daily use are testifying that Bowser means:

Safety Economy Labor and Time Saved Convenience And Cleanliness

AND, THEREFORE,

Money in the dealer's pocket.

Gasolene Catalog "B" tells about the Bowser.

Send for it To-day

S. F. Bowser & Co., 330 Front St. West TORONTO.

FOR OVER 70 YEARS

the choice of all refined palates!



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

"LEA & PERRINS"

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

J. M. Douglas & Co.
Montreal Canadian Agents

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

Behring Sea Cod

Choice "hard cured" whole fish—packed in 50-lb cases.

Barbados Syrup

For table use, "extra quality," put up in half bbls. or cases of 2 doz. 3-lb tins.

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

Phone us at our expense.



BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts

Twin Block Pure Maple Sugar

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

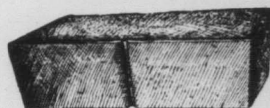
Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

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

Price per Case - **\$3.00**

Profit to Retailer in one

Case - **\$1.00**

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.

DRIED FRUITS

We were well pleased with the way the trade responded to our "Ad" of

NATURAL FIGS

and as our stock is rapidly running down in this line, we are bringing forward another snap

ELEME COOKING FIGS

Our travellers can give you full particulars. If they do not call, write or phone.

JAMES TURNER & CO.
HAMILTON



"With eels and lampreys, fowl and fish, Perry's Sauce makes a delicious dish."

That's true! That's true! Once

Perry's Worcestershire Sauce

gets into the home a new pleasure is given to the meals.

It's your place to see that Perry's Sauce gets into the homes of your customers, and it is you that will profit as much as anybody.

To sell a sauce that is an experiment has no fascination, but the quicker you make sales for "the best there is" (Perry's) the quicker your bank account will grow.

Perry's Sauce is Pure.

Selling Agents:

Taylor & Pringle Co.
Limited

OWEN SOUND, ONT.

Manufacturers of *Queen Quality Brand Pickles.*

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.

DOMINION GROCERS' GUILD INQUIRY

Later history of the Guild, investigated before the Court at Hamilton By our special reporter.

The preliminary investigation into the charge of conspiracy in restraint of trade against seven officials of the Dominion Wholesale Grocers' Guild was resumed at Hamilton before Magistrate Jelfs Thursday of last week and continued on Friday. The sessions were not wholly devoid of interest, but nothing new in support of the charge was adduced. It came out that a proposal had been made to engage an American detective as an inspector to discover and get evidence regarding price-cutting, and it was found that the sugar refiners had refused to strike firms off their list of direct buyers because they had left the guild or had declined to pay their fees. J. Stanley Cook, the Dominion secretary, was on the stand all Thursday. Aside from a little questioning of this witness the proceedings of the two days consisted again in reading letters. At the request of E. F. B. Johnston, K.C., and Edmund Bristol, M.P., who appear for the defence, an adjournment of a month was granted to enable them to review the case thus far. The Crown attorney stated that he had still a dozen witnesses to examine. These will be mainly men refused admittance to the guild or struck from the lists of direct buyers of sugar or tobaccos.

Not Quite so Ancient.

The evidence submitted on Thursday differed from that put in the previous week only in that it related to a subsequent period, mostly to the years 1902, 1903, 1904 and 1905. In 1898 and 1899 when the letters, read by Crown-Attorney Washington the week before, were written, the guild was struggling to establish the sugar and tobacco arrangements. Those letters dealt with applications for membership, refusals to come in and violations of the agreements. The same themes occupied the court on Thursday and the objective point the Crown Attorney had in view was evidently to show that some people had absolutely been cut off from getting their supplies. The evidence did not reach that point, so far as firms entirely wholesale were concerned. As before, there was plenty of evidence that people not considered legitimate wholesalers were dropped from the list of direct buyers of sugar, but they could get all they wanted at the price paid by retailers. The complaints about cutting tobacco prices were dealt with through the manufacturers, who, the understanding was, would not sell to people who persisted in cutting list prices. But it was not shown that anyone had actually been cut off. The threat was always sufficient to secure obedience. All this Mr. E. F. B. Johnston admitted for his clients when the investigation opened.

Sorted the Letters.

During the week's adjournment Crown Attorney Washington and his colleague, John G. Farmer, had sorted out a part at least of the sheaf of letters produced by Secretary J. Stanley Cook of the Dominion Guild. He had scores of bundles of them, each bundle relating to a particular subject. He got 47 bundles in in the course of the day, besides reading relevant letters from Mr. Cook's letter book and examining that gentleman himself, who occupied a seat in the witness box all day.

Had Retail Stores.

The first matter dealt with the admission to the local guild at Quebec of Messrs. Revillon, a large firm with headquarters in Paris, France, and branches at several points in Canada. After they had given their check for \$250 it was found they had been refused membership in Montreal and Winnipeg because they were to some extent retailers. There was a lot of correspondence about it because the local guild, having accepted the firm's application, didn't want to recede from its position.

Guild had the Right.

But Magistrate Jelfs broke in upon the recital with the remark that he didn't think it mattered, since the guild had a perfect right to admit or reject as members whom it chose.

"That, in my judgment," said the Crown Attorney, "is the strongest part of the Crown's case, because these people are not allowed in and are not allowed to buy except at prohibitive prices."

"That is nonsense," declared Mr. Johnston. "They may buy on the same basis as any other retailers. We are in the hands of the manufacturers just as the retailers are."

"Put the letters in," the magistrate said, leaving decision for the higher court. "But I don't see anything in this case if they were being kept out just because they were not wholesalers."

The next bundle Mr. Washington produced related to applications for admission to the guild by Castle & Co., Ottawa; Hunter & Co., Pembroke; and W. R. McRae, Kingston. Mr. Castle, writing to Mr. Laporte, president, Montreal, said: "I have been in the wholesale fancy groceries in this city for five years and find it is rather difficult doing business without sugar, rice and tobacco, which I cannot buy without admission to the guild."

He was admitted. Hunter & Co. were refused because they were retailers, and McRae was dead, and the business was being liquidated as retail. Hunter &

Co. continued to be direct buyers from the refiners for some time and it was the occasion of a good deal of letter writing down to 1905.

Bedingfield & McCluster, Ottawa, wanted into the guild. Correspondence was kept up from February, 1902, to May, 1903, and they were refused because not strictly wholesalers.

The Cause of the trouble.

The Grocers' Wholesale Co., of Hamilton, made application for membership in December 1903. They were alleged to be an organization of retailers and were asked to sign a somewhat different undertaking than required of the ordinary wholesaler coming in, and to pay the usual admission fee of \$250. They objected to both the fee and the statement required of them, and the correspondence continued a year and the firm remained out.

Mr. Washington inquired regarding Mr. Cook's relations with the Macdonald Tobacco Co.

"You know Mr. Stewart, Sir Wm. Macdonald's private secretary?"

"I do."

"Do you ever have occasion to see him?"

"I have."

"In connection with guild matters?"

"Yes."

"And for what purpose?"

"Various purposes. Most frequently to report breaches for the price committee."

"Did you ever request him to strike people off the list?"

"No, I have not."

"Sure of that?"

"I would not be quite sure."

"You would go to Stewart and say so and so is breaking the agreement. What would he do?"

"Ask for particulars."

"Did he strike any off the list at your request?"

"Not that I know of."

Hennessy Came to it.

Mr. Washington read a complaint about a man named Hennessy.

"Did you see Stewart about him?" he asked the witness.

"Yes."

"Was he struck off?"

"No. Because he agreed to comply with the regulations."

"How was it done?"

"I suppose Mr. Stewart had written him."

Mr. Cook, replying to a complaint about the breaking of tobacco prices by some Maritime Province merchants, had written: "I feel that aggressors will be dealt with promptly and effectually."

Mr. Washington read this and asked: "Were you ever assured by Sir Wm.

Macdonald would strike not adhere

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Macdonald or Mr. Stewart that they would strike off the list people who did not adhere to the regulations?"

"Not distinctly, to my recollection, but from conversations I understood they would protect the trade."

Mr. Washington wanted to make clear the thoroughness of the guild organization and the secretary's relation to it.

"You have almost daily complaints about cutting prices?" he suggested.

"I get them very frequently."

"And it is your duty to investigate?"

"In a general way."

Importance of His Office.

"I wish you would not minimize the importance of your office," returned the Crown Attorney with an insinuating smile.

"I don't," declared the secretary, "but with the house complained of a hundred miles away, inquiry cannot be very thorough."

"Well, suppose you got a complaint about a Montreal house?"

"I would bring it up at the next meeting of the guild or I might see the house itself."

Mr. Washington produced letters relating to a complaint from down east that Sir Wm. Macdonald was selling to the Nova Scotia Steel Co. Sir William had refused to accede to the request not to sell to the steel company and did not recede from that position.

Sir William Declines to be Messenger.

"I have just had a lengthy interview with Mr. Stewart," read Mr. Washington, producing another letter from Mr. Cook to Mr. Beckett, "and Sir William would not allow his office to be the means of communication between the guild and outside direct buyers."

"What did that mean?" asked the Crown Attorney.

"We wanted to send out selling-price lists and asked him to send them to buyers outside the guild," explained the witness.

Tried Cross Examining.

Mr. Washington wanted to get information about a proposed agreement with the independent tobacco manufacturers, but Mr. Cook could not satisfy him and he assumed a cross-examining tone. Mr. Johnston objected.

"My learned friend has no right to cross-examine this witness," he said. "He is brought here by the Crown as one to be believed to prove the charges, and my learned friend proceeds to show he is not worthy of evidence because he will not give the kind of evidence he wants."

Mr. Washington again cited the plumbers' case and the magistrate thought he should have a little extra latitude. He expressed the view that Mr. Cook was not giving his evidence in a straightforward manner, because in answering in regard to Mr. Stewart he did not admit he had ever requested that a firm be struck off the list of direct buyers. The fact was that it was very well understood between the guild and the manufacturers that back of the latter's interference and the efficacy of it

was the possibility or threat of a buyer being struck off the direct list.

The next bundle of correspondence related to cutting of prices by Stephens & Co., Collingwood, which was said to be a "matter of discipline for the manufacturers."

Not Confined to Guild Members.

A letter from Secretary Pafford of the Ontario Guild, to Mr. Cook was read regarding the membership of Warren Bros., Toronto. Therein it was stated that it was a mistake to allow those who had withdrawn from the guild to reap the advantages of the sugar and other agreements, and Mr. Cook was requested to ask the refiners to have the firm struck off the list of direct buyers. Mr. Cook's reply was read, stating he had seen the refiners and "they say that they never agreed to confine themselves to members of the guild and it is not likely they will be cut off." Later, Warren Bros. again joined the guild.

Mr. Cook's confident assurance expressed in several letters, that non-adherents to the price lists on Macdonald's tobacco would be dealt with effectually occasioned questioning by Mr. Washington as to the agreement or understanding between the guild and Sir William Macdonald, but Mr. Cook could tell nothing new.

Keeping of Records.

On Jan. 20, 1902, Mr. Cook, who was then assuming the secretaryship, wrote to Mr. Wills, Toronto, the former secretary, requesting the minutes and papers of the guild. Mr. Wills replied: "You are, of course, aware that no records of the institution have been kept for good and sufficient reasons."

"Are you aware of that?" asked the Crown Attorney.

"No, because since then I have kept all my letters and minutes of all meetings."

"Was the salt agreement for the Dominion?"

"No; Ontario only. It was put in with the Dominion papers in error."

"You had some interviews with Hudon, Hebert & Cie, Montreal, about cutting prices. They were cutting on matches. You got Eddy in, didn't you?"

"No sir."

"The wholesale grocers had an agreement with Eddy, hadn't they?"

"Not in a body, that I know of."

"Your letter states that certain prices are positive."

"There must have been a manufacturer's list."

Refiners are in the Fines.

"Do you remember that Turcotte & Co., Quebec, were fined \$100? They eventually got their money back, didn't they?"

"I think so."

"By the way, what becomes of their rebates, confiscated by the refiners?"

"They are in that much."

"Do they contribute anything to the guild?"

"No."

Refused to Pay Fees.

"Sometimes members refused to pay their fees," pursued Mr. Washington. "Were the refiners asked to strike them off?"

"I don't remember asking the refiners to strike anybody off."

Mr. Washington produced a letter from Mr. Geo. Bristol stating that R. & J. H. Simpson, of Guelph, had refused to pay and proposing that they be struck off. Mr. Cook's letter book showed he had written the refiners and that Sir Geo. Drummond had replied he could take no action and that it was a matter wholly for the wholesalers to deal with.

The Canada Brokerage Co., Toronto, was next inquired about. They were said to be a retailers' co-operative concern. One letter of August, 1903, stated they were offering to retailers who would take a \$50 share sugar at 2 per cent. discount. A report from the Toronto secretary stated they were "selling sugar all over Ontario as a bait for getting trade." They were not direct buyers and the question was, who was supplying them at a price that would enable them to cut? It was not answered.

Back to Tobacco.

Here the inquiry switched over to tobacco. Two firms in Chatham, N.B., are said to be cutting on Macdonald's tobacco, Messrs. Hocken and McLaughlan and there were complaints. Mr. Cook, replying, had stated that he had written to the firms in question and "if that has no effect other steps will be taken."

"What steps?" asked the Crown Attorney.

"The manufacturers will write them themselves."

"Well, you wrote Hocken and McLaughlan. What happened?"

"I think they have since signed the agreement, or promised to adhere to the arrangement."

The correspondence showed that this matter dragged on for months. Some of the letters by Mr. Cook read were:

Averse to Drastic Measures.

To A. F. Randolph & Sons, Fredericton, N.B., June 14, 1905:

"I beg to acknowledge receipt of your letter of 12th inst., with further reference to the cutting of prices on Macdonald's tobacco in Chatham. I can assure you that I am doing everything possible in this matter and am satisfied that it will really be settled before very long, but, unfortunately, Sir William is always very averse to taking any drastic measures in matters of this kind, although in one or two instances he has, after exhausting every other means of settlement, done what was required. I will communicate with you immediately upon hearing anything further in the matter. In the meantime should a couple of weeks elapse without your hearing from me it might be well for you to again write, as your letters will help me to force Sir William's hand."

Mr. Washington wanted the names of the "one or two instances," but Mr. Cook could not remember them.

Came to Terms.

To A. F. Randolph & Sons, Sept. 15, 1905 :

"I am pleased to be able to inform you that M. S. Hoekin, of Chatham, has at last agreed to adhere to the list prices and terms on Sir Wm. Macdonald's tobaccos, and MacLachlan of same place will be attended to, I think, without delay."

Will be Dealt With Promptly.

To Hall & Fairweather, St. John, N.B., Sept. 23, 1905 :

"I beg to acknowledge receipt of your letter of 18th inst. re certain members of the Maritime trade who have not signed agreement on Sir Wm. Macdonald's tobacco. The only direct buyers who had not signed agreement up to the beginning of September were Messrs. Hocken and MacLachlan, of Chatham. The matter has been in the hands of the manufacturer for some months and, with his assistance, about the first of September we secured a promise from Mr. Hocken that he would adhere to the selling prices. I have a letter also, dated early in September, from Mr. MacLachlan, which I take to mean that he, too, will adhere to the prices, although I have written him for a more definite assurance than the letter conveys."

"I shall be glad to hear from you if you have any direct evidence against any house in connection with Sir William Macdonald's tobacco, as I feel confident that should such be forthcoming the transgressor will be dealt with promptly and effectually."

Asking for Judgment.

Time and again Mr. Washington returned to the question of whether or not Mr. Cook had asked to have any one struck from the list of direct buyers of Macdonald tobaccos.

"All we want is to have these people adhere to the prices," said Mr. Cook in reply to a question regarding the Maritime complaints.

"Did you never ask Stewart or Macdonald directly to cut a man off the list?"

"No."

"Did you ever ask them indirectly?"

"I suppose I did when I asked them to enforce the agreement. The alternative was to strike off the list. But I don't know of their ever doing that."

It was stated regarding the Wallaceburg Sugar Co. that they would not make the same arrangement as the other refiners and the wholesalers refused to deal with them.

Complaint was made about the refiners selling to Eaton & Co., and the statement was made that they were not now on the list of direct buyers.

There was a good deal of correspondence about James Lumbers, of Toronto, not being a member of the guild. Then the letter writing was with a view to getting the refiners to "warn" him.

Mr. Washington told of a violation of the sugar agreement by Davidson & Co., of Quebec, selling in New Brunswick according to the Quebec price. As soon as the firm was notified they made the retailer pay the difference and the

Acadia Refinery finally settled with them by withholding \$100 rebate.

Results of an Interview.

A number of matters already dealt with are mentioned in the following letter of Dec. 16, 1904, from Mr. Cook to Geo. E. Bristol, president of the Ontario Guild :

"I beg to inform you that the president, Mr. Laporte, secured an interview with Sir Geo. Drummond, of the Canada Sugar Refining Co., this morning, and I am now to communicate to you the results of that interview."

Re Provincial Grocers, Limited, Toronto :

"The company have decided not to sell that firm under any circumstances."

Re Geo. Robertson & Son., Kingston :

"Sir George undertook to urge this firm to join the guild, but in view of the fact that it took a great deal of pressure from the refiners to induce Geo. Robertson & Son to come into the sugar agreement originally, he does not consider that there is much prospect of being able to bring them into line. He is of opinion that it would not be advisable for the refiners to use drastic measures to force the firm in question into the guild so long as they adhere to the sugar agreement. In this connection I may say that the Montreal trade have long had the same trouble, that is, we have three or four firms in this city not members of the guild, but for the sake of the sugar agreement we have simply made the best of the existing state of affairs."

Re the R. & J. H. Simpson Co., Guelph :

"While reiterating the refiners' desire to assist the trade in every way possible, Sir George was very emphatic in stating that he could not consider any request to take action in such a matter as this, it being entirely one for the wholesale grocers themselves to deal with."

Not Sell at Any Price.

A. H. Canning was another thorn in the side of the guild three years ago. Mr. Washington read these letters :

Geo. E. Bristol to H. Laporte, Feb. 2, 1903 :

"A man named A. H. Canning has been selling St. Lawrence granulated sugar less than the price, and I wrote to Davidson & Hay, Limited, and enclose a copy of their reply. How do you think it would work if all the members of the sugar agreement bound themselves not to sell a man like Canning at any price? There surely should be a remedy for this sort of thing."

Davidson & Hay to Geo. E. Bristol, Feb. 6, 1903 :

"Replying to yours of the 4th inst., we know that Canning bought 750 barrels of St. Lawrence granulated sugar from Jas. Lumbers. Lumbers claims that he charged him the full price, making no allowances or rebates of any kind. Consequently we hardly know how to round up transactions like this. When a firm, or firms, are willing to supply illegitimate opposition with ammunition to blow their brains out, the writer confesses that he is incapable of controlling such transactions, and he is somewhat of the opinion that even the Hamilton trade would realize difficulties were they in a similar position."

The Proud Hamiltonians.

Lucas, Steele & Bristol to Davidson & Hay, Feb. 7, 1903 :

"We are in receipt of yours of the 6th February and note contents. In reply beg to say that it seems to us there should be some rule of the guild to prevent a man like Lumbers selling a man like Canning. If we all agreed not to sell Canning under a penalty of losing our rebate, or a man like Canning who is not a retailer but wants it to sell to the retail trade. However, it is a very difficult thing to decide what to do about it. The writer agrees with your president that it seems almost impossible to control such a transaction, and quite agrees with him that it would be too much even for the 'Proud Hamiltonians.' Will call your president up some time next week and see if we can, between us, find some means to prevent this thing."

Bitter With the Sweet.

"We've got down to pickles," remarked Mr. Washington, taking up correspondence relating to Crosse & Blackwell.

Mr. Johnston — "Getting the bitter with the sweet."

There was a letter to Mr. Cook from John I. Davidson, and a reply, stating that Mr. Cook had seen Mr. Colson, the agent of the pickle makers, who had informed him that Crosse & Blackwell would sell to anyone who would pay the price for their goods.

Col. Davidson's reply was as follows :

"Thank you for yours of the 25th inst., and see that you have been able to unmask Crosse & Blackwell. They have hedged when they were accused of selling to the retail trade and endeavored to create the impression that they were not. Their admission, don't you think, would justify the Dominion Guild in taking action. How would it do if all the wholesale houses were to decline to handle Crosse & Blackwell's goods until they either confine themselves to the wholesale trade or the retail trade?"

Committee did its Work.

But Crosse & Blackwell signed an agreement, and the following circular letter of encouragement to the trade by J. F. Eby, chairman of the Ontario Price Committee, dated June 28, 1904, was read :

"Your committee feel sure that this first arrangement and the first result of their efforts will be a convincing argument of what can be done by united action. The trade in the west, particularly, have stood firm in this matter, refusing to buy from Crosse & Blackwell until the contract was signed, notwithstanding the fact that their representative had been persistently soliciting orders from the trade for the last four or five weeks."

Tuckett Makes a List.

"This bundle shows an agreement with Tuckett & Son for selling prices," remarked Mr. Washington, producing papers which he proposed to put in without reading.

"I want to know what the agreement was, if there was one," remarked Mr. Johnston.

Gone into, the letters showed that the tobacco firm in question had agreed to issue list prices for their goods.

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Now it Ought to Stick.

Mr. Washington announced that he had reached a starch agreement.

"The Crown's case is stiffening up a bit," remarked Mr. Johnston.

The magistrate, not to be outdone, added: "Sugar, vinegar and starch ought to make the thing stick."

The reference was merely striking from the list the name of a Quebec firm that had retired from business.

Mr. Cook had asked manufacturers for lists of their direct buyers.

"Why?" asked Mr. Washington.

"Merely for information. I am sometimes asked fool questions by wholesalers," remarked Mr. Cook, smiling.

Complaints came from British Columbia about the Hudson Bay Co. cutting prices 2c. on Tuckett's tobaccos, and the manufacturer for a time refused to interfere, but later the big trading company was brought into line by Tuckett & Son.

Crazy Prices Make a Fuss.

Mr. Washington produced a letter from Ontario Secretary Pafford to Mr. Cook, inclosing the following self-explanatory letter from Mr. Beckett to Col. Davidson:

"In to-day's Grocer you will notice a lot of crazy prices of Lumsden Bros.—Keen's blue 15c., starch 10 per cent. off the list prices, Royal Dome Lead \$1.25, and so on.

Now, with regard to starch, we ought to be able to stop this, and if I remember correctly Magor, of Montreal, arranged a selling price of 17c. on Keen's blue. That is what we have always been getting for it.

"I thought it as well to direct your attention to this, and if you think steps should be taken to stop this you might think it advisable to write to the starch companies and, perhaps, bring the matter before the president.

"This illustration, however, shows the necessity of having some organization to take up matters of this kind, and the advantage of having a committee to deal with important matters.

"If Lumsden starts that 10 per cent. business on starch it will be a serious matter if it cannot be stopped, but I think it can be stopped if representation is made to the starch company. Steps should be made through the president of the guild, but as you are the father of the Ontario trade, I thought it wise to bring this matter immediately to your attention."

Mr. Cook Gets a Rest.

Friday's session, which adjourned shortly after noon, opened with more about the Hudson Bay Co. Mr. Washington had a headache, and his colleague, John G. Farmer, did the work, which consisted in reading letters, Mr. Cook not being called.

Kearns Bros., of the Soo, attracted some attention through cutting prices on Macdonald's tobaccos. In several letters relating to these, and other transgressors, the difficulty of getting evidence was dwelt upon. The number on caddies and the number on Inland Revenue stamps were given, but cases were found where these numbers had been obliterated.

Then came Mr. Beckett's proposal to engage a smart American detective or inspector, and send him out "in the

guise of salesman, preacher, or anything that will fill the bill." There was nothing to show the suggestion had been acted upon.

A new idea came out in a letter from Col. Davidson to Mr. Cook. It was this: "I want to get a legal opinion with regard to our ability to keep out a firm here who are applying for admission to the guild, and we don't want to let them in if we can legally keep them out."

"That's the most foolish thing I have heard of them doing yet, getting a lawyer's advice," said Mr. Johnston.

In Nov. last Mr. Cook wrote that Mr. Stewart had succeeded in "inducing" the Hudson Bay Co. to stop cutting prices on tobacco.

A letter was read from the Walkerville Match Co. to Mr. Laporte, asking to make an arrangement to have the wholesale grocers handle their goods.

Guild Imposes a Fine.

A new method of disciplining by the guild itself was shown by the following letter to R. J. Carson, Kingston, dated August 17, 1905:

"Referring to the investigation of the charge against you that you have broken the sugar agreement, I beg to notify you that the committee of investigation met and decided that the evidence was quite sufficient to justify the committee in enforcing the straight fines according to the agreement, but in view of the explanation given by yourself they decided that without prejudice they would only charge you with the expenses entailed in connection with the examination on the understanding that you will pledge yourself that the sugar agreement be not again broken. The charges amount to railway fares of the committee, three members, \$4 per member, \$12; Mr. Scott's charges, which are extremely reasonable, only those occasioned by his having to stop over in Kingston, \$28; and in all, \$40.

"Kindly let me have your cheque and settle this unpleasant matter at your convenience, and much oblige."

Arrangement With Cannerns.

Light was thrown on the arrangement made last year with the cannerns by the reading of the following circular letter of March 13, 1905, from Mr. Cook to the members of the guild:

"I beg to inform you that the court appointed at the guild meeting under the chairmanship of the second vice-president, Mr. Beckett, to arrange an agreement with the cannerns securing to the trade a fair profit on the sale of canned goods, has successfully effected such an agreement applicable to the whole Dominion and based on the rebate plan.

"About 90 per cent. of the cannerns have come into the agreement, the understanding being that the rebate shall only be given to those wholesalers who keep the selling prices and make no purchases whatever from cannerns outside the arrangement.

"Full details will be sent you as soon as possible, this notice being merely intended to prevent members from making contracts which might prevent them from securing rebates under the new agreement, without being aware of its conditions."

Offer of the Cannerns.

With this letter Mr. Washington put in a confidential circular dated March 28, 1905, from the Canadian Cannerns, Lim-

ited, to the members of the guild. It was as follows:

"Referring to our letter of March 27, of which we ask your kind and careful perusal, also to contract enclosed herewith, we are particularly desirous of securing your entire trade in canned fruits and vegetables for the coming season. Our facilities for supplying you with everything in these lines are well known and the reputation of our various brands is sufficient guarantee to the public to make these lines comparatively easy sellers. As an inducement to secure your entire trade we confidentially make you the following offer provided same is accepted not later than April 30.

"We agree as follows, viz:

"That conditional upon your not having sold at less than list prices or on better terms of cash discount than 1 per cent. in ten days, the brands of canned goods in groups Nos. 1, 2 and 3 (see agreement with the trade), and conditional upon your agreeing to confine your purchases of canned fruits and vegetables exclusively to us (except on such lines as we are unable to supply) for the season of 1905, we will pay you a sum equal to 5 per cent. on your entire purchase of canned fruits and vegetables of the season of 1905, these payments to be made on the 15th July, 1905, and the 15th January, 1906, on all goods invoiced and paid for and upon receipt from you of statutory declaration to above effect.

"This offer is strictly confidential and if accepted by you will make the handling of canned goods purchased from us a profitable line. We would be pleased if you would signify your intention of accepting our offer by returning the enclosed form duly signed.

"Our prices will be put as low as it is possible to make them, having regard to the pack and quality. It is a reasonable assumption for yourselves and ourselves to conclude that it is absolutely necessary for us to make our prices as low as possible and thus protect our buyers and place them in a position to meet all competitors."

THE QUEBEC ELECTIONS.

The grocery trade is well represented in the City Council of Quebec. At the recent elections held in that city, three gentlemen connected with the grocery trade were elected. These were: Louis A. Letourneau, who is engaged in the grocery business and is also proprietor of the Quebec Preserving Company; Ald. N. Drouin, in the grocery business and also a member of the Rock City Tobacco Company; and Ald. Tanguay, a prominent wholesale flour, grain and provision merchant.

BUSINESS PERSONALS.

John Pinder, of John Pinder & Co., Montreal, was in New York this week.

D. J. Rattray, of D. Rattray & Sons, was in St. John, N.B., and Ottawa recently on business.

Mr. Barnard, manager of the Montreal office of Hunt & Co., Japan, is visiting London, Ont., Windsor, and other places in that part of the country on business.

C. A. Chouillou, of C. A. Chouillou & Co., Montreal, left on March 27 for New York, whence he will go to Europe. Mr. Chouillou intends to see as many of the European firms he represents as possible, and is in the hopes of bringing back some new agencies.

CONCLUDING SESSIONS OF FRUIT CONFERENCE

The concluding days of the Fruit Conference at Ottawa last week sustained the interest that the opening day promised, and unlike most conventions of this kind the delegates practically all remained to the last.

The Minister of Agriculture was indefatigable in attendance and made good his promise at the opening to be present at all the deliberations and learn from word of mouth as well as from formulated resolution the feelings of the people.

New Grading Defined.

The grading of apples, after much work in committee and the amusing passages in debate alluded to last week, was agreed upon as follows:

There are to be four grades, "Fancy," No. 1, No. 2, and No. 3.

"Fancy" are to be put up in boxes and are to be perfect fruit.

No. 1 remains as before and is the standard commercial grade.

No. 2 is more clearly defined. Wormy apples are excluded, but a margin of 20 per cent. is allowed for imperfect fruit, but not so as to cause any material waste.

No. 3, the last grade, is not intended for export.

The inspectors are rather doubtful about the feasibility of the definition of No. 2, because of the uncertainty as to what should be considered sufficient to cause appreciable waste.

Canadian Fruit Abroad.

The work of the department in exhibiting Canadian fruits abroad was acknowledged in an appreciative resolution and the recommendation made that it be continued and extended.

A valuable suggestion was appended that fruit for such exhibits be specially gathered and packed in the Fall, and that it be exhibited, in at least part, in the regular packages of commerce.

Fruit-Growers and Pure Food.

As a sequence to the admirable address of Mr. McGill, of the Inland Revenue Department, on adulteration of food products, the conference took up the question of pure food. It was very pertinently argued by E. D. Smith, of Winona, that if people were assured that their jams were pure and wholesome more would be consumed and hence a larger demand for choice fruit. It was a mistake, as some seemed to think, that good jam could be made from inferior fruit. He instanced the marked development of the jam industry in England as a consequence of the enforcement of the pure food laws.

A resolution was adopted as follows:

"Whereas a large percentage of the jams and jellies labeled 'genuine' or 'pure,' which are offered for sale within the Dominion are adulterated, and whereas the low prices quoted on these articles secure for them a ready sale to the disadvantage of the pure article.

"And whereas the interests of the manufacturers of pure goods, the fruit growers and consumers are thereby impaired,

"Therefore be it resolved that this conference urgently requests the Federal Government to secure the immediate enforcement of the Pure Foods Act and that the act be so amended as to compel the manufacturers of jams and jellies to print their formulas on their labels."

Governor-General Lord Grey in Attendance.

A feature of the conference was the presence of the Governor-General, Lord Grey, at the session on Wednesday afternoon. The topic of discussion was the experimental station work. Mr. Linus Woolverton, of Grimsby, introduced the subject, outlining the work done in Ontario. He was followed by Prof. Sears, of Nova Scotia, Lieut.-Col. Peters, New Brunswick, J. C. Ready, Prince Edward Island, Prof. Hutt, of the O.A.C., and A. E. Clendennan, of Alberta who were at one in endorsing the character of the work that had been accomplished.

Lord Grey followed the discussion with evident interest, and in a short address before leaving the hall eulogized the occupation of the fruit grower, and congratulated the minister on the success of the conference. His Excellency was emphatic in recommending the most scrupulous care in packing and the upholding of the good name of Canadian fruit men.

Resolutions urging the compiling of expert information and its distribution among the growers; extension of experimental stations and the establishment of experimental orchards, were passed.

The Transportation Question.

No part of the conference was more keenly followed than that in which the transportation question was discussed. W. A. Bunting, of St. Catharines, introduced the question. No hesitancy was manifest in the expression of views by the delegates. The following resolution was passed:

"That the Railway Commission be requested to order: (a) that a time limit for the transportation of perishable fruits of not less than twelve miles per hour be put in force upon the railways of Canada, which time limit it not maintained shall place the onus of responsibility upon the carrying company if loss or damage is sustained thereby.

"(b) That when railway companies fail to furnish suitable equipment for the transportation of fruit within six days after the time an order is placed with the local agent a penalty be provided for each subsequent day's delay.

"(c) That icing stations be established at divisional points on all railways engaged in the transportation of fruit and that cars fully iced be furnished when necessary by the shipper.

"(d) That at all stations where fruit is customarily loaded in car lots shelter from sun and rain shall be provided.

"(e) That when requested shippers of perishable fruit shall be furnished by the local agent with a daily report of the location of a car of fruit while in transit.

"(f) That a rate for transportation of apples shall correspond to the present rate for flour, until such time as the railway companies furnish satisfactory equipment and service."

Express Companies.

A proposal to recommend to the Government that express companies be placed under the control of the Railway Commission met with general approval and was speedily passed.

Messrs. Johnston, Shepherd, Eaton, Armstrong, Burrell and Burke were appointed a committee to present this resolution to the Government.

After the Commission Men.

The morals of commission men were pitch-forked into the arena of discussion by M. Pettit, of Winona, who in an experience of thirty years had reason to believe that there were dishonest members of this branch of the trade as well as among the packers.

Everyone seemed to have an axe ready for the unfortunate commission man till Mr. Hunt, of that fraternity in Ottawa, put up an argument for the defence. The complaint was against the occasionals and financially unsound, rather than against the trade as a whole. A proposition to license commission men and make them put up a bond found an obstacle in the fact that that did not come within the sphere of the Dominion.

It was therefore recommended that the provincial authorities take this up and that commission men be required to make returns within ten days of the sale of the consignment.

Steamship Service.

In deference to the wishes of the Maritime Province delegates a resolution was passed asking for an improved Atlantic service for fruit on the lines subsidized by the Government.

Compliments the Inspectors.

That the inspectors have done their duty in a faithful and yet courteous manner was evidenced by the following resolution:

"That this convention does hereby recommend to the Department of Agriculture the continuance of the services of fruit instructors in those provinces where such services have been so effective on account of the nascent nature of the fruit interests therein, the inspectors being used for instruction purposes when not actively engaged in the work of inspection."

Where to Place Marks.

The proper place on which to affix the marks required by law was declared to be on the end of the package and all the marks must be placed on one end.

(Concluded on page 32.)

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METRIC SYSTEM STILL FAR OFF.

A correspondent draws attention to the following clipping from the London Times of March 9, 1906, containing House of Commons report, March 8, to show that Great Britain is not likely to adopt the metric system in the immediate future:

"In reply to Mr. Norman (Wolverhampton), Sir H. Campbell-Bannerman said he could make no promise for the passing this session of a bill to make compulsory after a lapse of two years the use of the metric system of weights and measures. Such a bill if it became law would necessarily render illegal the use of existing weights and measures, and he did not think there was any ground for anticipating that such a measure would be noncontentious. (Hear, hear)."

Those gentlemen who have taken upon themselves the task of agitating in favor of the adoption of a decimal system of weights, measures and coinage throughout the Empire, have not permitted hard and constant work to damp their ardor.

Their latest crusade takes the form of a pamphlet entitled "Reasons why the metric weights and measures should be

made compulsory throughout the British Empire." It deals with the subject in a concise but forceful and exhaustive manner, and emphasizes with clearness the need of a less complicated method of calculation than at present obtains in the Mother Country. In the new English House of Commons the agitation has many supporters, and an earnest effort will be made to pass a bill similar to the one which the House of Lords passed unanimously in 1904.

Explanatory literature may be had from the Decimal Association, Oxford Court, London, E.C., England.

THE SALMON SITUATION.

Canned salmon is a red spot, or better, perhaps, a golden, on the present grocery market. Statistics will not read the riddle of the market, but there are a few that are not uninteresting at this juncture. The salmon pack of British Columbia last year totaled 1,167,460 cases. Before February 152,118 cases had been shipped to Eastern Canada, and more than half the remainder, 551,668 cases, had been dispatched to Great Britain, while the packers had on hand 211,252 cases.

The average pack for the last ten years has been about 700,000 cases, but since 1901, according to the statement issued by the Fraser River Cannery Association on January 23, the total pack and its distribution has been as follows:

	1905.	1904.	1903.	1902.	1901.
Pack	1,167,460	465,894	473,674	625,982	1,236,156
Distribution:					
Great Britain	551,668	181,114	239,808	394,324	851,826
Eastern Canada	152,118	160,259	152,498	135,806	131,875
Australasia	53,847	37,050	35,463	10,355	38,022
Elsewhere	4,556	3,278	1,472	627	13,538
Local sales	57,037	15,919	10,344	5,156	19,956
Stock on hand	211,252	68,275	34,089	79,714	180,939

The average pack on the whole Pacific Coast, including Alaska, is put at 4,000,000 cases, and the consumptive distribution as follows: United States, 2,000,000; United Kingdom, 1,300,000; Canada, 150,000; Australia, 150,000; all other countries, 400,000. By these figures it will be seen that more than half the salmon consumed in Great Britain is United States packed.

Prices this year have been phenomenally low, the opening for the 1905 pack being 60c. below the opening in 1904. The resultant heavy consumption has so far cleaned up the stock that the outlook now is for a shortage before the new pack comes in. This is especially the fact in regard to the higher grades. Last year was a "big year," and according to the fourth year theory, which is that a big run of salmon occurs only

every fourth year, this year will witness a small pack. This is an additional hardening tendency in the market.

This situation, combined with a rapidly increasing world demand for salmon of all kinds, fresh, canned and salted, has led experienced salmon men to the belief that the industry is entering upon a new era of generally higher prices.

ANOTHER FRUIT MARKER'S PROSECUTION.

The Dominion Government seems determined to enforce the Fruit Marks Act vigorously, as was intimated by Mr. Fisher some time ago. A remarkable prosecution took place at Brantford this week. It seems that Mr. Geo. Miles, an apple shipper of New Durham, packed apples last Fall and sold a carload to Mr. R. J. Graham at Belleville through the latter's agent at Norwich. The car was sold by them to a dealer in Prince Albert, Sask. The latter complained to the inspector at Winnipeg as to the condition in which he found the fruit. The inspector found occasion to go to Prince Albert and inspect the apples at that place. He reported the apples in good condition so far as keeping qualities were concerned, as almost none were rotten, but the packing, especially under the mark of one of the packers, showed very bad grading. The inspector made a particular examination of two representative barrels and found from 23 to 27 per cent. of culls in apples marked

XXX, as against the 10 per cent. of margin allowed by the act. The other barrels packed by the same packer indicated a similar percentage. The inspector reported to the Government and on attending the fruit convention at Ottawa last week was instructed to institute prosecution against the shipper. The latter felt that he was being punished for the shortcomings of one of his employes, one Savage who had packed the barrels complained of. The inspector on looking into the matter laid information against both Miles and Savage before Magistrate Ludlow, of Brantford, and they were fined the minimum amount for the number of barrels complained against.

The lesson to be drawn from this case is that notwithstanding the distance the apples may be shipped or how far the place of destination may be from an in-

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The inspector points out that though it may seem hard that the shipper should be punished for the fault of his employe, yet as a matter of fact he has received the price for first grade of apples when he has supplied fruit of an inferior quality.

THE CEREAL QUESTION AGAIN.

It is not very long since we drew attention to the likely development of serious competition in the cereal trade. It would seem as though our previous remarks were well-nigh prophetic, for at the present time complaints are reaching us from all sides of the extraordinary lengths to which price-cutting among dealers has already gone.

One retailer tells us he was induced, rather against his own judgment, by the solicitations of one of our over-persuasive gentlemen of the road, to lay in what was for him an abundant stock of bulk cereals at specially low prices. Believing he had a cinch, he set himself to endeavor to make a profitable hit, and promptly made a big show at an attractive bargain price.

Then his troubles began in real earnest. Not only did his customers see it, but also his opponent in business, a nearby grocer, who previously, like himself, had given no special thought to cereals. He immediately, however, awoke, and not to be outdone, goes for his dealer and finds him willing to quote a price one better than that at which his neighbor had bought, the final result being that the first grocer finds himself sadly left and is obliged to bring down his price to about cost in order to move his stocks.

This is just the old story over again. This kind of thing does no one any good. Millers, dealers and merchants are all complaining there is nothing in the trade and it is not unlikely the remedy is in their own hands. Extend this order of trade to the other lines of grocery and we will soon have our hands full of unavoidable bankrupts.

We strongly urge our grocer readers to be cautious in these questions. There can be no better plan for the grocer in this particular case than to stick to a few good lines of packet cereals and thus be certain of his profits.

WESTERN BOARD OF TRADE CONVENTION.

Secretary F. T. Fisher, of the Edmonton Board of Trade, has sent a circular letter to the secretaries of all the western boards of trade announcing that the third annual convention will be held in the capital city of Alberta on Wednesday and Thursday, June 13 and 14. Last

year the "Associated Boards of Trade of the Northwest Territories" met in annual convention in Regina and a full report of the proceedings was published in this paper. The creation of two new provinces raised the question whether division on provincial lines into two associations would not be advisable and it was finally decided to keep the organization intact, giving it the name of "The Associated Boards of Trade of Western Canada."

It is gratifying to note that care is being taken to remedy the one defect that was noticeable at last year's meeting. The delegates to the Regina convention failed, in most instances, to forward their resolutions to the secretary before the meeting and hence there was little opportunity given for previous consideration of the topics to be discussed. This year all resolutions must be in the hands of the secretary not later than May 24, such are the provisions of the by-law, but the secretary is asking as a favor that all resolutions be sent to his office not later than May 15. If the secretary's request is complied with there can be no doubt that the value and interest of the deliberations of the convention will be greatly increased.

Last year the best brains of the Northwest assembled in the convention at Regina as was evidenced by the high plane of the discussion. The character and standing of the delegates to the convention gave its conclusions weight throughout the entire west. The convention of the Associated Boards of Trade of Western Canada is the most important gathering of business men held in the west during the year, and all indications point to the most successful meeting this year in the history of the organization.

GETTING AFTER THE TOURIST.

Properly looked after and energetically encouraged tourists, including holiday loiterers, Canadian and foreign, would become a very considerable source of income to the people of the Dominion. Beyond the efforts of the transportation companies, however, nothing is being done outside of the Maritime Provinces to spread a knowledge of Canada's unrivaled attractions as a summer resort.

Kentville, N.S., Board of Trade is furnishing an example of the kind of propaganda that should be carried on all over Canada. A standing committee deals with the question, and a recent annual report of the energetic chairman, Mr. G. De Wolfe, begins:

"Your committee beg leave to report that the tourist travel was much larger than that of the previous year, and the class of visitors of a much better grade. We also find that strangers made a much

longer stay in town than usual. Tourists were from Texas, Georgia, Alabama, Florida, Delaware and many other States farther south and west."

How many Canadian boards of trade know as much about the visitors to their city or town? Here are a few more interesting sentences:

"One new feature is the very large gain in people of our province who are coming here early in the season so as to escape the raw, cold winds that prevail in many parts of the Maritime Provinces. In April, May and June the hotels and private boarding houses were well filled with those seeking a more balmy climate."

"Your committee feel very much the need of a neat, illustrated booklet of the town and its surroundings."

"Your committee would suggest for this season that some arrangement be made with the Halifax Board of Trade to get one or two pages in their guide book."

"From inquiry among the livery men we find they had a very busy season and at times quite difficult to supply teams."

"One thing we have to deplore is the lack of interest taken by the majority of our citizens in the great benefits of encouraging this tourist travel to our town. A great many of our people fail to see that the tourist travel is a large cash asset and indirectly benefits all."

"We find the need of more private boarding houses that will cater to this class, as it is a well known fact that scores of persons applied for places here last summer but could not be accommodated."

"The day is not far distant when this province will be the great vacation land of the people of Quebec and Ontario besides the mighty army of our cousins from the 80,000,000 to the south of us."

"Next to the 'Look Off' that the finest view in the valley is twenty minutes walk from the centre of our town."

"When our own people get over the idea that there is nothing to attract tourists to our town we will find them here in great numbers and leaving thousands of dollars to circulate among all classes. One advantage of a tourist guide would be to inform our own people of what great things are right in their midst and to awaken them to our possibilities."

It is expected that when the tariff is amended at the November session there will be some change in the basis of duty on molasses.

CONCLUDING SESSIONS OF THE FRUIT CONFERENCE

(Continued from page 28.)

How Big is a Barrel?

The proper size of a barrel came in for discussion toward the close of the conference, as the Ontario barrel and the Nova Scotia barrel differ materially in size, the latter being considerably the smaller. It was considered that there should be a standard size for all Canadian fruit and the standard size recommended to be fixed at 96 quarts.

Co-operative Packing.

The co-operative plan for packing apples came in for discussion incidentally again and again throughout the sessions and had the endorsement of all who have tried it. With higher standards and stricter enforcement of the law this seems to be the future of the packing system.

Apple Trade With Germany.

The effect of Germany's discrimination in tariff against Canadian apples was brought out strongly in a paper read by Mr. A. S. Chapin, of Toronto. United States apples pay 50 cents a barrel duty while the Canadian fruit is taxed \$1.50, giving the United States full control of this market. Two years ago we sold Germany apples amounting to \$50,000. If the duty were lowered Canada would gain the control as our apples were preferred. A direct line of steamships would soon result. The Minister of Agriculture expressed Canada's willingness to meet Germany, but the first step must come from the latter country.

The Sugar Question.

Mr. Robert Anderson, of Montreal, repeated in an address his charges against the sugar refiners, and characterized their reply as a jumble. He promised an answer in detail.

Happy British Columbia.

Mr. Maxwell Smith, fruit inspector for British Columbia, is authority for the statement that in 1904 the B. C. apple growers got more for their apples per box than the California orange growers got for their oranges per box, notwithstanding that the orange box is larger than the apple box and the land more expensive.

Dishonest Britons.

The Briton is notoriously a kicker, and complaints have been made against Canadian apples often upon very slight ground and slight defects greatly magnified. The cut prices Canadian shippers sometimes receive for their apples may be explained by the system of "stacking" consignments sometimes practiced by dishonest commission men across the Atlantic. It is charged that sound goods are placed in the middle of a pile and "wet" and "slack" goods around the outside, and the whole sold as inferior to persons on the "inside." The attention of the Canadian agents in England should be called to this and the dishonest salesmen exposed and punished. It is not enough to ensure that our packers put up first-class goods. They must be assured that their labors shall not be vitiated by dishonest salesmen.

Hemstreet Bros., Milton, groceries and dry goods, have dissolved partnership. Richard will continue the business and George is retiring.

THE LATE F. W. FEARMAN.

In a recent issue of The Canadian Grocer there appeared a notice of the death of Mr. Frederick W. Fearman, late president of the Fearman Packing Co., Hamilton, Ont. In the loss of Mr. Fearman Hamilton loses one of her most useful citizens, besides being a successful business man. Mr. Fearman was one of those men to whom prosperity comes as a kind of natural order, and whom it does not spoil, but who rather used the position thus acquired as a means to still further extend his usefulness and the advancement of his fellow citizens.

Like most great men, Mr. Fearman began life in an ordinary everyday employment, and might aptly be described as the "architect of his own fortune."

Mr. Fearman took a deep interest in public affairs. Educational matters were his especial study. In 1867 he became a member of the board of education and for 17 years was prominent in its work, occupying the important posi-



The Late F. W. Fearman.

tion of chairman and devoting his time and attention in a very large measure to the schools of the city.

He was also one of the first to agitate for a water works system for Hamilton, and the call for the first public meeting in the interest of the movement was issued by him. For a short time he served as a member of the city council, but his tastes were rather for other lines.

When Hamilton began to agitate for a public library back in the 80's Mr. Fearman was one of the foremost supporters of the movement. He not only wrote on the subject, but called meetings, and his voice was heard throughout the city at public meetings in the interest of the by-law. He was one of the first members of the public library board, and was chairman of the building committee and chairman of the board in 1891.

When the next important public move was made, the purchase of Dundurn Park and the establishment of a parks

system for Hamilton, Mr. Fearman, although a man of 70, metaphorically threw off his coat, rolled up his sleeves and got right into the thick of the contest. Those who recall the parks campaign will remember that never in his long and honorable public career did he show to better advantage than then. His speeches were full of force and sound argument, and, based on his wide observation abroad, he was able to handle the subject in a way that made many converts. He was one of those chosen for the first public parks board, and was the unanimous choice of the members for chairman. He stoutly declined, but the board insisted that he must be first chairman, even though he should resign at the close of the first meeting, for they felt that his name should be handed down as chairman — and so it was. He retained his membership on the board up to about two years ago.

Mr. Fearman was an ardent son of St. George and a lifelong member of St. George's Society, of which he was also president. He was a member of the Masonic fraternity, although it was not until quite late in life that he joined, becoming a member of Barton Lodge in 1888. He was one of the founders and occupied the position of president of the Wentworth Historical Society, also an active member for many years of the Hamilton Scientific Association. Deceased was a member of the Methodist church, and had held important offices in Wesley and Centenary churches, having been connected with the latter for the past quarter of a century.

IMPORTANT CHANGE IN SALMON COMPANY.

An attractive folder has been issued by the Corby Commission Co., of New York, the main feature of which is to announce to the trade that they have taken over the business which has been carried on by the Pacific Selling Co. They will therefore in future control the "Clover Leaf" and "Arrow" brands of salmon for Canada as well as the United States.

These brands have been well advertised throughout the Dominion and their names will, in consequence, be pretty familiar to the trade. A leading feature pointed out in the folder is the firm's guarantee of 100 per cent. delivery, a point of great importance to the trade. The Corby Commission Co. are pointing out that in all probability the next season's run of salmon will be a very small one, and in consequence prices are expected to rule much higher. The Canadian agents of the company, Kyle & Hooper, Front street east, Toronto, Ont., will be pleased to give any further information.

GROCERS' EXCURSION.

The Toronto Retail Merchants' Association held a meeting in Mr. Panter's office, Spadina avenue, Monday night and decided to hold their annual excursion to Niagara Falls and Buffalo on Wednesday, July 25. Reports from the Annual At Home Committee were received showing a satisfactory cash balance over all expenses.

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AN ALMOND PACKER VISITS CANADA.

The Canadian Grocer had an interesting interview with E. Cosmelli, the principal partner in the firm of Cosmelli, Meyer & Co., of London, England, with branches at Denia and Valencia, Spain. Mr. Cosmelli is passing through Canada on a business trip, visiting the company's agents at various points. This firm make special feature of supplying the world's markets with that excellent fruit, the Mediterranean almond. The harvesting of this crop is carried on much the same as it was several decades ago.

The native hand labor is the predominant factor. The fruit is picked and then laid out in the open to mature and dry, and if required shelled, are broken with large native stones right on the spot. It is then packed ready for the several markets and consigned to its various destinations. The bleaching of the almond has not yet been undertaken on any extensive scale in Spain, and Mr. Cosmelli intends inspecting the different makes of machinery for this purpose while in America so that his firm can satisfy all classes of buyers. The Ontario agents of the firm are Kyle & Hooper, 27 Front street east, Toronto.

BACK FROM MOUNTAIN CLIMBING

Mr. W. H. Millman, the Front street broker, has returned to Toronto after a five weeks' trip to the Pacific Coast, and looks much the better for it. In addition to putting through no small quantity of business, Mr. Millman took a holiday, the first in some time, spending a week with his son Percy at Penticton in the Okanagan Valley. Long rides in the saddle among the mountains is the way Mr. Millman claims he spent the time, but the trade would like a photograph of these mountain climbing and gulch leaping exploits.

A great change in the last three and a half years, Mr. Millman finds everywhere in the west, notably in the increase of plowed land, and new towns along the railway. All the towns are growing very rapidly. Vancouver has now a population of 50,000, and its citizens hope to double this in six years. A hundred thousand club has been formed with this end in view.

THE TILLSON TROPHY.

Won by the Grocery Brokers.

The final game in the wholesale grocers' hockey league for the Tillson trophy and Colonel Davidson's individual trophy was decided Saturday afternoon, March 17, at the Mutual Street Rink, Toronto, when the Grocery Brokers, last year's champions, defeated T. Kinnear & Co. by a score of 6 to 2. It was a brilliant game from start to finish, the second half being particularly fast. The Brokers being in better condition excelled Kinnear's at every position. The former forward line played the best combination game of the season, in fact so good that Kinnear's heavy defence could not break up their rushes.

Jack Guthrie, Brokers' last year's goal, was out for the first time this year and played an excellent game. He strengthened the Brokers' defence considerably. Billie May was without doubt the best man on the ice; his individual rushes and shooting were phenomenal, he securing four of the Brokers' goals.

Banks and Millman played nice combinations and were very effective in checking back. Tom Webber, better known as "Whiskers," got a hard body check into the boards from Humphrey early in the game, but it did not affect his playing. The light defence, Donaldson, last year's forward, and Thompson worked hard and broke up many of Kinnear's old-time rushes. It was thought when Bidwell and Joe Wilson were frozen up early in the season that the Brokers would be weak on defence, but it is not always the heavy man that tells.



For T. Kinnear & Co., Tom Kinnear, C. Rennie and Graham played good hockey all the time and showed themselves to be in good condition, and with more assistance from their defence the score would have been closer. In the first half Tom Kinnear, late of St. George's, played out of his old position but changed around in the second half, which seemed to put him more at home and his playing was much better.

Referee Fred Starr acted impartially and to the satisfaction of both teams.

The teams were:
Grocery Brokers (6)—Goal, Guthrie; point, Donaldson; cover, Thompson; rover, Webber; centre, Banks; left, Millman; right, May.

Kinnear's (2)—Goal, H. Rennie; point Stevens; cover, Humphrey; rover, McGregor; left, Kinnear; centre, C. Rennie; right, Graham.

HINTS TO BUYERS.

Grocers have a splendid opportunity to renew their tea and coffee stocks now by buying from E. D. Marceau, Montreal. He is closing out many lines of special teas at low prices. The different blends offered will speak for themselves.

Buyers of genuine Barbadoes molasses will find it is their interest to get prices and samples from L. Chaput, Fils & Cie., Montreal. They have now in store new crop molasses, also other cheap grades at interesting prices.

C. E. Thurston, general eastern representative of the California Fruit Distributors, is back from the coast. He states that rain has destroyed some apricots. There should be 2,600 cars of grapes alone shipped this season. White & Co., Limited, Toronto and Hamilton, sole Ontario representatives.

Attention is called to the Ice Castle Brand Kipper Herring in oval cans, packed by J. W. Windsor. New prices are now out, and as the supply last year was not equal to the demand buyers will do well to place their orders at once. Price is low, and doubtless the consumption of these goods will steadily increase.

Notwithstanding the general complaint of "between seasons" safety of grade, the Toronto Board of Salads report business as remarkably good all over their system including a steady demand for their natural leaf Ceylon greens. These teas are rapidly growing in as popular favor as the now famous black teas of "Salada" brand.

GREAT SORROW OF EX-GROCER.

A great misfortune has overtaken Mr. Horace Brazil, who for years conducted a grocery at the corner of Yonge and St. Albans streets, Toronto.

About four years ago Mr. Brazil removed to the Northwest with his family and engaged in farming. Word has just been received that in a fire recently, Mr. Brazil's three children, his aunt and all his household effects and clothing were consumed and he left destitute. The Retail Grocers' Association, of Toronto, of which Mr. Brazil was a member, are making up a purse to send to the unfortunate ex-grocer. Mr. H. D. Keay and David Bell are in charge of the subscription list.

DAIRYING STARTS WELL.

Dairymen in Eastern Canada will start their season's work under very favorable conditions, that is, so far as the British market is concerned, but it still remains to be seen if the pastures will be in the same excellent condition as in the season of 1905. The butter trade with the Old Country will be watched very closely this year, so that the favorable opinion that this Canadian product has gained among British consumers shall not be lost. All dairymen know the importance of this trade with Britain, and may be trusted to further it in every way possible. The reputation of Canadian cheese is already made, but there is still much to be done to perfect the business, in the matter of packing, weights, boxes, and so forth.

Mr. J. J. Philp, Winnipeg fruit inspector, was a caller at the office of The Grocer this week.

market is quiet

Trade is aware of the fact that they are alone the only ones who have been able to satisfy the demand for 13 millions of cases of beer last year 1906-7. They are ready to experience of the fact that the demand for beer is not likely to be less than last year.

Prices of currants are unchanged. Patras are at 5 1-2c. lowest for any brand. Prices are some- what higher market, about a shill-

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N. B. Markets.

St. John, March, 1906.

March has been a cold month and we have had more snow than any time since the first of the year. We have now more snow than at this time last season. Business is improving. Markets in general are firm. Molasses is again a matter of particular interest. The strained relations evident now for some few years is still a factor. Two results are evident—less profit to the importer and lower prices to the retailer. Fish, that is, dried, are easier. Halifax is reported over-stocked. Perhaps never was the market so bare of cheese. Rice is rather easier, some particularly fine samples seen. In Winter port business this will be a record year. Our trade complain of the impossibility of getting Barbadoes molasses forward by the West India steamers to meet the demand, owing to lack of space, St. John being discriminated against in the matter of space in favor of Halifax.

Oil.—There is a decline in the demand for burning oil owing to the lateness of the season. Prices are unchanged. Lubricating oils have much attention and good business reported. Linseed and turpentine are now active lines. Prices quite high, particularly turpentine. In cod oil it is late for business.

Salt.—There are continued arrivals of Liverpool coarse salt, a good demand reported. While prices are unchanged there is a feeling that present figures are too high and there is talk of increased competition in this market. Fine salt has improved sale. Prices are unchanged.

Canned goods.—Tomatoes show an advance. The position is a very strong one. Fair stocks are held. Corn is firm. Peas are still very cheap. In gallon apples rather higher prices quoted. The situation is strong. Other fruits unchanged. Just a fair sale for salmon. Meats quite low. In oysters prices firm. Domestic canned fish are quiet. Stocks, except perhaps sardines, are light.

Dried fruit.—There is just a fair sale for seeded raisins at the lower prices ruling. Valencia raisins show quite an advance since the first of the year. Loose Muscatels unchanged. Malagas have the sale owing to price. In currants prices are firm, the local cleaned bring the best price. Dates are higher. Figs a light stock and light sale. Prunes are higher, small sizes scarce. Apricots and peaches higher. In peels our trade have not yet bought. Prices quoted are high and market advancing. Citron is likely to rule much higher than last year. Evaporated apples high. Dried have been advanced. Onions are firm. First shipments of Egyptian are to hand.

Sugar.—There was a further advance of ten cents last week. Stocks are very light. In foreign granulated market is also quite bare.

Molasses.—The sale is for Barbadoes, chiefly fancy grade. There is much complaint that it is impossible to get steamer space to meet the demand. The price of the fancy grade has been cut so that it is possible to buy much cheaper than a week ago. In Porto Rico prices unchanged. Considerable old stock still here, and but limited demand. It is said there will be a small output at the island and price will be quite high. Dealers here are not anxious buyers.

Fish.—In fresh fish season for frozen stock late, fair stocks, prices rather

easier. In dry fish tendency is to lower figures. Stocks here not large. The high price and a poor West India market has affected sales. Pickled herring high and scarce. Smoked rather lower. Haddies are dull. Some Gaspereaux now seen.

N. S. Markets.

Halifax, March 28, 1906.

The Acadia Sugar Refinery Company has again advanced the price of sugar ten cents per one hundred pounds. The recent advance was made just at the close of the week, and marks the third advance within three weeks, making a total of thirty cents in all.

Trade, generally, is pretty quiet. Collections continue very good. Canned goods are in heavy demand; the jobbers all have good stocks on hand and there is no shortage in any lines.

The market is pretty well cleaned up as regards poultry, the stocks held in cold storage being about exhausted. Fresh poultry would command a good price on this market at present if it was available.

Pork is very scarce, all the dealers complaining about the shortage, and the very high price asked by those who hold hogs. Good hogs are fetching from 9c. to 9 1/2c. per pound, which figures are away ahead of anything quoted hereabouts for years. Pork products are also high and good bacon and hams are scarce. Twenty cents per pound is the price quoted for both hams and bacon of local cure.

EGGS.—The recent cold snap has made a marked improvement in the egg market, and has had the effect of stiffening prices. The supply of fresh-laid eggs has fallen off as the result, and the price has been increased slightly. The jobbers are quoting them at 18c. per dozen wholesale, while the retailer is selling them from 20 to 25c. per dozen, the latter price being obtained for the very choicest stock. The demand is good, as is always the case during the Lenten season. Cold storage eggs are going off the market very slow, the jobbers finding some difficulty in disposing of their stock. It is hard to find the quantity of cold storage stock held here, the jobbers not being inclined to say much about the egg situation in that respect, but it is known that their holdings are very large.

BUTTER.—The local supply of butter continues very good, and it is expected that with the roads improving the farmers will reach the market frequently. The price has not eased off any. Creamery prints are quoted at 26c., and solids at 25c. Choice small tubs range from 23 to 25c., and rolls at 22c. These prices are much higher than the quotations in the Upper Provinces. The exports of butter from Halifax have fallen off very greatly. Some small shipments are being made to the West Indies, but the high prices prevent the trade from being as brisk as formerly.

FRUIT.—The market is well stocked with oranges, both navel and Jamaica. The latter are arriving in very poor condition, and in most cases they have to be repacked. They are quoted at \$7 per barrel. Dried fruits are in good supply with the prices steady. The American strawberries which arrived from

Boston by the last boat were of splendid quality. They retailed at 40c. per box. The crop is said to be heavy, and it is likely that the price will be a little easier later. There is a good supply of celery, cukes, and rhubarb on the market.

VEGETABLES.—Stocks of vegetables are being thinned out, the waste being very great, particularly so in potatoes. Owing to the condition of the stock no advance has been made in prices. Parsnips are becoming very scarce, and are now quoted at \$1.75 per barrel, which is an advance of 25c. The stock of carrots is fairly good. They are quoted at \$1.50 per barrel.

B. C. News.

Vancouver, March 21, 1906.

"In 1910 Vancouver then Will have 100,000 men."

So mote it be, and they will all have to be fed and otherwise supplied. Therefore it is very much to the interest of the readers of The Grocer both east and west, for a very great proportion of the food supplies of this coming metropolis of the western coast is drawn from the east and from the prairie sections of the west.

The formation of a "hundred thousand club" in Vancouver this week is an outward expression of the faith the citizens have in the great future and immediate progress of the Terminal City. A most enthusiastic campaign has been mapped out, and all, old and young, business men and others, have joined hands in the work of bringing about the realization of the ambitious project. As it will involve doubling the present population, it means a great deal of hard work and careful planning. The object of the new club is not only to get people here, but to provide, first, inducements for them to come, and second, means of occupation when they are here, so that the making of Vancouver a city of 100,000 people shall not be a one-sided affair.

Business is picking up very rapidly in all lines in the trade both wholesale and retail in the past week, and by the end of the month, when northern shipments, both Yukon and to the northern coast of British Columbia are in full swing, times will be very lively here.

MARKETS.—In groceries nothing very important in the way of changes can be recorded. In the rice market prices are now quoted as low as \$84 per ton, which is cheap on present basis. Conditions indicate that the price may increase a good deal, and it is possible that it may again go up to \$100. Sago and tapioca are now at their highest market price for a long time, the current quotation being 5 1/2c. The supply market is short and the tendency is upward.

In dried fruits the market remains practically unchanged. The demand is normal and trade fairly good, but no recent move has been made. In canned goods local jobbers are holding tomatoes at very much stiffer prices than some time ago. However, they are still 10c. lower on the market here than present eastern basis. The ruling quotation is from \$1.25 to \$1.30 per dozen.

PRODUCE.—There is a very great scarcity of really choice butter on the local market just at present, and an almost equal abundance of fresh eggs. The

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

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

supply of good eastern butter is practically exhausted, and the local creameries cannot cope with the demand. Last month was the smallest in point of production of local creameries, of the season. This month the supply is increasing. The price dropped back from the Winter rate of 35c. per lb. wholesale which has prevailed for two months or more, to 30c., below which it is very seldom necessary for the creameries of British Columbia to reduce the wholesale price of their fresh product.

A limited quantity of New Zealand butter is really the most exclusive article on the market in butter. A small stock arrived this week by the Miowera. It is quoting at 30c. and 31c. There is not enough to go round.

Exceedingly fine, warm, bright weather has prevailed for so many weeks now that the egg production of the British Columbia hen has gone up to very nearly the maximum. The price has dropped considerably, and imported eggs and store stock have been put off the market. The price of local fresh in Vancouver is now 25c. wholesale and in Victoria it is 20c. per dozen. But at the latter price there is no danger that the stock will not be taken.

FRUIT.—The last car of Coldstream apples of 1905 crop is likely to be received this week. With the shortening up of local stocks and very slight importations from Washington, the market is drawing into very small compass in this line. The price is now about at the maximum, \$2 to \$2.50 wholesale for choice fruit, and there is practically none else offering from the wholesale side.

Oranges have gone up in price considerably, the quotations from the brokers in California showing very stiff tendencies. The quality remains excellent as it has been throughout this season. The average price now quoted here to the trade is \$3.25 to \$3.75 per box.

Bananas are coming in regularly, fresh stock being expected the last of the week. The price is firm at \$3.25 per bunch. Not a pine arrived from Honolulu by the Australian steamer this week, contrary to expectations. The shipments do not usually stop so early in the year. It may be that other lots will arrive by the next steamer.

VEGETABLES.—Because there will be a royal prince in Vancouver next week there is a stock of extra choice California vegetables in the wholesale houses. One particularly attractive lot of fresh young asparagus is costing \$6.50 per crate of 30 lbs. It had to be specially ordered, and is of course away over the average stock. Ruling price for California asparagus is now 10c. to the trade. Very fine fresh lettuce is again in plentiful supply. Vancouver growers are now competing very actively with Victoria hot-house men who formerly had this trade exclusively. The price has dropped back to \$1.50 per crate, from \$1.75 which ruled while there was a scarcity for several weeks.

Cucumbers, radishes, parsley and tomatoes, all California stock, are in sufficient supply in the market. Prices are about as the regular quotations.

Potatoes are showing no recent move in prices. Really choice locals are scarce, even Ashcroft's being held at \$2 to \$2.25 per hundred in a retail way. Some Yakimas from Washington State are still supplied at \$30 to the trade.

Officers Retail Merchants' Association of Western Canada:

President, J. F. Hunter, Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulsen; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

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

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

Secretary Coulson left Winnipeg on Monday morning on the organization trip in the west mentioned in last issue of this paper. From communications received from members in the various towns to be visited there are good prospects for a successful tour. The only satisfactory way to arrange local disputes and settle a working basis for the future is for the dealers in each district to meet in some central town and discuss the situation freely and frankly. When such a meeting has been brought together the biggest difficulty has been overcome. Their interests being common, the general merchants can usually arrange a basis of agreement on the most contentious points if once they can be brought together to discuss the situation. In former years one of the biggest troubles in the west has been the unreasonably high price paid country merchants during the Spring and Summer for country produce. Butter and eggs have been handled at an actual loss, as many dealers can testify to their sorrow. One of the principal objects of the meetings this week and next is to remedy this evil, and if the secretary's visit has any effect in checking this reckless practice of other years he will confer a great benefit on the long-suffering trade.

The offices of the association at No. 53 Scott Building, Main street, Winnipeg, are open at all times to visiting members of the association, and, in fact, to all merchants. When Secretary Coulson is out of town Secretary McRobie, of the Hardware Association, is in charge, and merchants will always be made welcome to visit the offices. Merchants visiting Winnipeg are invited to have their mail addressed in care of the association offices. There is a comfortable reception room in connection and letters may be written there. A file of The Canadian Grocer, and others of the MacLean Trade Newspapers, will be found on the tables.

The association remedy for bad debts, outlined in the issue of March 9, seems to be meeting with popular favor. Hundreds of the blank forms described in The Grocer have been sent out to merchants who have asked for them, and reports received at the Winnipeg office of the association indicate that in most instances the scheme is working well. In very many cases a notice of the kind provided by the association is all that is required to collect the money.

At the joint meetings of the general merchants and hardwaremen last February a vexed question came up several times in the course of other discussions,

but, unfortunately, was not itself discussed at any length. The time of the convention was so fully occupied by an eastern visitor, who came with a new and unexpected proposition, that but scant consideration was given to a number of topics upon which it was desirable that there should be a clear understanding. This particular question—the relation of the general store to the class hardware store—was naturally suggested by the affiliation of the two associations and the organization of the "Western Board." In many towns in the west there is friction between the general store, with its hardware department, and the straight-line hardware store. Now it would be unreasonable to say that the general store should not handle hardware, and he would be an unreasonable hardwareman who advanced any such argument. But there is no more reason why the general merchant should cut prices in hardware than in groceries, and in towns where hardware is handled by the general store at cut prices the hardwareman has even more reason to complain than has the grocer or general merchant who finds the neighboring hardware store selling plug tobacco at "three for a quarter." He has more reason to complain because a stove or a furnace is a bigger item than a few plugs of tobacco, but the principle is the same in both cases. This is a matter on which the two associations should be able to come to a satisfactory agreement.

DEATH OF HORACE L. SMITH.

The Winnipeg grocery and fruit trade were surprised to hear last Saturday of the death of Horace L. Smith, manager of the fruit department of Foley, Loek & Larson. As mentioned in The Canadian Grocer last week, Mr. Smith had undergone an operation for appendicitis, but no doubts were entertained of his recovery. His kindly and generous disposition made him deservedly popular among the trade.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, March 23, 1906.)

ABBREVIATED MARKET NOTES FOR CURRENT WEEK

- Sugar—Advanced 10c. per cwt.
- Cooking Figs—Advanced 1/8c. per lb.
- Standard Peaches—Advanced 1/4c. per lb.
- Oatmeal—Reduced 10c. per sack.
- Cornmeal—Reduced 10c. per sack.
- Cheese—Advanced 1/8c. to 1c. per lb.
- Lard—Advanced 1/4c. per lb.

Cold weather during the last fortnight has to some extent interfered with trade, but there has been a fair movement of most general lines. There are not many price changes to record. Sugar is now on the advance and still higher prices seem probable, although the early opening of navigation, and consequent reduction in transportation charges from the east, may relieve the situation slightly. Oatmeal and cornmeal are

cheaper, but at an unusual price are advanced dried fruit wards higher. CANNED short on ton it does not supplies at

- Apples—gallons, per doz 3-lb.
- Cherries—red pitted, per 100
- Currants—new, red, 2 doz.
- Gooseberries—black
- Lawtonberries—new
- Peas—2s, F.B., per 2-c 3s
- Peaches—2s 3s
- Plums—Danson, 1s Lombard, 1s Greengage, 1s
- Pumpkins—3s
- Pineapples—2s, sliced, 2 doz 2s, whole, 2s, whole, 2s, grated
- Raspberries—red (new) black (new) new
- Strawberries—new
- Beans—golden wax, refugio
- Beets—3s
- Corn—2s
- Peas—(No. 4) 2s (No. 3) 2s
- Succotash—2s
- Tomatoes—All groups, per Salmon, Fraser Riv Skeena Riv River's Inb Red Spring humpback, cones, Clover Lea
- Pork and beans (V. Clark's 1 lb. plain, 2 " " 3 " " 1 " tomato 2 " " 3 " " 1 " Chili 2 " " 3 " "
- Soups (Van Camp's Canned chicken (M turkey (Ay chicken (De turkey (Ayl duck (Aylm (Delhi
- Corned beef Roast beef (Man. Ca (Clark's)
- Potted meats, 1/4 lb. p Veal loaf (Libbey's) Ham loaf Chicken loaf Lunchonque (Clar Sliced smoked beef Chipped Sliced bacon, Corned beef (Clark's Lobsters (new), 1-lb 1-lb 1-lb
- SUGAR—1 cwt. for all

Spring is the Cleaning Season

BON AMI

Is the Best Cleaner

RETURNED
JUL 26 1906
To Montreal Office
Cut Book 53
Page 2
A.A.W.

Bon Ami

Will do 50% more
work, or last 50% longer
than an equal weight
of any other cleanser
or polisher.

It is the cheapest.

Get One Case Now from Your Wholesaler

CAN BE HAD FROM ANY WHOLESALER
FROM OCEAN TO OCEAN

Cases of 3 doz. \$1.19 per doz., or \$14.28 per gross

F.O.B. wholesaler's shipping point

Lots of 5 gross, \$13.40 per gross

Delivered to any railway station from Halifax
to Vancouver

Terms: Net 30 days, or 1% 10 days

HUDON, HEBERT & CIE, Limited

MONTREAL

The most liberally managed firm in Canada

H. Card
recently.

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Excellent Storag

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BUSINESS NOTES.

H. Card, of Nashville, was burnt out recently.

Duncan McMillan, fruits, etc., Dundas, Ont., deceased.

W. A. Fuller, Green River, was in Toronto last week.

Andrew Young, groceries and crockery, Seaforth, deceased.

The Imperial Bank is opening a branch at Belwood, Ont.

Mowat & Draper have opened a new grocery in Oshawa.

Smith & Hart have opened a new grocery store in Oshawa.

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

**ARE YOU
GETTING YOUR SHARE**

of the

**LARGE BUSINESS
OFFERING in ALBERTA?**

IF NOT Write us.
Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Sawyer's 50 Years
the People's
Choice.

CRYSTAL

See that Top **Blue.**

**For the
Laundry.**

**DOUBLE
STRENGTH.**

Sold in
Sifting Top
Boxes.

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

*It goes twice
as far as other
Blues.*

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

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

Herman Card, general merchant, Nashville, Ont., burnt out.

Gibson & Co., flour mills, Morrisburg, Ont., have been burnt out.

The Metropolitan Bank are opening a branch at Ameliasburg, Ont.

The Bank of Nova Scotia are opening a branch at Saskatoon, Sask.

Armour, Limited, Toronto, Ont., have sustained loss by fire; insured.

A. N. Steele has opened at Stevensville a very nice grocery store.

Mr. Bodenweiser (Bode), "the gum man," is at present in Toronto.

The Merchants Bank of Canada have opened a branch at Russell, Man.

Ovans Bros., general merchants, Hamiota, Man., have been burnt out.

McCann Milling Co., Toronto, Ont., burnt out, loss covered by insurance.

John Stuart, of John Stuart & Co., wholesale grocers, Hamilton, deceased.

D. J. McClellan, Port Hope, is selling off his stock and retiring from business.

Dobie & Co., general merchants, Thessalon, Ont., have sustained loss by fire.

Mr. Bartley, of Bartley & Reid, tea merchants, Montreal, is in Quebec this week.

Wm. Abbey, brother of R. A. Abbey, merchant, Port Robinson, died last week.

F. G. Conke has purchased the grocery of W. A. Broughton at 340 Centre avenue, London.

Geo. Brown, of Brown Bros., Bowmanville, is able to be about after a week's illness.

H. A. Rutherford & Sons, Boulton, have enlarged their store and added a complete stock of boots and shoes.

Babcock Bros., Oshawa, this week moved their grocery business to their new up-to-date store on the south side of Simcoe street.

W. J. Braidwood, Galt, who assigned some time ago, has begun business again. The firm is now Braidwood Bros., grocers and butchers.

The Canadian Bank of Commerce are opening branches at Gleichen, Alta., Leavings, Alta., Humbolt, Sask., Langham, Sask., Radisson, Sask., and Stavley, Alta.

Friends of H. P. Eckardt have heard from him in Venice, where he is enjoying a rest and vacation—which no one better deserves—in a gondola on the Grand Canal.

J. Hat has purchased the grocery of J. A. Newman at 980 Bathurst street, Toronto. Mr. Newman has bought out Mr. Sanderson, on Markham street, who is building himself a store on Barton avenue.

B. E. Miller, who formerly represented the Blue Ribbon Tea Co. on the northern trip, has joined the selling staff of T. H. Estabrooks to represent Red Rose tea. He went last week to St. John to spend a few days at headquarters before entering upon his work in Ontario.

Jos. Carman, Winnipeg, who has been appointed agent for the American Pure Food Co.'s (Montreal) grocers' specialties for Winnipeg and Manitoba, has now a full supply of advertising matter and samples of Japanese starch, etc., on hand, and is ready to mail same to the trade in his district from his address, Union Bank block, Winnipeg, Man.

**Do You Realize the
Importance of Fresh
Roasted Coffees?**

**WHERE DO YOU BUY
COFFEES? IN THE
EAST.**

Now, look here! You might just as well endeavor to increase your fruit business by giving your customers unsound fruit, as try to increase your coffee business by selling "Stale" Coffees. Eastern Roasted Coffees are three weeks old at least when you receive them. Therefore they are "Stale" and unfit for your trade. Our Coffees are Fresh, Fresh, Fresh.

**Better Write To-day
for Samples and Prices.**

The Codville-Georgeson Co.
Limited

Winnipeg, Man.

**EASTERN MANUFACTURERS
AND SHIPPERS**

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.
Established 1882

First-class storage for all kinds of goods

Easter

Your Easter trade requires

THE REAL THING

In mild cured

HAMS

AND

BREAKFAST BACON

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

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

We are now booking orders for

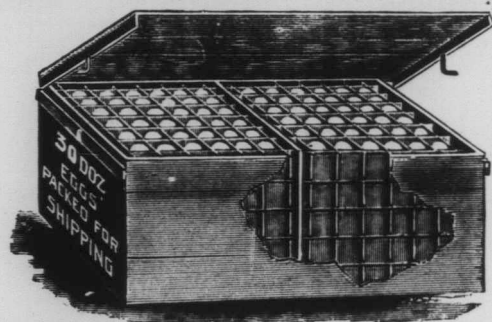
EASTER

You can send us a list of your requirements or give them to our representative and we will ship so you get the goods in time for Easter trade.

**Hams,
Bacon,
Lard,
Fresh Beef,
Butter,
Cheese.**

F. W. FEARMAN CO.,
HAMILTON LIMITED

EGG CASE FILLERS



NEW LAID EGGS

to bring the highest market price

MUST BE PACKED

in clean, fresh Fillers.

These can be obtained from

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

Manufacturers of Egg Case Fillers

30-38 DOWD STREET

MONTREAL

Board Mills and
Filler Factory at
GLEN MILLER, ONT.

"CORONA"

BRAND

Selected

HAMS and BACON

The Universal Favorite
Delicious Flavor
A very Special Sugar Cure

ONCE TASTED ALWAYS WANTED.

SEND FOR TRIAL ORDER.

Beef, Mutton, Pork

PRODUCE DEPT.

Choice Butter, Cheese, Eggs, Poultry, etc.

MONTREAL PACKING CO. Limited

MONTREAL, Canada

The cheese n
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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market remains unchanged, very firm, very few lots unsold, and the British markets are just commencing to feel the shortage of supplies which we predicted several months ago.

A few straggling, small lots of new fodder cheese have been received here, but so far there has been no market price established for them.

Butter remains neglected, finest quality Fall creamery is getting scarce, being mostly stale in flavor, and new butter is still very scarce, so there is not much of interest on the market to report.

The following cable was received here a few days ago from London, viz.:

"Information has been received here that the Danish Government is sending a commission consisting of three agricultural dairy experts, to tour Canada for the purpose of making reports upon the handling and shipment of produce."

This seems like a great compliment to our dairy industry, as Danish butter is considered the "standard" for finest quality in the British markets and we have studied the Danish ways for years to capture a part of the butter trade in Great Britain. Have we actually succeeded in establishing ourselves in British markets sufficiently to make the wide-awake Danes come over to study our methods? The above notice would almost imply this, yet, on an average, our butter is still at a considerable discount in British markets as compared with Danish butter. However, as we have repeatedly pointed out, we can and do produce as fine a quality of butter as can be made anywhere.

In this connection we wish to express once more our regret to see the growing practice of farmers in adopting the "hand separators." It is a "penny wise and pound foolish" policy; the small gain of the individual farmer will be a general loss both to the farmers and the country, the quality of our butter will be of a lower standard and prices will be lower accordingly.

Here is another article of interest on butter, viz.: Mr. P. B. Ball, Canadian agent at Birmingham, sends to the Department of Trade and Commerce an interesting report on the subject of "fake butter," over 200 tons of which are being produced daily in England at a profit of about \$60 a ton. Owing to the extent of the growth of this practice the Federation of Grocers' Associations have had an exhaustive report upon the subject and are now urging the new Government to pass a "butter bill." The butters principally manipulated are those from the colonies and Siberia, which, as a rule, have considerably less moisture than the Irish, Dan-

ish and other continental butters. Especially does Canadian butter suffer through the "faking" process. The practice of the manipulator is to add solidified milk and "treated" milk. Sweet separated milk is solidified by the action of a small quantity of hydrochloric acid. The two classes of milk mentioned are worked into the genuine butter by a kneading machine and two or three times the quantity of the original package is turned out. Mr. Ball recommends that all Canadian butter packages should be marked with the name of the dairy or creamery, so as to identify the Canadian product. He also suggests that more moisture be allowed to remain in Canadian-made butter so as to prevent manipulation.

As we have pointed out in our last week's article, the water content in butter in both Great Britain and Canada is limited to 16 per cent maximum. The keen competition in selling butter in retail shops in Great Britain at a certain price, has brought about the above mentioned "fraudulent" practices. It is not for us to alter our ways; we ship good, honestly made butter to Great Britain; if they manipulate it, and, if the laws of Great Britain are such as to permit this "fraudulent" manipulation, we, in Canada, are powerless in the matter, but we would like to see "honest" Canadian butter sold as such and packages should be branded "Canadian Creamery," not only marked with a "stencil" and brush, which can easily be erased, but a universal "brand" might be adopted, which could be branded into the wood.

This has been suggested some years ago and it has been under discussion a number of times, so far, we regret to say, without result. If our finest creamery were put on the British markets as "Canadian Creamery" our butter would soon get a reputation of its own, but when "Danish Casks" are imported to be packed at the creameries, even if it is then exported as "Canadian Creamery," it will doubtless be sold to the British consumer as "Danish Butter," and what is known as "Canadian Creamery" in the U. K. is generally of a secondary quality and sold at a lower price.

THE PROVISION SITUATION.

The general tone of the packing trades is certainly more healthy than at time of last review. The Maritime Provinces report demand as well maintained, with prices advancing. At Montreal and eastern points trade is also good, and a more amicable feeling exists as between packers and farmers, the latter showing a better disposition to study

the points of quality in hog production. At Ontario points things are running more smoothly, although there is ample room for complaint as to short supplies.

A report is current that a project is on foot to erect a large packing house at Port Huron, Michigan, to be known as the Huron Packing Company, and it will include an Englishman of large means. The plant is to have a capacity of a thousand hogs a week at the outset; it is said the site has already been secured. It is also understood that the new concern across the border is a direct outgrowth of the Government order which prohibits the importation of American hogs. It is questionable, however, even if this is so, whether it will be any material detriment to the Canadian product, as, of course, it must be essentially an American concern, producing American bacon.

Arrivals of live hogs at factories are not yet up to required standards, and in consequence the finished product is not considered all that it should be. To this is attributed the slow movement on the British market, although at the same time the tone on that market is an improvement on earlier reports, and still advancing in both demand and price. As supplies get more abundant there is little doubt but that trade will make an upward move.

Packers have faith in the industry, and are anxious that the farmers give them increasing quantities of first-class bacon hogs that are finished at about 180 pounds each.

A certain percentage of the Canadian bacon is equal to the best Danish bacon, but the percentage of inferior bacon is still too large. Recently fully 80 per cent. of the hogs received by the packers has been of the bacon type, but a very large number were not fully developed. The packers wanted a hog that was long and weighed from 175 to 185 pounds, with not more than one and a half inches of fat evenly distributed over the back.

OUR LONDON LETTER.

(By Our Own Correspondent.)

There were a few lines in the Montreal report of The Grocer, dated February 23, in regard to the matter of placing Canadian poultry upon the British market, which were very seasonable and deserve further consideration.

It is just about this time that the demand for Canadian poultry is at its best, but, unfortunately, the supply is altogether too small, and such supplies as come to hand can very frequently stand improvement in the matter of packing and quality.

Canadians who intend to cultivate the English market cannot do better than follow in the footsteps of their United States neighbors. Poultry, imported into Britain from the States, is packed in three grades, ranging from 14c. to

16c. per lb.; medium grade, 16c. to 18c. per lb.; best, 18c. to 22c. per lb. The greatest part of the demand is for crates weighing from 36 to 42 lbs., although a sale can always be found for fowls of lighter weight in crates of between 33 and 36 lbs. In every instance the birds are packed twelve to the box. United States packers have very wisely devoted special attention to the shipping of poultry only of a very fine white color, and yellow-legged fowls, for which there is no demand, have been rigorously excluded.

In a contemporary, published here in London, complaint is made that Canadian chickens are not sufficiently well feathered, and are not selected and packed with the same care as those with which they have to compete. The Chicago poultry shipper, eager to please the palate and to satisfy the requirements of the English householder, is careful to send along only the tender, young chickens, and he sees to it that they are all cleaned and almost quite ready, when unpacked, to be placed straight into the oven or pot. It is thus that the big, but now decreasing, business which American poultry packers have built up has been held and it is by following their methods that Canadians will best step in to supply the demand with which Friend Jonathan finds himself unable fully to cope.

Apropos of the embargo on Canadian cattle entering British ports, the Meat Trades Journal, which is the organ of the British meat trade, quotes: "According to the Times there is a very strong feeling amongst cattle breeders in all parts of the country against any modification of the law which prohibits the importation of Canadian store animals. We may be pardoned for saying there is an equally strong feeling amongst many feeders, cattle dealers, butchers, and others, in favor of their importation."

CHEESE.—A complaint comes from Manchester that half of the boxes which contained a recent shipment from Canada to that centre were broken and seriously damaged, and as they still had to be passed on from the general warehouse to the importers' local store, and from there, if they ever sold in their battered condition, to the retailer's shop, they probably suffered considerable through being exposed to the air. The sooner the new cheese-packing method is adopted the better. From one of Bristol's leading importers there comes another grumble. This time it relates to the "mottled" and "moldy" condition of some Canadian cheese, which had been delivered at that port. The cause of the mold is evidently faulty packing and the use of unsatisfactory grease-proof paper. As to the mottle evil, Canadians know well the cause of that. Bristol, by the way, is one of the chief centres of Canadian cheese, and complaints from that quarter are less desirable than from elsewhere.

During the past week there has been a very good demand for Canadian cheese here in London, and 63s. to 64s. are being realized for "white," and 66s. to 67s. for "colored." Arrivals have been on a very small scale, only 5 boxes hav-

ing come to hand within the last six days. Stocks in the dock's storage have been reduced to 68,423 boxes.

BUTTER.—As was expected, the demand during the past few days has been

altogether too small to cope with the large stocks on hand, and importers of colonial butter have found it advisable to meet buyers by a reduction of 2s. per cwt.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS.—There is a good general demand in the provision market at present. There have been several changes in prices since last quotations. Lard, smoke meats, and hams are in fairly good demand, and for this time of year business in these lines is very good. Prices on dressed hogs are firm. Abattoir dressed are selling from \$9.75 to \$10. Country dressed hogs are practically off the market.

Lard, pure tierces	0 11 1/2
" " 56-lb. tubs	0 11 1/2
" " 20-lb. pails, wood (10 1/2)	0 11 1/2
" " cases, 10-lb. tins, 50 lbs. incase	0 11 1/2
" " 5-lb. "	0 11 1/2
" " 3-lb. "	0 11 1/2
Lard, Boar's Head brand, tierces, per lb.	0 08 1/2
" " tubs, per lb.	0 08 1/2
Cases, 20 3-lb. tins, per lb.	0 09
" " 12 1/2-lb. tins "	0 08 1/2
" " 6 10-lb. tins "	0 08 1/2
20-lb. wood pails, each	1 70
20-lb. tin pails, each	1 60
Wood net, tin gross weight—	
Canadian short cut mess pork	\$21 00 \$21 50
American short cut clear	20 00 21 00
American fat back	22 00
Breakfast bacon, per lb.	0 15 1/2 0 16
Hams	0 13 0 14 1/2
Extra plate beef, per bbl.	12 07 12 50

BUTTER.—Dealers do not report an encouraging market. It is steady in a way, but inclined to be soft. Business is very slow. Quotations are unchanged.

Choice creamery	0 22 0 22 1/2
Good to fine creamery	0 21 0 22
Western dairy	0 18 1/2 0 19 1/2
Manitoba dai y	0 17 1/2
Fresh dairy tubs	0 19 1/2 0 20
Fresh rolls	0 18 1/2 0 20

CHEESE.—The local cheese market is just about cleared up. What there is selling brings in the neighborhood of 13 1/2c. A strong market is reported on the other side, but inquiries received here indicate that they are not disposed to buy.

EGGS.—Prices have declined owing to the break in the weather. They are offering freely in the west at prices which are dropping. The present weather is favorable to shipping by freight, which will have the effect of bringing down the price about one cent a dozen. Dealers are quoting 17c. at present.

TORONTO.

PROVISIONS.—Firmness characterizes the tone of the provision market throughout. The shortage in hogs and the packing situation seems to be having its natural result. Roll bacon and hams are advanced 1/2c., and lard is up 1/2c. to last week's highest quotations. Beef prices are the same, with one exception. Finest qualities have been marked up 25c.

Long clear bacon, per lb.	0 11 0 11 1/2
Smoked breakfast bacon, per lb.	0 14
Roll bacon, per lb.	0 11 1/2 0 12
Small hams per lb.	0 13 1/2
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.	18 00 20 00
Short cut, per bbl.	21 50 22 00
Shoulder mess pork, per bbl.	14 50 15 00
Lard, tierces, per lb.	0 10 1/2
" " tubs	0 11 1/2
" " 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 25 6 25
" choice carcasses	7 00 8 00
" common	5 50 6 50
Mutton	0 08 0 10
Yearling lamb	0 12 0 13
Veal	0 10
Hogs, street lots	9 00 9 50

BUTTER.—The situation is very firm with prices advanced over last week's levels for the choicest qualities, but for the ordinary last week's quotations will do. That means that 27c. or 28c. can be got for a few choicest makes of creamery prints, but the run is from 26c. to 27c. In the same way separator dairy prints, direct from the farm and of prime quality, will fetch 24c., but what generally passes as choice brings 20c. to 23c. Choice large rolls are a cent or two higher than last week. The quality of butter continues to be the subject of complaint, and will be until the new grass comes in. The creameries are said to be increasing their output.

Creamery prints	Per lb. 0 26 0 28
" " solids, fresh	0 22 0 24
Dairy prints, choice	0 20 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 firmer tendency evident for some time has developed an advance to the extent of wiping out last week's lower range of prices, and quotations are firm at the top. There is some new fodder cheese on the market and it is quoted at 15 1/2c.

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

EGGS.—The colder weather does not seem to have cooled the ardor of the Ontario hens. Eggs are in excellent demand, but the price is tending downward. For new laid 16c. to 17c. is the usual quotation, but 15 1/2c. is heard and may indicate a weakening tendency. Stocks of storage and pickled eggs are said to be pretty well cleaned up, and if they are not the holders are grinning under their loads, and the quotations are 13c. to 14c.

New laid eggs, per doz. (nominal)	0 16 0 17
Storage and pickled	0 12 0 14

ST. JOHN, N.B.

PROVISIONS.—In barrel pork prices again advanced; a light sale; little mess offered. Beef is firm; sales dull. Pure lard is again rather higher. Refined compound is still quite low, but firmly held. Smoked meats are high.

In fresh meats beef is rather higher and the situation looks firmer. Mutton has held at quite good prices this Winter. Little lamb seen. Some nice veal offered. Prices firm. Pork is still high.

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 08 0 09
Veal	0 08 0 09
Lamb	0 08 0 10
Pork	0 09 0 10
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 lar l, tubs	0 08 1/2 0 08 1/2
" " pails	0 08 1/2 0 09 1/2

The Canadian

BUTTER.—S for best stock culty is to get

Creamery butter	.....
Best dairy butter	.....
Good dairy tubs	.....
Fair	.....

EGGS.—Price higher, owing

Eggs, strictly fresh
Eggs, fresh
case stock

CHEESE.—S in the season bare. Prices

Cheese, per lb.
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BUTTER.—T in the situation is large a weaken soon, demand, price maintained.

Finest fresh creamery
" " "
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The market of poor qu much demand the choice ar 13c. to 17c. p peg.

CHEESE.—I quotations are

Finest Ontario, large
" " Manitoba, lar
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LARD.—The per lb.

Tierce basis, per lb.
Small packages tak
50-lb. tin cans, per lb
20-lb. tin pails, in 80-l
10-lb. " in 60-l	.....
5-lb. " "	.....
3-lb. " "	.....
20-lb. net white wood	.....

CURED ME are as follows (Quotations

meats are f boxes take 1/2 lb. boxes 1/2c.]

Hams, selected stock	.....
Bacon, "	.....
Backs, "	.....
Hams, light, 10 to 13	.....
" " medium, 14 to	.....
" " heavy, 20 to 30	.....
" " heavy saines	.....

Picnic hams, light, ci	.....
Shoulders light, choi	.....
Breakfast bacon, cle	.....
" " cle	.....

Clear backs, b bacon	.....
" " b bacon	.....
Spiced rolls, long if i	.....
short	.....
Dried beef ham sets	.....
Smoked hams bone	.....

DR

Bacon, dry salt long c	.....
" " "
Shoulders	.....

I Heavy mess pork, bo Standard mess pork,

PICKLEI

Pig's feet
Pig's tongues
Boneless hocks
Sweet pickled spare r
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EGGS.—The to largely inc country. Loca 14c. to 15c.

Winnipeg.

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8 00	9 25
5 25	6 25
7 00	8 00
5 50	6 50
0 08	0 10
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0 10	0 10
9 00	9 50

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Per lb.	0 26	0 25
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\$20 00	\$22 00
19 00	22 00
13 00	14 50
0 05	0 07
0 08	0 09
0 08	0 09
0 08	0 09
0 08	0 10
0 09	0 10
0 13	0 14
0 10	0 13
0 11	0 12
0 12	0 12
0 08	0 08
0 08	0 09

BUTTER.—Supply is rather light and for best stock market firmer. The difficulty is to get the quality.

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.—Prices this week are a little higher, owing to limited receipts.

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

CHEESE.—Seldom, if ever, so early in the season has our market been so bare. Prices are higher.

Cheese, per lb.	0 14	0 15
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WINNIPEG.

BUTTER.—There is not much change in the situation. The supply of creamery is large and the market is apt to weaken soon, but, in the face of a brisk demand, prices are being pretty well maintained.

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

The market is glutted with dairy butter of poor quality and there is not much demand at present for any but the choice article. Prices range from 13c. to 17c. per lb. delivered in Winnipeg.

CHEESE.—Prices are advancing and quotations are now as follows:

Finest Ontario, large	0 14	0 15
" Manitoba, large	0 14	0 14
" " twins	0 14	0 15
" " small	0 14	0 15

LARD.—The tierce basis is now 11½c. per lb.

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

CURED MEATS.—Revised quotations are as follows:

(Quotations for smoked and salt meats are for 100-lb. boxes; 50-lb. boxes take ½c. per lb. advance and 25-lb. boxes ¼c. per lb. advance).

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 18
Backs, " " "	0 15
Hams, light, 10 to 13 average	0 14
" medium, 14 to 16 average	0 14
" heavy, 20 to 30, for slicing	0 13
" heavy, 20 to 30 for slicing	0 14
Picnic hams, light, choice, 6 to 8	0 11
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light 8 to 10	0 15
" clear bellies 12 to 14	0 14
Clear backs, b bacon light	0 14
" b bacon 12 to 14	0 14
Spiced rolls, long if in stock	0 14
" short	0 12
Dried beef ham sets	0 11
Smoked hams boned and rolled, 2½ per lb. additional	

DRY SALT MEATS.

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

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
Standard mess pork, per bbl	11 5
	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. hocks	0 03			0 04

EGGS.—The price is declining owing to largely increased offerings from the country. Local jobbers are paying from 14c. to 15c. per dozen, delivered in Winnipeg.

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.



HOLD TO THE LEADER!

Don't you see that every time you neglect to order

Nicholson's Mince Meat

you get further from the mince meat trade. Nicholson's Mince Meat leads. Others follow. Order the Leader.

We would like you to try

- 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.

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.

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.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER CHEESE EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

FLOUR AND CEREAL FOODS

There has been no great feature to note since our last review. In wheat there has been a more active demand at some points. Winnipeg reports an improvement, with a slight advance in values, this not so much from the local millers as from export dealers. Toronto market reports fair demand from the milling trade but no very great activity; offerings are light, and the disposition appears to be to hold rather than let go at present prices. There has been a little more life in inquiries from Newfoundland and the Maritime Provinces.

In regard to flour, there has been a much better outlook during week under review, a number of the millers reporting having put through sales, although the prices were not very satisfactory, as the profits had to be cut very fine to secure the orders.

Other millers who have not booked any orders reported an active inquiry; in fact, the best in months, and if the wheat market continues steady, or shows a slight advance, millers look for a good business during the next few weeks. There is a growing feeling among the dealers that the price of flour will be better, and that the low figures at which some flours have been offered was entirely owing to its being pushed into the market when there was no demand for it.

Both millers and flour brokers report that a few export orders have come to hand, on which they have been able to get about cost, by figuring wheat at the low prices that were prevailing the beginning of the week, but they would not have been able to do this, had it not been for the very high price they were able to get for the mill offal, combined with the present low freight rates.

The oat market has also shown more activity for feed purposes, and a fair trade is reported; the export trade has been only medium, although some fair business is reported.

The cereal situation is still an unsatisfactory one. Stocks are reported to be far in advance of requirements, and the amount of cutting among dealers is a feature of serious moment to the trade.

The Grand Trunk Railway have plans completed by which they hope to prevent any repetition of the grain blockade that occurred at Ontario lake ports last year, and which will enable them to look after all the needs of the Ontario millers. By the Summer time the company expect to have several hundred more cars available for the Ontario lines than in any previous season. They anticipate that not a single mill in Ontario would have to close down through being unable to get their wheat through from the lake ports.

In addition the elevator capacity will be largely increased both at Midland and Goderich.

Last year the blockade was so complete that the Ontario Millers' Association applied to the Railway Commission for redress.

WHEAT IMPORTS INTO GREAT BRITAIN.

A report of the Canadian commercial agent at Birmingham, England, gives some statistics which should be very reading to those who are looking to Canada to be the "granary of the Empire." That she has much ground to capture in the British market is evident from the facts which are revealed in the report.

In 1905, Russia exported to Great Britain 24,703,200 bushels of wheat, valued at £9,142,146. The Argentine Republic was close behind with 23,236,400 bushels, valued at £8,282,388. The British East Indies ranked third with 22,807,422 bushels, worth £7,882,937, and even Australia exceeded Canada, with 10,064,000 bushels, valued at £3,800,000. The United States comes fifth with 6,634,700 bushels, valued at £2,453,575, and Canada trails along in sixth place with 6,522,030 bushels, valued at £2,412,137. The following figures exhibit Great Britain's total import of wheat, and the value in the years named:

	Bushels.	Value.
1903	88,131,030	£29,940,191
1904	97,782,500	34,266,416
1905	97,622,752	35,279,928

The above figures do not take into account wheat meal and flour, the figures of which for 1905 are as follows:

	Cwts.	Value.
Germany	479,300	£ 262,610
France	1,034,503	472,286
Austria-Hungary.	622,885	389,381
United States	5,685,418	2,896,317
Canada	1,330,100	653,804
Other countries ...	2,802,557	1,370,347

Totals 11,954,763 £6,044,745

The importation of wheat meal and flour into Great Britain is steadily declining, showing that the British mills are turning out an increasing proportion of the flour consumed in the country.

The figures of the wheat imports show that the British market can absorb all that Canada can produce for an indefinite time. Although Canada is only sixth on the list at present, the wheat acreage of this country is expanding more rapidly than that of other exporting countries, and the next few years will tell a different tale.

TO CHANGE WHEAT GRADE.

At a special sitting of the Manitoba Legislature's committee on agriculture, an important resolution was passed suggesting changes in the grain standards. The resolution reads:

"Resolved, that in view of the representation made to this committee in regard to lowering the present standard of Manitoba wheat, we recommend that the

Provincial Legislature memorialize the Federal Government to make such changes in the Manitoba Inspection Act as will describe the various grades of wheat as follows:

"No. 1 extra Manitoba hard wheat shall be sound and well cleaned and weighing not less than 60 pounds to the bushel, and shall be composed of at least 75 per cent. of hard red fife wheat; No. 1 Manitoba hard wheat shall be sound, well cleaned, weighing not less than 60 pounds to the bushel, and shall be composed of not less than 60 per cent. of hard red fife wheat; No. 1 Manitoba northern wheat shall be sound and reasonably clean, of good milling qualities, weighing not less than 58 pounds to the bushel and shall be composed of at least 45 per cent. of hard red fife wheat; No. 2 Manitoba northern wheat shall be reasonably sound and reasonably clean and of good milling qualities and fit for warehousing and weighing not less than 57 pounds per bushel and shall be composed of 35 per cent. of red fife wheat. Any wheat not good enough to be graded as No. 2 northern shall be graded as No. 3 Manitoba northern at the discretion of the inspector; scoured wheat shall be subject to re-inspection."

CEREAL NOTES.

The McCann Milling Company, Toronto, whose buildings were burned down recently, have already started operations on the construction of new buildings, and will spend \$250,000 in the work. They will increase the capacity of their mills and elevator to five times that of the old ones, and give employment to as many more men. It is understood that the company will in the near future increase their capital to \$500,000, in order to enable them to carry on their business as extensively as the new buildings will permit. The new structures will be on the old site on the Esplanade, and work will begin almost immediately.

The valuable saw and grist mill belonging to John Hannah, of Greenbush, Ont., caught fire on Friday night, the 23rd, and was totally destroyed, with all the machinery and much stock. A stable and granary attached also went up in smoke. There was no insurance.

Another great terminal elevator with capacity of 300,000 bushels will be constructed at Port Arthur this year by the Empire Elevator Company. Barnett & McQueen have the contract.

MONTREAL MARKETS.

FLOUR—Merchants are beginning to do better business. Each week brings an increased demand, and millers report better business in all quarters. Prices have not changed.

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

GRAIN—Corn and oats are firmer and prices have advanced. The rise in oats is about half a cent and a cent and a half on corn. Peas are steady.

No. 4 barley.....	0 47 1/2
No. 2 white oats.....	0 39 1/2 0 40
No. 3 white oats.....	0 38 1/2 0 39
No. 3 yellow corn.....	0 55
No. 2 peas, basis 78 per cent. points.....	0 75

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"MADE IN CANADA"

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

Shredded Whole Wheat

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

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

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

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

The Food of Quality and Quantity

is the explanation of the increasing popularity of Canada Flakes, the great health food.

Nothing like it has ever been produced heretofore.

The flakes are larger, possess more crispness, are toasted just right.

It is the crispy, snappy flakes that appeal to you, that appeal to your customer.

Because, after all, it is your customer you must please, if you want her confidence, favor and trade.

Every time you sell her a package of Canada Flakes, instead of inferior breakfast foods, you give her one more reason to believe in you and your care for her interests.

CANADA FLAKES

makes friends of your customers.

Peterborough Cereal Co. Limited
Millers
PETERBOROUGH
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

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 individual's 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**
THE CANADIAN GROCER
Montreal and Toronto.



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

ROLLED OATS—There has been no change in the prices of rolled oats since last quotations. The market is firm. It is still very hard to get quotations the same from any two or three mills, but those given hereunder are what are asked by the average miller.

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

HAY—There is no change in the hay

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 GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers

WINGHAM
Established 1871
Granted the highest awards in competition with other makes.

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.

QUANCE BROS.

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS.

DELHI, ONT.

A. A. McFALL

Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices

ROLLED OATS SPLIT PEAS POT BARLEY

Any quantity shipped the day your order reaches us.
We guarantee every sack.

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

situation. Stocks are on the large side, but demands are light. Many farmers have hay to sell, but find very great trouble in disposing of it as nobody seems anxious to buy.

The export market has not changed much since last week. Shipments from this side are falling off somewhat, and stocks on dock at Liverpool are being gradually cleared up. Quotations are 55s. c.i.f.

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

FEED—There is nothing new to report of the feed market. Prices are unchanged. The supply of bran and shorts as has been noted the past two or three weeks is very small. The demand for both, however, is good.

Ontario bran	21 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

TORONTO MARKETS.

FLOUR—No great movement is manifest in either the domestic or export market. A fair degree of activity is reported at the mills for local demand, but prices are away down and there is no great disposition to let go holdings; present prices are only made possible by the abnormally high value of offal, which in a measure offsets the loss on flour prices. The expectation is for an upward movement. Recent sales have been shaded on our prices, but not sufficiently to warrant change in official quotations.

Manitoba patents, No. 1, per bbl. in bags	4 40
" No. 2, " "	4 10
Strong bakers " " "	3 85
Ontario patents, No. 1, " "	3 75
" No. 2, " "	3 50
Straight roller " "	3 50

GRAIN—The grain market has shown

a disposition to more healthy movement. There has been better export inquiry, and some fair sales to the Maritime Provinces, especially in feed oats. Prices of wheat are inclining toward firmness, but no quotable change.

(F.o.b. elevator; 4c. more N. Bay)

Manitoba wheat, hard, No. 1, nominal	0 86
" " Northern No. 1	0 84
" " No. 2	0 81
" " No. 3	0 80
Red, " per bushel, 78 per cent. points	0 77
White, " " " "	0 76
Mixed, " " " "	0 75
Spring, " " " "	0 73
Gouse, " " " "	0 73
Barley, No. 1, " " " "	0 46
" No. 2, " " " "	0 48 0 49
" No. 3, " " " "	0 46 0 47
Oats, white, " " " "	0 34
" mixed, " " " "	0 33
Pear, " " " "	0 77
Buckwheat " " " "	0 48 0 48 1/2
Rye, per bushel, " " " "	0 69 0 70

BREAKFAST CEREALS—Market continues unsatisfactory. There appear to be considerable stocks on hand, and a good deal of cutting in prices is the result. The following prices give what is considered the market values, but at the same time are practically nominal.

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—Flour is unchanged; the difference between Manitoba and Ontario grades rather less than usual.

Feed is firm and a good demand.

Oats a fair sale.

Oatmeal unchanged and a limited sale.

Cornmeal easy.

Beans unchanged; Yellow Eyes are lower.

In seeds, supplies are being freely received; prices are quite high, particularly clovers.

CANADIAN PUFF RICE.

Quite a lot of interest has already been taken in the novel new cereal product, puffed rice. This process changes the little, hard rice grains to delicious cooked puffs. The nutritious value of rice as a food product is so well known that only the length of time it took to prepare it has kept the grain from taking its proper place among our foods. Puffed rice prepared in two minutes is bound to increase the consumption of rice many times. It can be served in many ways, besides making a most tempting, brittle candy.

A large plant has just been built at the Peterboro, Ont., mills of the American Cereal Company, who own the patent on the process and product, and puffing machinery has been installed so that Canadian Puffed Rice is now being offered on the Canadian market. It is put up in packages under the "Quaker" brand, which guarantees the highest quality and absolute purity.

Gendron, Denault & Cie., Sherbrooke, P.Q., have received a large consignment of Japanese starch and will be in position to look after the trade in Sherbrooke and the Eastern Townships.



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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.

SEASONABLE ADVICE.

This is undoubtedly a slow season for the grocer, and possibly his inventive ingenuity will have to be brought into prominence to know just how to move trade.

It would be well to try the different plans for creating business, such as special sales, circularizing, advertising slips, etc.

There is positively nothing new coming in, so you will have to fall back upon existing conditions. Continue to advertise fruit as a main line, perhaps making a feature of the fact that while arrivals are becoming fewer "you have plenty."

Keeping fruit advertising prominent does not prevent you from making announcements on staple lines. You can even incorporate both into one good-sized advertisement. But see that seasonable goods get the chief share of prominence.

A REVIEW.

Jennie E. Beaton, of Oshawa, knows how to write "snappy" advertising if the advertisements she sends in for review are representative samples of her work.

The advertisement given on this page is attractive beyond the first degree. While considerable space has apparently been used (and not a great many lines have been advertised) each and every item is "lit up" by a happy phrase that at once convinces.

The other advertisement of Miss Beaton's is headed "Honest Groceries at Honest Prices," and the subsequent "talk" is relative thereto. Three display lines catch the eye, and a detailed list of particulars and prices complete the announcement.

Back of Miss Beaton's advertising there is a desire to get away from the commonplace. In the "Honest" ad. there is a spark of sentiment. In the ad. on this page there is a heart-to-heart atmosphere. In both there is the compelling "we."

USE PRICE CARDS.

There isn't a merchant who will contest this proposition: "Show windows are valuable to attract trade." You display your goods, and if they are attractive you will do some business. How much more you could do with price tickets properly displayed is perhaps a question, but there is no question but what your trade would be increased, and materially.

There are many people who are backward in the matter of pricing goods. They feel some little compunctions

against asking questions and then going away without buying. You will find this trait much more highly developed in the man than in the woman. The latter lean a little too much the other way.

If you have a good location there are people passing your store every minute in the business day. The prices plainly shown talk to them as they pass, and they strike home. The average man knows little about bargains. He may think an article looks too high-priced

play favoritism with his trade. One price is the surest safeguard. If you have sliding scales you run the risk, and a big one at that, of offending your good customers.

Women talk and they gossip on trade matters as well as on social. Overcharge one and let her find it out and your competitor will control her trade hereafter. Use price cards. They may be had cheap. Use home-made cards and learn to make them neat and attractive. If you are a failure at it,

Beaton's | Beaton's | Beaton's
BREVITIES FROM BEATON'S

Have you time to read over a few brevities from our Grocery Department? We hope so. For we have been at some pains to collect items that we deem worthy of your notice; and to so classify them that they may be easily read. Neither the qualities nor the prices are common place; otherwise we certainly should not take valuable space in bringing them to your attention.

Teas and Coffees of Superior Merit.

Not a little of our reputation has been won on the superior merits of our Teas and Coffees. For there is nothing about which the average person is so particular as his or her Tea or Coffee; and nothing which attaches them to a store so quickly as the surety that its Tea and Coffee are exceptionally good. That our Teas and Coffees are exceptionally good, hundreds of folk hereabouts will bear witness. Yet the prices are not high. No, indeed. Look here.

Bulk Teas, Japan, Mixed and Black.

All 25c. a lb. The above trio of Teas form one of our great specialties. They are good, satisfactory Teas in every sense of the term, and the very best Tea values offered in Oshawa.
 BEST JAPAN 40c.; YOUNG HYSON 40c. and 50c.; CEYLON GREEN 25c.
 BLACK TEA (our own blend) 40c.; THE VERY FINEST BLACK TEA 50c.

Package Teas.

The following comprise all the best and most famous brands of Package Teas. Every one is widely known for genuine excellence:
 Red Feather, Black or Mixed, 40c. Salada, Black or Mixed, 30c., 40., 50c.
 Blue Ribbon, Black or Mixed, 30c., 40c., 50c. Kolona, Black or Mixed, 30c., 40c., 50c.
 Quaker 40c. lb. No other store in town keeps so varied a line of the Best Package Teas.

Five Extra Good Coffees.

Laroma—a blend of delicious Ceylons—30c. per lb.
 Chase & Sanborn's Seal Brand—in 1 and 2 lb. tins—45c. a lb.
 Wood's Boston Coffee—in 1 lb. tins—40c. per lb.
 Regal Blend—of Fine Java and Mocha—40c. per lb.
 Excelsior Blend—of Old Government Java and real Arabian Mocha—45c. a lb.
 Every one of the above is the best its price can anywhere buy.

The Best Flours that Can be Bought.

Ogilvie's Royal Household is the best Bread and Pastry Flour in the world. It is milled from No. 1 hard Manitoba Wheat by the best process known, and cannot possibly be exceeded for goodness and satisfactoriness. Every year we sell more of it; every year its users more highly praise and recommend it. Do you use it?
 \$2 75 per 100 lbs. 75c. for 25 lb. Sack.
 Monarch is a most excellent bread flour—only second in goodness to the Royal Household. It is milled here in Oshawa from good Manitoba Wheat, and cannot be excelled at its price.
 \$2 25 per hundred. 60c. for 25 lb. Sack.
 Cream Blend is a good, all round family flour, made of Ontario and Manitoba Wheat—Many users accord it very high praise.
 \$2 25 per hundred. 60c. for 25 lb. Sack.

BEATON'S BUSY STORE.
 Hello No. 61. -- Oshawa, Ont. -- Simcoe St. South.

for his pocketbook, but the actual price may be within his reach.

Use the tags and the cards with prices in plain figures throughout your entire establishment, and they will increase your sales. New goods are going on the shelves and tables. Plain marking helps the customer and it helps the salesmen.

Plain marking is taken to mean one price and in this day and age of sharp competition no merchant can afford to

your print shop will gladly accept the order, or you can send to the city for samples. Tag everything. If you have not been following this practice, try it and you will find your returns for the next year better by a material percentage.

There is no royal road to winning attention, but there are lots of royal roads to losing it.

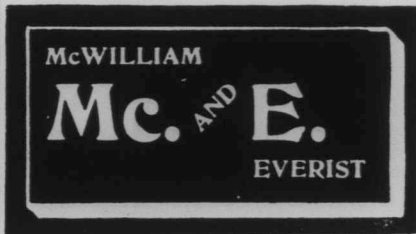
As advised last week—**California Navels** have advanced, and prices now at the coast are such that it means at least an advance here of 50c. per box.

ARRIVALS

THIS WEEK

- 3 cars Navel Oranges
- 1 " Mexican "
- 1 " Valencia "
- 2 " Messina Lemons
- 2 " Bananas

Pineapples, Sweet Potatoes, Celery, Cucumbers, Lettuce, Radish, Spinach, etc.



25-27 Church St., TORONTO

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

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

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

THE...

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The fruit situation is, at the present time, considerably lacking in interest owing to a large extent to the between-season character.

The great feature at all points of the Dominion is the remarkably strong manner in which prices have been maintained right along, and continue to show disposition to advance.

Oranges at primal points are soaring right away; they have already made a substantial advance at Montreal, which will probably reflect itself at Toronto and more western points during the coming week. At New York prices have been away up, and recent sales were very firm. There are various causes contributing to this strengthening of the California orange market. The total offerings have been moderate for the season, consisting of some ninety cars. Shipments from the coast have been held up by the heavy rains in the growing districts which prevented picking and packing. Finally the decreased competition of eastern oranges had its effect to stiffen the views of receivers. The actual advance in prices as a result of the week's sales was about 35c. a box over the average of the preceding week, all sizes and grades sharing in the improvement. The season for Florida oranges ended practically last week. Offerings of Porto Rico oranges have been liberal during the week, and met with a good reception.

Supplies of Sicily lemons are increasing and the market is easier.

The fruit is arriving in good condition and quality, these characteristics being more pronounced according to competent authorities and the fruit being more uniform in size than for many years past at this season.

California lemons were in moderate supply, but felt the increasing competition of Sicily and the market is somewhat lower.

California celery is now about finished and no further arrivals are expected. Domestic celery stopped some two or three months ago, but the market has been well supplied by the imported variety.

The export of apples has continued apace and high prices are still ruling at the English ports.

THE PECULIARITY OF THE BANANA PLANT.

The banana plant is not properly a tree at all. It has no woody fiber. It is a large, green, fleshy plant, with big leaves six or eight feet long and sometimes two feet broad. It grows to a height of ten to fourteen feet or even more, according to the variety of plant and the soil and climate.

Each tree produces one bunch of fruit only, which is really the terminal bud of the plant, just like an ear of wheat or barley. It has no branches, and when the fruit is ready, which is twelve or fifteen months from the date of planting, the tree is cut down and done with.

While it is growing up and maturing

its fruit is at the same time sending up from its roots other young plants or suckers—perhaps eight or nine of them.

Each of these will produce its own bunch in turn, some of them in a couple of months after the parent plant, and there will thus be a regular succession of fruit. Many of these suckers have to be dug up and planted elsewhere, or they would be too thick on the ground.

There is this peculiarity about the banana: You can plant it at any season, and the fruit ripens all the year round. When once a banana field has been planted out, all that is necessary to be done is to keep it clear of weeds and keep thinning out the multiplying suckers.

NIAGARA FRUIT-GROWERS AND THEIR BASKETS.

The fruit and tomato growers of the Niagara peninsula are talking of joining together, with a view to procuring baskets from the United States next Summer. They say they can get baskets laid down at the Bridge at \$19.50 per 1,000, including duty and freight, whereas the local basket manufacturers ask \$34 per 1,000. The growers say the Ontario basketmakers are in a combine, and if the American baskets are found to be satisfactory they will be bought in preference to the high-priced Canadian article.

FISHING IN BRITISH COLUMBIA.

The outlook in the fishing industry on the British Columbia coast is at the present time brighter than during any previous year. The salmon fishing, which has made Vancouver and British Columbia famous, is not by any means the only fish taken in large quantities in British Columbia waters and off the coast.

The halibut, that most toothsome of all fish, are very numerous in northern Pacific waters, and the greater part of the catch will be handled this year through the port of Vancouver and by the C.P.R. The halibut fishing fleet operating out of Vancouver this Summer will number about ten steamers and a number of fishing schooners.

The halibut industry on the British Columbia coast will in a very short time be among the principal industries there.

The fish are shipped almost entirely to New York and other eastern American cities where there is at all times a great demand for them.

FRUIT NOTES.

Arrivals of Sicily lemons at New York from November 1, 1905, to March 16, 1906, aggregated 307,900 boxes, compared with 509,275 boxes for the corresponding period last season.

From February 1 to March 16 there were received at New York, according to statistics compiled by the New York Fruit Exchange, 4,379 crates of Havana pineapples, against 12,778 crates for the corresponding period last year.

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" Choice
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Potatoes, per bag
Parsley, per doz. bunches.
Sage, per doz.
Savory, per doz.
Green peppers, per basket.
Home-grown cabbage, per
Cabbage, Florida, bbl. cra
Tomatoes, Florida
Egg plant, per doz.
Red onions, brl.
Turnips, bag
Water cress, per doz.
Grand Rapids lettuce, per
" per
Boston lettuce, per doz.
Sweet potatoes, per basket
" per bbl.
Celery, per crate
Spinach, per bbl.
Cucumbers, per doz.
New potatoes, per bbl.
Mushrooms, per lb.
Carrots, per bag
New carrots, per doz.
Horse radish, per lb.
Radishes, per doz.
New beets per doz.
Green Spring beans per ba

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GREEN FRUIT
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MONTREAL MARKETS.

GREEN FRUITS.—Business in fruit circles the past week has not been above the average in volume. There has been the usual demand for most lines. California navel oranges have advanced fifty cents and now command \$4. It is expected that there will be another advance within the next two weeks. The Liverpool quotations on Valencia oranges have advanced fifty-five cents. Florida grape fruit is obtainable from \$6 to \$6.50, but the demand is not brisk. Apples are not asked for as often as they should be to ensure good business.

Messina blood oranges, half box.....	2 50	2 75
Oranges, Florida, case.....	5 00	5 50
Tangerines.....	3 25	3 75
Navels.....	4 00	4 10
Dates, per lb.....	0 05	0 05
Bananas.....	1 85	2 25
Cocoanuts, per bag of 100.....	3 75	4 00
Pineapples.....	5 50	5 50
Jamaica grape fruit, per box.....	6 00	6 00
Apples.....	4 50	6 00
Lemons, per box.....	2 50	2 50
Jamaica oranges, per bbl.....	5 25	5 25
Grapes, Almeria, extra fancy Longkeepers.....	6 00	7 00
" Fancy.....	6 50	6 50
" Choice.....	6 00	6 00
Cranberries, N. S., nominal.....	20 00	20 00
Cape Cod, ".....	30 00	30 00
Spanish onions, cases.....	2 75	2 75
Grape fruit, Florida.....	6 00	6 50

VEGETABLES.—Dealers report very quiet business at present. The demand in all lines is small, despite the fact that it should be large on account of the Lenten season. Cucumbers are selling slowly at \$2. Florida tomatoes have declined and now bring \$6, but are not asked for as frequently as they might be. Barrel-crates of Florida cabbage have advanced to \$5. Brussels sprouts are practically off the market; they may be quoted again around Easter. The new Spring vegetables are still holding back on account of the high prices.

Potatoes, per bag.....	0 70	0 80
Parsley, per doz. bunches.....	0 40	1 00
Sage, per doz.....	1 00	1 00
Savory, per doz.....	1 00	1 00
Green peppers, per basket.....	1 00	1 00
Home-grown cabbage, per bbl.....	1 50	1 75
Cabbage, Florida, bbl. crates.....	5 00	5 00
Tomatoes, Florida.....	6 00	6 00
Egg plant, per doz.....	3 00	3 00
Red onions, bbl.....	3 00	3 00
Turnips, bag.....	0 50	0 60
Water cress, per doz.....	0 75	0 75
Grand Rapids lettuce, per box.....	2 00	2 25
" per doz.....	0 60	0 60
Boston lettuce, per doz.....	0 80	1 50
Sweet potatoes, per basket.....	2 00	2 25
" per bbl.....	5 00	5 00
Celery, per crate.....	6 50	7 00
Spinach, per bbl.....	3 25	3 50
Cucumbers, per doz.....	2 70	2 70
New potatoes, per bbl.....	8 50	8 50
Mushrooms, per lb.....	0 80	0 80
Carrots, per bag.....	0 50	0 50
New carrots, per doz.....	1 00	1 00
Horse radish, per lb.....	0 15	0 15
Radishes, per doz.....	0 50	0 50
New beets per doz.....	2 00	2 00
Green Spring beans per basket.....	7 00	7 00

ONTARIO MARKETS.

GREEN FRUITS.—Navel oranges this week are in the peculiar situation of being lower locally, while at the coast there has been an advance of as much as 50c. a box on the choicest grades. Despite promises the icing charges have not gone on yet, but they may be added any time, and with the price advancing at the coast some dealers are looking for a substantial advance next week. Strawberries continue to decline at the even pace of about 10c. a week. Mexican oranges are about over. Grape fruit is scarcer, though some houses still quote as low as last week's prices. Locally there was a flurry in bananas last week because the trust shipped in a dozen carloads here that they didn't know what to do with. Good bananas are known to have been sold as low as 25c. a bunch, but the glut being purely

THE SHREWD DEALER

will look ahead a little for his supply of choice **Fish for Good Friday** as it is not unlikely that there will be a shortage.

Nevertheless we have prepared ourselves for the emergency and, assisted by superior cold storage facilities, will be able to handle all business entrusted to us.

FOR THIS WEEK WE OFFER :

Choice Winter Whitefish, Long Island Native Oysters,
Choice Winter Caught Trout, Tulibeas or small Whitefish,
Sea Herring, medium size, frozen. Fancy Caught Cod and Haddock,
Fancy Bloaters and many other lines.

WHITE & CO., LIMITED
TORONTO and HAMILTON

W. B. STRINGER WATCH J. J. McCABE

for them—"St. Nicholas" November Cut Lemons. They wear like iron. They improve with age. Just the fruit for putting away for Summer trade. They'll arrive late in April.

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

ALWAYS GET THE BEST

"Camellia" Brand Navels. "St. Nicholas" Brand Lemons.
New Sweet Valencia Oranges.

THE F. T. JAMES COMPANY, Limited

76 Colborne St. TORONTO Wire, Phone,
33 Church St. or Mail your Orders

We have special values in BANANAS this week.

Let us have your order.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

SPANISH ONIONS—Large case, \$3.00.

" " Small " 1.15.

EX. FANCY NAVEL ORANGES—Rapidly advancing, stock up now. Our prices reasonable.

Take Nothing But Concrete Proof



A maker's word as to the reliability of his Jams and Jellies is all right. But I give something more substantial—**A Guarantee.** With this guarantee as to Purity, you are ready for any person who assails the

E.D.S. BRAND

I must back the guarantee up, and all I ask of you is a chance to do so. Will you put in a supply of the guaranteed goods?—**E.D.S. Brand Jams, Jellies and Sealed Fruits in Glass.**

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

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

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.

TOUGH FIBRE PAPER

Strong, Stiff.

FOR GROCERY WRAPPING

Will not Break or Crack.

SAMPLES AND PRICES GLADLY SENT.

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 ent, SASKATOON, SASK

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556

Norman D. McPhie
Broker and Commission Merchant

OFFICE, 58 KING ST. E.
HAMILTON, ONT.

P. W. CARRIER

COMMISSION

GROCERIES, FLOUR, GRAIN

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

local recovery has been rapid and prices are practically normal, though one house is still quoting as low as \$1.25. Lemons are firm at 25c. below last week's top price.

Oranges, California, 96's to 216's, per box	3 75
" 250's to 388's, per box	3 25
" Mexican, 126's to 250's, per box	2 75
" Valencia, ordinary 420's	5 00
" large, 420's and 714's	6 00
Lemons, Messina, 300's 360's, per box	3 00
Grapes Almeria, per barrel	5 00
Apples, Spies XXX, per bbl	5 00
" XX, per bbl	4 00
" Baldwins, XXX, per bbl	4 50
" XX, per bbl	3 75
" other Winter varieties, XXX, per bbl	4 00
" XX, per bbl	3 00
" farmers', per bbl	2 00
Bananas, per bunch, firsts	1 25
" Jumbos	2 25
Red bananas, per bunch	2 20
Strawberries, Florida, per quart box	0 35
Pineapples, Cuban's 16's, per case	5 00
Grape fruit, Florida, 48's to 80's, per box	6 00

VEGETABLES.—Southern green stuff continues to creep. Better weather is needed to get it on its feet and moving on a run. Boston head lettuce is cheaper, but otherwise the situation is about as last week. New potatoes show an easier tendency. Canadian onions by the bag are obtainable at lower prices.

Potatoes, kiln dried sweet, bushel hamper	1 75	2 00
" New Brunswick, 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	
Lettuce, per doz. bunches	0 30	0 35
" imported, per doz.	0 35	0 50
" Boston head, per doz.	1 25	1 35
Radish, per doz.	0 40	0 50
Cucumbers, hothouse, per doz.	2 25	2 75
Mushrooms, 1 lb. boxes, per lb.	0 80	
Celery, Californian, per case	7 00	
" pony case	3 25	
Asparagus, California, per bunch	0 70	0 75
Beans, white, prime, bush	1 75	
" hand-picked, bush	1 90	
" Lima, per lb.	0 07	
Tomatoes, Floridas, 6 basket crates	7 00	
Rhubarb, 1 doz. bndls.	0 90	1 15
Broccoli sprout, pck.	0 40	
Spinach, bush	1 00	
Leaks, per doz.	0 25	
Artichokes, per peck	0 25	
Parsnips, 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	

N. B. MARKETS.

GREEN FRUITS.—The first car of green bananas for the season was received last week. For best fruit prices this Spring are firm.

Apples scarce and high. Valencia oranges have the market; prices firm. A fair sale only for Californias. Floridas too high. A few nice Jamacias still seen.

Lemons, while firmer, are still cheap.

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.
INGERSOLL

Established 1886

W. H. WILSON CO., Limited

HIGH GRADE VINEGARS

CIDER AND EVAPORATED APPLES

TILLSONBURG, CANADA

Ice

J. W.

To Who

is our M
orders for

1/4 Oil S

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Ice Castle Brand Kippered Herring

IS THE BEST—TAKE NO OTHER

Every can warranted.
Packed in oval cans, labelled, and in cartons.

PLAIN and Tomato Sauce.
Sold by all leading wholesale grocers.

J. W. WINDSOR, MONTREAL, Packer of Ice Castle Brand

Canadian Agents: Hamilton & Toronto, A. E. Richards & Co.
Kingston, James Craig.
Ottawa, James N. McIntosh.

Winnipeg, Nicholson & Bain.
Calgary, Nicholson & Bain.
Vancouver, C. E. Jarvis & Co.

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods:

1/4 Oil Sardines (Sanitary can)	100 tins to case
1/4 Oil Sardines (Hand made)	100 " "
1/4 Mustard "	100 " "
1/4 Tomato "	100 " "
3/4 Mustard "	50 " "

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

Largest Sale in the World



King Oscar Sardines

The Most Delicate Flavor and Purest Olive Oil

ASK YOUR WHOLESALE HOUSE

JNO. W. BICKLE & GREENING
HAMILTON, ONT.

Canadian Selling Agents

STOVE POLISH

is an article in everyday use. If you handle a polish that will please your customer every day it will help you getting their other trade.

JAMES' DOME BLACK LEAD

is the best Stove Polish you can buy, and has been satisfying the people for over 60 years.

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

Canadian Grocer

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MARKETS.

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high. have the market; sale only for Cali- high. A few nice er, are still cheap.

APPLES

LY STOCK PED. SON & CO. SOLL

N CO., Limited E VINEGARS ORATED APPLES CANADA

FORTUNE FAVORS THE BEST

Tobler's Swiss Milk Chocolate

has a tremendous sale. It can be procured in almost any part of the world.

The reason is not hard to find, Tobler & Co. at their great works, Berne, Switzerland, have set a standard of excellence that has been followed undeviatingly. Result: Tobler's Chocolate stands as the highest specimen of Swiss Milk Chocolate.

You do not have to be told that a lot of adulterated chocolate is on the market. You do not have to be told that if you value your business you must order reliable chocolate.

TOBLER'S—That's it.

Maclure & Langley

AGENTS Limited

152-154 Pearl Street, TORONTO

STEWART'S

Delicious
Chocolates and Bon-Bons
Pure and Wholesome

SPECIALTIES

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

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

To have in stock

MOTT'S

"Diamond"
and "Elite" brands of

CHOCOLATE

is to have the best that are made—
Two sellers for years and TWO
sellers NOW and AT ALL times.

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

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

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

**Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

EASTE

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BISCUITS AND CONFECTIONERY

EASTER TRADE IN VIEW.

How about the "Easter" confectionery goods?

Have you yet taken this line in hand? In it there is an opportunity for the progressive grocer which he cannot afford to miss.

Talking to a prominent manufacturer a few days ago on this very subject, he gave expression to some very sweeping assertions about the manner in which the average grocer treated this subject. He said: "The ordinary old-fashioned grocer looks upon 'confectionery' with disdain and does not consider it worth his attention. He will buy a few lines of indifferent chocolate in order to have something to show, but more often to give away to his customers, and then complain that it does not pay."

"If he would put some good lines in stock and abstain from the objectionable 'present' business he would soon discover that there is more in running a confectionery department than in many of his staple lines."

During the conversation the same manufacturer mentioned that out in the Northwest the new grocers were making a great mark of confectionery and were to a large extent becoming the candy distributors for the new provinces, and were making an excellent thing of it.

In the face of such evidence as this there can be no excuse for negligence to take up these goods. A little attention at this very time will be a good beginning; all that is required is to allot a prominent corner in the display window, fit up a few temporary shelves in an attractive manner, such as a pyramid, or, better still, arrange a small table to imitate an Easter morn breakfast table, and on it arrange in dainty style an assortment of the very fine Easter goods which are now on the market. This would serve as a fine beginning for the initiation of an ultimately flourishing department of confectionery.

MONEY IN BISCUITS.

The National Biscuit Co. has filed a statement of its condition on January 31 last, which shows a very satisfactory standing, the increase in assets for the year being \$781,561. A comparison with the previous year reveals the fact that there must be "something in biscuits."

In real estate, patents, machinery, etc., the figures for 1906 are \$52,357,444 compared to \$52,303,938 for the year 1905, showing increase of \$53,506.

In merchandise and stock in process, the figures are \$3,948,346, compared to \$5,115,528 for 1905, a valuable decrease of \$1,167,182.

In cash and debts receivable \$7,065,905 against \$5,170,668 for 1905, showing increase of \$1,895,237.

Thus producing the total increase in assets referred to.

The liabilities also show a consequent valuable distribution.

The capital stock stands at \$54,040,500, a not insignificant amount.

The accounts payable are reduced by

\$27,534 when compared to previous year's balance sheet, and bonds and mortgages are reduced some \$107,488, thus showing an increased surplus of \$916,583.

Altogether the balance sheet is a most satisfactory one, and clearly shows that notwithstanding the enormous competition this company is up against, there is abundance of room for properly utilized capital in biscuit manufacture.

CANADA SALT COMPANY.

The financial statement of the Canadian Salt Company for the year 1905 shows that the net profits amounted to \$56,635.36, an increase of \$2,882.47 over the preceding year. Of this amount \$40,000 was paid in quarterly 2 per cent. dividends, and the balance, less \$3,531.14, interest on loan, added to profit and loss, which now amounts to \$46,333.16, as compared with \$33,228.94 on the 31st Dec., 1904.

COMPANIES INCORPORATED.

Dominion charter has been granted to Canadian Dairy Supply Company to carry on business at the city of Montreal, and elsewhere, of manufacturing and selling butter and cheese factory outfits, and general dairy and farmers' supplies, and the purchasing and selling of butter and cheese factories and sites therefor, and dairy and agricultural products; to manufacture, buy, sell, lease and generally trade in centrifugal butter-making machinery and implements and dairy utensils and supplies of all connection therewith, and patent rights or licenses or concessions thereon, and all materials of which the same or any part thereof are, or may be, composed in whole or part. The total capital stock of the company to be one hundred and twenty-five thousand dollars, divided into twelve hundred and fifty shares of one hundred dollars, and the chief place of business of the said company to be at the city of Montreal, in the Province of Quebec.

Provincial charter has been granted to the Queen City Produce Company, Limited, to manufacture, buy, sell and deal in all kinds of farm, dairy, garden and orchard products. The share capital of the company to be forty thousand dollars, divided into eight hundred shares of fifty dollars each, of which four hundred shares to be preference shares; the head offices of the company to be at the city on Toronto, and the provisional directors of the company to be William Munns, William Galbraith and Allan Alfred Laurier.

Money Getters
Peanut, Popcorn and Combination Machines. Great variety on easy terms. Catalog free.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati



INDIVIDUALITY.

Get that fixed on your mind and the result will be a conception of the sterling characteristics of



They are "individual," "in-a-class-by-themselves" biscuits.

Then, we make it a special point to get the flavor of the "oven" into the "tins"—in other words, put the biscuits into the tins while they are "full of flavor"—HOT.

Our moisture-proof, air-tight system of packing has no superior anywhere.

The people know that. Result: ORDERS.

ORDER A SUPPLY of the biscuits with an individuality.

Perfection Cream Sodas

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

JACOBS' BISCUITS

Don't forget the name, nor overlook this line of imported biscuits. Made in Dublin, and packed specially for export trade. No finer line of fancy biscuits in the world. Remember the name "JACOB."

Manufactured by

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



Shirriff's Flavoring Essences

are appreciated wherever quality is appreciated.

Isn't it time you sold them?

MANUFACTURED BY

IMPERIAL EXTRACT CO.,
Toronto

There are other Cocos

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

IF YOU HAVE WAITED WAIT NO LONGER

Southwell's Jams and Marmalades

have been TRIED, and their worth is a matter of certainty. Perhaps forty per cent of your customers, unknown to you, use

SOUTHWELL'S JAMS and MARMALADES

Where do they buy them? This question should be of concern to you. If your customers have to go elsewhere to complete their orders can you say that you are far-seeing?

Put a stock of SOUTHWELL'S JAMS and MARMALADES in your store and you will discover you have taken a step in the right direction.

FRANK MAGOR & CO.

Canadian Agents
MONTREAL

THE REA

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THE REAL WAY TO ADVERTISE.

In discussing the great posters in denunciation of Mayor Weaver that "the gang" recently plastered Philadelphia with, an advertising agent said:

"Billboard ads don't pay. Sir Alfred Harmsworth, the young Englishman who, starting out as a poor reporter, now owns something like fifty newspapers, weeklies and magazines, agrees with me in this.

"Sir Alfred probably knows as much about advertising as any man alive, and he told me last Summer that advertisements on barns and fences and walls were worthless. He said:

"Several times I advertised the Daily Mail on the hoardings, making the experiment with a considerable amount of expectation, but the result was inevitably a distinct disappointment.

"I have tried hoarding advertisements with persistency on several occasions, and I have at length come to the conclusion that it is about as rapid a way of sinking cash without result as one can find. You Americans, who are certainly not behind us in advertising, have practically ceased, I believe, to get publicity in this manner.

"The proprietor of one of the largest businesses in the United States told me once that he had come to the conclusion that a highly-colored and attractive poster might fetch country "jays" to a circus, but that the intellectual public was not in the least influenced by hoarding advertising.

"All my advertisements now appear in periodicals and newspapers."

GOOD BUSINESS DEPARTMENT.

An inspiring series of addresses on business subjects is just now being delivered at the Montreal Y.M.C.A., and many ambitious clerks are taking advantage of the good advice which is there given by some of the leading men of the city.

One of the best of these was a talk delivered recently by Mr. Abner Kingman on the subject of "The Commercial Value of Good Business Department."

Mr. Kingman spoke very strongly against the bribe and treating habit, which is now very common in life. An employe who accepts a bribe robs his employer, and the salesman who resorts to the treating habit to secure any part of his custom is a disadvantage rather than a benefit to the house which employs him.

Good business department is exemplified by the union of good address, politeness, and unassailable character. It is not always the good appearance of a man that makes him succeed. It is more essential that he be polite and trustworthy. Good business department is one of the greatest factors in commercial life.

Governments recognize the enormous advantages accruing from politeness, and in their diplomatic negotiations are careful to employ only those men who have an engaging and polite manner. Some men there are, certainly, who attempt to benefit by their natural advantage in this respect, by working confidence games. These men are to be discouraged, but it must not be supposed that, because this species of grafter is eminently polite, other and well-disposed young men should not be polite also.

YOUR CUSTOMER



May not know that **COX'S GELATINE** has been on the market for sixty years. If you tell her this, and add that

STRENGTH and PURITY have always been its leading qualities, she will applaud your recommendation of a good article.

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



We Can Fill large shipments of our **MAPLE SYRUP AND MAPLE SUGAR**

on short notice and all fresh goods, too. Let us send you a quantity of "Stoney Creek" and "Royal Brands" of Maple Syrup.

FOR SALE BY

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard
Ottawa, Ont.

Forbes Bros.
Montreal, Que.

T. KENNEY & SON
Hallerton, Que.

Manufacturers

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S Cream Soda Biscuits

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

IRRESISTIBLY DELICIOUS



A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

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

...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.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

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

45 HIGHEST AWARDS
In Europe and America
Walter Baker & Co., Ltd.



The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

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

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

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

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

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

—BUY—
Star Brand

**COTTON
CLOTHES LINES**

—AND—
COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM

COURTESY TO THE TRAVELER

No man ever gained anything by being discourteous to a traveling man. If you are too busy to talk to a traveler when he calls, you can at least treat him courteously.

Some men, though fortunately their number is limited, seem to take delight in making it as hard as possible for the traveling man to sell them his goods. While overlooking the laws of common decency, they also overlook the fact that the traveling man has a great many opportunities to do a favor for his customer and it is but natural to imagine that the ones who get these favors are the men who treat the traveler with the same courtesy that they extend to their customers.

If you are one of the men who gets busy doing up parcels or looking after some small and unimportant details the minute the traveling man comes into your store, stop and ask yourself the question, "Won't it pay me better to give a little more attention to the traveling men in future?"

Maple 
JUST
MAPLE
SYRUP
THAT'S ALL **Syrup**

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

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

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

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

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**
MONTREAL



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.

YOUR MONEY BACK
IF YOU DO NOT LIKE IT

ROCK CANDY SYRUP is made from
Maple Sugar
and Rock

Candy, contains nothing but sugar and water, is absolutely pure and as good for table use as maple syrup.

SEND FOR SAMPLES OR TRIAL ORDER TO

THE MONTREAL MAPLE CO.
88 GREY NUN ST., MONTREAL, QUÉ.

RUSSELL

Russell Sage, the richest man on the farmer's clerk, farmed till he had a grocery store, and enough to buy was in 1837. York.

"What I do, others can do. Thorny, it is, who makes up, cumulate more, make east-iron, denial, regular work, a most details of choice the lot than a single."

"Failure is falling by the come victims, iate pleasure and couraged success.

"My mother—reading, was the only."

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IDEAS FOR THE INDUSTRIOUS

RUSSELL SAGE—A GROCER'S BOY.

Russell Sage, the oldest and one of the richest men in Wall street, began life on the farm and business a retail grocer's clerk. He worked on his father's farm till he was sixteen, then went into a grocery store in Troy, N.Y., at \$5 a month, and in five years had saved enough to buy out the business. That was in 1837. In 1863 he moved to New York.

"What I have done," he says, others can do. The path to success is thorny, it is true, but any young man who makes up his mind to do it can accumulate money. He must at the start make cast-iron rules; to practise self-denial, regularity and temperance, love for work, a rigid regard for the minutest details of business, and, above all, choose the loss of every dollar rather than a single act of dishonesty.

"Failure is most frequently caused by falling by the wayside. Young men become victims of the desire for immediate pleasure rather than pursue a long and courageous struggle to permanent success.

"My mother taught me the rudiments—reading, writing and spelling. That was the only schooling I ever had.

"If I were broke now I should go to work with the same desire to climb up that I had the first day I ever put my shoulder to the wheel. Just what my first step would be I don't know. That would depend on circumstances. But I am sure that by hard work I could win."

Russell Sage can produce more money of his own at instant call than any other man in America, probably in the world. Five millions within half an hour is not too much.

The man believes in work and abhors idleness.

"Because a man is rich, there is no reason or excuse for his being idle," he says. "A slothful man, be he rich or poor, is not a desirable member of society. He presents a bad example. The rich man is not expected to toil with pick and shovel, but human society places upon him the obligation to give his best thoughts to the use of his wealth, so that his accumulation may be stow good upon others as well as himself."

Mr. Sage made much of his money by buying stocks at a bargain, then by hard work and industry bringing them up to par. Now he wants to bring himself up to par. He is at 89 and wants to reach 100.

"My theory for a long life," he says,

"is that temperance lengthens the days of all. Plenty of sleep, and escape from worry as much as possible. Worry and lack of rest break down the strongest men. I get up every morning at 6 o'clock and get to my office at 9. I leave at 5 p.m. I go up to my house and take things easy for the rest of the day."

"Good habits in living result in good health; good health increases a man's ability and gives him zest for industry; and industry, intelligent industry, leads on to prosperity. It is a very simple recipe, but the great majority of men continually ignore what is so plain. It is perfectly obvious that dissolute habits can end in but one thing—failure. Reverses are bound to come at some period of the life of a man of evil ways. A crying sin of today is profligacy. The wasting of money entails a vast amount of suffering for some one, and often leads to actual crime."

Russell Sage wears clothes that the Wall street clerks laugh at; he likes to drive a good horse, and is philanthropic despite a general impression to the contrary, but all his charity is dispensed by Mrs. Sage. Hard work, frugality and system are his watchwords.

HOW THE "NEW GROCER" MADE MONEY.

When a man without business experience of any kind opens a store in a small town, with small capital, works eight years and retires with \$50,000 to his credit, it is evident he must have discovered some of the basic principles of money making. Such a man has recently told the story of his success and the lines along which he achieved it.

Worked as Delivery Boy.

When he was twenty-one years old he inherited about \$1,500. He had not been fitted for any calling or line of work, but as this money was the sum of his inheritance it was evident that he must fit himself for something, and that speedily. He got work as a delivery boy for a local grocer, worked six months on the wagon and was promoted to an indoor job. Here he had a chance to see something of the executive end of the business—saw the buying from wholesale houses, and got acquainted with the drummers. He worked behind the counter six months, then threw up his position and opened a store of his own.

There were five other grocers in town. They were all dignified; their newspaper advertisements ran along the "we are still in the old location, where we will be pleased to attend to the wants of our patrons" line, so familiar and so meaningless.

The New Grocer.

The "New Grocer"—that was what he called himself—tried to be explicit before

being dignified, and usually found that there was not enough space for both qualities. This lack of formality caused adverse criticism, at first—for instance, when he discovered that his walk was wider than the town ordinances demanded, and used the extra space for displaying goods marked with prices and accurate descriptions, some of the artistic descriptions mmmmm mm mm mmmmm spirits were shocked. It was noticeable, however, that this did not prevent their taking advantage of the bargains offered.

Honest, Daring Buyer.

Inside the store the same policy of honest statements and plain price marks was employed. Of course this necessitated selling goods as cheap as his competitors and even a little cheaper, where possible, which made close buying a necessity. But the "New Grocer" was a good buyer without this incentive. Moreover, on occasion he could be a daring buyer, as one incident shows. During the Fall of his first year in business, grapes were scarce and the price was correspondingly high. One day the agent of a commission house called him out of carshot of the clerks and made him an offer on a carload of grapes, the salesman's idea being that the grocer should take the lot at this bargain price and run his own risk of selling some of them to dealers in smaller towns.

Policy With Employees.

Many business men have succeeded as long as they could do their own work, only to lose when they had to employ assistants—for it is not given to every one to get help out of "help." In the "New Grocer's" store was a blackboard on which every night the boss himself wrote out the work to be done on the day following, indicating the part each one was to be responsible for. Each clerk went to his board for orders, and never failed to carry them out thoroughly—never failed but once, at any rate.

The Blackboard.

Among the maxims were these, as copied one day by Paul E. Triem:

"Never send a customer to another store for anything in our line that we are out of. Get it for him. I try to keep the most affable and attractive salespeople in town, but one of unusual ability might get into John Johnson's employment, and the customer you meditate sending there might fall a victim to his blandishments. Keep 'em here—that's what I pay you for."

"Be polite, but don't stop there. Be benevolent—learn to take an interest in the people who come here, and to make sales that will suit them after they've tried the goods. Know what you're selling, and to whom you're selling it."

"Never take anything out of the scales. If you put in too much sugar—which I advise you not to do—leave it there. What goes into the scales belongs to the customer. See that he gets it."

"All's well that ends well.' Good as far as the label will not do."—*J. Bruce Payne.*

The day is fast going by when impostor methods can "pass" in cigar-making. And it is the bounden duty of every grocer to see that those days are made to go by as fast as possible.

"Somebody has to pay for everything," is a phrase the significance of which all buyers do not fully realize. Stint in honest tobacco means stint in Grocers' Profits, Smokers' Satisfaction, so "good as far as the label" brings disaster for somebody, doesn't it?

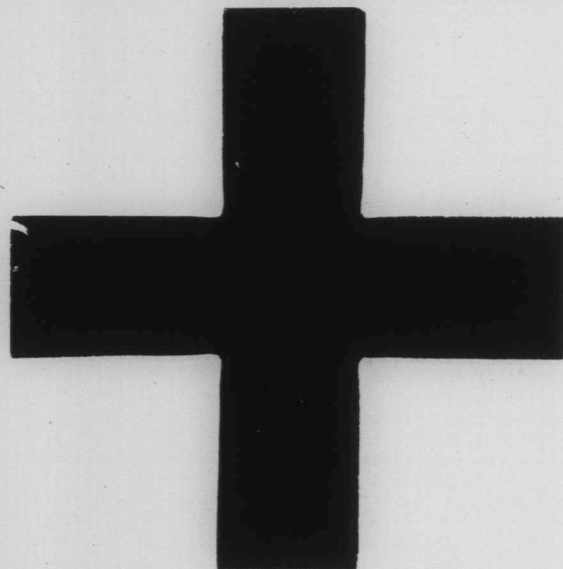
Pebble and Pharaoh

Cigars harmonize with the "all's well that ends well" tune. No "this-will-do" tobacco ever comes near these cigars. They are made by **skilled** workmen. They are made from personally selected tobacco.

Knowing what my **Pebble** (5c.) and **Pharaoh** (10c.) represent, and what **some other** cigars represent, is it to be wondered at that I expect you grocers to order my Cigars—not the other kind? Am I right in expecting that **High Quality, Full Value, Honest Treatment**, will receive consideration at your hands? Is it too much to hope for, that if you are selling other cigars, you will, on my word, ask me to send you 1000 of the **Pebble and Pharaoh** on "take-back-at-the-end-of-three-months-all-unsold-stock" terms.

Praise Payne Quality. Support Payne Principles. Patronize Payne Cigars.

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



This is the Victoria Cross for Tobacco Honors

It was awarded to **T. & B.** because that tobacco triumphed over the severest tests, never varied in quality, always yielded the grocer full profit, sent him orders in great number and gave complete satisfaction.

Order **T. & B.** It means

**SUCCESS
FOR
YOU**

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

GOOD PRO

From present a bumper crop year in the d Already there being got unde of the weed, when the toba many more ac for.

Prices this y as last, have be farmers who s the Marine City in for raisin prove the great

PROSPECTS B

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Concerning t speak with so n not yet tell th planting which of January.

quantity of rai before the harv for this tobacc ever, cannot be Remedios tobacc for filler for must be heavy cold nights are been practically so was planted must be thin, p purposes to whi ed.

TOBACCOS, CIGARS AND ACCESSORIES

GOOD PROSPECTS FOR KENT TOBACCO.

From present indications there will be a bumper crop of tobacco raised this year in the district about Chatham. Already there are more than 450 acres being got under way for the growth of the weed, and it is probable that when the tobacco companies get busy many more acres will be contracted for.

Prices this year, though not so good as last, have been satisfactory, and the farmers who suffered by the failure of the Marine City Sugar Co. will likely go in for raising tobacco and the season prove the greatest on record.

PROSPECTS BAD FOR CUBAN LEAF

In all tobacco growing sections, be it in the United States, Cuba or elsewhere, there are certain general conditions which have the same effects on tobacco. Thus excessive rain results in washed out, thin leaf without substance, be it in Ohio, Wisconsin, Cuba or anywhere else. This is what has happened in Cuba, owing to the torrential rain storm of the latter part of December and the beginning of January.

In the Vuelta district it may be taken that the tobacco will be very bad, and there will be very little of it. The small percentage that will come on the market will be thin, poor and devoid of quality and substance. Nevertheless bad as it will be, it will sell for exceedingly high prices. Tobacco is steadily advancing and the poor tobacco of the new crop will bring higher figures than the good tobacco of the old.

With the Partido tobacco, conditions are very much the same. There will probably be more of it, perhaps 60 per cent. of the crop will be saved—but it will be thin and without substance.

As for the semi-Vuelta crop, it is a total failure, as was inevitable from the late planting.

Concerning the Remedios one cannot speak with so much certainty. We cannot yet tell the results of the second planting which took place in the middle of January. Much depends on the quantity of rain that will have fallen before the harvest. Rain is now needed for this tobacco badly. The leaf, however, cannot be a high standard. The Remedios tobacco in order to be suitable for filler for seed and Havana cigars must be heavy bodied. To secure this, cold nights are essential, and there has been practically no cold since the tobacco was planted. Consequently the leaf must be thin, poor and unsuited for the purposes to which it is especially adapted.

TOBACCO CULTURE.

Hon. Nelson Monteith, Minister of Agriculture, is arranging to have experiments carried on this year at the experimental station, Ruthven, Essex county, in tobacco culture. Special attention will be paid to the matter of curing, which is the weak point in the production of manufactured Canadian tobacco, the leaf being all right. Tests of different varieties will be made.

TOBACCO NOTES.

The Dominion Cigar Co., manufacturers, St. Hyacinthe, Que., demand of assignment.

W. J. Herbert, who has been in the employ of the Tuckett Cigar Co. as bookkeeper for the past three years, has left the firm. Mr. Herbert is going into business for himself in New Ontario on the first of April. His many friends will wish him every success in his new undertaking.

An account given by Allic Sylvester, a U. S. tobacco expert, who has recently taken on extensive tour of the tobacco-growing districts in Cuba, agrees with the reports already published and fully confirms the poor prospects of the new crop.

The tobacco crop takes from the soil about 103 pounds of actual potash per

acre, which must be replaced or else the yield will fall off in quantity and quality. A good tobacco fertilizer should contain at least ten per cent. of pure potash, and the potash should be in the form of sulphate.

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Do You Ever Break Eggs

When Delivering by Wagon?

Try a sample order of Star Egg Carriers and Trays. Absolutely safe delivery at less expense than with any other Egg Carriers in use guaranteed

A COMPARISON

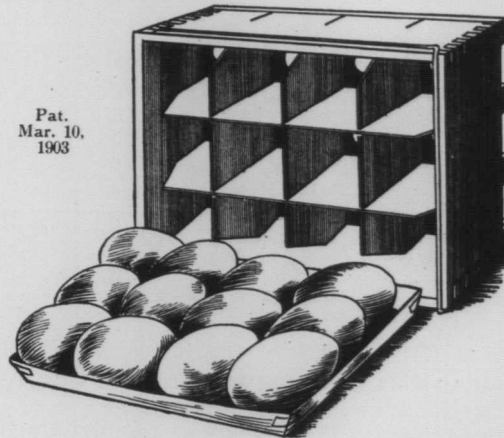
If you are now using paper boxes for delivering, experience tells you how much breakage occurs. Your clerks can tell you how much time is wasted, and figures tell you that your

First purchase of 5 M. paper boxes at \$9.00 per M., cost you	\$45.00
Second " " " " " " " "	45.00
Total - - -	\$90.00

We Supply You Star Egg Carriers and Trays

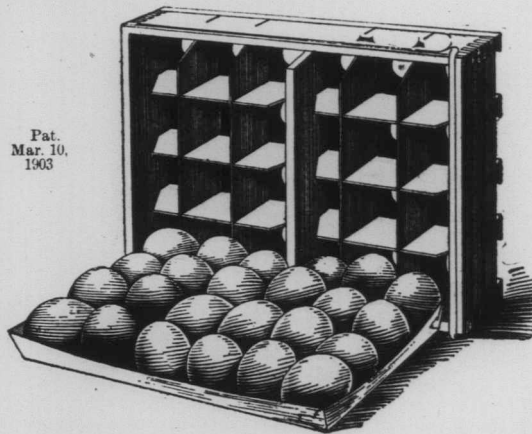
First purchase 2 doz. No. 1 Star Egg Carriers, \$2.75 per doz. -	\$5.50
First purchase 5,000 " " " Trays for \$3.50 per M. -	17.50
Second purchase 5,000 Star Egg Trays for \$3.50 per M. -	\$23.00
(You have the Carriers) Total - - -	\$40.50

Pat.
Mar. 10,
1903



Your Saving is \$49.50, or Nearly 60% and No Broken Eggs

AGAIN: Take the size for delivering 2 dozen eggs. To deliver 20 M. eggs with the paper box you would



Pat.
Mar. 10,
1903

First purchase 10 M. boxes at \$9.00 per M. - - -	\$90.00
Second " " " " " " " "	90.00
Total - - -	\$180.00

With No. 2 Star Egg Carriers, holding 2 dozen eggs each, you would

First purchase 2 doz. No. 2 Star Egg Carriers, at \$4.00 per doz. \$	8.00
First purchase 5 M. No. 2 Star Egg Trays, at \$4.75 - -	23.75
Second purchase 5 M. No. 2 Star Egg Trays, at \$4.75 -	\$31.75
(You always have the Carriers left.) Total - - -	\$55.50

Your saving over paper boxes is \$124.50, or nearly 80% and no broken eggs

These facts must appeal to you. Your sample order will receive attention. Try a few dozen—you will discover that, under the old regime, you have been wasting time and money. To enable you to try this system, we will be glad to deliver you a sample order on request.

MANUFACTURED FOR

The A. F. MacLAREN IMPERIAL CHEESE CO., Limited

HEAD OFFICE, TORONTO

Quotation
The follo
inserting quot

Quotations for prod
etc are supplied by
agents, who alone a
accuracy.

Baking

Cook's Friend—
Size 1, in 3 and 4 doz
" 10, in 4 doz. boxe
" 2, in 6 " "
" 12, in 6 " "
" 3, in 4 " "
Found tins, 2 doz. in
19-oz. tins, " "
5-lb. " 1/2 " "

W. H. GIL

Diamond—
1-lb. tins, 2 doz. in ca
1/2-lb. tins, 3 " "
1/4-lb. tins, 4 " "

IMPERIAL B

Cases. 8
4-doz. 1
3-doz. 1
1-doz. 1
3-doz. 1
1-doz. 1

OCEAL

Ocean Baking Powde
" " "
" " "
Borax, 1/2 lb. p
Cornstarch, 4
Freight paid 5

MAG

Cas
6 do
4 " "
4 " "
4 " "
4 " "
4 " "
2 " "
2 " "
1 " "
1 " "
1 " "
1 " "

ROYAL BAK

Sizes.
Royal—Dime
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When pack
cent. discount wil

CLEVELAND'S 1

Sizes.
Cleveland's—Dime...
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When pack
cent. discount wil

T. KINNE

Crown Brand—
1 lb. tins, 2 doz. in ca
1/2 lb. " 2 " "
1/4 lb. " 4 " "

**“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

**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

has the words “Imperial Brand Maple Syrup” on the label—all the trouble comes of the other half.

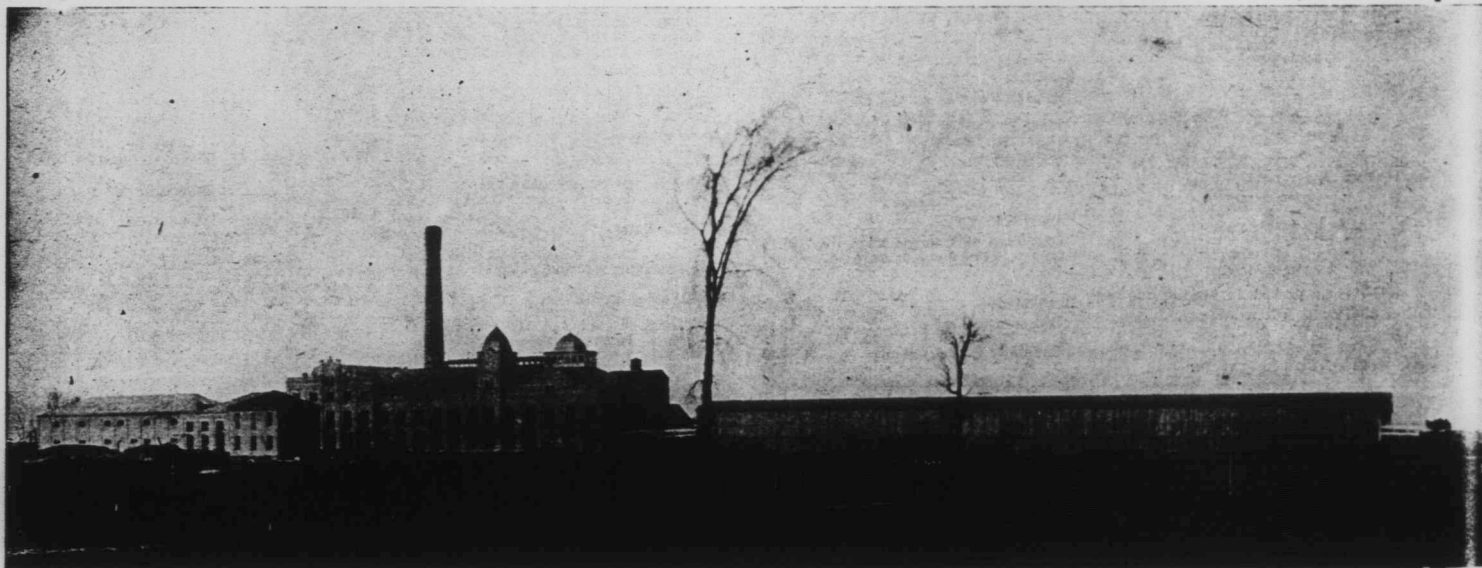
Which “half” are you selling?

ROSE & LAFLAMME, Agents, - Montreal



$\frac{1}{2}$

**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 1
For sale in Canada
Limited, Toronto
File, Montreal
\$1, \$2, \$3, \$5, \$10

In lots of less than
books, 1 kind
100 to 500 books ..
100 to 1,000 books ..

Allison's
\$1.00 to \$3.00 books ..
5.00 books ..
10.00 ..
15.00 ..
20.00 ..
25.00 ..
50.00 ..



The Davidson

Infant
Robinson's patent
..
..

Jams
SOUTH
Frank Ma

Orange marmalad
Clear jelly marmalad
Strawberry W. F.
Raspberry ..
Apricot ..
Black currant

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.

In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

Allison's Coupon Pass Book.

\$1.00 to \$3.00 books	3 cents each
5.00 books	4 "
10.00 "	5 "
15.00 "	6 "
20.00 "	7 "
25.00 "	8 "
50.00 "	12 "



4-oz. cans	\$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

W. Wholesale Agent

The Davidson & Hay, Limited, Toronto.

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1.25
" "	1-lb. tins	2.25
" "	1-lb. tins	1.25
" "	1-lb. tins	2.25

Jams and Jellies.

Orange marmalade	\$1.50
Clear jelly marmalade	1.80
Strawberry W. F. Jam	2.00
Raspberry "	2.00
Apricot "	1.75
Black currant "	1.75

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
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
"Acme" pellets, 5-lb. cans	per box 1.50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2.00
Licorice lozenges, 5-lb. glass jars	1.75
"20 5-lb. cans	1.50
"Purity" licorice 10 sticks	1.45
"100 sticks	0.75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLET'S PERFUMED.	Per case.
1 case of 4 doz.	\$3.60
3 cases of 4 doz.	\$3.50
5 cases or more	3.40

Mince Meat.

Wethey's condensed, per gross net	\$12.00
per case of doz. net	3.00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1.40
" 1-lb. tins	2.50
" 1-lb. tins	5.00
Durham 4-lb. jar	per jar. 0.75
" 1-lb. jar	0.25
F. D., 1-lb. tins	per doz. 0.85
" 1-lb. tins	1.45

E. D. MAROEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0.35
1-lb. tins	0.35
1-lb. tins	0.32 1/2
4-lb. jars	per jar 1.20
1-lb. jars	0.35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	23
1-lb. tins	22 1/2
4-lb. jars	per jar 70
1-lb. jars	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. 0.06 1/2
Golden shred marmalade, 2 doz. case,	per doz. 1.75

Soda.

GOO BRAND.

Case of 1-lb. containing 60 pkgs., per box	\$3.00
Case of 1-lb. containing 120 pkgs., per box	\$3.00
Case of 1-lb. and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs., per box	\$3.00
Case of 5c. pkgs. containing 96 pkgs., per box	\$3.00



MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	Per case \$2.75
No. 2, " 120 1-lb. "	2.75
No. 3, " 30 1-lb. "	2.75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2.85
5 cases	2.75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10.90
" black	15.30
Oricle soap	19.30
Gloriola soap	12.00
Straw hat polish	18.30



The Buying arguments

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- 1st Are the goods reliable?
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 - 3rd Will they bring repeat orders?
 - 4th Do they show a profit?

"Cow Brand" Baking Soda
answers all these requirements
fully—Buy it.

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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.

HOW TO TEST TEAS.
WHERE TO BUY TEAS.
BULK & PACKAGED TEAS.
HOW TO ESTABLISH A TEA TRADE.
TEA BLENDING, ETC., ETC.

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.....	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 30 0 35
.....	0 19 0 25

U, Montreal.

.....	boxes.....\$.....
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.....	1-lb. boxes.....
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