

February 2, 1906

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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


VOL. XX.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 9, 1906.

NO. 6.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in 

Pounds, Halves and Quarters

to sell at convenient and profitable figures

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

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

There is confidence all around in the sale of

"Crown" Brand Table Syrup

—the customers' confidence
—the consumers' confidence

PUT UP IN TINS

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

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

A product that is made from the finest selected corn and under the most modern and most hygienic principles deserves the recognition and support of the trade and public. To-day "Crown" brand TABLE SYRUP is CANADA'S most popular and reliable line.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

53 Front St. East,
TORONTO, Ont.

ESTABLISHED 1858
Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

THERE ARE MANY DOCTORS, NURSES, MEDICAL STUDENTS, ETC., who must have

BURTON'S ALL HEALING TAR SOAP

Won't you supply them?

A pure fragrantly antiseptic soap. It is a sick room necessity, one of the excellent soaps manufactured by

THE ALBERT SOAPS, LIMITED, MONTREAL

Conviction Follows Trial

Those dealers who tried a sample order of Mathieu's Syrup are now convinced that it is one of the best and most reliable sellers upon their shelves.

MATHIEU'S SYRUP

OF TAR AND COD LIVER OIL

sells all the year round, but more especially just at this season when Coughs, Colds, etc., are so common. Your holding of this remedy cannot very well be too large.

Headaches are an all-the-year-round ailment; therefore Mathieu's Nerve Powders are good sellers all the year round.

THE J. L. MATHIEU CO.

PROPRIETORS SHERBROOKE, P.Q.



**Y. & S.
SCUDDER
M. & R.**

STICK LICORICE

ACME PELLETS

M. & R. WAFERS

LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

R. S. Molndee

Selling Agent,

120 Church St., Toronto

Molasses

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

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

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Agents

GEN. HURSON & CO.,

JOHN W. HIGGINS & GREENING,

GEN. H. GILLESPIE,

JOSEPH GAGLIAN,

TORONTO

HAMILTON

LONDON

WINNIPEG

**Hannah's
Scotch
Pickles**

First—the pickles are sound and crisp. Second—they are preserved in genuine Malt vinegar which is brewed by the picklers themselves. Third—they are packed with scrupulous care. Fourth—the bottles bear very showy and most attractive labels. Could you ask more than all this for highest pickle quality? (10, 16, 20, 30 and 40-ounce bottles.)

Quality Tells!

Absolutely free from animal matter and hence free from any chance of decay.

No smells, no odors like ordinary soap. Contains 67 per cent. of pure oil—7 per cent. more than others.

For the skin or for fine laundry work it is unexcelled.

In pressed cakes and in bars.

**“Shell”
Castile
Soap**

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., Watsons', Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. H.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspébiac.

CHARLOTTETOWN, P. E. I.

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

HALIFAX, N.S.

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

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

FELLOWES & FELLOWES
MANUFACTURERS' AGENTS

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

H. J. STEVENS

126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778.

BOND 28.

OWEN SOUND.

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

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

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.
25 Front St. East, Toronto

CURRANTS
ON SPOT.

W. H. MILLMAN & SONS

Grocery Brokers

TORONTO

POTATOES

Let me quote a price on a car of my celebrated Selected Delaware Potatoes Delivered at your station.
R. W. HANNAH
300 Board of Trade Building, - Toronto

HAMILTON, ONT.

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

WINNIPEG.

CALGARY STORAGE

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

JOSEPH CARMAN

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

STUART WATSON

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

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

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

G. B. THOMPSON

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

EXPERIENCED ADVERTISEMENT WRITERS

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

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**THE
STANDARD
GOODS
OF
CANADA**

**CANE'S NEWMARKET
PAILS, TUBS,
WASHBOARDS AND
CLOTHES PINS**

are all high-grade articles and have made the name
"CANE" famous for woodenware quality and
durability, and invariably give satisfaction.

Only choicest selected timber, which is thor-
oughly seasoned and kiln dried, is used.

Pails and Tubs are made with Flat Steel or
Electrically Welded Wire Hoops.

The Mammoth Plant at Newmarket is
equipped with specially designed machinery, which
is operated by skilled workmen.

GOOD WOODENWARE IS THE RESULT

UNITED FACTORIES, LIMITED

Head Office, TORONTO
CANADA

**SOLD
BY
ALL
RELIABLE
DEALERS**

*All cuts we
have belonging
to this returned
Feb 16/06 W.S.*



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

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

Sell only Ceylon Green Tea.

It pleases your customers and profits yourself.

ARTICLE

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HINTS TO RETAIL MERCHANTS

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

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

No. 4, known as "Standards."

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

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

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

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

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

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

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

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

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

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

Yours respectfully,

THE CANADIAN CANNERS, LIMITED

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

Japan Teas

require no talking up, once your customers realize how much superior they are in every respect to teas of any other country.

They are sweet, clean, pure, healthful, delicious, and invigorating.

They are without the nerve-racking astringent qualities of "boomed" teas.

They are the safest teas for young and old to drink.

Japan Teas are at all times the most profitable to handle—Study them in your own and your customers' interests.

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Award

We're not afraid But, who are you shoving?

Is the constant lament of the Japan Tea interests in opposition to "SALADA" Natural Green Teas of Ceylon... very sorry, gentlemen, if we're crowding you a little, but the trade and public appreciation of the Superior Cup Quality and value of these teas is so pronounced and indisputable that it is no longer a debatable issue as to the fate of Japans.

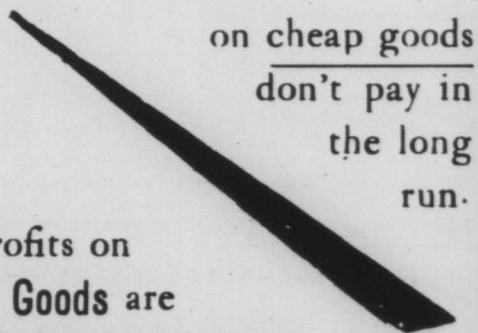
That "SALADA" Green Teas will yet dominate the Japan Tea market is as sure as night follows day.

We pack "SALADA" Natural Green Teas in sealed packets only—same form, style and prices as the famous Black Teas of "SALADA" Brand.

Wholesale Terms on application. } "SALADA"
Samples cheerfully furnished. } TORONTO, MONTREAL



Large Profits



on cheap goods
don't pay in
the long
run.

Your profits on
Gillett's Goods are
good all the time because
the goods are PURE, well advertised
and steady sellers.

Try MAGIC BAKING POWDER

Ask your jobber for it.

as a sample test.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

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



The brand that never
disappoints — the cele-
brated

STERLING BRAND PICKLES

Not sometimes good,
but always good—qual-
ity that runs even in all
lines.

ASK YOUR JOBBER

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

Windsor Salt

must not be confounded with ordinary Salt. In quality, it is as high above the common Salt of trade as can be imagined. It won't cake—it is pure, white, dry. There is no impurity in it because of the care taken in manufacturing. It is sifted, not ground. Every particle of it is a separate Salt Crystal. It pays to sell Windsor Table Salt, because it is so good, clean, pure—**it is all Salt.**

*The Canadian Salt Co., Limited
Windsor, Ont.*

This is the brand

"RAYON D'OR" OLIVE OIL

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

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

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

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

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

What "PURITY" means

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

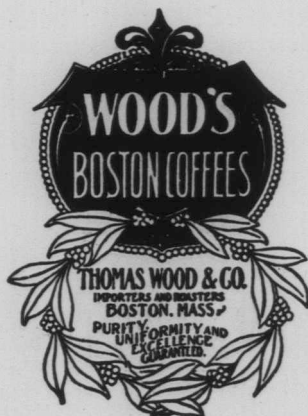
**Freedom from foulness or dirt:
Free from fault or taint,
Free from that which defiles and pollutes.**

Coffee is a most delicate and sensitive production of nature.

Foreign substances absolutely spoil it as a beverage.

The public taste is getting more highly educated each year.

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



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

TEAS

We are offering something particularly attractive in a fine sweet liquoring Japan to retail at a quarter.

SPLENDID LEAF—BETTER LIQUOR

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

**A GOOD PROFIT
AND
A GOOD ARTICLE**

Lily White Gloss Starch

is that kind of a combination for the dealer.

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

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

BRANTFORD STARCH WORKS, Limited
Brantford, Canada

RICES

Special offerings in all grades
Staple and Fancy Rices :

Rangoon *Japan*
Patna *Java*
Carolina

Rice is one of our leading lines, so
it will pay you to get our prices.

WARREN BROS. & CO.

WHOLESALE GROCERS
TORONTO

MOLASSES

Brls. and $\frac{1}{2}$ Brls.

Get Our Price.

Thomas Kinnear & Co.

TORONTO AND PETERBORO

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA



"The best business man is the one who learns wisdom from his own mistakes."

If you have made the mistake of not keeping

Paterson's Camp Coffee Essence

learn wisdom—and learn it as soon as possible. You may have a call for Paterson's any time, as it is a fast seller, and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL,
AGENTS.

"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

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**GROCCERS:
BEWARE of
Imitations!**

THERE IS ONLY
ONE GENUINE
Worcestershire
Sauce



BUY THE RIGHT
THING WHEN
BUYING
TABLE SAUCE—

Lea & Perrins'
Worcestershire Sauce

J.M. DOUGLAS & CO.
MONTREAL

IF

you are asked to recom-
mend a good jelly, recom-
mend the best.

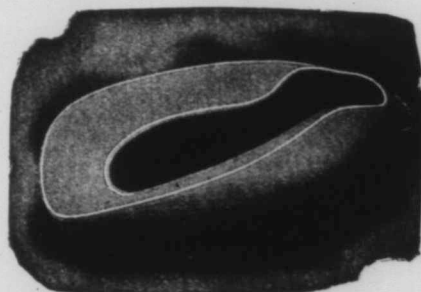
Recommend one that will
please your customers and
keep their patronage.

In other words, recom-
mend

above all—**"K KOVAH"**

SUTCLIFFE & BINGHAM, Limited
17 St. John Street,
MONTREAL.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

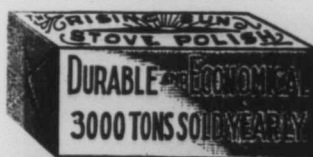
The most Comfortable and
Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.



THE WELLKNOWN
AND RELIABLE
CAKE.

RISING SUN
STOVE POLISH

SUN PASTE
STOVE POLISH

TINS
GUARANTEED
TO
THE TRADE



"YOU SELL IT."

SUN PASTE Stove Polish in tins sells fast wherever introduced. As some one has said, "You don't have to keep it. You sell it." That is what you want; and don't forget that our guarantee is behind every box. We promptly and cheerfully protect our guarantee if any of these goods are found defective at any time.

MORSE BROS., PROPS., OANTON, MASS., U.S.A.

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

Diamond E. Blend Coffee

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

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

S. H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills,

55 Cote Street, Montreal

82 St. Peter Street,

Montreal, Feb. 1, 1906.

The firm of Carter, Galbraith & Co. having been dissolved by mutual consent,

The undersigned begs to announce that he has admitted MR. WESLEY GALBRAITH as a partner and will continue the WHOLESALE GROCERY BUSINESS as heretofore under the firm name of

WILLIAM GALBRAITH & SON

Having purchased the old warehouse, 82 St. Peter Street, so long occupied by Carter, Galbraith & Co., the business will be carried on there after the 1st of May. In the meantime temporary premises are being secured.

The firm as at present constituted are hopeful that by close attention, coupled with long experience, they will be able to retain the confidence of their customers and the trade generally.

WILLIAM GALBRAITH

WILLIAM GALBRAITH & SON

MONTREAL

REINDEER

Condensed COFFEE

EVERY TIN CONTAINS

Pure Coffee

Rich Milk

and Sugar

COMBINED READY TO USE

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

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

The Coffee will keep until the whole is used.

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

How to increase your yearly profits—"By purchasing the Best."

Mother's Favorite

"MELAGAMA" Ceylon Tea

Quality unsurpassed.

Strength and Flavor a top notcher.

Appearance and Weight guaranteed.

Secure our quotations for bulk and package teas before placing your next order.

MINTO BROS., Toronto

F. J. WHITE, MANAGER.



Supremacy of Quality



When quality is paramount, satisfaction is on every side. Cheap teas are unprofitable alike for seller and user. A high-grade tea like

Blue Ribbon
Ceylon Tea

is profitable to both user and seller. It is a valuable asset to any grocery store. The people will have Blue Ribbon Ceylon Tea no matter how far they have to go for it. They shouldn't have to go any farther than your store. Your customers like "Red Label." Order it.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal



RETURNED

FEB 10 1906

You don't
what a
treat you
are missing
if you
are not
using

"Norka"

The best selling
and
the best paying

CEREAL

on the market.

Sells all the year round.

THE EBY, BLAIN CO'Y LIMITED

Sole Agents for Canada
and the British Isles

TORONTO

A Delicious Cup of Coffee

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

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

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Canned Meats

Now in Store

I Carload "AYLMER" and "KENT"

Boneless Chicken

Boneless Turkey

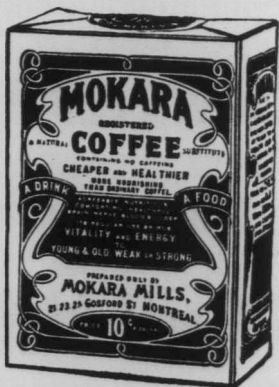
Chicken Soup

Pigs' Feet and Duck

PRICES ARE RIGHT

SEE US BEFORE PLACING YOUR ORDER.

L. CHAPUT, FILS & CIE, - Wholesale Importers
MONTREAL



Just a Splendid Line to Stock
This Year

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

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

Retails at 10c. pkge.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

RETURN
Dec 11/06
to Owner
Cut Book No. 6
Page No. 55
aaw.



GREIG'S WHITE SWAN COCOANUT

Made in all styles, Featherstrip, Shredded, Desiccated, etc., and packed in barrels, boxes, pails, tins, and packages.

Our WHITE SWAN guarantee stands behind every pound and means absolute satisfaction or money back.

Samples and prices sent cheerfully on request

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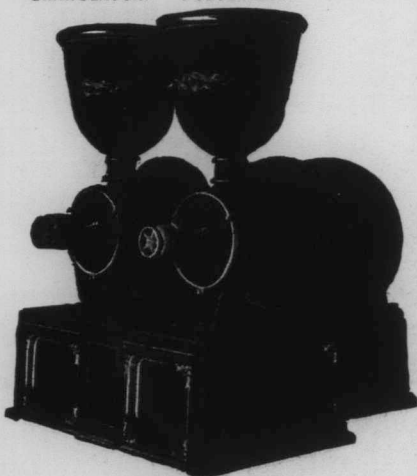
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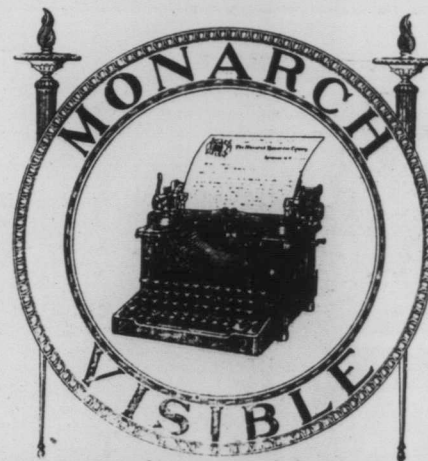
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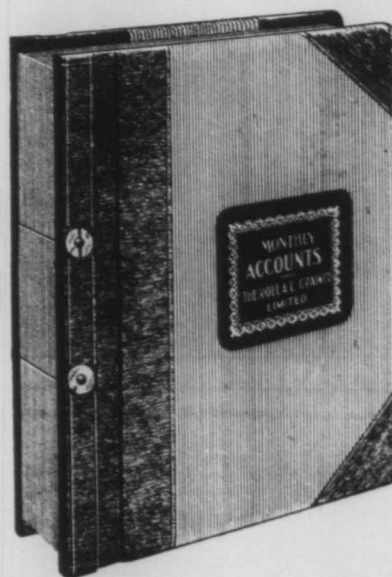
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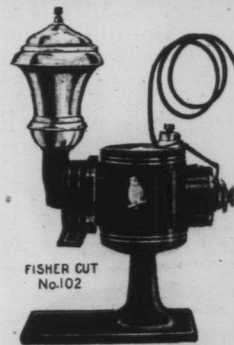
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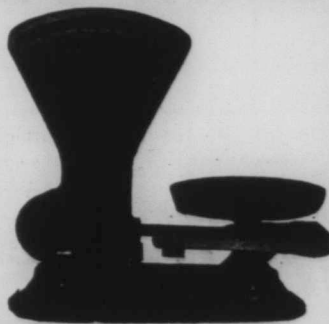
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with the true smack of the sugar bush about it.

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

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Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

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To the Trade . . .

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We take this opportunity of thanking our many friends, who favored us with their business by mail, during the time we were unfortunately unrepresented, and trust all our friends will reserve their business until Mr. Fair can see them.

In case of wants in the interval, write or wire at our expense.

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

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THE HISTORY OF CURRANTS

Just now when currants are occupying the thoughts of so many people, the following article which appeared in our contemporary, the Produce Markets' Review (England), will prove of interest to our readers. Reverting to an article which appeared some time ago in the British Economic Journal, by Mr. Burlumi, the recognized authority upon the subject, under the title of "The Overproduction of Currants: a Novel Experiment in Protection," our contemporary says Mr. Burlumi began by pointing out that the Governments of several countries had to solve, at various times, the question of how to reserve the home market to the home producer by the exclusion of the foreigner; but the problem before the Greeks was much more complex, for it was how to protect the producer of currants against himself, not in the home, but in the foreign markets.

* * *

The vine was first reared in the temperate corner of Western Asia, and wine, in prehistoric times, was made from grapes dried in the sun. The resulting beverage obtained was attributed to divine origin. Hence the ancient Greeks gave the preference to wine made from dried grapes. Pliny, writing in the first century of the Christian era, mentions the tiny Greek grape of fine quality and thin skin. The Greeks of the present day will hear of no other land as the mother of the currant vine than the classic plains of Corinth, from which the product derives its Greek name.

* * *

During the Turkish occupation of the Peloponnesus, the quantity of currants produced was very small, as was to be expected under the grinding despotism of the Ottoman Government, but after the liberation of Greece, the crop, which was only 2,500 tons in 1831, outside the production of the Ionian Isles, rose to 6,500 tons in 1845, to 27,000 in 1851, and in 1860 to 52,000, including 13,000 from the Ionian Isles. In 1871, 81,000, and in 1878, 101,000 tons were produced. In 1871, the Hellenic Parliament passed an act to facilitate the sale of national lands in small plots with the object of promoting the creation of peasant proprietors. A large area of this land, chiefly in Peloponnesus, was planted with currant vines, and in the years 1877-8 these plants began to give full crops. The production then over-ran the consumption, and, the supply being in excess of the demand, prices fell to the lowest level on record.

About this time the phylloxera was committing enormous ravages, which reduced the French vintage to less than one-half of its former yield, and to considerably less than what was required for the consumption of France itself. The French wine trade sought to supply the deficiency by manufacturing wine from dried currants. Currant wine factories were established all over France, and, in spite of an imposition of a considerable duty in the year 1889-90, France imported and turned into wine more than 70,000 tons of currants. The currant wine soon became very popular in France, as it was superior to any rough wine of the country, especially in its keeping qualities. While this was going on, the phylloxera had been partly conquered by replanting the vineyards with American stock, which were proof against the insects. The French home production of wine had begun to increase and the price to fall.

* * *

The wine-growers thereupon set to work to find the cause, and a violent agitation was set on foot in favor of protection. A law was passed that wine made from currants was to bear a special mark on the casks that it was currant wine, or the seller would incur heavy penalties. In August, 1890, a manufacturing duty was imposed on currant wine equal to 4s. 8d per cwt. of currants, and in 1892 the French protective tariff raised the import duty on currants to 6s. per cwt., but the manufacturing duty at the same time was reduced to 1s. 7d per cwt. Nevertheless, the wine-growers continued to denounce currants as their arch enemy, and the import duty was again raised to 10s. per cwt. Even this was insufficient to kill the industry, and finally an enormous duty was put on, the final charges making in all 30s. 7d per cwt., or 500 per cent. on the original value of the raw material.

* * *

It will be noticed that France appeared as a consumer of currants in 1878, just in time to put an end to a crisis which threatened the numerous class of currant growers. As soon as the danger passed and a market appeared to have been found for currants at remunerative prices, this same class devoted itself to the increase of currant plantations. Not having the necessary capital, these proprietors borrowed it of local capitalists at high interest, on the mortgage of their estates. With these forces in operation, Greece produced in 1888 twice as many currants as were produced in 1876.

The crop of 1875, of 72,300 tons, realized an average price of 23s. per cwt. in bond; the crop of 1877, of 80,860 tons, realized only about 8s., or one-third of the price realized by the 1875 crop. It occurred to Mr. Burlumi that this small excess of 10 per cent., which affected the price of the whole crop, might be diverted to other uses, and that the fruit offered to other countries should be regulated so as not to exceed their requirements. He then proposed that the State should take the land tax in kind, and the total of the tax should be equal to the excess of the estimated production of the coming season over the universal consumption of the last. In supporting this proposal, it was shown that the fall in price—to much below the cost of production—was not due to competition of a similar article produced in another country, but to the competition of the Greek currant growers themselves. However, Mr. Burlumi's plan, although it attracted general attention at the moment, was forgotten with the advent of the French demand, which seemed to have put an end to the crisis. Mr. Burlumi however, foresaw that the great French consumption was only temporary, and he felt sure that a greater crisis was likely to befall the currant industry. This came in November, 1893. In May of that year the lowest price in the London market was 21s. per cwt., and in November of the same year, in consequence of an abundant crop in Greece, and a large vintage in France, the same currants were offered at 6s. per cwt. only, equal to a total loss of the fruit, and, in addition, of 2s. 6d per cwt. for charges—the duties, taxes, freight and other disbursements being no less than 8s. 6d per cwt.

* * *

This unprecedented fall in the value of currants led to disastrous consequences. Scores of the most important currant houses of Greece fell, and the whole commercial class of the Peloponnesus, and almost of the whole kingdom, reeled under the terrible blow. The capital value of the currant plantations was twenty millions of pounds before the crisis, and this value had disappeared with the disappearance of all net income. Mortgagees could get no interest on their loans, and no one would lend a farthing on the security of a currant plantation. Many of the large proprietors offered to let their lands for nothing, in order to save them from ruin. The foreign money brought into the country by the sale of currants was the life-blood of almost every industry—and when this blood ceased to flow every-

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thing was paralyzed. Wages, rents, etc., fell over 50 per cent., and the depreciation of paper money reduced the purchasing power of the curtailed incomes still further. This crisis was brought about partly by the increase of production which in 1893 reached 165,000 tons, but principally by the decrease of the consumption in France. Growers thereupon realized the position, and, while it was generally agreed that something had to be done, there was very little agreement as to what course should be taken.

The Chamber of Commerce of Patras formed a committee, of which Mr. Burlumi was one. He drew up a report in favor of the State regulation of the export of currants. This regulation was to take the form of retention of a certain percentage on the quantity declared for exportation. The percentage retained was to be deposited by the shipper in Government stores, and this fruit was not to be exported in its natural state, but to be used in Greece solely for manufacturing purposes. While the shippers adopted this attitude the authorities were not yet convinced of the necessity for action. Later on, a parliamentary committee of 40 members was appointed to go into the question, and the committee recommended the adoption of the measure proposed by the Patras Chamber of Commerce. In 1894, the Greek premier brought in a bill putting these proposals into effect, but it was not passed owing to the unsatisfactory way in which it had been drawn. The bill was afterwards modified, and was ultimately lost by a majority of two.

The rejection of this bill was followed by a further fall in the price until the lowest on record was reached in April. In fact, the grower was obtaining about 9d per cwt., out of which he had to pay the cost of production, amounting to more than fifteen times that sum, without allowing one penny for interest on capital. A demand for 10,000 tons of currants from Russia raised the hopes of the growers, but it turned out that Russia could only take currants at a price lower than the cost of production. The crop of 1894 could not be disposed of on better conditions than that of 1893, and the agitation in favor of State intervention commenced afresh.

The prospect of the failure of another crop made the poorer class of growers desperate, and the newspapers were full of heartrending reports from the places in distress. The public press began to interest itself in the question, and the Acropolis, one of the leading Greek daily papers, sent a representative to London, who interviewed the leaders of the dried fruit trade, and all of them, without a dissentient voice, supported the scheme, on the ground that the consumer has no interest in the ruin of the producer of an article which he wants to buy.

Currants could not be produced at the prices then obtained, and the consequence would be restriction of production, and the diminution of supplies would necessarily lead to a reduction of price.

On the re-assembling of the Greek Chamber, the question again came forward, and led to a great deal of discussion. At the end of 1894 a resolution was carried in favor of the principle of retention; a bill was thereupon introduced, but it did not meet with favor, and a dissolution followed. The new chamber was opened in June 1895, and when the agitation in favor of state intervention was again at fever heat, a bill was brought in, and eventually it became law. The main provisions of this Act, as well as the legislation that has since followed it, are well known, and it is unnecessary for us to recapitulate them here.

COMPANIES INCORPORATED.

Codville & Co., of Winnipeg, are applying for incorporation, the new firm to be known as Codville, Georgeson Co., Limited. The incorporators are J. J. Codville, Wm. Georgeson, H. Bruce Gordon, Arthur W. Chapman, and Lawrence Bonny. It is reported that the capitalization will be \$1,000,000.

A Dominion charter has been granted to Hudon, Hebert & Cie., Limited, of Montreal, with a capital stock of seven hundred and fifty thousand dollars, the chief office to be situated at Montreal, Quebec. Provisional directors are Joseph Hudon, C. P. Hebert, Albert Hebert, Zephirin Hebert, and Leandre Brault.

A company has been recently formed in the town of Carman, composed of leading residents, which will be known as the Carman Milling Company, Limited. The headquarters will be in Carman with a total capital stock of \$40,000. The incorporators are Alfred Henry Snelgrove, miller; Samuel McClain, merchant; David Honeywell, insurance agent, all of Carman; Thomas Lawson, farmer, of Greysville; Edward Jobin, farmer, of St. Claude.

A company which is to be incorporated as the Canadian Fishing Company is being organized in Vancouver. Mr. Joseph N. Henderson, president of the Henderson Brothers Drug Company, and Captain A. Freeman, Captain Wilbur Johnston, Mr. J. M. Atkins, and Mr. H. H. Watson will be associated with him in the undertaking.

License has been granted to Frank H. Fleer & Company, a corporation incorporated under the laws of the State of Delaware, to manufacture, purchase, sell and otherwise deal in essential oils and essences and extracts out of wood, bark, leaves and roots or other substances, and any other extract for tanning, cleansing, dyeing or other purposes; and to manufacture, make, import, export, purchase, deal in and sell chewing gums or other products or extracts of gum chicle or other gums, sugar, flavor or other substances, all or any of them. This license is granted provided that the company in so doing shall not use in Ontario any larger

amount of capital than the sum of forty thousand dollars. The company has appointed Paul Fleer to be its attorney.

Provincial charter has been granted to P. McIntosh & Son, Limited, to buy, sell, manufacture and deal in grain, seeds, cereals and the products thereof, and provisions, fodder and foods of all kinds for man or beast. The share capital of the company to be three hundred thousand dollars divided into three thousand shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be Reginald Kerr McIntosh, William Dobie, William Hector Lamont, Walter Abbott Strowger and Robert Urquhart McPherson.

Provincial charter has been granted to the Stamford Park Wine Company, Limited, to manufacture, produce and sell native wines, the share capital of the company to be one hundred and fifty thousand dollars divided into three hundred shares of five hundred dollars each, the head office of the company to be at the township of Stamford, and the provisional directors of the company to be James Marsh, Albert William Marsh and Fred Charles Marsh.

Provincial charter has been granted to the Capital Vinegar Works, Limited, to manufacture and deal in vinegar, pickles, sauces, jams, jellies, canned goods and other kindred products, the share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be Andrew Dods, Gideon Grant and Albert Ernest Lyon.

NO RECIPROCIITY WITH U. S.

A discussion on commercial conditions between the United States and Canada was held at the White House between the President and James McMullen, a member of the Canadian Senate, who was presented by Senator Warner (Missouri).

"A few years ago," said Senator McMullen, "a strong movement was started for reciprocity between the United States and Canada, but with us the subject now is scarcely mentioned. Our people are becoming convinced that they must look abroad for an outlet for their surplus products. Our producers are able now to lay down in Great Britain fruit, fresh meat, and other perishable stuff in as good condition as we can put them into the United States. They are building up a fine export business and are very prosperous. If we should enter into a reciprocity agreement with the United States, we should be obliged to change our relations with Great Britain. Our people have no desire to do that. In Great Britain and in some foreign markets Canada is a competitor of the United States.

"In other respects, our people entertain the most friendly feeling for the people of the United States."

PEANUT HARVEST.

January is the month when American peanuts are harvested. There is a short crop this year, which has caused the producers to demand a high price. The Americans consume annually 6,000,000 bushels of peanuts at a cost of over \$14,000,000.

THE GOVERNMENT ANALYST ON ADULTERATION AND HOW TO SUPPRESS IT.

Dr. J. T. Donald, official analyst to the Dominion, in a lecture at the Natural History Society, Montreal, on "Food Adulteration," said:

"Food adulteration and the efforts of communities to suppress the same is, in one respect, a very old story, and yet in another sense it is a very modern matter. A knowledge of the composition of food is dependent on analytical chemistry, and this science, as applied to foods, is one of the last few decades only.

"It was in 1875," the lecturer continued, "that the first Act of Parliament in our own land taking cognizance of the adulteration of foods was passed. The Act under which the country's food is now protected by the Government is known as the Adulteration Act, which was passed in 1886, and to which amendments have been made from time to time.

"The carrying out of the provisions of this Act is entrusted to the Inland Revenue Department, and is largely in the hands of the Deputy Minister of that department. There is a principal laboratory at Ottawa with a chief analyst, and a competent laboratory staff under the control of one of the first chemists on the continent. In addition, there are official analysts at various important centres from Halifax to Victoria. Officials known as food inspectors collect samples throughout the country by purchasing them as an ordinary householder would.

"The samples are sent to the head laboratory, or to the official analysts of the various districts. All reports as to purity, or otherwise, of these samples are sent to the chief analyst, who in turn reports to the Deputy Minister. The latter, in consultation with the Minister and the chief analyst, decides as to the best way in which to deal with manufacturers who are guilty of adulteration. Sometimes delinquents are warned, and, it may be said, that warning is often more effective than harsher measures would be. At other times, legal action is taken, and fines are inflicted on adulterators. This course was pursued lately in connection with the adulteration of maple syrup.

"At frequent intervals the Government issues bulletins setting forth the results of analyses, giving the names of sellers and manufacturers of adulterated goods. These publications are very powerful influences for good. A manufacturer whose foods are reported as adulterated, very soon finds that such a report handicaps him in the race with his competitors, who use a good report as a powerful advertisement.

"The first report on adulteration in Canada was issued in 1876. Over half of the various samples analysed during that year were found to be adulterated. Every single sample of cloves, cinnamon, ginger, and mustard was adulterated. The work of the Government has

immensely improved matters. Adulteration, it is true, still goes on, but there has been a vast improvement. In the early years the adulteration of milk was carried on to such an extent that about 68 per cent. of the samples examined were adulterated, whilst during the last few years adulteration has been found in only about 10 per cent. of the samples examined. In the case of coffee, instead of 75 per cent. of early years, adulteration has declined to about 40 per cent. of the samples collected. In 1876, from 80 per cent. to 90 per cent. of the samples of pepper analysed were adulterated, whereas now only 25 per cent. of such samples show adulteration.

"The work done by the Government analysts shows that at the present time adulteration is practically unknown in many of our standard foods. Adulteration is not found in flour, cereals, butter, cheese, lard, canned fruits, vegetables, meats, tea, and sugar. On the other hand, there is more or less adulteration in coffee, cocoa, milk, maple sugar, and syrup, spices, cream of tartar, jams, jellies, catsups, olive oil.

"In the list of goods subject to adulteration, the adulterants are not usually of harmful or dangerous character. For instance, coffee, when not pure, is usually mixed with roasted cereals and chicory. Starch or flour is added to cocoa, spices, cream of tartar, etc. Maple sugar is adulterated with ordinary cane sugar, whilst jams and jellies are composed in many cases largely of glucose and apple pulp.

"It may be asked why these adulterations are not suppressed? We have to deal with a difficult situation. If we take jams and jellies, for example, we find that the articles made with pure fruits and cane sugar, are expensive, and largely beyond the reach of the poor man. The manufacturer comes forward and says he can supply a cheaper article and yet a wholesome one, if he is allowed to use apple pulp, instead of the true small fruits, and glucose in place of the more expensive sugar. He claims that the eagerness with which certain classes of the community buy his goods proves that there is a necessity for these cheaper, but still wholesome, articles. To meet this situation the Government says you may manufacture and sell these articles, provided you mark them as "compound," in order to distinguish them from the genuine article. The same rule applies to coffee, cocoa, etc."

The question of artificial colors in jams, jellies, catsups, etc., was discussed. It was shown that these were used largely to meet the public demand, that these goods shall have a pleasing color. No doubt the articles in question would be better without these colors, for it has been shown that in general they retard digestion. At the same time the quantities used are so small

that the amount consumed in an ordinary lifetime cannot be very large.

The manufacture of compound lard, which is a mixture of stearin and cotton-seed oil, was illustrated. It was explained that this is a distinct article of commerce. It is in no sense used as an adulterant, but is sold openly under its own name. The manufacturers supply it in pails of a special color, so that it may be distinguished from pure lard.

Finally, the question of preservatives in foods and meats was briefly touched upon.

The lecture was illustrated by experiments showing methods of detecting adulterations. By means of lantern slides the audience was introduced to the chief officials who have to do with the enforcement of the Adulteration Act, including the Deputy Minister, the chief analyst, and the chief of the laboratory.

AN OPPORTUNITY FOR THE GROCER.

The delicatessen department of the grocery business offers one of the most promising fields for the employment of extra energy and capital by the grocers, as it seems to be capable of almost indefinite exploitation. We have urged the grocers to launch out more in the delicatessen department, and are glad to see the advice has been heeded by some of the dealers. The choicest grades sell in the delicatessen department although a few feet away the commonest groceries may be in demand.

It is a fact that in some stores where low grade flour, coffee and starch, cheap syrup, etc., are preferred to the better kinds because they cost less, the delicatessen counter will be selling some of the choicest preserved meats, game, etc.

Then the store that has never sold any sauces, pickles and salad dressing to speak of, is as likely as not to develop a lively trade in these goods as soon as the owner opens a delicatessen department.

In the delicatessen business cheese is near the throne, if it be not indeed the king. Here are kinds kept in stock by the better class of delicatessen stores: Gervais or cream cheese, Swiss or Gruyere cheese, Fromage de Brie, Roquefort, Gorgonzola, Philadelphia cream, Neufchatel, Camembert, Stilton, Cheddar, English dairy, rarebit cheese. Glass covers or glass show cases are indispensable when cheese is exhibited in the store or window. It helps the sale of fancy cheese if the dealers circulate leaflets containing receipts for preparing dishes in which the cheeses are used. From the tasteless domestic cheese, just from the factory, to the rich, highly flavored soft cheeses of the continent of Europe, the cry is far indeed, and yet many consumers are acquainted with no other kind of cheese than the simple domestic article. Is it not to be supposed that, if through the agency of the grocer's delicatessen department, they could be posted on the good points of fancy cheese, they would like to buy it with comparative freedom?

SHIP PROMPTLY.

Country merchants should ship their eggs promptly. They are much more valuable to the commission man when they are fresh than when they have been held back for a month.

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BUSINESS MANAGEMENT

By Howard R. Wellington.

SYSTEM IN A RETAIL STORE.

A great deal of time is devoted in these days of advanced business methods to the application of systems to every class of industrial pursuit. Care should be exercised, however, to avoid the introduction of systems which are cumbersome and necessitate a large amount of detail work with practically no better result than could be obtained by the adoption of a simple yet productive method. It is a question whether the business done by a retail store would warrant the expenditure of time and money necessary to maintain an elaborate system, but the following ideas may suggest some methods which might be adopted to advantage.

Stock.

Cards, alphabetically arranged according to the various lines carried in stock, may be used to keep an up-to-date record of the stock on hand.

Brushes.	Bought.			Sold.			In Stock.	Invoice Price.	Selling Price.
	Apr.	10	60	Apr.	15	10			
S. P. & Co.							50	05	07

This card may be used also for a cash record of all invoices by the addition of other columns for further particulars, such as "List Price," "Net Price," "Advance on Cost," etc. It may seem at first sight that this record would entail a large amount of work, but if the posting is done daily from the sales record, the information which the cards contain will more than offset a few minutes extra work in keeping the cards up-to-date, and besides, the actual stock on hand and cost and selling prices may be obtained at once from the cards instead of counting stock or looking up the purchase invoice, as the case may be. Orders may be placed in time to re-stock goods which have run very low, thus avoiding the loss of sales necessitated by not having the goods in stock and a good assortment may be kept constantly on hand. Of course, if the merchant does most of the selling himself and can watch the stock carefully, and order accordingly, no such method would be necessary, but where several clerks are employed and the stock is being handled constantly, some systematic record of the stock should be kept.

Purchase Invoices.

A box file will be found a very convenient receptacle in which to keep the invoices for goods purchased until paid. When the goods are received and have been entered in a receiving book or checked off from the invoice, whichever

method is employed, though different lines should be posted to the stock record cards, the invoice then being placed in the box file for payment. These invoices are filed alphabetically, according to the concern from which goods were purchased.

Paying Accounts.

To insure the saving of all cash discounts, if the retailer is in a position to take advantage of discounts allowed for short terms, the creditors should be notified to make drafts when the account becomes due. In this way the dealer is free from any anxiety in this regard. The statements when received may be checked off from the invoices and then attached, forming a complete record of the settlement, the net amount being charged direct to the "Merchandise Account." If it is convenient to protect drafts, or if the retailer prefers to pay by cheque, or by other

means, and also wishes to take advantage of cash discounts, the statements may be arranged according to due date and settlements made accordingly, although the draft method will be found less cumbersome.

Sales Record.

The method in general use is the duplicate "cash" or "charge" books, a complete record being kept of all sales, whether cash or on credit. Several of the books may be in use at one time, but if the amounts of each sale are recorded carefully on the recapitulation sheet provided for this purpose at the end of the book, the total sales may be obtained. A column should be provided for "cash sales" and "charge sales," the total of the "cash sales" column agreeing at the end of the day with the amount received by the cashier from the different salesmen. The original of the "cash sales" slip should be handed to the cashier with the cash. The "charge sales" slips are marked or stamped "charge" and the original sent along with the goods to the customer as an invoice, the duplicate remaining in the "sales book" to be charged to the customer direct. The sales slips are numbered, and in this way every slip may be accounted for, either through the original in the hands of the cashier or through the charge direct to the customer.

If the stock cards are kept, the posting of different lines sold may be made

right from these sales slips each day, and the balance of stock on hand ascertained at any time without actually taking stock.

THE NIMBLE PENNY.

Quite a common error with the small retailer, particularly the young retailer, is taking too liberal advantage of quantity prices, says an exchange. The extra discount on a big order in one line is a big temptation, but it is the nimble penny that catches the money. Many a store and many a business is loaded down with these same large orders, bought at a big discount and kept at a great expense of tied-up capital while they are being unloaded. It costs less freight, but the interest on the money invested is more than enough to cover the extra freight. Freight only has to be paid once, while interest is a constant expense, whether it applies to tied-up or to borrowed capital. How many men have seen opportunities of some special nature escape that they would most gladly have embraced if they had felt able to afford it; opportunities that only required perhaps a small part of the idle capital represented by many an unwise purchase!

One fact, like the beggars, we have always with us: that some unwise purchases will surely be made. The best of buyers have often to regret their liberality in some direction; seldom is any buyer worthy of the name called on to seriously regret his parsimony. Big discounts are a fine thing for those who can afford them, but let the little fellow rather aim to keep his capital rolling over so actively that it will earn him greater interest than the discounts represent. It can be done. Why not do it?

LOOSE LEAF SYSTEMS NOW A NECESSITY.

There are very few business houses today who do not use some form of the loose leaf system in one or more departments of their business. It is no longer experimental, but is recognized as an absolute necessity by progressive business houses generally.

The advantages of the loose leaf system are now so well known that we will not go into detail further than to say that the idea permits of adaptability to meet to best advantage changing business conditions. It permits of any classification and the maintenance of the arrangement continuously or as desired. This system permits the greatest amount of information to be kept in condensed form, in the least time, and the most accurate manner. Accounts and records of all kinds can be kept by this system in any business, large or small, with equal advantage.

ANTIQUITY OF TEA.

The tea plant, a tree allied to the camellia, grows wild in Assam, and there is a legend that it was carried to China by an Indian traveler in the sixth century B.C. Be this as it may, tea was a national beverage among the Chinese in the early centuries of this era, when mead was the national drink of the western world, and there was a Celestial tax upon tea as far back as 793.

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.

W. C. LATIMER'S ADVERTISEMENT.

The Beaverton Express has no reason to complain of W. C. Latimer's advertising patronage. Two advertisements of Mr. Latimer's that appeared in the Express are forwarded for criticism. The one that is herewith reproduced in miniature was about 220 lines deep and about 5 columns wide—certainly so small advertisement. The other was about 150 lines deep and 3 columns wide.

I don't like the word "cheap" as a slogan. It implies more than low prices and has a detractory effect. Then, in the semi-panelled corners it is stated

unusual large stock" obviously should have been "an unusually large stock."

The subsidiary heading, "Fall and Winter Clothing," etc., could easily be better arranged. I would have had something like the following: "Fall and Winter Clothing, Overcoats, Tweeds, Gents' Furnishings, Ladies' Jackets, Skirts, Dress Goods, Millinery, Furs, Boots and Shoes, Crockery, Glassware, etc."

"Our grocery stock will compare with any town in Canada for qualities and

nery," and the word "out" might have appeared after "clear." The next sentence should have stopped at "amount."

The little talk about "Underwear," confined to practically one sentence, should have been divided into about three sentences, and certain words and expressions left out. The first change would be to make "If there is any wise men," "If there are any wise men."

The following typographical errors occurred in the advertisement under review: Spaces transposed and omitted in the line reading "Entire stock of"; wrong font "2" in "\$12,000.00"; "o" for "a" in "bargains"; turned "s" in "purchaser"; cap "l" for lower case "l" in "glassware"; "Ladie's" for "Ladies"; "f" for "fi" in the word "figures" under "Big Sale of Boots and Shoes." This does not, by any means, include all the errors.

Yet despite these blemishes there is something about Mr. Latimer's advertisement that appeals to one. The chief and subsidiary headings both stand out prominently. The illustrations are suitable, the border is not too heavy, nor does the division of items by turned rules appear as grotesque as do some in many of the advertisements sent to me.

My criticism is registered against a few of the parts that go to make up the plan of this advertisement, but it is not registered against the plan itself.

W. C. Latimer's plan is a good one for this particular case—a special sale. The items are grouped off with uniformity and due regard to relevancy.

But I claim that art and business can go together in an advertisement—that there can be good arrangement, good phraseology and good typography.

If I didn't believe what I have just said it would be mere cavil on my part to find the faults I have found. On the other hand, to tell a grocer he has prepared a first-class advertisement when he has not benefits the grocer little and robs this department of its usefulness.

I am anxious to see the grocers of this country develop a true advertising spirit and at the same time enough sagacity to know advertising values from a purely business standpoint.

To further this end, if any grocer will send me a rough draft of a circular he intends issuing, I shall be pleased to give him my opinion on it.

A criticism of Mr. Latimer's other advertisement will appear at another time.

A. A. B.

Latimer's Cheap Cash Store, Beaverton

LATIMER'S
Retailer of
Clothing, Furs, Gent's
Furnishings, Boot, Shoes
and Rubber Stock
and to whom the
Great to Day Sale.

January Clean-up
10 Days' Cash Sale.

Opening on the backward season and disastrous weather conditions we are left with an unusual large stock of Winter Goods and WANT CASH

Beginning Saturday, January 13th at 8 o'clock a. m.

For ten days we will place on sale Bargains that will speak for themselves to the Cash purchaser. This sale includes all our stock of

Fall and Winter Clothing, Gent's Furnishings, Furs, Millinery, Ladies' Jackets, Ladies' Skirts, Dress Goods, Overcoats, Boots and Shoes, Tweeds, Crockery, Glassware, Etc.

to avail yourself of this opportunity of a lifetime to buy your winter apparel at a big sacrifice price for Cash

\$12,000.00
—
Millinery,
Dress Goods,
Ladies' Coats,
Furs, Etc.
to be distributed into the homes of the people. Half price on some lines.

34 Men's Overcoats in this Sale.

\$18.00 Coat for \$15.99	\$18.00 Coat for \$5.99
\$15.00 Coat for \$11.99	\$7.50 Coat for \$6.69
\$10.50 Coat for \$8.99	\$5.50 Coat for \$4.79

Youth's Overcoats and Pea Jackets from \$1.99 up.

Furs! Furs! Furs!

Our stock of Furs is still well stocked. We have 12 stylish Caprines to offer at a low price. Buy—When the winter is just setting in. Our prices are so low, raw furs are much higher. Our prices are so low and mean we want the money to invest in other ways.

Good Caprines from \$2.25 up
3 only Ladies' Fur Coats at Sacrifice prices.

Men's and Boys' Suits.

89 Men's Suits, stylish garments, from \$3.49 up to \$12.50.
78 Boy's Suits from \$1.50 up.
86 pair Men's Tweed Pants, Mackinaw's Worsted, good, warm, durable garments, from 99cts up.

Keep your Head and Ears warm

with one of our Persian Lamb Caps. 35 Caps to choose from. Big reductions for Cash.

Coats

Did you get your winter coat yet?
55 Ladies' Coats left to make you happy at a big cut in price.
Any coat from \$2.00 up to \$4.50 1/2 price that is in other words \$2.00 for \$1.00, \$4.50 for \$2.25, 10 1/2 off others up to \$15.00.

Millinery

We have a few dozen Hats more than we really need and have decided to clear them at any price. You can get a beauty at 50cts, worth twice the amount asked for. Half price cash for any hat up to \$2.00 for the next ten days.

Groceries

Our grocery stock will compare with any town in Canada for QUALITIES and PRICES

25 lbs. Denarara Sugar \$1.00
25 lbs. Best XXX Granulated Sugar \$1.00

2ccts in our store will buy

7 bars "Eclipse Soap", 6 lbs Figs or 3 lbs Fancy Biscuits.

Underwear

If there is any wise men who've kind of hung off buying and are going around all swelled up with pride and joy because they haven't had the kind of "weather" to make them need the kind of warm clothing they haven't got, let us say right now the more they swell the more wrinkles there'll be when our good hard winter sets in. BUY NOW Stanfield's Underwear will make you happy

Big Sale of Boots and Shoes

All goods marked in plain figures—We claim to have more Boots than any other store in this section. A bargain awaits you.

Full range Lumbermen's Sox, Granby Rubbers, Sheepskins, Moccasins
Women's Cardigans 79¢ \$1.15 for \$1.00 to clear
25 Men's, Women's and Misses Overshoes, odd sizes worth from \$1.00 to \$1.50 for 99cts

We believe in Every day Cash Prices and when we advertise we have the Stock. No Disappointments Here.

Buy Penoline Coal Oil
We give you light better than any other brand of Coal oil at the same price.

W. C. Latimer, Beaverton.

that "Latimer's entire stock of clothing, furs, gents' furnishings, boot (boots), shoes, and rubber stock must be reduced in this great 10-day sale." "Reduced" should have been "cleared out," or something synonymous.

"12,000 worth of millinery," etc., would have been more correct than the present "\$12,000 in millinery," etc. "An

prices" should have been "The quality and prices of our grocery stock will compare favorably with the quality and prices of any other grocery stock in Canada"—that is, if such a sweeping declaration was to be made.

"More" should have been transposed to a place between "few" and "dozen" in the opening sentence under "milli-

IDEAS FOR THE INDUSTRIOUS.

THE PRICE OF SUCCESS.

The receipts for success are so many and so vivid now-a-days that one might think all young men lucky enough to step on the stage at this particular moment would infallibly reach the goal.

Yet now, as always, out of a score of young men who graduate from high school, each throbbing with high endeavor, perhaps one may be found a score of years later to have climbed much above the lower rounds of the ladder.

And the fact still stands that retail storekeepers who fail wholly far outnumber those who succeed largely, and that the great majority never achieve anything more than a mere livelihood.

Evidently, something more is needed than a simple recipe.

No two men who have reached that mystic goal called "Success" agree in reciting all the steps of the journey, but all agree in the first step, which is concentration.

It is the man who brings to bear on his chosen business every last ounce of mental and physical energy he can summon, who wins.

Take care of your business, if you want your business to take care of you. Live close to it. Think it. Eat it. Sleep it. Know it from stem to stern, from hold to topsail.

We respect the man who deliberately chooses to be content with a small business—who, with his eyes open, is willing to step aside and let the throng of rivals for material success sweep by him. But he who yearns for material success and then fritters away his energies has no claim on our respect or our sympathy.

The retail merchant who mixes society or horse-racing with his storekeeping may get more fun out of life than he who does not, but he will not make the success of his business that he might have made.

Do not have too many irons in the fire. Every outside interest will decrease the energy with which you push your main business. Let your competitor run a farm or a factory "on the side." He'll have just so much the less energy to put into the store.

Concentration is the price of success.

KEEP PERSONAL FEELINGS DOWN

Don't allow your personal feelings to influence you in the day's work. If you will look at it clearly you will see how easy it is to get ahead of the fellow who allows personal feeling to sway him in business. I know a man who was the head of a department who took a dislike to one of the men under him because the man had an independent air that the head of the department did not think was becoming to a mere working man. The dislike grew in his mind to such an extent that it didn't leave room to see any good in the other fellow at all. When the other fellow made a suggestion or advanced a proposition it was sometimes politely and sometimes brusquely turned down.

One day the man who was always being turned down offered one of his ideas to an opposition firm, and they gave him a good job with a desk to sit at and lots more pay than he had been getting. The idea turned out such a good one that the head of the house the man with the idea had left inquired into the facts of the case. When he had the story all in hand he didn't say anything to the head of the department who had let the idea get away, but when his contract to the firm ran out six months later it was not renewed.

When Franklin McVeigh, the Chicago merchant, was making his institution one of the largest of its kind, he was asked to referee a quarrel between two valuable men in one department. He told them that no man with sense would allow personal feelings to bother the day's work, but inasmuch as they were both old employes, he would try to straighten out the trouble, and gave each of them charge of a different department and put a new man in the charge of the one they had been quarreling in. They both felt they had been wronged and sulked instead of going to work to redeem themselves. One of them finished his career with the house running the employes' elevator and the other man got lost in the shuffle somewhere. Personal habits, like bad habits, have to be left aside unless you have enough money to indulge in them so that you can stand for a loss if they warp your judgment.

DON'T BE TOO CAUTIOUS.

The best advice a merchant can give to a young man who enters his employ to learn the business or art of selling goods, is, "Don't be afraid of making mistakes." The man who never made a mistake never amounted to anything. This point finds striking illustration in the story told by Success of the late Ellen D. Jordan, the millionaire dry-goodsman of Boston.

One day he inquired of one of his lieutenants:

"What sort of a fellow is Smith?"

"The best sort," replied the lieutenant.

"I am glad to hear that," said Mr. Jordan. "He has had charge of this department for ten years, I believe."

"Yes, sir, and he has a great record. He has never made a mistake."

"Eh? What's that? Discharge him at once."

"Sir?" stammered the surprised subordinate.

"No, on second thought," continued Mr. Jordan, "you needn't discharge him right away. I'll give him another chance. Send him in to me."

When Smith showed up he said to him, in substance: "I don't like men who never make mistakes. What I need here is a progressive man—one with plenty of push and enterprise. Now, a man who is full of zeal for me and primed with ambition for himself is sure to make a mistake now and then."

"The man who never blunders is too cautious, too slow to be worth much. I have had a statement made out showing me the percentage of increase or decrease in the business of each department. Your department is the only one that causes me any uneasiness. I find the reason to be that you are too infernally cautious. You never make any mistake!"

FROM CANDLES TO CABINET.

It may not be generally known that the Right Hon. John Burns worked as a boy in Price's Patent Candle Works, London, Eng., and the directors of Price's Patent Candle Company Limited, have just sent the right hon. gentleman a letter conveying the congratulations of the directors, the staff, and the workmen of the firm upon his appointment in the British Cabinet.

GROCERS' CLERKS AND TECHNICAL EDUCATION.

With a view to encouraging the development of the technical education movement amongst grocers' assistants in England, a leading firm in the trade has presented a handsome lantern and slides, through Mr. J. Aubrey Rees, to the National Association of Grocers' Assistants. The popular lecture on "Technical Education," which Mr. Rees has already given in several towns, will be repeated this year in other parts of the country, and the gift mentioned above will enable the lecturer to add to the interest of the lecture by giving various illustrations of trade commodities.

A SMART BOY.

A story is going the rounds regarding the action of a certain Tasmanian who is now holding a responsible position in a grocery establishment on the north-west coast of Tasmania.

The individual concerned was engaged as grocery boy, when an old lady entered and asked, "Have you any red cabbage plants?" "No," said the boy, "but we will be having some shortly." "Well," said the old lady, "I want six-pennyworth." "If you care to pay for them now, madam," said the lad, "I will send them along to you when they come in." The old lady remarked that that would do nicely, paid her sixpence and departed.

Now, what do you think the boy did? He bought threepennyworth of seed and planted it in the back yard. In due time the old lady received a portion of the crop. Thus the transaction ended with profit and satisfaction to all concerned.

That boy is now first counter hand in the grocery department of that store, and you should see him smile when red cabbages are mentioned.

SEASONABLE REVIEWS OF SOUVENIRS AND BOOKLETS.

Since the opening of the year The Grocer has been the recipient of many neat and attractive book and card souvenirs from many friends and many places.

Hillcrest Orchards, Kentville, N.S.

From N. S. we have an exceedingly attractive double post card, one card showing a Summer orchard scene, with trees in full bloom. The picture has been taken from an eminence, and gives about as realistic a view of a growing orchard as is possible. On the outside are five small and effective orchard scenes. The sister card is one similar in every respect, except that the scene is a Winter one of the same orchard; the contrast of the two cards is most effective.

What perhaps is most noticeable in these cards is the small amount of advertising upon them, which is practically reduced to a simple statement, viz.: Ralph S. Eaton, Hillcrest Orchards, Kentville, N. S.

G. T. Rogers, Cranbrook, B.C.

From the other end of the Dominion we have a little card of kindly wishes from our friends, G. T. Rogers and staff, Cranbrook, B.C., which in itself is a novelty to be kept, seeing that it contains a set of photos of the whole staff.

Short & Co., Montreal.

Short & Co., of Montreal, have sent us a tasty little calendar card scenery, which we presume is of far distant Japan, as this firm are Canadian agents for Shirigumi Co., Kobe, Japan, makers of fancy goods.

Old Homestead.

"Searching the globe to find a spot where Old Homestead goods are not consumed" is the text of advertisement of a 1906 wall calendar, issued by the Old Homestead Canning Co., Picton, Ont. The picture is from Louis Moeller's "Home Again," and shows three of the old school closely scrutinizing a globe. The calendar is destined to be eagerly sought for by any home or office both for ornament and utility.

H. Andiamio, Congleton, Eng.

From the Old Country we have been reminded that enterprise is not yet dead in the good old mother land, for we have before us a kind of booklet and price list combined from H. Andiamio & Co., Congleton, England. This firm is known as suppliers of high-class cigars, and the booklet bristles with testimonials from many well-known in high places in Great Britain. It contains, too, some useful and instructive hints.

C. and B. Illustrated.

Crosse & Blackwell, Limited, have sent us one of their latest catalogues. The get up of this booklet is really superb, containing, as it does, fac simile of all their manufactures. It is elaborately

illustrated and highly colored to imitate their various products. Reading matter is conspicuous by its absence, the idea apparently being to familiarize the buyer with the goods themselves. A truly handy reference for every trader to have.

United Factories.

United Factories, Limited, have just issued a nicely bound and fully illustrated catalogue of Boeckh's brushes and brooms, and Cane's Newmarket woodenware, for the grocery trade and general stores. It also contains a large assortment of baskets, mops, mats, butterware and a full line of grocers' sundries. Any dealer desiring a copy of this catalogue may have one sent to him by applying to the head office in Toronto. It will suggest much to the enterprising grocer.

Griffin & Co., Winnipeg.

J. Y. Griffin & Co., Limited, of Winnipeg, have issued a new price list, a copy of which is before us. The frontispiece shows their extensive works at Louise bridge, Winnipeg, while the inside teems with good things to tempt the epicure. The different brands of hams, meats, etc., with the prices opposite are set up in clear, striking type, so that he who runs may read. On the back cover is a brief resume of the progress of the firm since 1880; and the advance made since then is certainly something to be proud of.

E. W. Gillett Company.

The neat attractive booklet issued by the E. W. Gillett Co., Limited, is not elaborate, but it is in excellent taste and has an attractiveness which holds one's attention throughout. The cuts of the entrance, the general manager's office, and the general offices, show signs of the prosperity which has attended the E. W. Gillett Co. during the comparatively few years they have been in business. The interiors of the offices combine beauty and utility, every late improvement for convenience of transacting business being there. On the back cover is shown an exterior view of the plant.

The Red Feather Co.

The Red Feather Co. has issued a very handsome book of labels for canned goods which could not fail to attract the purchaser's eye and make a good impression. The samples cover a complete line of fruits and smaller vegetables that are put up for the trade. A special brand of salmon is also on the list. The raspberry and strawberry labels are particularly enticing in appearance. They have the rich, natural color of the freshly plucked fruit, and stand out in clear embossing. A cluster of cherries with a touch of green foliage is also very attractive. The tomatoes, peas, beans, etc., follow the berries, and

are as nearly as possible true representations of the natural product. Each label has the company's registered trade mark—the "Red Feather" standing out prominently. Altogether the labels are a credit to the designer, and will present a good appearance on the grocer's shelves.

An Egg-o-See Pamphlet.

"Back to nature" is the title of an attractive booklet which has fallen into our hands. The "get up" of the book itself is sufficient to whet the appetite. It is at once artistic and inviting, and the temptation to peruse its contents is irresistible. The Egg-o-See Cereal Co. has certainly struck a happy idea in issuing a pamphlet which gives so much information and advice in so small a compass. It deals with the question of diet in a specific and conclusive way, and the reader cannot fail to leave its pages a better and wiser man, even though he were never persuaded to adopt Egg-o-See diet. In addition to dealing with the science of diet, and giving a full week's menu table compiled by an expert, it gives a sort of synopsis of manual exercise for both men and women, which will be studied with the greatest interest by both young and old. The illustrations are such that a child could follow the lessons described. Finally are given several pages of very useful receipts, inexpensive, nourishing and appetizing.

CRANSTON NOVELTY CO.

The Cranston Novelty Co. have removed from Galt to the Medical Council Chambers, 157 Bay street, Toronto, Canada. This company manufacture and supply aluminum, brass and silver trade checks for all purposes, advertising coins, stencils, seals, signs, calendars, office specialties and necessaries, brushes, coat and skirt hangers, and general advertising novelties.

Mr. J. K. Cranston, manager of the company, has had experience in many fields of industry and this insight into things commercial no doubt accounts for the practicality of the Cranston check systems, all of which, we are informed, are legal.

BEE T SUGAR BOUNTIES.

The returns of the Wallaceburg and Berlin sugar beet factories have been received by the Provincial Secretary, because the industry receives a bounty from the Government of one-half a cent per pound. From the Wallaceburg factory 11,276,066 lbs. were turned out, and from Berlin 9,510,753. The total bounty in one year must not exceed \$75,000; according to the terms of the Act, so the companies will have to share this sum this year. This means that the Wallaceburg concern will get \$40,684.68, while \$34,315.32 will go to Berlin. The Act granting the bounties set aside \$375,000 for the purpose, and next year's bounties will exhaust this amount. The total bounty has been earned for the first time during the past year, but the firms came very close to it in the two preceding years.

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Fearman, F
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Rutherford,
Ryan, Wm.
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Adamson,
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Balfour & C
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CLASSIFIED LIST OF ADVERTISEMENTS.

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BUSINESS MEN AND LEGAL COMBINATIONS.

Lawyers have been having a busy time lately in investigating the workings of different associations of manufacturers and merchants. From the evidence that has been brought out in these investigations it is quite evident that there was need for the investigation, although, as we pointed out in a former issue, their zeal has led them to the prosecution of associations which probably should have been left alone.

When the lawyers have completed their task would it not be well for the business men's organizations of this country to start an investigation of the combine that exists among lawyers? One thing is certain, there is a combination among lawyers and it is a combination so strong that it is master of the situation.

A lawyer has been described as "one

who collects your money for you and appropriates it unto himself." While this is a somewhat exaggerated way in which to define a lawyer, everyone who has had experience with lawyers, and especially in cases before the courts, has come to the conclusion that the lion's share of the proceeds in most cases for the recovery of money goes to the lawyer and for other legal expenses.

There is no combination of business men that possesses the power the lawyers do. If business men, for example, were to state conditions and limitations under which men should enter into business, such a cry would rise up all over this country as would soon cause their dissipation. Practically, however, this is what the lawyers do.

Paradoxical as it may seem to say so, it is because the lawyers have largely the making of the laws of the land that we have a great deal of law and very little justice. As the law stands to-day, the complainant too often finds that while he gets the verdict the lawyers get nearly all the money which proceedings have been taken to recover.

There is no class in the community which feels as keenly as business men the unjust condition of affairs which exists in the administration of the law regarding business matters, largely because the legal profession is surrounded by a combination of the most objectionable description.

IMPROVE COMMERCIAL AGENCIES

The work done by the Canadian commercial agents has undoubtedly been a good one, and the results have fully proved the wisdom of establishing such branches of service. The importance of this work cannot be overestimated, and its extension and further development should be at once proceeded with.

The securing of markets and introduction of Canadian produce and manufactures into every possible land is of equal importance to the immigration movement, and should receive an equal amount of attention.

It is well understood that the commercial strength of a nation is measured by its export capacity. To be only self-supporting may appear nice reading, but is poor business. At the present moment our cousins across the border are somewhat alarmed at discovering that the very strong position they thought they had has been surely weakening, and that the last returns show a decrease in their exports and an increase in imports. Their discomfiture is clear proof, if proof were needed, of the value set on the export trade.

If, therefore, we are to see our country settle down on rock foundation, it

must be by first extending her commerce so that reliable markets are secured with the least possible delay and expense to commerce. The first question for consideration, and by no means an unimportant one, is the kind of men which should be selected, and we say emphatically they should be, they must be, men of business—approved business ability—no novices or patronage men. The question is of too great moment to be trifled with. Upon these men to a large extent will be staked the rise or fall of Canadian commerce. The academic test is all right in its place, but is out of place here. A rigid examination in commercial methods and laws would be more to the point, combined with a particular aptitude to discover requirements and conditions of foreign markets.

It is not easy to find suitable men to fill the bill; many and varied are the services they will be called upon to perform. Quick perception, keen foresight, clear judgment, and a strong personality must be some of the prominent features in such men, for they will have to be advisors and confidential agents at all times and at a moment's notice.

The United States are just about to reorganize their consular service, and it is proposed to put it on a graduated line of service, each grade to be classified according to ability and experience. Probably something on this line would be a good idea for commercial agents. There would thus be an inducement to the younger men to push ahead for promotion.

The remuneration, too, is a point of great importance. These men should be paid a salary that will place them at once beyond suspicion or temptation, and provision made for them when compelled by age, or breakdown, to retire. And last, but not least, they should be kept in touch with their department long after their retirement, their experience and knowledge being of incalculable value.

DON'T CARRY OVER.

This is the season of the year when the wide-awake and up-to-date merchant in almost every line is spreading upon his tables his broken lines and stocks of goods which he does not wish to carry over another season. In nine cases out of ten he would rather get back his money actually invested than to leave it tied up in merchandise till another season rolls around. The shopper gets the advantage of this condition, but at the same time it is a wise policy to move all stock which would otherwise have to be carried. The first loss is the best loss.

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BE PROMPT, BE FAITHFUL.

One of the most common failings in the business man of to-day—perhaps the most common—is his lack of promptness in action and faithfulness to his promise. The two things really go together; where you find one failing you are sure to find the other.

Quite recently the writer knew of a young man who had been promoted over the heads of older servants, on account of manifest ability, but he did not hold the new post six months—simply would not be prompt.

Another instance is of a large manufacturing firm, the manager of which will readily promise a date for delivery without giving careful thought to its possibility of fulfilment, and just as easily break that promise. On one occasion this ready promise cost the company a good deal of loss. A firm for whom they were making a special article for Summer use, was so distracted by the many disappointments that they at last made them carry the goods over for another season, thus locking up a large amount of capital.

Promptness in keeping promises or in turning out work of any kind plus thoroughness in following work up and following it through to the very end is a combination hard to beat (and hard to find. With a proper use of the desk tickler it is possible to work out such a combination most satisfactorily. This is the method advised by System:

Make a tickler slip for every promise given, file it far enough ahead of the date of promise to enable you to get started in ample time. When the time to start comes, start—"do it now." Don't put it off. If the work is something that demands your attention from day to day, or at frequent intervals, keep your tickler slip running ahead in your file to come up and jog your memory. If the completeness of the work depends upon several details, list these details on the slip, so that your attention will be called to each one and nothing overlooked.

If the slip covers work to which you alone are giving attention, it is simply a matter of keeping faith with yourself until the work is finished; if it is something you have turned over to others the slip should come up with about the same regularity, in order that you may thoroughly and tactfully follow it up to the end and keep in touch with the details. Always file a tickler covering work turned over to others at a date that will give you time to catch and rectify any mistakes, or to get things moving fast if they have been neglected or forgotten since they were first turn-

ed over. Make those under you or around you to whom you give out work keep your promises and act as promptly as you would yourself. There is nothing like the follow-up tickler to accomplish that.

Never make a promise that you cannot reasonably keep, and when you have once made it, live up to it. If unforeseen and unavoidable conditions arise to upset your plans, be careful to advise the one to whom the promise was made and give him a new promise. Always do this before he has had a chance to make any inquiries of you.

It is an excellent plan to work out everything you have to do to a definite date. If not required to make a promise to someone else, make one to yourself. Set a date for the completion of every task and hold to it.

Here is an altogether practical suggestion for the office man who is keen on self-improvement: See how long you can go without confessing that you forgot and without falling down on a promise. Keep a record for a year.

A GOOD DEAL IN A NAME.

There is sometimes a good deal in a name. At one time we had an office at room 1241, New York Life Building, Broadway, New York. This office was closed about a year ago, but since then it has been occupied by another firm boasting of the name of the McLean Publishing Co., the only difference between the name of our company and theirs being that they spell their name "McLean," whereas our firm name is spelled "MacLean." Although that company has no connection whatever with ours, some confusion has arisen.

Enquiries that have been made there have not led to the discovery of any person connected therewith who bears the name of McLean, nor have we discovered the character of the publication which they are supposed to issue. Why, therefore, our firm name has been retained we are at a loss to understand.

We trust that this notice will be sufficient to prevent further confusion.

QUALITY BEFORE QUANTITY.

Charles M. Schwab has uttered a note of warning to manufacturers in America regarding their output. A recent visit of his to the industrial establishments of Germany showed him clearly the reason of the German's success in the metal and other industries. Their love of research has taught them a thoroughness unheard of in this country. They aim at perfection, and are not satisfied until their object is achieved.

Quantity with them is not thought of until quality is assured. They read and think and study and experiment, until some definite result has been attained. Himself a manufacturer on a large scale, Mr. Schwab was not slow to realize what the adoption of similar methods would mean in this country, and has already acted on his own suggestion regarding a better quality of output. He advocates more attention being paid to higher grades of manufacture.

Herein is a lesson for every manufacturer in Canada. With an ever increasing demand, our manufacturers are finding difficulty at times in keeping up with orders. Speed, economy of production, and quality, are paramount, the inevitable result of which is a tendency to forget that quality should be the first consideration. We in this country cannot afford to overlook the object lessons of older established countries. Our prospects to-day are not excelled, and our resources are incomparable, but we must remember that even so we cannot lead in industrial pursuits unless we lay broad and deep the foundation of quality, and having secured this the superstructure of quality will rise in towering strength.

IT DOESN'T PAY.

How much can a merchant afford to attack the methods of competitors, either in his home town or a department store in a neighboring city? As a matter of fact, most of the outcry against opponents ends where it begins—in talk—and results only in some free advertising for the opposition.

Isn't there room enough for all, or, rather, so long as the hardwareman leaves so much of his own territory still unworked himself, isn't an occasional intruder about what he can expect? If all the energy wasted in these fruitless criticisms were expended in working our own field a little more thoroughly, if all the grey matter expended in working out ingenious methods to circumvent the ways of certain other people, were used in the improvement of our own, it would be better for us, even if it did not restrain our enemies. One thing is certain, no one can be in two entirely different fights at once and devote his whole energies to either one. These trade wars look first-rate in print, but it is awful hard to growl and bite at the same time, and it is well for us to be sure that while we are doing our little act of working the growler some other dog may not be chewing up the bone.

OUR QUESTION PAGE

THE GROCER will be pleased to receive enquiries on any interesting subject, for answering on this page.

Ques.—A reader of The Grocer has written us asking: "Will you be kind enough to inform us how long paper sacks have been in use in the grocery business?"

Ans.—By paper sacks we presume our correspondent refers to the larger kind of bag commonly used for flour (50 to 90 lbs.) This sack has been used in England for a great number of years, certainly previous to the present generation. It is gradually giving way to the linen bag, which in fact has almost entirely replaced it on account of its extra strength. In Canada the paper sack has been brought prominently into use during the present generation and is now being largely brought to the front as a convenient method for handling less quantities than 100 lbs. The small paper bag is the natural evolution of the paper wrapper, and it would be difficult to place an exact time for its introduction.

Ques.—A British Columbia reader of The Grocer asks the following question: "I have a scheme in view of giving a cash discount of 5 per cent. off all grocery purchases (excepting flour and sugar) in the shape of a rebate check, good in trade in any article in glass or crockery ware. These checks are in the form of a small bill, value 1 cent, signed by myself with a rubber facsimile or signature. Will you kindly inform me whether this conflicts with the new Trading Stamps Act?"

Ans.—In replying to this question we will give the whole revised act as it appeared for publication. There are those who consider giving a discount check redeemable in goods is permissible, but the goods must be the property of the vendor and given on the premises where goods are purchased. The National Cash Register Company advise their customers that discount checks are legal as used by them. The act reads:

An Act in amendment of the Criminal Code, 1892.

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1. The Criminal Code, 1892, is amended by inserting the following sections immediately after section 526:

"(a) The expression 'trading stamps' includes, besides trading stamps commonly so called, any form of cash receipt, receipt, coupon, premium ticket or other device, designed or intended to be given to the purchaser of goods by the vendor thereof or his employe or agent, and to represent a discount on the price of such goods or a premium to the purchaser thereof, which is redeemable either

"(i) by any person other than the vendor, or the person from whom he purchased the goods, or the manufacturer of the goods, or

"(ii) by the vendor, or the person from whom he purchased the goods, or in cash or goods not his property, or not his exclusive property, or

"(iii) by the vendor elsewhere than in the premises where such goods are purchased,

or which does not show upon its face the place of its delivery and the merchantable value thereof, or is not redeemable at any time; but an offer, printed or marked by the manufacturer upon any wrapper, box, or receptacle in which the goods are sold, of a premium or reward for the return of such wrapper, box, or receptacle is not a trading stamp within the meaning of this section;

"(b) The expression 'goods' means anything which is merchandise or the subject of trade or manufacture;

"(c) The expression 'every one,' 'vendor,' 'purchaser,' 'merchant,' 'agent' or 'person' includes any partnership or company or body corporate.

"2. Every one is guilty of an indictable offence and liable to one year's imprisonment, and to a fine not exceeding five hundred dollars, who, by himself or his employe or agent, directly or indirectly, issues, gives, sells or otherwise disposes of, or offers to issue, give, sell or otherwise dispose of trading stamps to a merchant or dealer in goods for use in his business.

"3. Every one is guilty of an indictable offence and liable to six months' imprisonment, and to a fine not exceeding two hundred dollars, who, being a merchant or dealer in goods, by himself or his employe or agent, directly or indirectly, gives or in any way disposes of, or offers to give or in any way dispose of trading stamps to a purchaser from him of any such goods.

"4. Every one is guilty of an offence and liable on summary conviction to a fine not exceeding twenty dollars, who, being a purchaser of goods from a merchant or dealer in goods, directly or indirectly receives or takes trading stamps from the vendor of such goods or his employe or agent."

Any executive officer of a corporation or company guilty of an offence under subsection 2 or subsection 3 of the next preceding section who in any way aids or abets in or counsels or procures the commission of such offence, is guilty of an indictable offence and liable to the punishment stated in the said subsections respectively.

This Act shall not apply to any trading stamp issued by a manufacturer or vendor before the first day of November, one thousand nine hundred and five.

Ques.—Will smoked meats and salmon wrapped in manila paper and then parafined keep from molding in a damp climate?

Ans.—It depends to a very great extent on the thoroughness of the parafining. This should be so done as to make an air-tight package or it will prove ineffective. Of course even thorough parafining will not prevent molding for an indefinite period, but it will defer it for a reasonable time. See that the meats are thoroughly dried before wrapping them in the paper.

Ques.—Please tell me whether it is better to paint or stain an edge grain, fir floor. How should stain be applied?

Ans.—Provided the floor is smooth and

clean, staining is preferable to painting, as the stain which soaks into the wood wears well and is very attractive. A very satisfactory staining material is a weak solution of permanganate of potash. This when first applied produces a wine color, but on exposure to the air quickly oxidizes, becoming a rich oak shade. In preparing the stain the permanganate of potash should be dissolved in water and diluted, and a little of it applied with a brush to a piece of smooth board of the same material as the floor; this should be allowed to stand exposed to the air for half an hour; if the color is too dark the stain must be further diluted with water until the desired shade is produced. The floor should be made very clean and dry, soiled places being sandpapered. One application of the stain should be given, and when thoroughly dry, one or two coats of good varnish should be given. This will protect the stain, leaving a beautiful surface in which the natural grain of the wood may be seen.

PROCEEDINGS AGAINST GUILD.

The proceedings against the Dominion Wholesale Grocers' Guild on the charge of conspiracy in restraint of trade were to have begun in Hamilton on Wednesday morning. When the case was called, however, the parties were not ready and it was remanded till Thursday.

Mr. J. Stanley Cook, of Montreal, secretary of the guild, was present with the books and papers of the guild, which were handed over to Prosecuting Attorney Washington, who will in the meantime examine the documents.

The Attorney-General has granted an order permitting the defendants to be represented by counsel, and not in person, at the trial, which promises to be a long one.

The charge made against members of the guild is that certain firms have conspired to lessen competition and enhance prices. Upward of a score of wholesale grocery firms extending throughout the country are more or less interested in the case.

TO WINNIPEG AND THE COAST.

Mr. W. H. Millman, of the firm of W. H. Millman & Sons, grocery brokers, expects to leave here Monday next, 12th inst., for the west, calling at Winnipeg, Brandon, Calgary, Edmonton, Vancouver and Victoria, combining business with pleasure. During his trip he intends visiting his son, P. F. Millman, who is secretary for the Southern Okanagan Land Company headquarters, Penticton, B.C.

TORONTO GROCERS AT HOCKEY.

Two games of hockey were played this week at Varsity rink for the Tillson trophy, Grocer Brokers defeating H. P. Eckardt & Co. 5 to 0, and James Lumbers defeating Canada Grocers 9 to 2. This gives the Brokers a good lead. The standing to date is as follows:

	Won.	Lost.	To play
Brokers	3	0	5
T. K. & Co.	2	1	5
Jas. Lumbers	2	2	4
Grocers	2	1	5
H. P. E. & Co.	0	3	5

Games Friday—Brokers vs. Jas. Lumbers, H. P. Eckardt & Co. vs. T. K. & Co.

There is r than that " You realize from certain you would a must organi ever accomp ganized effor ization of hc and fearless invincible. ' strated from moral tone an associati personal and its members above its s requisite to sociation is business abil

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* Extracts from General Manager the Indiana Retail

RETAIL MERCHANTS' ASSOCIATIONS AND THEIR PROBLEMS*

There is nothing truer in this world than that "In union there is strength." You realize that relief must be obtained from certain business conditions, and if you would accomplish these reforms you must organize. No great reform was ever accomplished except through organized effort. A strong united organization of honest, fearless men, honestly and fearlessly directed, is practically invincible. This truth has been demonstrated from time immemorial. The moral tone and business capabilities of an association are no higher than the personal and business qualifications of its membership. "A river never rises above its source," therefore the first requisite to membership in such an association is high moral character and business ability.

Mercantile Integrity.

I think we agree that to be a worthy member of an association the retail merchant must possess integrity and sound business principles. Character determines the man. It is the measure of his value in society, in the business world and in the state. Addison has said, "There are no more worthy members of a commonwealth than its merchants. They knot mankind together in a mutual intercourse of good offices, distribute the gifts of nature, give work to the poor, wealth to the rich and distinction to the great." Shakespeare immortalized your business when he wove about the character of one of your calling his greatest comedy. Antonio, the Merchant of Venice, was the soul of honor. As you know, he gave his bond for his friend, and though its requirements were unjust and unreasonable, he did not falter when the time came to meet his obligation. Shakespeare, in his works, refers over fifty times to merchants and merchandising. All of his references are commendatory of your calling. He recognized the important part which you play in the world's history and the affairs of mankind.

Charity of the Retailer.

The retail merchants throughout this great land are daily, hourly, silently doing works of kindness and philanthropy of which we never hear. Their praises remain unsung. What man is there among you who cannot relate, if he would, the numberless times he has extended to some unfortunate that credit which enabled him and his family to live, which enabled him to occupy his place in society, and to either regain his health, if it were sickness that had overtaken him, or to secure employment if he were financially embarrassed. These acts of kindness he is continually doing, thereby aiding in sustaining the social fabric and in the uplifting of its members. Sometimes, unfortunately, he re-

ceives in return for his acts of beneficence only base ingratitude, but, fortunately, such cases are rare. This is the most effective philanthropy, for it is applied when most needed.

Harmony in Trade.

We believe that to get the fullest benefits from retail merchant associations there must be perfect harmony and accord extending from the local association, through the state association, into the national organization. Our company has realized from the commencement of its business that co-operation and reciprocity with your organization is absolutely necessary, and there must exist that feeling of mutual interest if either retailer or manufacturer would succeed. We have always conducted our business with this idea in view, considering the retail merchant the natural distributor of our product, and, consequently, have always, (and always will) refused to sell mail order and catalogue houses. While this is one of the most important problems affecting the retail merchants at the present time, we will touch but briefly upon it, as this question will be more fully and ably discussed by one of the speakers to follow.

To Meet Mail Order Houses.

We believe that the mail order and catalogue house competition, and the parcels post and postal currency question, are so closely allied in their bearing for the retail merchants' interests and business welfare, that to check and correct the influence of one is to curtail the evil effect of the other. We would suggest as a means of meeting mail order and catalogue house competition, first, that the retail merchant individually should in every way improve upon his present business methods. Make your store more attractive, insist upon more courteous treatment of your customers by your clerks, and make it more desirable for consumers to come in personal contact with yourselves in making their purchases. Use your personality, study the characteristics of your customers, for in this respect the catalogue houses are at a decided disadvantage.

Retailer's Personality.

No matter how cleverly worded an advertisement may be, or how attractive the prices displayed in their catalogue, they cannot compare with the pleasing personality and the attractive display of the actual goods. Another suggestion: The retail merchant should confine himself to the sale of widely advertised goods of standard quality. We believe that the retail merchant individually, and if possible the associations, should use cleverly worded advertisements in their local papers, calling attention to the benefit of purchasing goods locally, and appealing to the patriotism and local pride of the consumer. The consumer should be convinced that

a dollar spent locally will return partially, at least, to enrich the spender, but that the same amount sent to a mail order house goes out of circulation in that community.

We believe that the retail merchant, to a great extent, has the remedy for this evil in his own hands. If he will consistently and persistently refuse to purchase or sell the product of any manufacturer who recognizes these houses and sells to them on a jobbing basis, he will very shortly bring about the conditions which he desires. You, gentlemen, must not forget that you are the great distributors and that the mail order houses are decidedly in the minority. You have the power, if you will only use it.

In devising ways and means to meet this undesirable competition is where the influence and benefit of the retail merchants' associations comes in. While to a certain degree each member of an association must be a healthy competitor of his brother member, on questions of this kind he should show a united front to the common enemy.

The Premium Evil.

One of the worst evils that the retail merchant is contending with at the present time is the practice on the part of certain manufacturers of bribing or subsidizing the jobbers' salesmen by the payment to them in some instances of a cash bribe, or in other cases, a premium rebate. The result of this action upon the part of these manufacturers is to load the retail merchant with a lot of unadvertised, undesirable, inferior and unsalable goods. Mr. Merchant, have you ever thought, when some jobber's salesman was using his personality and influence to induce you to purchase a quantity of goods made by a company whose business methods are antagonistic to your best interests, that it is his own selfish interests he is considering, regardless of your welfare? This is an evil which should have the immediate attention of every association in the country. It is not only a rank injustice to the retail merchant in placing upon his shelves unsalable goods, but it is an injustice to the consumer, as it places the retail merchant in the position of being obliged to force upon the unsuspecting customer these inferior goods.

Are Equal to Task.

As we see it, these are some of the perplexing and important problems which confront you. We believe that the retail merchants of this country, through their different organizations, are equal to the task of accomplishing these reforms and the solution of other questions that may arise. We hope the work of organization and education of the retail merchants of this country will continue until there is enrolled among your membership the name of every retail merchant in this country. We believe the vital questions concerning not only our commercial but our national welfare, can be safely entrusted to this great body of honest, fearless and conservative citizens.

* Extracts from an address by Mr. J. E. Linihan, General Manager of the Egg-o-See Cereal Co., before the Indiana Retail Merchants' Convention.

.....	4 25
.....	4 45
.....	4 05
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.....	3 95
.....	3 90
.....	3 81
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.....	3 65

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Jamaica.....	0 10	0 11
Java.....	0 15	0 22
Mocho.....	0 16	0 19
Silo, No. 7.....	0 09	0 10
Santos.....	0 10	0 11
Maracaibo.....	0 11	0 13

Foreign Dried Fruits—Valencia raisins: Some little demand has arisen since last, the ruling low prices evidently having induced purchasing for future requirements. Currants are remarkably firm, as stocks are reported in Greece pretty well under control of the purchasing syndicate. Dates have advanced owing to short stocks, both in London and New York. California prunes are also higher and firm. Nuts: A further advance has taken place in shelled walnuts, also in Tarragonas and filberts. Speaking generally, although there is no active demand on the moment in dried fruits, the outlook is favorable to holders.

Valencia Raisins—		
Fine off-stalk, per lb.....	0 04	0 04
Selected, per lb.....	0 04	0 05
Layers.....	0 05	0 05
Dates—		
Dates, Halloweas, per lb.....	0 04	0 04
Californian Evaporated Fruits—		
Apricots, per lb.....	0 13	
Peaches, ".....	0 10	
Pears, ".....	0 13	
Malaga Raisins—		
London layers.....	2 00	
"Connoisseur Clusters".....	2 50	
..... 1/2-boxes.....	0 80	
Royal Buckingham Clusters, 1/2-boxes.....	3 50	
"Excelsior Window Clusters," 1/2-boxes.....	4 50	
..... 1/2-boxes.....	1 35	

Californian Raisins—		
Loose muscatels, per lb.....	0 07	0 08
..... seeded, in 1-lb. packages.....	0 08	0 09
..... 2 crown.....	0 06	
..... 3 crown.....	0 06	
..... 4 crown.....	0 06	
Prunes—		
Per lb.....		
30-40s.....	0 08	
40-50s.....	0 08	
50-60s.....	0 07	
60-70s.....	0 06	
70-80s.....	0 06	
80-90s.....	0 05	
90-100s.....	0 05	
Oregon prunes (Italian style), 40-50s.....	0 08	
..... 50-60s.....	0 07	
Oregon prunes (French style), 60-70s.....	0 06	
..... 90-100s.....	0 04	
..... 100-120s.....	0 04	

Currants—		
Filiatras, uncleaned.....	0 04	
Fine Filiatras, per lb., in cases.....	0 04	0 05
..... cleaned.....	0 05	0 06
..... in 1-lb. cartons.....	0 05	0 06
Finest Vostizas ".....	0 06	0 07
Amalias ".....	0 06	

Sultana Raisins—		
Sultana raisins, per lb.....	0 06	0 08
..... 1-lb. carton.....	0 09	
Eleme Fable Figs—		
Six crown, extra fancy, 40-lb. boxes.....	0 13	
Four crown, fancy, 10-lb. boxes.....	0 09	
Three crown.....	0 07	0 07
Glove boxes, fine quality, per box.....	0 11	
Fancy washed figs, in baskets, per basket.....	0 30	
..... pulled figs, in boxes, per box.....	0 22	
..... stuffed figs,.....	0 28	
12-oz. boxes.....	0 06	0 07

Spices—The market is unchanged. Cloves in good demand. Peppers are reported slightly lower; ginger, cassias and pimento firmer. Nutmegs in good demand by grinders, with prices steady and unchanged. Business is reported satisfactory by the jobbing trade.

Peppers, black.....	0 16	0 22
..... white.....	0 25	0 30
Ginger.....	0 12	0 20
Cloves, whole.....	0 17	0 32
Cream of tartar.....	0 25	0 30
Allspice.....	0 12	0 15
Nutmegs.....	0 25	0 50

Honey—Very little business is reported during the week; stocks are in good shape and supply and prices firm. Comb honey is somewhat scarcer and firmer in price. Buckwheat also is held firm.

White clover, extracted tins.....	0 18	0 09
..... kegs.....	0 07	0 08
..... comb, new.....	0 13	0 14
Buckwheat.....	0 07	0 07

Beans—A good supply of beans during the past few weeks has eased the firm

tone and feeling that prevailed, and it is possible to get choice prime at \$1.65. One of the largest operators reported, however, that the shortage in the west was being credited by the trade and he looked for higher prices. The jobbing trade is also looking around for supplies. In small lots, \$1.70 to \$1.75 is obtained.

Choice prime beans.....	1 70	1 75
Lower grades.....	1 60	1 65

Maple Products—Dullness rules in maple products. Dealers say absolutely nothing doing of noticeable value. Orders are light and demand, both local and from country points, dropping off. Prices unchanged.

Maple syrup, in wood, per lb.....	0 05	0 06
..... in large tins.....	0 06	0 07
Pure Township sugar, per lb.....	0 07	0 07
Pure Beauce County, per lb.....	0 08	0 09

Evaporated Apples—Firmness is still characteristic of the evaporated apple market. Holders are few and stocks light. Prices range from 10c to 10 1/2c. Not much buying is indulged in by the jobbing trade, as these figures are too high to suit the retailer.

Winter varieties.....	0 10	0 10
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Fish—The demand for fish of all kinds is now more active owing to the season-

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Feb. 8, 1906.

BUTTER—No change. Better feeling in trade due to cold weather. Better retail demand. Choicest October, 22c to 22 1/2c. Finest creamery, 21 1/2c to 22c. Dairy, 19c to 20c.

CHEESE—Firm with little business doing. Prices 13c to 13 1/2c.

EGGS—Improved market. Cold weather helping. Fresh laid, 25c to 26c. Select stock, 20c to 21c. Limes, 17c to 18c.

PROVISIONS—Firm at unchanged prices as quoted.

able weather which has affected frozen fish especially. Frozen fish of all kinds are in good supply, and the demand is only fair so that prices are a little easier, particularly on frozen haddock. Large frozen herring are extremely scarce and prices on same have advanced. In salt fish the Lenten demand is coming on, and scarcity is being felt, in consequence, prices have advanced on many lines, including Labrador herrings, also green cod and haddock. Dealers expect further advance in green cod, as the supply will not be equal to the demand. In smoked fish, haddock are lower owing to the heavy arrivals; bloaters are also more plentiful with prices a little lower than previous quotations. In oysters there is not much new to note, there being only a fair demand for bulk oysters. Prices are firm at last quotation. Shell oysters are practically out of the market.

Fresh frozen fish—		
Fresh haddock, per lb.....	0 03	0 04
..... market cod, per lb.....	0 03	0 04
..... steak cod, per lb.....	0 04	0 05
B.C. salmon, per lb.....	0 08	0 09
Qualla salmon.....	0 07	0 08
Halibut, per lb.....	0 08	0 09
Dore, per lb.....	0 06	0 07
Large whitefish, per lb.....	0 08	0 09
Small frozen whitefish.....	0 05	0 06
Round frozen pike.....	0 04	0 05
Sea trout, per lb.....	0 07	0 08
Lake trout ".....	0 08	0 09
Striped bass, per lb.....	0 15	0 16
Large herring, per 100 fish.....	2 10	2 20
Medium.....	1 40	

Smelts, No. 1, per lb.....	0 08
Mackerel.....	0 12
Tomocods.....	2 00
Smoked fish—	
Haddies, 15 and 30-lb. boxes, per lb.....	0 06
Kipperd herring, per box.....	0 50
Bloaters, 100 in box, per box.....	1 10
Yarmouth bloaters, 60 in a box.....	1 10
New herring, in small boxes, per box.....	0 13
Oysters and Lobsters—	
Standrds per imp gal.....	1 40
Selects, per imp gal.....	1 60
Oyster pails, pints per 100.....	0 50
..... quarts, ".....	1 25
Prepared fish—	
Winterport, 1-lb. bricks, cod.....	0 09
Golden, 2 ".....	0 08
Boneless cod, favorite.....	0 06
..... fish, 1 and 2-lb. bricks, per lb.....	0 05
..... fish, 25-lb. boxes, per lb.....	0 04
Skinless cod, 100-lb. cases, per case.....	6 00
Salt and pickled fish—	
No. 1 Labrador herring, per bbl.....	6 00
..... "..... per half bbl.....	3 22
..... "..... per pail.....	0 80
..... "..... salmon, tierce.....	18 00
..... "..... in bbls.....	13 00
..... "..... in 1/2 bbls.....	7 50
B.C. salmon, bbls.....	12 50
..... half bbl.....	7 00
Labrador sea trout, bbls.....	10 00
..... lake trout, per keg.....	4 75
..... mackerel, per pail.....	2 00
..... large green cod, per bbl, 200's.....	9 40
..... medium, ".....	8 90
..... small, ".....	6 50
Pollock, med., green, per 200-lb.....	7 00
Haddock, per 200-lb.....	7 50
Salt eels, bbls.....	0 07
Sardines, bbls, 200 lb.....	5 50

AT HOME IN HAMILTON.

The commercial travelers of Hamilton are arranging for an "At Home," to be held at the Royal Hotel of that city, on the evening of Friday, February 23.

The arrangements are in charge of Charles Smith, of the Empire Tobacco Company, chairman, and a capable committee, and there is every assurance that the "At Home," as all undertakings of the Hamilton travelers, will be a thorough success. It is not so long since the "Gala Day" that this should have been forgotten.

Mr. F. J. Smye is in charge of the committee on invitations and printing, and Mr. Geo. Mathewson that on music.

With their customary hospitality, the Hamilton travelers extend a hearty invitation to their brothers of the grip from all other points in Canada to be present.

DISSOLUTION OF WHOLESALE GROCERY PARTNERSHIP.

The well known wholesale grocery firm of Carter, Galbraith & Co., Montreal, has been dissolved by mutual consent, the dissolution taking effect February 1.

Mr. William Galbraith purposes continuing in the wholesale grocery line, taking his son, Mr. Wesley Galbraith, who for many years has been manager of the sample room and sales department of Carter, Galbraith & Co., as partner. Mr. William Galbraith has for over thirty-five years been one of the leading figures in grocery circles in the east, and his personal connection with the retail trade in Quebec and Eastern Ontario should secure to the new firm a goodly share of the trade.

BANQUET FOR TORONTO GROCERS.

The event of the month for the retail grocer in Toronto is undoubtedly the banquet to be held in the Temple building on Wednesday evening, 21st inst. The annual at home is looked forward to with a good deal of anticipation. It has always proved an unqualified success, and this year's gathering of the Toronto Retail Grocers' Association will unquestionably be in no way behind its forerunners. Particulars can be had from D. G. Beaton, secretary, 450 Wellesley street, Toronto.

.....	0 14
.....	0 23
.....	0 08
.....	0 20
.....	0 35
.....	0 38
.....	0 38
.....	0 04
per 100.....	3 75
.....	4 50
.....	1 05
.....	1 15
.....	4 00
.....	4 50
.....	1 00
.....	1 45
.....	1 50
.....	1 00
.....	1 40

.....	1 40
.....	2 50
.....	7 80
.....	17 50

mer Simcoe	Delhi
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.....	3 10
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.....	2 35
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.....	0 30
.....	0 35
.....	0 35
.....	0 45
.....	0 48
.....	0 32
.....	0 35

.....	0 87
.....	0 35
.....	1 00
.....	0 75
.....	4 50
.....	5 10
.....	5 60
.....	6 00

Tea—Local trade has been somewhat slow. There has been very little movement since the holiday, and buyers seem to be uninterested. The reports to hand from London market denote a material weakening in prices, and little disposition to recover at the moment. Gow, Wilson & Stanton, in their latest report, state :

"The effect of the recent over-supply was distinctly marked in this week's sales and occasioned great irregularity in the bidding. Auctions this week were fortunately on a smaller scale, and next week's offerings are also moderate. Meanwhile duty payments are progressing satisfactorily, and are so far slightly ahead of last January, while this week has brought a welcome improvement in the demand for export.

In Indian teas, although the quantity brought forward showed a considerable reduction, the market has not yet recovered from its depressed condition, prices in some instances even showing a further weakening, brokens especially being again cheaper and common teas in only poor demand.

"In Ceylon teas no doubt the smaller auction has afforded some relief to the market, but there has not yet been sufficient time for it to recover from the late heavy supplies; consequently bidding was somewhat slack, and prices again rather easier except for whole leaf teas suitable for export, many of the Pekoes showing some advances owing to a slight revival in the foreign demand. Quality does not show much change although lower than a few weeks back—as frequently happens at this season of the year.

"In Java teas, with fair competition, the small sale passed at about last week's rates, and a much smaller proportion was withdrawn. Whole leaf teas were occasionally a somewhat dearer market."

Coffee—Domestic trade has been fairly active since our last issue. There is every indication that business in coffee is advancing in consumption, and that more interest is being taken in coffee drinking. The general situation of the primal markets, as reported in Willett & Gray's latest report, is of special interest, therefore. They say :

"Whatever may be the actual reasons in the respective countries, it is apparent that the coffee crops in every direction are turning out smaller than expected, and the figures up to date confirm forcibly arguments to this effect given in these reports from week to week. Venezuela and Hayti were formerly two of the largest mild crops. Early forecasts said they would give large yields this year, but now it is known that the flowerings which looked so promising did not turn into good crops after all, as the Venezuelan crop will be less than last year, and in Hayti only about half a crop. It shows that too much attention should not be given to reports that are too often biased and premature. It is common sense to expect that the coffee plantations the world over at low prices for the product, are not in as good condition as they were kept in when prices were high, and as the low prices lasted about ten years it is reasonable to conclude (the same as matters developed 20 years ago) that the trees are not in a condition necessary to withstand the

stress of weather they are subject to, and, therefore, year after year the promises based upon the flowerings turn out disappointing. The report received here yesterday of falling fruit in San Paulo is only in line with this view, and early or premature predictions of large crops or small crops for the ensuing season are too unsafe to follow. For more than fifteen months past, detailed statements of the unsatisfactory conditions of plantations have come from various parts of Brazil, which must be taken to mean that large crops are unlikely with labor scarce and high and money too difficult to properly attend to the cultivation.

"The trade knows well enough the requirements of consumption of coffee are all the time increasing. With production so much inferior to consumption it is of great importance and interest to properly heed the causes."

Foreign Dried Fruits—Trade has made little or no improvement since our last issue. Reports from primal markets all report continued firmness. In Valencia this is particularly marked, stocks being short. Shelled almonds are also very high on primal markets, and any well sized fruit is readily sold. Currants are also well maintained, and in view of the bank arrangements, are not likely to show any weakening. Latest reports from primal points are of an advance equal to 12c. per crate.

Prunes, Santa Clara—	Per lb.	Per lb.
90-100s, 50-lb boxes	0 06 1/2	0 06 1/2
60-70s, 50-lb boxes	0 07 1/2	0 07 1/2
80-90s	0 06 1/2	0 07
70-80s	0 07	0 07 1/2

Candied and Drained Peels—	Per lb.	Per lb.
Lemon.....	0 09 1/2	0 10 1/2
Orange.....	0 10 1/2	0 11 1/2

Figs—	Per lb.	Per lb.
Eleme, per lb.....	0 10	0 14
Tapeta, ".....	0 04	.....
Apricots—	.....	.....
California evaporated, in 50-lb boxes.....	0 14	0 15
Peaches—	.....	.....
California evaporated, ".....	0 14	0 15

Pears—	Per lb.	Per lb.
California evaporated, per lb.....	0 13	.....
Currants—	.....	.....
Fine Filistras.....	0 25 1/2	up
Vostizas.....	0 07 1/2	0 08 1/2
Patras.....	0 05	0 06 1/2
Raisins—	.....	.....
Sultana.....	0 05 1/2	0 07
" Fancy.....	0 10	0 14
" Extra fancy.....	0 15	0 16
Valencias, selected.....	0 05 1/2	0 06
Seeded, 1-lb packets.....	0 11	0 12 1/2
California, loose muscatels—	.....	.....
3-crown.....	0 07 1/2	.....
4-crown.....	0 09	.....
Dates—	.....	.....
Hallowes.....	0 04 1/2	0 05
Fards new choicest.....	0 09	0 10 1/2
" new choice.....	0 04	0 04 1/2
Domestic evaporated apples.....	0 10	.....

Foreign Nuts—	Per lb.	Per lb.
Almonds, Tarragona, per lb.....	0 12	0 12 1/2
" shelled Valencia.....	0 25	0 28
Walnuts, Grenoble.....	0 15 1/2	0 16
" Bordeaux.....	0 11 1/2	0 12
" shelled.....	0 20	0 25
Pilberts, per lb.....	0 10	.....
Pecans, per lb.....	0 14	0 17
New Brazil, per lb.....	0 14 1/2	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	.....
Selected Spanish.....	0 08 1/2
A 1's, banners and suns.....	0 08
Japanese Jumbo's.....	0 08 1/2
Virginia.....	0 10

Spices—Trade in spices is uninteresting, and no new feature of interest is manifest.

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

Rice and Tapioca— Trade continues good in these lines, with prices firm, but no quotable change is manifest at

present moment. Tapioca is in good demand and exceedingly firm.

Rice and Tapioca—	Per lb.	Per lb.
Rice, stand B.....	0 03 1/2	0 03 1/2
Rangoon.....	0 03 1/2	0 03 1/2
Patna.....	0 05	0 05 1/2
Japan.....	0 06	0 07
Sago.....	0 03 1/2	0 04
Carolina rice.....	0 08	0 08 1/2
Louisiana rice.....	0 05	0 07
Tapioca, staple.....	0 05	.....
" double goat.....	0 06	.....

Honey—The market is still reported active, with no new feature of importance to remark. Prices remain unchanged, with firm indications. Quality is continuing to maintain a good report.

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

Beans—Active trade is reported in beans, but without distinctive feature. Prices continue firm at previous quotations.

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

Fish—Business has shown great improvement since our last report, the soft weather had been very detrimental to trade, and dealers were getting somewhat depressed. Trade has, however, taken a decided turn. Prices remain unchanged.

Frozen halibut, per lb.....	0 10
Fresh haddock.....	0 05
Frozen trout.....	0 09
Fresh cod steak, per lb.....	0 08 1/2
" lobsters, boiled, per lb.....	0 25
Frozen B.C. salmon, per lb.....	0 10
Shrimps per gal.....	1 25
Whitefish, per lb.....	0 09
" winter caught, per lb.....	0 09 1/2
Herring, per lb.....	0 03 1/2
Pickrel.....	0 07
Oysters, standard, small pail.....	4 00
" select, pail.....	4 20
Finnish haddies.....	0 06 1/2
Ciscoes.....	1 25
Kippers, 80 to box.....	1 25
Bloaters, 80 to box.....	1 15
Mackerel, per lb.....	0 10
Labrador herring salt, No. 1, half bbl.....	3 25
Frozen sea herring, per 100.....	2 25
Boneless fish, per lb.....	0 05
Cod fish, 1-lb. bricks.....	0 07 1/2
Quail-on-toast, per lb.....	0 05 1/2
Flitch cod fish, in cases of 100 lbs., per lb.....	0 07 1/2

Hides—The market has a still further downward tendency, but no quotable change is apparent. The conditions are still those of uncertainty, and little confidence is expressed by dealers. Arrivals are in fair quantity, but no more than demand requires.

Hides, inspected, steers, No. 1.....	0 11
" " " No. 2.....	0 10 1/2
" " " cows, No. 1.....	0 10 1/2
" " " No. 2.....	0 09
Country hides, flat, per lb.....	0 09
Calf skins, No. 1, selected.....	0 13
" " " No. 2.....	0 11
Sheep skins.....	1 20
Horse hides, No. 1.....	3 00
Rendered tallow, per lb.....	0 04 1/2
Pulled wool, super, per lb.....	0 23
" extra.....	0 24

Fur Skins.	No. 1, Prime	.....
Badger.....	\$0 60	\$ 1 00
Bear, black.....	7 00	15 00
" yearlings.....	3 00	7 00
Fisher.....	3 00	6 00
Fox, red.....	1 50	2 75
" cross.....	3 00	10 00
Lynx.....	3 00	5 00
Marten, dark.....	4 00	20 00
Mink, dark.....	2 70	5 00
" pale.....	1 25	3 25
Muskat.....	0 11	0 13
Raccoon.....	0 90	1 40
Skunk.....	0 80	1 65
Weasel, white.....	0 20	0 50
Wolf, timber.....	1 00	2 00
" prairie.....	0 50	1 25
Wolverine.....	3 00	5 50

Mr. St. Clair Balfour, of Balfour & Co., leaves on Saturday for the west in the interests of Tartan brand goods. He will go through to the coast.

B. C. News.

Vancouver, Feb. 1906.

Pending the hearing of argument by legal counsel before the Railway Commission, the British Columbia wholesale merchants decided on advice of the counsel they have retained, to call off the boycott against the C.P.R. which has been in force for weeks. (The legal opinion, which was given by Mr. Joseph Martin, was that as the C.P.R. had recognized the arguments of the merchants and obeyed the instructions of the Railway Commission as to filing a stated defence, the merchants would not be serving their case in any way by continuing the boycott. It was, therefore, decided to suspend hostilities until after the case is heard by the commission. The hearing comes up at Ottawa early in February. The Victoria merchants had withdrawn from the boycott a fortnight previous to its being called off.

Vancouver trade and shipping interests are much relieved by the action of the Australian Government in rescinding the resolution of a few months ago, whereby Canadian goods were valued on basis including freight charges to the seaboard or to the Canadian border, in case of shipment via the U. S. routes. The matter caused a great deal of comment at the time, and it would, if continued, have affected the trade from this port to Australia very seriously. In fact cargoes out-bound by the Canadian-Australian S.S. line had already shown the effects. The representations from merchants and shippers both here and in the Commonwealth have had their influence in bringing the matter to the attention of the Government so that the rescission has been ordered.

Following the erection of the first wheat elevator in Vancouver, a flour mill of 500 barrel capacity is to be erected by the same parties. The Hall Elevator & Grain Co. has just completed its elevator and now has the plans in hand for the flouring mill. The intention is to seek some concession from the city in way of exemption from taxation and free supply of water, by way of indirect bonus to the proposal. The first installation of machinery will be for 250 barrels per day, but the plans will provide for the full capacity being installed later. Alberta wheat will be shipped here and a chain of elevators in the western prairie province will collect the cereal. There are three flouring mills in the Okanagan district and one at Victoria. The latter was built a number of years ago, but has not been regularly operated. The Brackman-Ker Milling Co. have a mill for oatmeal and other cereal foods owned by them at New Westminster.

A notable feature of cargo movements from this coast is the small proportion of flour from Washington State mills which is being shipped to the Orient, though formerly very large export shipments

were made. The big 11,000 ton freight steamer, the Oanfa of the Blue Funnel line, took out but 70,000 sacks from Tacoma recently when she sailed. The backwardness of the trade is due to the Chinese boycott of American goods. Usually at this time the flour shipments are heavy.

City Engineer Clement has been asked by the committee of the city council in charge of the market proposition to prepare preliminary plans, the recent plebiscite taken at the municipal elections having been strongly in favor of such an establishment. A location on the False Creek waterfront and Westminster avenue, south of the bridge, has been selected. Here rail and water access can both be had.

The first sailing of the steamer Bucen-taur, one of the vessels secured for the new British Columbia-New Zealand service, will be on April 15 from New Zealand. The second vessel, the Transvaal, will follow. Later, a third steamer is to be secured.

Tantalus, appropriately named, has the cold weather record for the Yukon, which has had a spell of Arctic weather recently. At Dawson and on some of the creeks, the thermometer, where records could be secured, went down to 75 degrees below zero. At Tantalus, which is half way between Dawson and White Horse, it registered 85 degrees, with a terrific gale blowing from the north. For the first time on record the stage line of the White Pass Co. was suspended by cold, this being the record in the history of the Yukon.

The Market Situation.— Wholesale men express themselves as well satisfied with their January trade. This month and February are expected here to be the two quiet months, but trade has kept up very well. In fact, the January business has shown a large increase over the same season last year.

Groceries.—Canned goods are moving fairly, with no change in previous prices. Stocks are yet sufficient, but dealers anticipate that there will be a shortage of tomatoes. This year there can be no stocks of tomatoes brought from the U.S. as there is a shortage there. Dried fruits are selling briskly, especially California prunes, which are 1 1-4c. per pound higher all round. They now run from 7c. for 60-70's, which is the size mostly sold, up to 8 1-2c. per pound for 30-40's, the large choice Oregon prunes. Peaches are quoted at 12 1-4c., apricots at 12 1-2c. and pears at 11 1-4c. White figs for cooking are now 6c. per pound. These are, of course, all California origin. Raisins, which suffered the expected slump after Christmas, and went down 2c. per pound, are now held firmer, having risen fully half a cent to 1c., the quotation perhaps averaging 10c. per pound, in 1-lb. cartons. Evaporated apples are held up for expected northern

orders, which will arrive for opening of Yukon navigation. As high as 12c. is asked for choice stock. Sage and tapioca are higher and hard to get orders filled. The receipts here have been light for months, though the big freighting steamers come direct from Singapore. The trouble seems to be that past low prices have discouraged production. The ruling price now is 5 1-2c. per pound.

Produce.—Fresh laid, local eggs are now selling in jobbing way at 35c. to 37 1-2c. The supply is better. Canned pickled stock is being turned over at about 26c. to 28c. Cheese, which is fairly well stocked, is held rather firmer at 16 1-4c. for large and 16 1-2c. for twins. Butter prices have not changed. Local fresh creamery jobs at 35c. and retails at 40c., and demand takes all that is offered. Eastern stock is fairly well represented and on basis of 56's is selling at 28c. New Zealand stock is expected next month. Flour prices are unchanged at \$5.70 per barrel for the standard brands.

Fruit.—Apples are now well cleaned up, nothing but the residue of Okanagan stocks offering, and the Coldstream and other big packers reported as cleaned up. Notwithstanding the small surplus the price is still \$1.50 to \$1.75 for choice Okanagan apples. Locals are scarcely quotable. As choice Oregon and Washington stock is bringing as high as \$2.75 in Seattle, there is little fear of importations. California oranges are moving fairly well. Supply here has not been short, though three weeks rain stopped shipments for that time. Since resuming shipping, the packers in California are getting higher prices, averaging 50c. per box. Quotations to the trade here are now from \$2.25 for standards, up to \$3.50 for extra fancy. Bananas are selling at \$3.50 per bunch though the last car one dealer had in, he tried the experiment of selling by the pound, the price being 5 1-2c. Some pineapples received a week or so ago from Honolulu are bringing \$4.50 per dozen. They were particularly fine specimens. Malaga grapes still remain, and are \$7.75 per keg.

Vegetables.—Ashcroft and Yakima potatoes bring \$30 per ton still. The Ashcrofts are so very scarce that a carload is brought in every little while from Yakima. The lower mainland stock is plentiful, but price no higher on account of quality. California fresh vegetables are high. The interruptions to the steamer service have caused rail shipments to be brought forward at higher freight charges. Cauliflower and celery received thus are quoted at \$1.75 and 90c. per dozen respectively. Cabbage is also from California now entirely, the local stock having been cleaned up. It is 3 1-2c. per pound. Ripe tomatoes are very scarce this week. Fresh lettuce is firm and regular in supply from Victoria at \$1.50 per crate.

N. S.

Trade the greatly hamper now, and the. While a good average in thus snow and gary to add. markets, gen and prices sh

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N. S. Markets.

Halifax, N.S., Feb. 5, 1906.

Trade throughout the province is greatly hampered owing to the lack of snow, and the very unseasonable weather. While collections keep at a fairly good average, the volume of orders coming in thus far is small. Plenty of snow and good hard weather is necessary to add stimulus to business. The markets, generally, are on the dull side, and prices show but slight change.

Butter and Eggs.

The receipts of butter on this market have not increased very much and prices hold firm. The open weather, however, has increased the supply of fresh butter slightly, there being more of this article on the market at present than is usual at this season of the year. The market is now well supplied with new laid eggs. The shore ports are all open, and the vessels are bringing in quantities of good stock. In consequence of this there has been a slump in prices, new laid selling at wholesale for 22c. This has also caused a drop in the price of case eggs to 19c. and 20c. Cheese is unchanged.

Sugar and Molasses.

The sugar markets are very steady and no change is recorded in prices. During the week the steamer Ocamo, from Demerara, landed at this port 14,000 bags of sugar. She also brought 350 puncheons of molasses, which were landed at St. John. There is a fairly good stock of molasses held in this city. The market is firm at present, and the outlook has a tendency to become stronger.

Fish.

There is a good supply of fresh fish on the market, the weather being favorable for operations. Fresh cod and haddock fetch from 2 1-2c. to 3c. per pound, smelts 10c. per pound, halibut (frozen), 15c. per pound, and lobsters, alive or boiled, \$1.00 per dozen. These are retail prices.

Duty on Vegetables.

A delegation representing the farmers in the eastern part of Halifax County, appeared before the Tariff Commission at its recent session in this city and asked that a higher duty be imposed on American produce, at certain seasons of the year. They contended that perishable goods got into this port for little or no duty, and this injures their business. The farmers grow principally cabbage, peas, beans, tomatoes, squash, potatoes, beets, turnips, carrots, rhubarb and parsnips. These products are placed on the Halifax market, earlier in the season than the local grower can get them in, but their main objection was that when their own products are ready the market is so flooded with American stuff that they cannot find sale for theirs. They suggested a specific duty of 1 1-2c. per lb. on the vegetables referred to.

Mr. Fielding said he did not think this was feasible. He pointed out to them that the seasons in various parts of Canada differ, and a duty that might be of

a benefit to this part of the Dominion, might be an injury to some other part, referring particularly to the City of Toronto, where the consumption of American grown truck is very large. He failed to see why the growers here could not successfully compete against the Americans, stating that the latter have the extra cost of transportation, packing, and commission to pay, and the loss that is always more or less to accrue on perishable goods in transit.

Walter Allison, of John P. Mott & Co., representing the chocolate and cocoa industry of this province, asked for a different ruling regarding goods that are now coming into this market. He suggested that milk chocolate be classed as confectionery, and pay a duty of 20 per cent.

Daniel H. Campbell, grocer, Argyle street, has assigned to the official assignee. Mr. Campbell was an alderman for several years and last April he was a candidate in a three cornered fight for mayor, being badly defeated.

N. B. Markets.

St. John, Feb. 5, 1906.

We have passed the first month of the New Year. As January is a quiet month at best, and as with several, stock is not taken till the first of February, the business year may almost be said to begin with February. There is little of special interest. The low price of cream of tartar crystals has led to quite free buying. There is usually a fair trade in whole spice at this season. Pepper shows little change, being about an average price. Nutmegs keep extremely low; cinnamon rather firmer; cloves still high. Lately, ginger has shown quite an advance. Rice is firmer: in Patna rice higher prices are quoted. This grade while not largely imported is used altogether by the Chinese. The weather keeps extremely mild.

Oil.

In burning oil no change in price reported. The season's business has been large; it is now more quiet. Lubricating oils are being pushed by the trade; the outlook is just fair. This business depends very much upon the lumber output, and the lack of snow and cold weather is proving a great drawback of logging operations. Paint oils are high. The rapid advance in linseed a few weeks ago rather surprised the trade; many dealers were caught short. Turpentine is still extremely high. Cod oil is firm at full figures. The fishermen have received exceedingly good prices this season.

Salt.

In Liverpool coarse there are quite regular weekly arrivals and a steady sale for a fair quantity. Dealers are not inclined to store any more than is really necessary, preferring to import frequently and save the extra handling and carrying charges. Fine salt is largely out of season. Canadian at all times chiefly supplies the market, though

there is still a fair quantity of Liverpool factory filled imported.

Canned Goods.

Sales not large. Corn and tomatoes are being sold lower than the market situation warrants. Peas are low and full stocks held. Stocks in all lines are light. This is a limited market for fruits; peaches, strawberries, and apples the only large sellers. Blueberries, which are local packed, are dull this year. Apples are having rather improved sale. Oysters are firmer. Meats low. In domestic fish a fair stock of sardines; haddies and kippers light supply.

Green Fruits.

Business rather quiet. Apples dull, but for best stock high prices are asked. Oranges sell freely, chiefly Valencias. Fine Jamaicas still offered. Lemons quite low and but a fair sale. No cranberries. Good grapes firm. Bananas only a retail trade.

Dried Fruits.

California seeded raisins, on which the coast price was dropped two and a quarter cents, show an improved situation. Already prices show an advance and the market is considered a firm one. Our trade bought lightly, being exceedingly annoyed with the whole affair. The business in seeded raisins this season proved an entire failure unnecessarily. In prunes, market strong; small sizes scarce; business is bright. Apricots and peaches have little demand. Currants are firmer; sales light. Dates, while costing higher to import, are offered locally at quite low figures. Figs and peels are out of season. Evaporated apples are again rather higher; the extreme prices affect the demand. There is a fair sale for dried apples. In onions, just a fair sale; prices are unchanged.

Sugar.

There is nothing new; just a fair business; stocks are not large. In spite of the low price there is still a feeling that lower figures are not impossible.

Molasses.

The situation is one of interest. There is still quite a full stock of old Porto Rico here. Barbadoes market has opened at quite a full figure; the new so far received is fancy, and there is some difference of opinion in regard to the duty it shall pay, as some hold it to be syrup.

Fish.

The mild weather of the past week has much affected the fresh fish business. Full prices, however, are still asked and the return of cold weather again brings activity. Dried fish, while quiet is still high. Stock of pickled herring small and prices rule high. Smoked continue to strengthen in price. The demand for finnan haddies hardly as active.

Flour, Feed and Meal.

In flour prices unchanged; a steady business. Oatmeal is lower and unsettled. Oats are held at quite full figures. Cornmeal continues low. Beans quiet and little changed. Yellow eyes low. Barley dull. Little call for split peas. In seeds prices rather firmer.

Table listing prices for Pineapples, Raspberries, Strawberries, Beans, and other items.

VEGETABLES.

Table listing prices for various vegetables like Beets, Corn, Peas, Succotash, and Tomatoes.

Table listing prices for Salmon, Fraser River sockeye, and other fish products.

Table listing prices for Pork and beans (V.C.P. Co.), and other meat products.

Table listing prices for Soups (Van Camp's), Boneless chicken, and other food items.

Table listing prices for Canned chicken (Man. Can. Co.), turkey, and other products.

Table listing prices for Corned beef, Roast beef, and other meat products.

Table listing prices for Potted meats, Veal loaf, and other food items.

Table listing prices for Ham loaf, Chicken loaf, and other products.

Table listing prices for Lunchonque, Sliced smoked beef, and other items.

Table listing prices for Chipped, Sliced bacon, and other products.

Table listing prices for Corned beef (Clark's), Lobsters, and other items.

Table listing prices for various types of sugar and molasses.

Table listing prices for Syrups and Molasses, including Crown Brand and Kairomel.

Table listing prices for Barbadoes molasses, New Orleans molasses, and other products.

Table listing prices for Porto Rico molasses, Blackstrap, and other items.

Table listing prices for various types of sugar and molasses.

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Table listing prices for various types of sugar and molasses.

Coffee—Green Rios are scarce and hard to obtain and consequently local prices are advancing. We quote:

Table listing prices for various types of coffee like Whole green Rio, Standard Java, and Mocha.

Cocoa—Prices are quoted locally as follows:

Table listing prices for various types of cocoa like Epps, Fry's, and Mott's Soluble.

Chocolate—Quoted as follows:

Table listing prices for various types of chocolate like Baker's unsweetened and Menier.

Marmalade—We quote:

Table listing prices for various types of marmalade like Marmalade (C. & B.) and Upton's.

Jam—Prices continue as follows:

Table listing prices for various types of jam like C. & B. jams and Upton's jam.

Tea—Quoted as follows:

Table listing prices for various types of tea like Congous, S.G.P., and Ceylon.

Foreign Dried Fruits—All California dried fruits are firmly held at present in sympathy with a strong market at the coast.

As was mentioned in these columns some weeks ago, the market in several lines of dried fruits has been practically cornered at the coast by two or three houses and the inevitable result is seen in advancing prices. Local stocks of most California dried fruits are light and there is a brisk demand. Prunes are likely to be advanced almost immediately in view of California advices and the big local demand due to the high price of evaporated apples. We quote:

Table listing prices for various types of dried fruits like Sultana raisins, Table raisins, and Valencia raisins.

Table listing prices for various types of prunes, currants, figs, and other dried fruits.

Candied Peels—We quote:

Table listing prices for various types of candied peels like Lemon, Orange, and Citron.

Nuts—We quote:

Table listing prices for various types of nuts like Almonds, Filberts, and Walnuts.

Spices—Prices are quoted as follows:

Table listing prices for various types of ground spices like Pepper, Cayenne pepper, and Cloves.

Whole Spices:

Table listing prices for various types of whole spices like Black pepper, White pepper, and Cinnamon.

Rice, Tapioca and Sago—Rangoon rice has been advanced 1-4c. per lb., the lower price quoted below being for large quantities.

Table listing prices for various types of rice, tapioca, and sago.

Pot and Pearl Barley—Still quoted as follows:

Table listing prices for various types of pot and pearl barley.

Evaporated and Dried Apples—As noted last week, evaporated apples have been advanced to 11 3-4c. per lb. in 50-lb. boxes, with an advance of 1-2c. per lb. for the 25-lb. boxes.

Table listing prices for various types of evaporated and dried apples.

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

Woodenware—We quote:

Table listing prices for various types of woodenware like Butter tubs, Butter wire hoops, and Wash tubs.

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R CURRENT WEEK.

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Laundry.

DOUBLE
STRENGTH.

Sold in
Sifting Top
Boxes.

Sawyer's Cryst-
al 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.

Blue Co.
reet,
MASS.

Mrs.
SON, Agents
Scotia

SHARE

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ALBERTA?

our services.
Correspondence Solicited.

JOHNSTON
ants and Brokers

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WINNIPEG, MAN.

Don't Starve Your Business

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

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

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

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

The Canadian Grocer Montreal - Toronto - Winnipeg



MAPLE SYRUP

MR. SMALL has taught many to sing
"Pure Maple Syrup"

He can teach you, Mr. Grocer. When you are heart and pocket sick of handling flavored and compound mixtures, then demand

SMALL'S Brand
of your jobber, or write direct to the

Canadian Maple Exchange
Montreal

They put up PURE Goods ONLY.
Established 1881
Highest awards the world over.

Mild Cured Hams
Choice Breakfast Bacon
Long Clear Bacon
Pure Lard

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

Canned Meats

Drop us a line for Price List.

THE PARK, BLACKWELL CO.
 PORK AND BEEF PACKERS LIMITED
TORONTO

TELEPHONE M 3960

BUTTER

If you have Butter to Sell, we can dispose of it for you promptly and at good prices.

If you want to Buy Butter, we can give you extra choice stock.

DAIRY or CREAMERY
ROLLS or SOLID

Prices are right, Quality is right.
 Send us your orders.

F. W. FEARMAN CO.,
 HAMILTON LIMITED



**Brains Rule This World,
 Packers with Brains**

— at —

**Grande Pointe
 Manitoba**

... Pack ...

CORNED and ROAST BEEF
 1 and 2-lb. Tins.

**BONELESS CHICKEN
 BONELESS TURKEY**
 1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

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THE MANITOBA CANNING CO., LIMITED
 GRANDE POINTE, MANITOBA

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

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:

Prompt shipment and one quality, namely, the best

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

73-75-77 Colborne Street

Toronto.

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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

There is no change in the cheese market. British markets are reported dull and a shade lower in prices. Our market is very quiet in consequence, and, while some holders feel like unloading, the quantity actually for sale in Canada is so very limited that nobody seems to worry, and as a rule the goods held here are not pressed on the market for sale. It is firmly believed that every box of cheese on this side of the Atlantic will sooner or later be wanted and that prices will again advance when new orders are received.

The convention of the District of Bedford Dairymen's Association at Cowansville was a successful and most interesting one.

Cowansville was the objective point of a large number of men foremost in the dairying industry in the eastern section of the Dominion, and the opening of the annual convention of the District of Bedford Dairymen's Association found the town hall, in which it was held, packed to the doors. The gathering was representative of the producing, the manufacturing and the shipping interests, which, while divergent in their outward character, are, as was pointed out by a speaker, united by a common commercial bond, national in its scope, in the effort to establish Canada's claim to the premier position in the dairy industry among the nations of the world.

The addresses were by leading Ontario and Quebec experts. They embodied the impressions gleaned by close observation of conditions both at home and abroad, and from the interchange of ideas far-reaching beneficial results can scarcely fail to follow.

In the composition of the gathering was a large proportion of leading agriculturists of the district, which includes the counties of Brome, Missisquoi and Shefford.

The meeting was addressed by Hon. Sidney Fisher, Dominion Minister of Agriculture, Hon. A. Tessier Provincial Minister of Agriculture, and Hon. J. C. McTorkill.

Among the notable speakers was Professor J. W. Robertson, formerly the Dominion Dairy Commissioner and now the head of the Macdonald College at St. Anne's. He outlined particularly the importance of agricultural education and remarked that Hon. Mr. Fisher and his departmental policy had been responsible for the turning of the tide of prosperity in the Canadian Northwest. The assistance lent to creameries had been a large factor in the development, and the tide of immigrants had flowed in rapidly from across the American border.

Mr. J. A. Ruddick, the Dominion Dairy Commissioner, in his address gave in a most entertaining manner his impressions during a recent trip to Europe. In making the trip, he explained in his opening remarks, he had three objects in view, first to study the markets

and general conditions of the dairy industry, second the methods of manufacture, and third the advertising of Canadian products in the British market.

As a matter of fact, he said, we have had very little competition in supplying Britain with Cheddar cheese, and probably take too much credit to ourselves for the building up of our present trade. He believed that we should adhere strictly to the type of product for which we had built up our market. He outlined his impressions with regard to the processes of manufacture in vogue in the countries he had visited. Investigating as to the reason why cheese of Scotch manufacture was selling at one and one-half cent per pound more than that of Canada, he expressed the opinion that the secret rested entirely in the thoroughness with which the milk production was managed, the proper aeration being an important feature. The Germans, he observed, are not at present exporting the large quantities of butter to the English market as was formerly the case, but were importing largely from Denmark. He did not see that we had any occasion to cater to the German market. He had been very kindly received at the different places he had visited in the United Kingdom and had been convinced of the great advantage of keeping closely in touch with the conditions of the dairy market there.

THE PROVISION SITUATION.

The provision situation, which has been one of uncertainty for some time, is now showing indications of reaching a basis as regards the markets. Live hogs have at last not only reached a limit in price, but have made a definite downward movement.

It is easily understood that those farmers who had hogs among their stock would endeavor to secure the market at high water mark, and packers on their side would try to secure as many as possible to keep their hands employed. Under these conditions prices advanced abnormally and reached a point at which it was impossible to obtain adequate returns. An additional feature and one not altogether unexpected, made its appearance in the form of a decline in value of Canadian bacon on the English market.

It has been pointed out on several occasions in The Grocer that there is a point at which, when reached, export trade would receive a check. It would appear from reports as though this point is about reached and that dealers on the other side are finding it more profitable to leave it alone. It is the consumers, the British public themselves, who really decide the fate of the market. Canadian bacon will sell well and hold its own, on a certain basis, but beyond that it is passed over in favor of the home grown article, such as "Denney's."

The quality of hogs arriving has been anything but satisfactory for bacon purposes, and dressed hogs have in consequence dropped in value. Packers are disposed to show a good deal of discrimination just now; it is felt they can afford to, seeing that the question of profit on their part is far removed, the main idea being to hold just sufficient trade to keep things moving. It must be some considerable time before business assumes normal conditions.

OUR LONDON LETTER.

By Our Own Correspondent.

January 26, 1906.

During the past week the produce markets have continued on a very quiet basis, and there is very little change to report.

Butter.—In the early part of the week, there were some signs of renewed activity in the demand for colonial butter, but sellers were doomed to disappointment. Trade became quieter even than before, and a further reduction of 2s. per cwt. has taken place. Heavy arrivals of colonial butter, together with a serious drop in the Copenhagen official quotation—an event which invariably unsettles the market—has been responsible to a great extent for the further reduction in price. Ruling quotations, however, are still from 4s. to 6s. higher than at this time last year.

Cheese.—The market has been somewhat quiet for both Canadian and New Zealand cheese, and sellers are inclined to ease off to the extent of 1s. per cwt. Their position is evidently not so strong as they would have retailers believe. For "choicest" Canadian, 63s. and 64s. is being realized, New Zealand being 1s. below this price. A glance at statistics shows that arrivals of Canadian cheese on this market are almost on a level with the consumption. The stock in warehouse on the morning of January 1 was 117,510 boxes, on the 25th it stood at 113,460 boxes, the receipts between these two dates of Canadian cheese being 66,836 boxes.

Bacon.—The demand has been very slow, and the market is in a very weak position as far as transactions are concerned. Continued shortage, however, has had the effect of keeping prices up, and the market therefore remains practically unaltered. Irish killings have been somewhat smaller this week than last and arrivals from the continent have figured at 9,273 bales. There does not seem any prospect of immediate improvement.

The trade here is watching with considerable interest the Act which has lately been passed by the Legislative Assembly of Victoria. (There can be no

doubt that when its provisions are put into force, this ruling will be decidedly beneficial to importers here, and will have the effect of stimulating the confidence of buyers on this market in the dairy produce of Victoria. As readers of The Canadian Grocer are doubtless aware, in 1898 the Government of that colony had already provided for the testing and examination of butter and cheese intended for export, and each package received the Government stamp. Up to the present, there has also been an optional system for the grading of produce from that colony, but the provisions of this new Act are altogether more stringent and calculated to be even more beneficial than anything hitherto done in this direction. Without going deeply into the various rulings of this new Act, it might be mentioned that in-

spectors are to be appointed by the Government with specified duties, such as the strict supervision of dairy farms, the careful examination of cattle and continual watchfulness over the sanitary condition and cleanliness of all factories and dairies where produce is turned out. Arrangements are made for the isolating of such cattle as are found ailing in health, and also for the licensing annually of all creameries, dairy farms and butter factories. It appears that modern dairies are to be erected in each municipality and careful attention is to be given to the grading of various kinds of produce.

It is provisions such as these which go so far to improving a country's export trade, and Canadians cannot do better than adopt a similar policy, particularly in the matter of grading.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market is firm. Packers have had somewhat better offerings of live hogs, and a slightly reduced price is noticeable. This is due to the weak demand for Canadian bacon from the United Kingdom. Prices generally are well maintained in dressed hogs. In bacon and ham a steady business at unchanged prices is reported.

Lard, pure tierces	0 10 1/2
" " 56-lb. tubs	0 11
" " 20-lb. pails, wood (10 1/2)	0 11 1/2
" " cases, 10-lb. tins, 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 07 3/4
" " 1-tierces, per lb.	0 08
" " 60-lb. fancy tubs	0 08
Cases, 20 3-lb. tins, per lb.	0 08 1/2
" " 12 5-lb. tins "	0 08 1/2
" " 6 10-lb. tins "	0 08 1/2
20-lb. wood pails, each	1 65
20-lb. tin pails, each	1 55
Wood net, tin gross weight	
Canadian short cut mess pork	\$20 00
American short cut clear	19 00
American fat back	19 00
Breakfast bacon, per lb.	0 14
Hams	0 12 1/2
Extra plate beef, per bbl.	11 50

Cheese.

The cheese market maintains its firm tone, with business dull. Exporters report more inquiry from abroad, but little actual business of any account passing. The English market continues strong. Prices remain around 13 to 13 1/2c.

Butter.

There is no radical or important change in the butter market, although the cold weather prevailing during the past and present week has created a better feeling among dealers. There is no change, however, to report in prices since last quotations. The report from exporters is that the United Kingdom markets show an improvement, although little business is done as yet by cable.

Choice creamery	0 23
Finest creamery	0 22 1/2
Good to fine creamery	0 21 1/2
Western dairy	0 20
Manitoba dai y	0 19 1/2
Fancy Townships	0 23 1/2
Fresh dairy tubs	0 20
Fresh rolls	0 21

Eggs.

The egg market continues dull. The cold weather prevailing does not show any appreciable effect on the market. Receipts are light, but ample for local requirements. Fresh eggs are in fair

supply despite the cold weather. Dealers, however, think that a continuance of same will have its effect and look for better prices next week.

Cold storage	0 16 1/2	0 18
Pickled	0 16	0 17
Selects	0 20	0 21
Fresh laid, guaranteed	0 24	0 25

TORONTO.

Provisions.

The only feature of interest since our last report is a decided decline in prices for live hogs, and a weakening in values of dressed hogs. This has probably come in the nature of things. It could not be expected that the high prices ruling of late could maintain. The prices left the packer without possibility of profit. Mutton and lamb have advanced one cent. Other prices remain unchanged.

Long clear bacon, per lb.	0 11
Smoked breakfast bacon, per lb.	0 14
Roll bacon, per lb.	0 11
Small hams, per lb.	0 13 1/2
Medium hams, per lb.	0 13
Large hams, per lb.	0 12
Shoulder hams, per lb.	0 10 1/2
Backs, per lb.	0 16
Heavy mess pork, per bbl.	18 00
Short cut, per bbl.	21 50
Shoulder mess pork, per bbl.	14 50
Lard, tierces, per lb.	0 10 1/2
" " tubs "	0 10 1/2
" " compounds, per lb.	0 07 1/2
Plate beef, per 200-lb. bbl.	12 00
Beef, hind quarters	6 50
" front quarters	4 50
" choice carcasses	6 00
" common	3 50
Mutton	0 08
Spring lamb	0 11 1/2
Veal	0 10
Hogs, street lots	9 00
" dressed, car lots	8 50

Cheese.

The cheese situation continues an exceedingly strong one. In country points makings are practically for local consumption, very little finding its way into the open market. With storage stocks held by large dealers, and foreign markets reporting holdings as below previous estimates, there appears every prospect of continued strength.

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

Butter.

There is no new feature to report. Arrivals continue to be satisfactory and

many factories are well settled down to straight work. Large dairy rolls are coming in in plenty and showing good quality for the season. Demand has been good and prices remain steady, with quotations slightly easier in rolls.

Creamery prints	Per lb.	0 25
" " solids, fresh		0 23 1/2
Dairy prints	0 21	0 22
" " in tubs	0 18	0 20
" " large rolls		0 20

Eggs.

Egg stocks, both pickled and cold storage, are nearly depleted. New laid have been slow to arrive, owing to the return of cold weather. Demand continues good, and prices for N. L. have made a temporary advance of 2 cents.

New laid eggs, per doz. (nominal)	0 23
Fresh	0 19
Pickled	0 25

WINNIPEG.

Butter.

Owing to mild weather the supply of fresh creamery has increased and prices have declined one cent. per lb.

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

Supplies of dairy butter are increasing owing to milder weather, but the quality is generally poor. Buying price is about 19c. delivered in Winnipeg.

Lard.

Quoted as follows:

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

Cheese.

Quoted as follows:

Finest Ontario, large	0 14
" " Manitoba, large	0 13 1/2
" " twins	0 14
" " small	0 14

Cured Meats.

We quote:

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 15
Backs, " " "	0 14
Picnic, " " "	0 09 1/2
Hams, sugar cured, assorted sizes	0 13
" " heavy, 20 to 30	0 12 1/2
" " assorted sizes	0 09 1/2
Shoulders, " "	0 08 1/2
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 14
" " Wiltshire sides	0 15 1/2
" " spiced rolls, long	0 10
Manitoba butts	0 09 1/2
" " skinned	0 10
" " boneless and rolled	0 11
" " rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11
" " " smoked	0 12
" " " boneless backs	0 12
Shoulders " " "	0 08 1/2

BARREL PORK.

Heavy mess pork, boneless, per bbl.	17 00
" " " smoked, per 1/2 bbl.	9 25
Standard mess pork, per bbl.	16 50
" " " " per 1/2 bbl.	9 00

PICKLED GOODS (COOKED).

Pig's feet	80 lbs.	40 lbs.	20 lbs.	15 lbs.
	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet, pickled spare ribs, not cooked, per lb.				0 04
" " hocks				0 04

Eggs.

Local produce houses are paying 25c. per dozen for new laid eggs delivered in Winnipeg.

In barrel prices are offered. In less very du lard is offer is under Ca ket. Refined steady sale. Limited sale. Beef continu hold at a fi Pork continu Mess pork, per bbl Clear pork, " Plate beef, " Domestic beef, per Western beef, " Mutton, " Veal, " Lamb, " Pork, " Hams, " Rolls, " Lard, pure, tubs, " pails, " Refined lard, tubs " pails

Prices are freely offered quality there

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

As in but more anxious price has be

Eggs, strictly fresh Eggs, fresh .. case stock ..

There is high prices l doubtful if a Large cheese, per Twins.....

SAD DEAT

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ST. JOHN, N.B.
Provisions.

In barrel pork but a limited sale. Prices are high. Very little domestic offered. In beef, values unchanged, business very dull. While a little Canadian lard is offered, American, though high, is under Canadian and supplies the market. Refined lard is low, price firmer, a steady sale. Smoked meats are high, a limited sale. Fresh meats rather quiet. Beef continues low. Mutton and lamb hold at a fair price. Veal is scarce. Pork continues high.

Mess pork, per bbl	\$19 50	\$21 00
Clear pork, "	18 50	20 00
Plate beef, "	13 50	14 75
Domestic beef, per lb.	0 05	0 06 1/2
Western beef, "	0 09	0 09 1/2
Mutton, "	0 06 1/2	0 07
Veal, "	0 07 1/2	0 08
Lamb, "	0 09	0 10
Pork, "	0 09	0 09 1/2
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11	0 12
" pails, "	0 12	0 12 1/2
Refined lard, tubs	0 08 1/2	0 08
" pails	0 08 1/2	0 09 1/2

Butter.

Prices are rather lower. Stock is more freely offered. As usual, for gilt edge quality there is a good demand.

Creamery butter	0 25	0 28
Best dairy butter	0 22	0 24
Good dairy tubs	0 20	0 22
Fair "	0 18	0 20

Eggs.

As in butter, prices lower. Holders more anxious to sell, feeling the top price has been reached.

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

Cheese.

There is but a limited supply. The high prices have affected the sale. It is doubtful if any higher prices are quoted.

Large cheese, per lb.	0 13 1/2	0 13 1/2
Twins	0 13 1/2	0 14

SAD DEATH OF A CHEESE MAN.

It is with the greatest regret we have to report the untimely decease of Mr. H. W. Derbyshire, of Leeds, Ontario. The circumstance of his death is a particularly sad one. He was unfortunate enough to have his house and cheese factory destroyed by fire during the last few days, and whilst battling the flames he contracted a cold, which developed into pneumonia, from which he died. He thus leaves his wife and young family homeless. Mr. Derbyshire was quite a young man, being only 35 years of age, and his loss will be greatly felt by the surrounding district, where he was one of the leading cheesemakers.

A POINTER FOR TRAVELING MEN.

Traveling men, who spend a great deal of time on trains and in hotels, and who get wearied of the ordinary run of newspapers and magazines, will find the Busy Man's Magazine very refreshing. This periodical is unique in the periodical field. It is more than a magazine—it is a score of magazines all in one. Like the composite photograph of a hundred authors, the Busy Man's Magazine is a composite publication of a hundred periodicals. It culls the best from them all, and presents it in an appetizing and invigorating form. Every travel-worn commercial man should try this new remedy for the weariness of the road.

CLARK'S Concentrated SOUPS

This line is labeled in our usual attractive style.

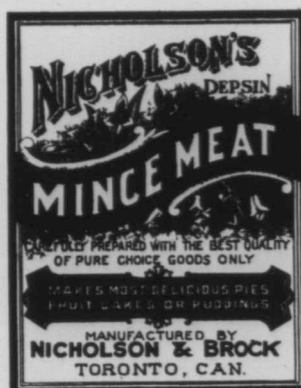
Quality right, each tin contains 6 portions and

retails at 10 cents per tin. We pack a

number of different kinds.

ALL THE WHOLESALE
TRADE CARRY THEM.

They're Sellers!



Spices Are Important

Only the best spices are used in

Nicholson's Mince Meat

which accounts for that "different" flavor. You should order Nicholson's Mince Meat for this "superiority" alone.

Continuous sellers:

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

NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

SALT SALT

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

G. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

SAUSAGE

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

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

FREE TO BUTCHERS—Send a postal card

with your name and address, and I will be pleased to enter your name on my list of customers, and send you free, postpaid, from time to time, as issued, my *Hide Bulletins*, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crockings, etc.

C. S. PAGE, Hyde Park, Vt.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now, for delivery later,

Pay You

it will

WALTER WOODS & CO.

Hamilton and Winnipeg.

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

BUSINESS AND ASSOCIATION MEETINGS

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

HAMILTON RETAIL GROCERS.

The Hamilton Retail Grocers' Association held its regular meeting on February 1, with the president, W. Smye, in the chair, and a good attendance. Five new members were accepted. Joseph Kirkpatrick, one of the oldest and most active members, who has retired from business, was elected an honorary member. Progress was reported re the collection of accounts. The oil question was discussed, some members stating that they were buying the one grade of oil, and their customers complain the quality is not regular. An effort will be made to place the blame where it belongs.

FIRST MEETING OF CANADA STARCH CO.

The organization meeting of the recently incorporated Canada Starch Company was held in Montreal on the 2nd inst., at the office of the Edwardsburg



F. H. Mathewson,
Elected President Montreal Board of Trade.

Starch Company in the London & Lancashire building. The incorporators were all present, and others representing the several interests forming the new company.

The by-laws were passed and the board of directors was decided upon as follows: Geo. F. Benson, Wm. Strachan, Chas. R. Hosmer, Hon. Robt. Mackay, Wm. R. Miller, all of Montreal, representing the Edwardsburg Company; Lloyd Harris and Joseph Ruddy, of Brantford, representing the Brantford Company; Hon. J. R. Stratton and Jas. J. Warren, of Toronto, representing the bondholders of the Imperial Company.

The following officials were also appointed: Geo. F. Benson, president and managing director; Wm. Strachan, first vice-president; Lloyd Harris, second vice-president; Joseph Ruddy, secretary-treasurer, and Hugh McArthur, assistant treasurer at Cardinal. Mr. Alfred P.

Murray retains charge of the selling department in Montreal. All interests are therefore well represented on the new board, and the present staffs of the Edwardsburg and Brantford companies will probably be retained.

Although a large portion of the issue of \$1,250,000 preferred stock goes to the owners of the various properties, yet we are informed that a considerable portion of it is to be held in the treasury and not issued at present, and the same remark applies to the common stock.

TORONTO GROCERY CLERKS.

The next regular meeting of the Grocery Clerks' Association will be held in their lodge room on Tuesday, February 13. It is to be hoped that all clerks will make an effort to be present, as there will be a debate on "Which is more profitable to the grocer, strictly cash business or cash and credit?"

CAMPBELLFORD.

The annual meeting of the Campbellford Board of Trade was held on Monday evening, January 29. The board has practically succeeded in its movement, started a year ago, for incorporation of the village as a town. The election of officers resulted as follows: President, E. C. West; vice-president, J. A. Stewart; treasurer, W. B. Archer; secretary, H. F. Skey. Council—C. L. Owen, A. A. Mulholland, F. J. Golden, J. A. Reesor, A. B. Coleville, Dr. J. Macoun, J. C. Fawlds, R. Lawry, D. J. Lynch, Dr. F. H. Scherk and J. B. Ferris.

CHATHAM, N.B.

The annual meeting of the Chatham Board of Trade was held Saturday, January 27 Governor Snowball, president, in the chair.

A letter from the Halifax Board of Trade asking this one to join in a memorial to the Government for a subsidy for a steel building plant was read. On motion of J. L. Stewart it was decided to grant the request.

A letter was also read from the secretary of the Montreal Board of Trade asking the Chatham board to co-operate with it in having a conference of Canadian Boards of Trade in Montreal next Summer. W. B. Snowball moved that this board co-operate with Montreal in holding a conference, and appoint the secretary as a delegate to same, which, after discussion, was adopted.

In reporting the work of the year the secretary expressed his opinion that it had not been without beneficial results to the country. Action had been taken in regard to freight rates, subsidy for the Miramichi Steam Navigation Company, and dredging wharf at Oak Point. The moving of the I.C.R. station into town, and the building of a drill hall had not yet been attained. There were 37 members of the board. The treasurer's report was adopted.

Secretary Nicol refused to be re-appointed.

The following are the officers for 1906: W. B. Snowball, president; D. P. MacLachlan, vice-president; W. L. F. Wel-

don, secretary; V. A. Danville, treasurer; J. F. Benson, auditor. The council and board of arbitrators were re-elected except that J. F. Benson was substituted for another member.

CHARLOTTETOWN.

The annual meeting of the Southern Board of Trade was held in McKinnon's Hall, Montague. The usual reports were presented and the following officers were elected for the ensuing year: President, W. L. Poole, Montague; vice-president, T. W. McDonald, Georgetown; secretary, George S. Inman, Montague. Council: A. P. Prowse, G. A. Poole, F. G. Boyer, W. W. Jenkins, A. C. McDonald, Nathaniel McLaren, Horatio Nelson, D. C. Morson. Board of arbitrators—G. A. Thompson, D. G. Cameron, M. C. McGowan, John J. McDonald, P. D. Bowlan, D. L. McGregor, J. W. Carruthers, D. L. McKinnon, Maynard McDonald, George Poole, A. J. McDonald, Capt. Hugh McPhee.

FORT ERIE.

The annual meeting of the Fort Erie Board of Trade was held on Friday



L. E. Geoffrion
Of L. Chaput, Fils & Cie., Grocers' Section Montreal Board of Trade.

evening, January 26, a large and enthusiastic meeting being held. Officers were elected for the ensuing year as follows: President, Mr. Dougall; vice-president, Wm. Dukes; secretary, S. Stilling; assistant secretary, W. E. Hunt; treasurer, W. B. Seaton. Bright speeches were made by Messrs. Montgomery, Matthews and Seaton. The new planing mill industry was spoken of as a certainty, and the patent plaster factory is considered likely to come.

MONTREAL.

One of the most exciting elections in the history of the Montreal Board of Trade was that by which the officers for 1906 were chosen. The total vote was 734, the largest on record, and the greatest interest was manifested in the results, which were announced at noon on Wednesday, the 31st ult.

The following are the successful candidates: President, F. H. Mathewson, by acclamation; first vice-president, Geo.

Coverhill; se
Diamond, b
C. B. Esdaile
Robertson, J.
Geo. L. Cains
H. A. F
G. A. Kohl,
Campbell, J.
arbitration—
I. Gear, E. E
Diamond, R
Kings, R. M
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**CHINA
CUTLER
LAMP**

If you want
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Permanent Value

Unchanging quality is a factor for continuous sales when it means that the quality that never changes is the best.

In the manufacture of the leading breakfast food



Orange Meat

the high quality standard is followed unfalteringly. That is the reason

Orange Meat sells readily,
Orange Meat gives satisfaction,
Orange Meat yields profits,
Orange Meat means health.

You can conscientiously recommend

Orange Meat

because the price is right, the weight is right, the quality is right, and as regards yourself, the Profits are Right. Remember **Orange Meat** is made in Canada from the finest Canadian wheat, in the cleanest plant, by the best process.

Always keep a supply of **Orange Meat** on hand.

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

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

There is little of interest to report in the general situation. At Montreal, trade has been particularly slow in both flour and grain with prices weakening in sympathy. At all points trade lacks vim and interest. The improvement in demand from the Maritime Provinces has been but slight and mainly only a carlot at a time.

Export inquiries for flour are good, but very little actual trade results, offerings being at too great a parity. There is a feeling among dealers that the English brokers are really in need of the flour, but are holding back as far as possible for lower markets. On the other hand dealers here are not anxious to shade prices, as there are not over much available supplies.

Whilst actual export flour trade is indifferent, it cannot be said that this is so with the grain export. Grain has been making fair headway, and at prices which are comparatively better than can be gotten for flour. There is no doubt that the science of wheat blending is better understood in England, and thus they are enabled to better discriminate in buying wheat, and give better prices for wheat answering their requirements.

The cereal trade is somewhat unsatisfactory, markets are being loaded with cereal grains, and consequently prices have materially lowered. There is not a big outside demand; export is making next to no inquiry for oats or oatmeal. The domestic trade is more than supplied and cereal foods are by no means active, so that the marketing of any bulk stocks at the present moment can only act disastrously to the holder.

RICE FAMINE IN N. JAPAN.

"In Miyagi Ken (a province of Northern Japan) more than one-third of all the people, and in three ken some 700,000 people, out of a population of 3,000,000, are already on the official lists as paupers, and unless looked after by village, town and city officers, many of them will soon die of hunger."

The above is a statement made in a public letter by William Lampe, chairman of the Foreign Committee of Relief in Japan, which has just reached this side of the Pacific by the liner Aragonia. The committee is doing all in its power to remedy a situation at all times difficult, but this year made many times more so because of the recent war between Japan and Russia.

Unfavorable weather conditions brought on a rice famine in North Japan, and a rice famine there is even worse than a potato famine in Ireland, at any time, because rice is to the Japanese

even more of a staple than the potato to the Irish peasant. But this year the flower of the peasantry was with the army in the field, and those at home were unable to get to the full even what poor returns the land would provide in such a year. In his open letter, Mr. Lampe states:

"The rice crop of Japan this year is 17 per cent. below that of the average year, and only three-fourths of last year's crop, which was, however, a phenomenal yield. The shortage of 17 per cent. means a loss of 84,000,000 yen to the farmers. (Gold and silver yen are practically the equivalent of the American gold and silver dollars.) If this loss were distributed evenly throughout the length and breadth of the land, few foreigners would know of it, except those interested in statistical tables. Much more than one-third of this loss is in the three ken, Miyagi, Fukushima and Iwate.

"Miyagi Ken, the worst of all, because of the failure of the rice and other crops, has suffered to the extent of 18,000,000 yen, about 20 yen to every man, woman and child, or more than 100 yen for every family in the ken. Rich people, merchants in the towns and certain others, will not feel this directly. The middle class of farmers, who rely on the rice harvest for the support of their families, must sell or mortgage their land. The lower middle class, who farm rented land, have no crop and no land to sell. Officials say that this will be one of the hardest classes to help. For these people, accustomed to work in the fields, only coolie labor can now be found. Many of them, however, have clothing or some article of household furniture. These must be sold to eke out a living until next Summer.

TO BUILD AT VANCOUVER.

Mr. George Easterbrooke, founder of a large flouring mill at Tweed, Ont., has arrived in Vancouver for the express purpose of starting flouring mills in that city, if he can secure a suitable site at any reasonable figure.

Mr. Easterbrooke is no novice in the milling business, having been engaged in that industry for many years, during which time he has met with success. He was in Vancouver about a year ago, and at that time looked over the ground and investigated for himself the possibilities and facilities for the operation of flour mills in the city. So much taken up with the outlook was he, that he returned to his home in Ontario and sold out his interests there. Having disposed of his property in the east, he is now in a position to devote his time to affairs on the coast, and it was with the intention of entering into the wheat grinding busi-



TRADE MARK.

SYMINGTON'S

High Pressure
Steam Prepared

PEA FLOUR

EASILY DICESTED.
For Thickening Soups, Gravies, &c.
Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat,
Herbs and other Seasonings.
Only wants the addition of Water.
Sold in 1 lb., ½ lb., and small Tins.
Mfrs: W. SYMINGTON & CO., L.D., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

A MONEY-MAKER

There's money in handling flour if you sell a reliable brand. Good flour gives your store a good reputation. That's one reason why

"Gold Crown" Flour

makes money for the grocer. Try it once.

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



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for it.

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

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

THE
DOW CEREAL
AND MILLING CO.

90 LBS



PILOT MOUND, MAN.

The reliable and well-known
BUFFALO BRAND

Clean and Sweet
MANUFACTURED BY

THE DOW CEREAL & MILLING CO.
Pilot Mound, Manitoba

NICHOLSON & BAIN, Winnipeg, Man.
Sole Sales Agents

Eastern
and

Western
Buyers

of

Car Lots
ROLLED
OATS

Wire or write us
for prices on

ness that he again came to Vancouver, providing he is successful in acquiring property suitable for the erection of flour mills.

NEW PROCESS TO MAKE FLOUR.

A process of dry cleaning of wheat has just been perfected by the head miller of the Sleepy Eye Milling Co., of Sleepy Eye, Minn., which has every promise of working a revolution in the treatment of wheat in flour mills all over the west. Well informed millers say it will probably prove the greatest achievement in milling when brought out since the roller process was introduced. It will cause a general revolution and sensation among millers. Not only has the dry process been in continuous practical and successful use for several months at the Sleepy Eye plant, but other mills in Minneapolis and in Canada have tried it, tested and accepted the new system.

AMERICAN RICE.

The State of Louisiana is attaining prominence of late by the quantities of rice grown on its western prairies. According to statistics, the United States is the fourth largest rice producing country in the world. Louisiana people say that if the American public was educated as to the real merits of rice as a food, it would largely supplant many of the breakfast foods now used.

**THE BEST
ADVERTISEMENT**

The very best reason you can give to your customers why they should buy **RALSTON HEALTH FOOD** is your own recommend. Have you tried it on your own breakfast table? That will settle the matter. You can sell it then. You can see the unbroken germs—the life of the wheat in every taste. So easy to cook—just five minutes.

We will be glad to have you write us about Ralston.

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The **MCLEOD MILLING CO.**, Limited
Stratford, - Ontario.

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

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

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

MONTREAL MARKETS.

Flour.

Another slump in price has developed this week, leaving the market very unsteady. The fierce competition in this dull season has been very hard on millers, and it is difficult to tell whether the end of the price-cutting war has yet been seen. This will depend very largely on the price at which wheat is held.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 50 per cent.....	2 00	2 10
Royal Household.....	4 00	
Glenns.....	4 20	
Manitoba spring wheat patents.....	4 05	
Strong bakers.....	4 20	
Buckwheat flour.....	2 10	

Grain.

About the only activity of the past seven days has been in oats, which have been in very fair demand at the same prices as last week. Otherwise the market is dull, with no change in quotations.

No. 4 barley.....	0 47½
No. 2 white oats.....	0 40
No. 3 white oats.....	0 38
No. 3 yellow corn.....	0 38
No. 2 peas, basis 78 per cent. points.....	0 80

Rolled Oats.

Another big cut in rolled oats has brought the price to rock bottom, unless the millers are quite disposed to disregard profits. The small mills have played havoc with the market, and many of the larger ones are quietly cutting prices in order to hold their business, so that there is no longer any combined effort to maintain prices.

Fine oatmeal, bags.....	2 20	2 30
Standard oatmeal, bags.....	2 30	2 40
Granulated.....	2 20	2 25
Roller oats.....	2 15	2 30
" 90-lb. bags.....	5 10	
" 50-lb. bags.....	2 45	

Feed.

The feature of the week has been the active selling of Ontario bran, at a good advance on last week's price. Offerings have been rather better than for some time past, and there was a lively demand, the figures generally ruling being \$18.50 per ton in car lots. As quotations to the retail trade are usually \$1.50 in advance of carload figures, we are changing our prices this week.

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

Hay.

The hay market is very dull. There are large supplies of No. 1 and No. 2 goods, and these obtain fair call. A serious congestion is reported from Portland, though it is expected that this will be relieved by the outgoing steamers this week. Reports from the United Kingdom indicate an unsettled market, owing to large supplies on hand and in transit.

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

TORONTO MARKETS.

Flour.

There is little improvement to report in trade conditions; demand is slow and uninteresting. Some competition has been going on in selling prices, apparently with the idea of stimulating

trade, with prices showing disposition to weaken. Export inquiries have been good, but moderate sales have been effected. The English markets are showing disposition to meet present quotations, and prices offered are much nearer dealers' ideas of value.

Manitoba wheat patents, per bbl. in bags.....	4 30	
Strong bakers.....	4 10	
Ontario wheat patents.....	3 60	4 00
Straight roller.....	3 50	

Grain.

Trade has not been over active since our last report; arrivals have been slow to come in. At outside points reports denote only fair deliveries at the mills, and tend to show that farmers are disposed to market only a portion of their grain, a good deal being held back for expected developments. In most lines prices have firmed up a little, as will be seen from quotations.

All on track Toronto.....		
Manitoba wheat, Northern No. 1.....	0 86½	
" " " No. 2.....	0 84	
" " " No. 3.....	0 84	
Red, " per bushel.....	0 78½	
White, " ".....	0 79	
Mixed " ".....	0 78	
Barley, No. 1, ".....	0 49½	
" No. 2, ".....	0 49	0 49½
" No. 3x, ".....	0 46	0 46½
" No. 3, ".....	0 34	0 34½
Oats, new, ".....	0 34	0 35
Peas ".....	0 79	
Buckwheat ".....	0 52½	0 53
Rye, per bushel, ".....	0 70	

Breakfast Cereals.

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

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

BUSINESS NOTES.

O. Mar, grocer, Blairmore, Alta., burnt out.
D. Sabourin, general merchant, Ottawa, Ont., deceased.
A. J. Reimer, general merchant, Rosfeld, Man., burnt out.
Bank of Hamilton have opened a branch at Swan Lake, Man.
Edward Johnson, grocer, Buckingham, Que., has sustained loss by fire.
W. J. Martin, grocer, Buckingham, Que., has sustained loss by fire.
Joseph L. Daoust, grain, coal, etc., St. Anne de Bellevue, Que., deceased.
H. Donohue, grocer, Montreal, Que., stock damaged by smoke and water, insured.
Neale & Crawford, grocers, Winnipeg, Man., have sustained loss by fire, insured.
J. D. Thompson & Co., general merchants, Buckingham, Que., stock damaged by fire.
R. E. Moore & Sons, general merchants and planing mill, Lion's Head, Que., have sustained loss by fire.
F. J. McNaughton, secretary of the R. D. McNaughton Co., Limited, general merchants, Moosomin, Sask., deceased.
McCully & Dempsey will erect a new creamery at Stratford, Ont., 40 by 60 feet, two storeys high, with basement, building to be ready by May 1.

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Ont., 40 by 60
with basement,
May 1.

Look Out For The Green Package

The Highest Grade Cereal Food in the World

EGG-O-SEE—The very newest thing in Canada. A cereal food, sold strictly on its merits, no premiums, no coupons, no deals of any kind.

EGG-O-SEE can therefore be sold at a fair price to the consumer and at the same time leave **a good profit for the retailer.**

That's one of the reasons why **EGG-O-SEE** has outstripped all the other cereals in the United States market. It is taking hold in Canada. Look out for the green package. It will soon be everywhere. Ask your traveller for **EGG-O-SEE**. Be first in your town.

RETURNED

MAR 2 1906

*J. Curran
cut out 47
page 14
to St.*

RETAILS
15
CENTS

2
FOR
25
CENTS

RETAILS
15
CENTS

2
FOR
25
CENTS



Our price to the retail trade
\$3.60 per Case of 36 Packages
Ex. Jobber's Store, in single case lots.
\$3.50 per Case, in 5-case lots or over
Freight paid to any point in Ontario, Quebec or Maritime Provinces.

Order now

Egg-o-See Cereal Co.

43 Scott Street, - Toronto

B. H. BLAKESLEE, Canadian Manager



RETURNED
MAR 2 1906

RETURNED
MAR 2 1906

McWILLIAM
Mc. AND E.
EVERIST

We have a sufficient number of cars rolling to insure your orders for Oranges being filled.

**Extra Fancy,
Fancy and Choice
Navels,
Fancy Mexicans,
Marmalade Oranges.**

WRITE FOR PRICE LIST

**California Celery,
Sweet Potatoes,
Grape Fruit,
Almeria Grapes,
Lemons, Bananas.**

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 reports which are coming to hand from various market points denote a general falling off in business, of more than usual significance. It is difficult to give a specific reason for this. Some attribute it to the generally unseasonable weather. A more probable reason, however, is that the demand at the close of the year was greatly in excess of the usual holiday consumption, which led to the rushing forward of Winter fruits before maturity, the result being dissatisfaction to the consumer, and a consequent fall in public favor. Certain it is that stocks are not over-abundant. Apples are notably short—in the British Columbia district are well nigh cleared up, in Winnipeg are commanding high prices, and at all eastern points are barely sufficient to meet moderate demand. Oranges, too, have been in only moderate supply, partly owing to holding back at primal points, so that whilst demand is slow, the bare markets are a feature which prevents the probability of any slump in prices.

The reports from California are more encouraging; weather is improving and the later despatches of fruit are showing most desirable quality.

The eastern lemon market is showing itself unsettled, and there are hints that stocks are not over plentiful. Prices this week are showing considerable strength and there is a possibility of higher values.

Beyond the points mentioned there is no feature of interest during week under review.

NOVA SCOTIA FISHING INDUSTRY

"One of the chief industries of the Province of Nova Scotia is fishing and its value to the different business interests of the province may be gauged roughly from the fact that in the last year for which we have figures the yield amounted to nearly \$3,000,000."

This is the statement of Mr. Frederick D. Hamilton, from Sydney, C. B., who is interested to a very great extent in the fish business in Nova Scotia.

"Halifax, of course, handles the larger proportion of the fish caught and during last year stuffs for foreign countries, which left that harbor, amounted to about \$4,000,000, which about represents the average annual turnover.

"Many Halifax men do business directly from Newfoundland and Labrador ports, which, of course, I cannot include in the shipments from Halifax, but it amounts to a considerable figure.

"St. John's, Nfld., ranks first, and Halifax second as the largest dried fish distributing centre in America.

"Halifax is also making rapid strides as regards the extension of this trade, and many of the Newfoundland fishermen find it more to their advantage to

sell their catch at our port than at their own port, and this movement has been greatly facilitated by the establishment of branch houses in Newfoundland.

"The fishing industry at Halifax is an old one, and dates back over half a century."

TO AMEND THE LAW.

A. E. Woolard, secretary of the Puget Sound Salmon Association, and manager of the Spring Salmon Fishing Company, is authority for the statement that the next Legislature will be asked to amend the weekly closed season law in order that the law may be fully enforced. According to Mr. Woolard, it has been impossible for the fish commissioner to enforce all the provisions of the law at all times during the past fishing season, on account of the weather conditions at different times.

EXPERIMENT IN FRUIT.

The executive of the Niagara Peninsula United Fruit Growers' Association had a meeting at St. Catharines last Saturday afternoon to take further steps towards requesting the Government to establish an experimental farm in the Niagara district. After a good deal of discussion as to where the farm should be located a resolution was passed asking the Government to locate the farm where suitable soil may be obtained, adjacent to good hotel accommodation and proper railway facilities.

B.C. FISH FOR N.Y.

In a few days now Nanaimo herring will be tickling the palates of the connoisseurs in the aesthetic homes of New York. The Nanaimo Fisheries Company have shipped a carload of its famous pickled herring to the metropolis. The fish, some 150 barrels in all, or approximately 50,000 pounds, is being taken by the steamer Squid to Vancouver to be loaded on train there. The shipment is the famous Scottish brand, put out by this company and which, although it has only been in the market a short time, is being much sought after, and commands a very good price. The firm originally put up the Viking and the Thistle brands, but it was found that the Viking brand was put up by a New York firm also, and that the Thistle brand was the name of a brand prepared by a Scottish firm.

SETON LAKE HATCHERY.

J. P. Babcock, the Fishery Commissioner for the Province of British Columbia, denies the report in Vancouver that the lake of salmon eggs in the Seton Lake hatchery will be a complete loss. Mr. Babcock said that there would be a considerable loss of eggs, but it would not be phenomenally large. In explanation the Fishery Commissioner said that there were employed of necessity during the season of taking the ova a large number of men, who

were absolutely necessary to men for their duties. necessarily so best results. been heavier been the case

AMERICAN

J. S. Larke, Agent in Australia of a cargo of bad shape. Those condemned a codlin moth sound remnant. Mr. Larke said the fruit was and that a applies by splendid shipment from disease.

FRUIT

Elwood Co expert and a missioner, is a company which h serving fruit revolutionize process will season, and M will take the lessening by ping California

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Arrivals of very light ti fruit district from picking. Messina bloo few days ago \$2.50 to \$2 throughout t our last repo Messina had or oranges Florida, c Tangerines Navels Dates, per lb. Bananas Cocoanuts, per bag Pineapples Jamaica grape fruit Apples Lemons, per box .. Jamaica oranges, p Almeria, e " Fancy " Choice Cranberries, N. S. Cape of Spanish onions, cas

Business is more so the

were absolutely untrained. He says also that in some instances it was found necessary to discharge some of these men for their inability to attend to their duties. With green men there was necessarily some trouble in getting the best results. The loss has, therefore, been heavier than would otherwise have been the case.

AMERICAN APPLES IN AUSTRALIA

J. S. Larke, Canadian Commercial Agent in Australia, reports the arrival of a cargo of apples on the Moana in bad shape. They were carried as a deck load. Those not rotten on arrival were condemned as infected by black spot codlin moth. After fumigation the sound remnant was sold at good prices. Mr. Larke says he understands most of the fruit was from the American side and that a cargo of British Columbia apples by previous steamer arrived in splendid shape and was passed as free from disease.

FRUIT PRESERVATION IN TRANSIT.

Elwood Cooper, a Californian fruit expert and a U. S. horticultural commissioner, is at the head of a new company which has a patent device for preserving fruit, which will, it is said, revolutionize the fruit industry. The process will be tried during the coming season, and Mr. Cooper predicts that it will take the place of refrigeration, thus lessening by one-half the cost of shipping California fruit to the east.

The object of the process is to arrest development or ripening of the fruit, which is to be delivered to the consumer at any point unharmed in color or flavor, and then go on just where it left off. The experiments are being made at Antioch. The fruit is placed in air-tight paper boxes, the air partially exhausted, and some gas, or combination of gases, is turned into the boxes.

MONTREAL MARKETS. Green Fruits.

Market conditions have not undergone any appreciable change this week. Trade is still extremely dull, and no great improvement is to be expected for a month or so.

Arrivals of Jamaica oranges have been very light this week, as rains in the fruit districts have prevented growers from picking. The first installment of Messina blood oranges came to hand a few days ago, and are selling at from \$2.50 to \$2.75 per half box. Prices throughout the list are the same as at our last report.

Messina blood oranges, half box	2 50	2 75
Oranges Florida, case	4 50	
Catharines	3 00	
Navels	3 00	
Dates, per lb.	6 00	6 00
Bananas	1 25	2 25
Guavas, per bag of 100	3 75	4 00
Pineapples	5 50	
Jamaica grape fruit, per box	4 00	5 00
Apples	2 25	5 00
Lemons, per box	2 50	
Jamaica oranges, per hbl	5 25	
Oranges, Almeria, extra fancy Longkeepers	7 00	
" Fancy	6 50	
" Choice	6 00	
Cranberries, N. S. nominal	2 00	
" Cape Cod	2 50	
Spanish onions, cases	2 75	

Vegetables.

Business is very quiet—if anything even more so than last week. Bad roads

"Bronco" Brand Navel Oranges

These eminently high-class Navels have stood the test of years, and are acknowledged by all, even competitors, to be the finest Redlands Fruit. 2 Cars Arrived this Week. 96s, 126s, 150s, 176s, 200s, 216s, 250s and 288s. High-colored, solid, thin-skinned, fine-eating fruit.

PORT LIMON BANANAS—Jumbo bunches. Big count, big fruit.

CALIFORNIA CELERY—A fresh car every 5 days. Sizes 6, 6½, 7, 7½ and 8 doz., \$4.75 per crate.

We can supply you from either place

TORONTO and HAMILTON

WHITE & CO., LIMITED

Wholesale Fruit, Produce and Fish

W. B. STRINGER

J. J. McCABE

They'll last a lifetime

While this is not exactly true it is about the only term that can be used to fairly convey the superiority of the keeping qualities of St. Nicholas Lemons.

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

Navels Higher, but Much Better Quality

Although higher in price, Navels are arriving much improved in flavor. Well worth the extra cost. We have one car "Sky-high" brand, due Feb. 9th, and one car "Camellia" and "Herald" brands, due Feb. 14th. Send in your orders. We always have the goods.

The F. T. JAMES COMPANY, TORONTO

33 Church St., 76 Colborne St.

We have just received carload each

MARMALADE ORANGES—\$2.50 per box.

California Cauliflower—\$3.50 per crate.

California Celery—\$4.75 to \$5.00 per crate.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: **TORONTO**

GET OUR PRICES ON PEANUTS

FANCY CALIFORNIA CELERY—\$4.75 case.

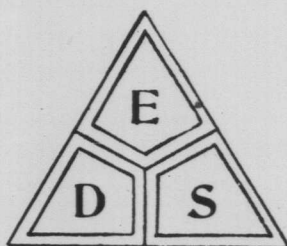
SPANISH ONIONS—Large case, \$3.00.

" " Small " 1.00.

EX. FANCY NAVEL ORANGES—At \$3.25 box.

FANCY MEXICAN ORANGES—\$2.50 box.

FANCY ALMERIA GRAPES.—At \$5.50. Only a few left.



IT'S SIMPLY THIS

I make Pure **Jams, Jellies**, etc. You don't have to take my word for it. You take my **Guarantee** and **the verdict** of the **Government Analyst**, who pronounces my goods **Absolutely Pure**.



There are adulterated Jams on the market. A grocer sold some of these the other day and was **fined \$25.00**. If he had sold the **E. D. S. Brand** exclusively he would have had no fines, no angry customers—nothing but **Big Business** and **Big Profits**.

Order the **E. D. S. BRAND** and feel "safe."

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 THIS WEEK

- Car Fancy Bananas
- Car Extra Fancy Lemons
- Car Extra Fancy Navel Oranges
- Car Fancy Sweet Sonoro Oranges

Never mind what the other fellow's prices are, you can depend upon **WALKER'S** to be right, and the quality too.

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.



This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE?
IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

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

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - 1886

throughout the province are said to be largely responsible for this state of affairs. Prices are just about the same as last week, though some new vegetables have been received during the week, and are consequently added to our list. Shipments of California cauliflowers have been received, but prices have not yet been announced. Choice tomatoes are very hard to get, and beans are so expensive as to be practically off the market.

Potatoes, per bag	0 65	0 75
Parsley, per doz. bunches	0 25	0 35
Sage, per doz.	1 00	
Savory, per doz.	1 00	
Green peppers, per basket	1 00	
Home-grown cabbage, per bbl.	0 75	
Tomatoes, Florida	4 50	5 00
Egg plant, per doz.	2 50	
Red onions, brl.	3 00	

Turnips, bag	0 5
Water cress, per doz.	0 7
Grand Rapids lettuce, per box	2 00
" " per doz.	0 5
Boston lettuce, per doz.	1 2
Sweet potatoes, per basket	2 0
" " per bbl.	5 0
Celery, per crate	5 0
Spinach, per bbl.	3 0
Cucumbers, per doz.	2 75
New potatoes, per bbl.	7 00
Mushrooms, per lb.	0 6
Brussels sprouts, per quart	0 1
Carrots, per bag	0 3
Horse radish, per lb.	0 1

ONTARIO MARKETS. Green Fruits.

There has been considerably more life in trade since our last issue. The sudden change in weather had a stimulating effect on business.

Arrivals of California oranges are showing greatly improved condition. The color is better, and quality altogether finer than earlier arrivals. Mexican oranges are also coming to hand in better condition. Prices for oranges are generally firmer with tendency towards higher prices.

Lemons are also advancing on previous quotations owing to a scarcity in supply. Apples are somewhat scarce in supply and good eating fruit is fetching high prices.

Oranges, California, 96's to 200's, per box	3 25	3 50
" " 250's to 288's "	3 25	3 50
" " Mexican, 96's to 950's, per box	2 25	2 50
" " Florida, 95's to 216's "	3 25	
" " Valencia 420's, 714's, per case	4 00	
" " Marmalade, 210's, per box	2 50	
Lemons, Messina, 300's 360's, per box	2 75	3 00
Grapes, Almeria, per barrel	5 50	6 50
Cranberries, fancy Jersey's, per barrel, nominal	13 00	
" " per case,	4 50	
Apples, fancy spies, per box	1 50	
" " greenings, per box	1 40	
" " Winter varieties, per barrel	3 75	
" " cooking, per barrel	2 75	
Bananas, per bunch, firsts	1 75	2 00
" " Jumbos	2 25	2 50
Pineapples, per case	4 50	5 00
Grape fruit, Florida, 46's, 96's, per box	4 50	
Tangerines, Florida, fancy 1/2 trap	2 75	

Vegetables.

Particularly slow and uninteresting has been the condition ruling on the wholesale market. California celery is in active demand, and is coming in good quantity, several cars per week. Prices are firm. Beans have advanced 1c.

Potatoes, kiln dried sweet, bushel hamper	2 00
Potatoes, per bag	0 90
Onions, per bag	1 25
Onions, Spanish, per small crate	1 00
" " large cases	3 00
Cabbage, per bbl. (imported)	2 25
Cauliflowers, domestic, per doz.	0 75
Beets, per bushel	0 50
Carrots, per bushel	0 50
Lettuce, per doz. bunches	0 30
" " imported, per doz.	0 35
Radish, per doz.	0 50
Cucumbers, hothouse, per doz.	2 40
Mushrooms, 1 lb. boxes, per lb.	0 80
Celery, Californian, per case	4 50
" " pony case	2 75
Beans, white, prime, bush	1 75
" " hand-picked, bush	1 90
" " Lima, per lb.	0 07
Tomatoes, Florida, 6 basket crates	5 00
" " extra choice, 6 basket crates	4 25

MANITOBA MARKETS. Green Fruits.

Lemons are cheaper, selling now at \$4.50 per case.

ORANGES AND LEMONS.	
Fancy California navels, 126's, per case	\$3 50
" " 150's to 250's, per case	4 00
California lemons, 300's and 360's, per case	4 50
ONTARIO WINTER APPLES.	
Northern spies, XX, per bbl.	\$4 50
" " XXX	6 00
Russets, per bbl.	4 50
Almeria grapes, per keg	6 50
Winter pears, (B.C.), per case	3 50
Cranberries, (Jersey), per bbl.	12 00

Vegetables.

VEGETABLES.	
Valencia onions, (large cases)	\$1 50
Spanish onions, per case	1 25
Native onions, per lb.	0 08

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MARKETS.

Fruits.

considerably more liberal issue. The sudden arrival of a stimulating California oranges are in improved condition. The quality altogether better than previous arrivals. Mexican oranges are coming to hand in better quantities for oranges are showing a tendency towards

advancing on previous prices, a scarcity in supply somewhat scarce in supply fruit is fetching high

.....	3 25	3 50
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.....	4 00	4 00
.....	2 50	2 50
.....	2 75	3 00
.....	5 50	6 50
.....	13 00	13 00
.....	4 50	4 50
.....	1 50	1 50
.....	1 40	1 40
.....	3 75	3 75
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.....	1 75	2 00
.....	2 25	2 50
.....	4 50	5 00
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ables.

and uninteresting California celery is in good supply coming in good quantities per week. Prices advanced 1/2c.

.....	2 00
.....	0 90
.....	1 25
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MARKETS.

Fruits.

.....	83 50
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.....	\$1 50
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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.

Season 1906
HORSE SHOE SALMON

Now in Store



TRADE MARK REGISTERED

ALSO

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

PACKED BY

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

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

We Want

a representative in every city and town in the Dominion to take an active interest in a **good selling grocery line**

The goods command a large sale throughout the world, with constantly increasing consumption. The goods are, and will be more, extensively advertised.

We have sole selling agency for Canada. Perhaps you can cover a certain territory to advantage. If so, **write us.**

The goods are also sold by druggists and confectioners.

P. O. BOX 77
MONTREAL

DO YOU ILLUSTRATE YOUR ADS. ?

A bright design often goes a long way to increase the effectiveness of a good advertisement.

Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.

Our artist will submit sketches to suit any trade and finish sketches when approved. Just the actual work of artist and cost of plate will be charged for.

Your advertisement will stand out distinctively. It will be exclusive. It will pay.

Don't hesitate to ask for what you want. We will see that you get it promptly.

Pictorial Advt. Dept.
The MacLEAN PUBLISHING CO., Limited
Montreal, Toronto, Winnipeg.



Lowney's Cocoa does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterants.

THE WALTER M. LOWNEY COMPANY,

No. 417 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

The claim put forward that

MOTT'S CHOCOLATES

are the
Canadian Standard
of purity and perfection
has not and cannot ever be
contradicted.

The consumer knows it.
The dealer knows it.

Remember to order

"DIAMOND" and "ELITE"
Brands.

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

J. A. TAYLOR
MONTREAL

SELLING AGENTS:
R. R. MCINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG

A COMPARISON IN POINT OF QUALITY OF **STEWART'S**

Chocolates and Confectionery
with goods made in competition
is our strongest argument for

PURITY and EXCEPTIONAL VALUE

WHY
Sell Inferior Confections?

Your Customers expect the
Best and Purest

THAT MEANS STEWART'S

THE
STEWART COMPANY
TORONTO LIMITED

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

MILK CHOCOLATE

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

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

POINTERS F ERY

Frequently t
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BISCUITS AND CONFECTIONERY

POINTERS FOR THE CONFECTIONERY DEPARTMENT.

Frequently this section of the store is sadly neglected, the only visible show of sweets being a few sun-dried bars of chocolate and a heterogeneous assortment of creams and mixtures, shop-soiled in every possible manner. More often still the stock of sweets is hidden away under the counter and only touched when asked for by a customer. But with a little attention to buying and storing this department may be truly caused to flourish, and bring "an exceeding great reward."

Especially for grocers at holiday resorts should this subject possess interest, for they have to gather enough of the honey of profit during the Summer months to subsist on during a long and dreary Winter's depression in trade. In a peregrination around the market of a popular watering place one may frequently perceive grocers' windows full of proprietary goods which all prospective customers would expect to find stocked, without being reminded by a display. And in provincial towns, many hastily-dressed windows reveal the same treatment.

The owners of these establishments will say that they depend on canvassing for their custom, as theirs is a family trade among the villages around, and that as regards the townfolk it does not matter what goods the window contains. For such establishments a window utilized exclusively for confectionery will prove an inestimable boon, and add many dollars to the weekly takings. But the display must be large enough and dainty enough to attract attention. A few yards of art muslin should be procured of several colors to blend harmoniously. This will drape a moderate-sized window, shelves being improvised with empty boxes. Yellow and dark blue, scarlet and white, heliotrope and white, pink and green are the most effective combinations of colors. It is necessary to have two sets of muslin drapery for alternate displays.

A weekly renewal of the sweets will be necessary unless a covered-in window is fitted. With that once in three weeks is sufficient. Cake stands may be procured from a local glass store, also oval glass dishes, and frilled dish papers should be placed in these ere filling with confectionery.

In writing tickets it will be found most useful to quote the price for 4 ozs. uniformly. Every toothsome confection should have a complete description so that customers know exactly what to ask for. Sheets of glass to cover boxes of delicate sweets in place of the lids are useful, especially for Metz fruits, to which dust adheres very readily.

If the various mixtures are christened with the name of some well known building or park in the neighborhood the popularity of each will be insured. Most wholesale grocery firms offer a good selection of confectionery, as a perusal of current prices will reveal. For Turkish

Delight especially a quick sale at a good profit is procurable.

The centre of the window should always be occupied by a sample surpassing in size all other trays and dishes around it, with a prominent ticket. A "main line" is essential, with "side lines" as adjuncts. Chocolates must be placed in the window in a position free from sun, as five minutes' hot sunshine will leave them looking white and with the flavor spoilt. The paper over wrapped goods affords but little protection from sun. A good blind outside is a sine qua non.

To continually keep all old stock to the front for sale will need some care and forethought, but the trader who acquires a reputation for fresh and clean sweets will soon have almost a monopoly of custom in his locality. If Edwin always brings chocolate for Angelina in a bag stamped with the name and reputation of a particular store, she will naturally patronize that establishment for general groceries when she attains to the dignity of a housewife.

Just now milk chocolates are in great demand, and grocers should take full advantage of it. Some retailers consider that firms manufacturing confectionery (especially chocolate specialists) issue daintier and more attractive tickets and showcards than any advertisers in the trade. These novelties all add to the brightness and piquancy of a store.

A confectionery department initiated and conducted on these lines has often saved a young trader from failure during a dull season. After careful attention has been given to the selection of salable stock and the daintiness of display, if the innovation does not "command success" it will at least have "deserved it."

PUSH THE CRACKER TRADE.

Crackers ought to be great profit-gatherers, the American Grocer has been telling its readers. The relation of their sale to the total amount of sales will go up or down, as they are made a prominent feature in the store display, and as they are universally used, and appeal to the housekeeper as a satisfactory and healthful between-meal nibble for the children, they are in constant demand. It is not necessary to push the sale of the standard sorts that are made the football of the cutters and trade pirates, but a better policy is to select a line of tempting dainties and have them prominently displayed, keeping out of sight the sorts that do not tend to increase your average of profit. There is more to be made on a dollar's worth of crackers than on a barrel of flour.

JAMAICA SUGAR FOR VANCOUVER

The Canadian commercial agent in Jamaica says that 5,000 tons of sugar have been sent to Vancouver round Cape Horn as an experiment. It is said the price obtained was better on the Pacific than is given on the Atlantic coast for sugar.

Sure Buyers

No buyer was ever misguided who followed the path to **QUALITY**.

That path leads to

PERFECTION CREAM SODAS

There never were biscuits as good as Mooney's, and there never will be unless the Mooney process is divulged.

Let us make it clear that Biscuit-Making is a specialty, a study, with us. We excel because we know whereof we work.



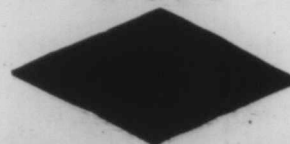
deserve a trial in your store.

SEE THAT THEY GET IT!

We'll Await Your Order.

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

DIAMOND Brand

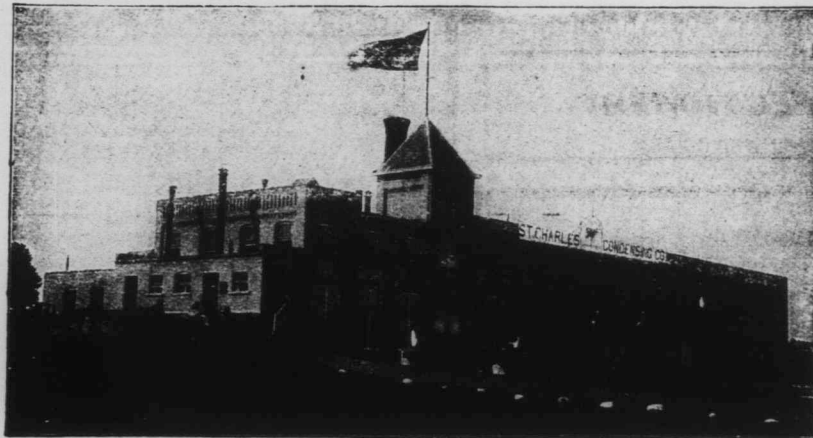


MAPLE SYRUP

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

ALL JOBBERS

Sugars Limited, Montreal



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
EVAPORATED CREAM**

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

St. Charles Condensing Co.

Fortify yourself against inclement season.

**VAN HOUTEN'S
COCOA**

Best and Goes Farthest
The Ideal Winter Beverage

Grocers make friends by recommending it.

There is money and satisfaction in handling Van Houten's.

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

**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**

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure, \$4.50 per case	24 pints to case, wine measure, \$2.50 per case
12 ½-gal. " " " 4.80 "	12 qt. bottles, 2.40 "
24 ¼-gal. " " " 4.80 "	5-gal. tin, Imperial measure, 1 to case, 3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

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

ONE.

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CREAM

World's Fair St.
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EFERABLE TO
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s cheap.

50 per case
10 "
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I be sure of



'Tis Sixty Years Ago

COX'S GELATINE

celebrated in 1905 the 60th anniversary of its introduction to the Canadian public.

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

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

Gorgie Mills, EDINBURGH

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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



Good Printing Cheap

THE KIND THAT BRINGS RESULTS

Just for instance: 1,000 statements, \$1.50; 1,000 billheads, \$1.50; 1,000 letterheads, \$2.50; 1,000 envelopes, \$1.25; the lot for \$6 00.

G. A. WEESE & SON,
Toronto, Ont.

Just what you ought to have.
STONEY CREEK MAPLE SYRUP
ROYAL MAPLE SYRUP
MAPLE SUGAR

These goods are guaranteed to give satisfaction. Large quantities can be furnished on short notice. Hadn't you better get a supply? 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

McLAUCHLAN'S

Cream Soda Biscuits

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

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS

COCOA



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

Shirriff's Flavoring Essences

supersede all others for

Flavoring Power, Purity and Excellence

MANUFACTURED BY

IMPERIAL EXTRACT CO., - Toronto

Need Something to Revive Trade?

Just send us an order for a few boxes or barrels of "Vanilla Bar," the best cake made in Canada for the money. Many try to imitate it, but you know the result.

Just send us a trial order and see if "Vanilla Bar" is not the kind of cake you were looking for and didn't know where to find.

Imperial Biscuit Co., Limited
Guelph

BUSINESS CHANGES.

D. Abramovitch, grocer, Winnipeg, Man., sold stock.

Frie & Weber, general merchants, Hoodoo, Sask., dissolved.

Perry Bros., bakers, etc., Selkirk West, Man., stock sold.

O. D. Adams, general merchant, Woodburn, Ont., has sold out.

Adam & Doran, general merchants, D'Israeli, Que., dissolved.

Wm. Carter, grocer, Montreal, Que., Alex. Desmarteau, curator.

A. Desjardins, grocer and baker, St. Therese, Que., compromised.

Maheu & Wurtele, general merchants, Arthabaska, Que., registered.

Rubin & Solway, general merchants, Lion's Head, Ont., dissolved.

J. W. Childerhouse, general merchant, Eganville, Ont., has sold out.

P. Schneider, grocer, Winnipeg, Man., has sold out to L. Perelmutter.

T. W. Fletcher, produce, etc., Armstrong, B.C., moving to Vernon.

P. Maher, general merchant, St. Guillaume Station, Que., assets sold.

John B. Egan, grocer, Ceylon, Ont., has sold out to James Pattison.

James Pattison, general merchant, Swinton Park, Ont., has sold out.

W. H. Jones (estate of), general merchant, Arcola, Sask., stock sold.

Royal Supply Co., grocers, Calgary, Alta., succeeded by W. W. Roberts.

Postill & Patterson, general merchants, Red Deer, Alta., dissolved.

McNeil & Patterson, general merchants, Kinistino, Sask., dissolved.

H. L. Laroy, general merchant, Melrose, Ont., has sold out to J. Sills.

Peter W. Dueck, general merchant, Aberdeen, Sask., asking for extension.

Jean B. LeBaron & Co., general merchants, North Hatley, Que., registered.

L. K. Gueltig, confectioner, Elmira, Ont., has assigned to Nicholas Hederick.

H. D. Tackaberry, grocer, Kemptville, Ont., has assigned to Thomas K. Allan.

J. J. Clark, confectioner and grocer, Carberry, Man., estate to be wound up.

S. A. Morrell (estate), grocer, St. John, N.B., has sold out to M. D. Morrell.

A. C. Savage, Son & Co., general merchants, Granby, Que., have registered.

G. C. Sayles (estate of), general merchant, Elva and Melita, Man., stock sold.

P. A. Lavallee, general merchant, St. Victoire, Que., Kent & Turcotte, curators.

H. Sylvester, grocer, Norwood Grove, Man., has been succeeded by Sylvester & Geddes.

D. O. Brown, general merchant, High River, Alta., has been succeeded by Brown Bros.

Jean Giguere, general merchant, St. Zacharie, Que., V. E. Paradis, provisional guardian.

Toronto Cream & Butter Co., Limited, Toronto, Ont., assets advertised for sale by tender.

Dorais, Maheu & Co., general merchants, Arthabaska, Que., dissolved partnership.

Emanuel Deguire, general merchant, Glen Robertson, Ont., has assigned to H. Lamarre.

W. J. McKissock, general merchant, Strathavon, Ont., has assigned to Osler Wade, Toronto, Ont.

O. Bowland, general merchant, Clayton, Ont., is to be succeeded by John Erskine on March 1.

Doyle & Jackson, wholesale teas, Montreal, dissolved partnership. P. S. Doyle registered.

A. McGowan, general merchant, St. Ours, Que., assets were to have been sold on the 9th inst.

J. W. Dumas Co., Limited, general merchants, Grand Anse, N.B., have compromised at 50 per cent.

D. J. Downey & Co., general merchants, Alliston, Ont., stock was to have been sold on the 8th inst.

J. J. Smith (estate of), general merchant, Yorkton, Sask., stock was to have been sold by auction on the 8th inst.

Minnie Mitchell, grocer, Hamilton, Ont., has assigned to J. T. Middleton, sheriff. Meeting of creditors was to have been on the 7th inst.

WEALTH OF THE GREAT WEST.

(By John L. Blackie)

With regard to the future of Manitoba and the two newly added provinces of Saskatchewan and Alberta, I take the liberty of quoting from the admirable address delivered last month at the annual meeting of the Bank of Montreal by the president, Sir George Drummond:

"The feature of the year, however, is the splendid crop which has just been harvested in the Northwest provinces and in Ontario. As regards the former, the most sanguine anticipations have been realized, and it seems beyond doubt that the following estimates of this season's crop in Manitoba and the Northwest provinces are conservative:

"Wheat, 90,000,000 bushels; worth on the spot 65 cents.

"Oats, 65,000,000 bushels; worth on the spot say 25 cents.

"Barley, 13,000,000 bushels; worth on the spot say 30 cents.

"Flax, 50,000 bushels; worth on the spot say 80 cents.

"Rye, 300,000 bushels; worth on the spot say 35 cents.

"In all 169,000,000 bushels of grain."

Of course, a proportion of these crops will be consumed by the farmer, as, no doubt, will all the root crops, of which potatoes alone are estimated at 8,000,000 bushels, as well as hay, but of these I take no account. At the prices named it is not difficult to reach an approximate sum of \$75,000,000, or fifteen million sterling, to be distributed among a comparatively small population, and won from a soil which was considered barren and surrendered to the wilderness a few years ago. In addition to the foregoing, and not included in the above estimate, 75,000 cattle were disposed of during the year in the Northwest. Incidentally, I may mention that I was

informed by expert millers, that this year's wheat is so good in quality that 7 per cent. less of it is required to produce a given quantity of flour than an average.

It is asserted that the area so far brought under cultivation does not, from the most accurate information obtainable, much exceed 5 per cent., and certainly it is well under 10 per cent. of the area available and waiting for occupants. In this connection I may quote here a sentence from an able and well-qualified Government officer who has just completed a wide survey of the territories. He says: "The immense wealth so long stored in the virgin soil of the great western country will be gradually developed, and the fact that Canada is destined to rapidly become one of the greatest food-producing nations in the world will soon become apparent to all in the volume of her exports.

"The great extension of the railway systems operating in this country must not be passed over. The C.P.R. Co. is spending vast sums in improvements and extensions; the Canadian Northern is pushing westward, while the G. T. R. is preparing for an extension to the Pacific Coast, and the Government of Canada has the necessary powers to duplicate the railway connection between Quebec and Winnipeg, and is now surveying a line."

A natural consequence of such results and such wealth is a great influx of settlers from many lands, many from Southern and Eastern Europe, Doukhobors, Galicians, and Hungarians. As a rule they arrive very poor, and hence have to begin life on the prairie in a small way, yet by economy and persevering industry, on the whole they are making fair progress, and honestly paying any debts they incur.

The best class of settlers are the Scotch, English, Irish, Germans, and Americans. The last mentioned were in many cases Canadians who had gone from Ontario many years ago, and settled in Dakota, Iowa, Nebraska, or other states, but who have sold out their farms in these places and have transferred themselves, their families, their horses, cattle, and farming implements to Manitoba or the Northwest Provinces. These ordinarily are the most successful settlers, having been accustomed to the kind of life, and scarcely lose one day after reaching their new homes in beginning to plough and prepare for crops of various kinds.

The number of new settlers who have made homes for themselves in 1905 is estimated to be about 146,000. This will result in a large additional acreage of land being under crop next year, and indeed every succeeding year. It is only repeating what has now become a hackneyed phrase when I say "Our great Northwest will soon become the great granary of the world," and will supply a large part of the foodstuffs required by the multitudes in Great Britain and other European countries.

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WALL PAPER

SELLING for Spring is complete and the mildness of the season has been such as to induce several merchants to ask for deliveries at once. It's an ill wind that blows nobody good. The Spring-like weather during a greater part of December and January, while it retarded the sales of heavy goods in clothing and woolen goods, has been propitious for the wall paper trade.

Manufacturers of wall paper in Canada are unanimous in their satisfaction over the business just completed. Retailers bought even better than was anticipated. The wave of prosperity, it is felt, will make itself evident to a great extent in the luxuries of life, housefurnishings. This department is the first to feel the benefit of prosperous times, just as it is the first to suffer in times of adversity.

The present open Winter, with every prospect of an early break-up in the Spring, will stimulate business in house decorations. House building is being carried on uninterruptedly and every one has to be papered. Not for many years has the future looked so bright

STAUNTONS' ENLARGED PLANT.

GROUND was broken in December for the foundations for a large addition to the already big wall paper manufacturing plant of Stauntons Limited, on Yonge street, Toronto. For the past two or three years a steadily growing business has made increased accommodation necessary. The new building will cover a space of 350 by 60 feet, with frontages on both Yonge and McMurrich streets. The new structure will be erected on the property to the south of the present factory, forming an entirely separate building, which will be used exclusively for manufacturing purposes.

The construction will be of the most improved fire-proof type, the walls being of brick, and the floors, roof and supporting columns of reinforced concrete. Fire-proof windows with metal frames and wired glass will be used throughout. Even the racks or runways, on which the paper when printed is hung to dry, will be of metal, so that there will be practically nothing combustible in the whole structure.

When the building is complete the most modern machinery and processes will be installed throughout, and the arrangements will be such as to insure the very greatest economy of time in turning out the product of this large establishment. Nothing that will tend to improve the quality of the goods and to reduce the cost of manufacture will be omitted. Before the plans were prepared the important wall paper mills in the United States and in Europe were personally visited, and points of superiority in them all have been made use of to supplement the advanced ideas of the management.

The present buildings will be used almost entirely as warehouse, offices and salesrooms, and will give the company most needed additional accommodation for the storage of their goods.

The business now being operated in the name of Stauntons Limited has been under the management of the Staunton family for fifty years, the third generation now being in personal charge of its affairs. Probably no other reason contributes so much to the excellence of the goods manufactured by the company as the close personal supervision to details given by the present managers. It is worthy of mention that this enlargement is the fourth extension that has been made within the last ten years. It is expected that all the improvements will be complete and the machinery in operation by July 1.



STAUNTONS' WALL PAPERS ARE READY

WE are fully prepared for the Wall Paper Season. Are YOU? If not, we will send you our samples prepaid if you write for them—samples of Wall Paper which Sells and then Satisfies.

THE TRADE ONLY SUPPLIED.

STAUNTONS Limited
OF TORONTO

ENCOURAGE YOUR CLERK

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

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

It will cost you only \$2 from now to Feb. 1st, 1907. Send in your order now. Your clerk will appreciate the courtesy, and you will both reap the benefit.

THE CANADIAN GROCER

MONTREAL

TORONTO

WINNIPEG

"I go to Cuba each year and the result of my visit is seen in my cigars."—J. Bruce Payne.

Grocers, it should interest you to know that I was the first cigar manufacturer in Canada to use Manicaragua tobacco. Lots of tobacco is sold under that name, but it never saw the "light" in Manicaragua or in any other part of Cuba, as far as that goes.

Against this deceptive system to hoodwink grocers and smokers alike my yearly visits have stood as a bulwark of protection, as a sign that at least one maker "hasn't his price." The men who know me and my cigars know that I make those annual trips to select the best tobacco grown in Cuba. They see the proof of this in the

Pebble and Pharaoh Cigars

They know that "just-as-good" schemes cannot lead me from my purpose to get the best. They know I will be a crank to the final degree—will study the soil, the planting, the cultivation, etc., before I will talk about buying tobacco. And somehow or other these men prefer my "crank" methods to the "crook" methods spoken of above.

Grocers, do you think you can name any smokers who do not appreciate what I have done and am still doing for them; who, knowing the history of the **Pebble** and **Pharaoh** cigars, would take any "others"?

Can I count on you Grocers to support the Payne Principle? What I ask you to do is this: **Order 1,000 of my cigars assorted and sell the Pebble at 5c. and the Pharaoh at 10c.**

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

The Powers Behind the Tobacco Throne

4. The Zeal of the Grocer

Ever think of the necessity of being enthusiastic over a "good thing"? Ever think of the difference it makes in the profits?

It pays you to have zeal in dealing with

T. & B.

If there was the remotest doubt in your mind as to **T. & B.** being the premier tobacco that doubt should be removed by a consideration of the virtues of "others."

We meet grocers who are full of zeal concerning **T. & B.** No wonder! They know its history, its dollar-earning power, its "win-the-heart-of-the-smoker" quality.

These things influence a grocer. Why shouldn't they?

=====
The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

STARTING

In a recent issue, Wm. F. Baconist of the most successful gave his views on a cigar st

"Starting a metropolitan cigar line. To open in any of the from \$2,000 to would say to a friend of his good central rent is high; place and settle methods. The

"When the \$2,000 that he should there are cigars have \$12,000 in to say nothing house whose in fixtures pro \$8,000 a year

"Considering a quarter, a com capital would tures, the pay ment, and then remainder of the basis. Under conditions a ci self once a n year. Such sales of year, with a n tor of at leas that, according his place of business metho for larger retu

"In the best prietor would three-fourths dividing the r and smokers' a well-selected the cigar dea elaborate disp should take ev dow room and be adapted to cigars, especial pleased and t pleased the d from his labor

"With a we best goods, in arranged, imme ed at all times customers alike

TOBACCOS, CIGARS AND ACCESSORIES

STARTING A CIGAR STORE.

In a recent issue of the Chicago Tribune, Wm. F. Monroe the veteran tobacconist of Chicago and one of the most successful retailers in the country, gave his views on the matter of starting a cigar store.

"Starting a cigar store in a modern metropolitan city requires capital seemingly out of proportion to many other lines. To open a first-class cigar store in any of the large cities will require from \$2,000 to \$5,000. In any case, I would say to the beginner who is confident of himself, to make certain of a good central site. Never mind if the rent is high; get the right kind of a place and settle down to good business methods. These will win out.

"When the possible beginner considers the \$2,000 that is necessary for his venture, he should not forget, also, that there are cigar stores in Chicago which have \$12,000 invested in fixtures alone, to say nothing of rent and stock. A house whose trade justifies such a sum in fixtures probably would have to pay \$8,000 a year rent.

"Considering the \$2,000 store as a starter, a conservative division of the capital would be \$500 for the store fixtures, the payment of the first month's rent, and then the investment of the remainder of the \$1,500 in stock on cash basis. Under proper management and conditions a cigar stock should turn itself once a month, or twelve times a year. Such a store should make sales of \$18,000 in the first year, with a net profit for the proprietor of at least \$150 a month. After that, accordingly as the man has chosen his place of business wisely and as his business methods are good, he may hope for larger returns.

"In the best class of business, the proprietor would find it advisable to invest three-fourths of his capital in cigars, dividing the rest into smoking tobacco and smokers' articles generally. With a well-selected stock of first-class goods the cigar dealer has the means for elaborate display of his wares. He should take every advantage of his window room and inside his cases should be adapted to the best display of his cigars, especially. The man who buys pleased and to the extent that he is pleased the dealer may expect profits from his labors.

"With a well-displayed stock of the best goods, in a store that is tastefully arranged, immaculately clean, well lighted at all times, and which offers to all customers alike the prompt, businesslike

attention of the store's attendants, any capable young man has a business which will grow with him and promise him a comfortable income in proportion to his investment and his effort."

CANNOT BE EXCELLED.

The Empire Tobacco Co., in Leamington received and paid for in two days 327 wagon loads of leaf tobacco, weighing 751,260 pounds and netting the growers \$61,372.40. At one time there were 157 teams in line waiting to have their leaf inspected and weighed.

This is beyond the shadow of any reasonable doubt the largest and most valuable lot of leaf tobacco ever received by one firm or factory, at one place from the hands of the growers, in the same length of time, anywhere on the American continent. The quality of the leaf was the finest ever grown and the stripping, grading and packing was artistically done. Each grower seemed to be working to get a portion of the \$1,000 in gold which the Empire people give annually as premiums to further the tobacco industry here.

Consumers of the celebrated Empire brands are assured that in the 1905 crop there is "quality to burn, and the Empire folks like to smell the smoke." This tremendous and extra choice crop of leaf now goes into the immense storage warehouses of the company at Granby, Que. to be properly aged and assort-

ed. Mr. Gregory, general manager of the company in the entire tobacco growing district and a southern expert of 20 years experience says:

"The Burley leaf now produced in the counties of Essex and Kent cannot be excelled by any in America and is

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all leading Wholesale Houses.

McDOUGALL

Insist upon having them.

D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

seldom equalled. Our growers are taking more pains with their crops and our receipts this year show marked improvement over any previous crop."

The company have received in Leamington from Dec. 21 to Jan. 17 \$300,000 worth of leaf tobacco and it is estimated that the entire purchases in both counties will exceed one million dollars. The value to the community at large of a company with the resources of the Empire Tobacco Co. cannot be over-estimated; they have established business connections here with our tobacco growers, that cannot be disturbed. They have proven themselves to be the true friends of the tobacco growers and to them belongs a measure of credit for the immense success of the Canadian tobacco industry. Their dealings are attested by the absence of friction with the farmers, and the relations that exist between the company and the growers are very close, conditions which at the present time are unknown in many tobacco sections. Great is the tobacco business, and here's hoping that its shadow may never grow less. A good reputation on the books of the Empire Tobacco Co. is a valuable asset to any tobacco grower, as it means ready sale year in and year out at the highest price. No one ever saw an old customer hunting for a buyer. Their motto is: "Stand by the people who stand by you."—Leamington Post.

THE CUBAN CROP.

Latest advices regarding the damage to the Cuban tobacco crop, by reason of the recent rains, indicate that while the situation in the Remedios district will not be so bad as at first reported, the conditions in the Vuelta Abajo section are much worse. A Cuban manufacturer writes that the worst has not been told. The situation has been responsible for a very lively advance in the price of leaf, amounting in some instances to 60 per cent.

Hunger has never driven people to such crimes as have ambition and avarice and the love of self and the world.

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.

VICTORY DINNER RELISH



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

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

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



OUR SYSTEM IS ENTIRELY LEGAL

Credit Made Safe

OUR **ALUMINUM TRADE CHECKS**

are a boon to grocers. Do away with necessity for Pass Books, written Due Bills, Statements, etc., and work up a cash business for You. On one side of the check is your name; on the other redeemable amount.

In all shapes and sizes. Write to-day for samples and explanation of our system.

THE GRANSTON NOVELTY CO.

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

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80). Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

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

YOUR CIGAR DEPARTMENT

has big chances for success if you select dependable, full-flavored, expert-made, widely-advertised cigars.

This means the selection of

HOGEN-MOGEN and ROYAL SPORT CIGARS

5 CENTER

10 CENTER

When will you ask for particulars?

THE SHERBROOKE CIGAR CO., - SHERBROOKE, P.Q.

W
 This House
 Queen Street.
 t. guests. Bill

TOW
 This first-class
 part of the city
 near to all principal
 and Ladies' Room

Mrs. J. F. SMI
 Opposite Vict

BOARD

Mrs. FRASER
 Terms

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HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON,
BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA,
BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private board \$12 to \$14 per week.

BOARD AND ROOM

"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA
Terms moderate. Also furnished cottages.

THE AMERICAN HOUSE

A. PASCHAL (Prop.) HAMILTON, BERMUDA
Centrally located. Open all the year round.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)
Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL.

PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR. RENFREW, ONTARIO
The most popular Hotel in the Ottawa Valley.



THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WE HAVE EVERY FACILITY TO TRANSACT
YOUR BANKING BUSINESS
AND INVITE YOUR ACCOUNT

THE METROPOLITAN BANK.

CAPITAL PAID UP, - - \$1,000,000.
RESERVE FUND, - - 1,000,000.

SAVINGS DEPARTMENT at all branches.

*Interest allowed on deposits of
one dollar and upwards*

WESTERN ASSURANCE COMPANY.

Incorporated
1851

**FIRE
AND
MARINE**

Head Office	Capital	\$ 1,500,000.00
Toronto,	Assets, over	3,300,000.00
Ont.	Annual Income	3,890,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. G. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,043,678.59.

LOSSES PAID SINCE ORGANIZATION, \$25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director

WE TELL BY TEST

For months we have had a corps of Flour experts making tests by every known method so that we would be positively assured that

QUAKER MANITOBA PATENT

possessed the highest degree of flour quality and wholesomeness. Not until we were absolutely certain that better Flour could not be made did we offer a single sack for sale.

If you knew the quality of

THIS FLOUR



like we do you would make it your leader and recommend it to your best trade with the same confidence we recommend it to you.

The American Cereal Company
Peterborough, Ont.

QU

Quotations:
The follow
inserting quota

Quotations for prop
etc are supplied by
agents, who alone are
accuracy.

Baking

Ammonia Powder—
"Bee" brand, 48 So. pl
" " 27 10c.
" " 10 25c.

Cook's Friend—

Size 1, in 2 and 4 doz.
" 10, in 4 doz. boxes
" 2, in 6 " "
" 12, in 6 " "
" 3, in 4 " "

Pound tins, 2 doz. in
12-oz. tins, " "
5-lb. " "

W. H. GIL

Diamond—
1-lb. tins, 2 doz. in case
" 4 " " "
" 1-lb. tins, 4 " " "

IMPERIAL BA

Cases. 81

4-doz. 10

3-doz. 6

1-doz. 12

3-doz. 12

1-doz. 3

1-doz. 5

JERSEY CREAM

Size, 5 doz. in case.

" 4 " " "

" 3 " " "

" 2 " " "

OCEAN

Ocean Baking Powde

" " " "

Borax, 1/2 lb. pa

Cornstarch, 40

Freight paid 5

MAGI

Case

6 doz

4 " "

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QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Feb. 8, 1906

Quotations for proprietary articles, brands, etc. are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—		
"Bee" brand, 48 5c. pkgs., per case	\$1 75	
" " 27 10c. pkgs. "	2 00	
" " 10 25c. pkgs. "	1 75	
Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40	
" 2, in 4 doz. boxes	2 10	
" 3, in 6 "	0 80	
" 4, in 6 "	0 70	
" 5, in 4 "	0 45	
Pound tins, 2 doz. in case	3 00	
12-oz. tins, "	2 40	
5-lb. " "	14 00	

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	\$3 00	
1-lb. tins, 3 "	1 25	
1-lb. tins, 4 "	0 75	

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$0 45
" " 1 lb., 5 doz.	0 80
" " 1 lb., 3 doz.	1 25
" Borax, 1/2 lb. packages, 4 doz.	0 40
Cornstarch, 40 pkgs. in a case	0 78

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 80
4 "	6 "	0 75
4 "	8 "	0 96
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2 1/2 lb.	4 10
1 "	5 "	7 30
3 "	6-oz.	1 25
1 "	12 "	2 55
1 "	16 "	4 55

Sizes.	Per Doz.
Royal-Dime	\$0 95
1 lb.	4 1
3 oz.	1 9
1 lb.	5 55
12 oz.	3 85
1 lb.	4 90
3 lb.	13 60
5 lb.	2 3

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Cleveland's-Dime	\$0 93
1 lb.	1 33
6 oz.	1 90
1 lb.	2 45
12 oz.	3 70
1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.	
CLEVELAND'S BAKING POWDER.	
1 lb. tins, 4 doz. in box	\$2 25
1 lb. tins, 4 doz. in box	1 25
1 lb. tins, 4 doz. in box	0 75
"VIENNA" BAKING POWDER.	
1 lb. tins, 4 doz. in box	\$2 25
1 lb. tins, 4 doz. in box	1 25
1 lb. tins, 4 doz. in box	0 75
"KING" BAKING POWDER.	
12-oz. cases, 2 doz.	\$2 40
6-oz. " 4 "	1 50
6-oz. " 4 "	0 90

Lot 5 cases, freight paid.	
EAGLE BAKING POWDER.	
Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	3 25



Crown Brand—		
1 lb. tins, 2 doz. in case	\$1 20	
4 lb. " 2 "	0 80	
1 lb. " 4 "	0 45	

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-lb. lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb. 16 1/2c.
"Sapphire" 14-lb. boxes, 1/2 lb. pkgs. per lb. 12 1/2c.
"Union"—14-lb. boxes, assorted 1 & 1/2 lb. pkgs., per lb. 10c.

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz., or 1 gross, 4 oz.	
Reckitt's Zebr paste, 1/2-gro. boxes,	\$10.20 per gross.

JAMES DOME BLACK LEAD.

6a size	\$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."	
0-oz. case, 4 doz	0 40
8-oz. " 4 "	0 50
Lot 7 cases, freight paid.	
Conditions—2 per cent 10 days; net 30 days.	

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" 7-lb. cotton bags, per bag.	5 "

Chocolates and Cocoas.

Ocoas—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" fancy tins	2 00
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, 1/2's and 1/4's	\$0 40
" 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	0 30
Royal Navy Rock, " "	0 25
Diamond, " "	0 28

Icings for cake—	
Chocolate, pink, lemon color, lbs.	\$1.75
Orange, white and almond, 1-lb.	1.00
Confections—	Per doz.
Cream bars, large boxes	\$2.25
" small	1.35
Chocolate ginger, lbs.	3.75
" 1-lb. boxes	2.25
" wafers, 1-lb. boxes	2.25
" 1-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracac, 1/2's, 6-lb. boxes	\$0 42
" Vanilla, 1/2's	0 42
" Gold Medal, sweet, 1/2's, 6-lb. boxes	0 35
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24
Ocoas—	Per doz.
Concentrated, 1/2's, 1 doz. in box	3 40
" 1-lb. " "	4 50
" 1-lb. " "	8 25
Homoeopathic, 1/2's, 14-lb. boxes	0 25
" 1/2's, 12 lb. boxes	0 25
Eggs' Cocoa, case of 14 lb., per lb.	0 25
Smaller quantities	0 37 1/2

BENSOPOR'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
1 lb. tins, 4 doz. to case	per doz. \$ 90
1 " 4 " " "	2 40
1 " 2 " " "	4 75
1 " 1 " " "	9 00

SUCHARD'S CHOCOLATE AND COCOA.

Milka, 36's (36 tablets in a box)	\$2 25
" 24's (24 tablets in a box)	3 00
Velma, 24's (24 tablets in a box)	3 00
Milka Croquettes	\$2 25
Economique, in 1/2 and 1-lb. cakes	80 32
Premium, unsweetened	0 35

SUCHARD'S SOLUBLE COCOA.

1 lb. tins (4 doz. in a box)	\$2 25
1 lb. tins (2 doz. in a box)	4 2
1 lb. tins (1 doz. in a box)	7 80

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.	
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Elite, 1/2's	per lb. \$0 30
Prepared cocoa, 1/2's to 1/4's	0 28
Mott's breakfast cocoa, 1/2's	0 38
" " 1/4's	0 35
" No. 1 chocolate, 1/2's	0 30
" Navy " 1/2's	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2's and 6's	0 23
" Confectionery chocolate, 2 1/2c. to 3 1c	
" Sweet chocolate liquors, 20c. to 3 4	

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 35
Vanilla chocolate, 8-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, 1/2, 1/4 and 5-lb. tins	0 40
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 33
Caracac sweet chocolate, 6-lb. boxes	0 37
Caracac tablets, 100 bundles, tied 5 a, per box	3 00
Soluble chocolate (hot or cold soda)	0 42
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.	
Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 40c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 42c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44	

Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 32c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 34c.	

Premium chocolate—	
6-lb. bxs, 12 bxs. in case, 1-lb. pkgs. 35c.	
12-lb. bxs, 6 bxs. in case, 1-lb. pkgs. 35c.	
6-lb. bxs, 12 bxs. in case, 1-lb. pkgs. 35c.	
12-lb. bxs, 6 bxs. in case, 1-lb. pkgs. 35c.	

Medallion sweet chocolate—	
3-lb. bxs, 24 bxs. in case, 1-lb. pkgs. 44c.	
6-lb. bxs, 12 bxs. in case, 1-lb. pkgs. 44c.	

Milk chocolate—	
3-lb. bxs, 24 bxs. in case, 1-lb. pkgs. 35c.	
6-lb. bxs, 12 bxs. in case, 1-lb. pkgs. 35c.	

Vanilla sweet chocolate—	
3-lb. bxs, 24 bxs. in case, 1-lb. pkgs. 32c.	
6-lb. bxs, 12 bxs. in case, 1-lb. pkgs. 32c.	

Tid-Bit chocolate—	
6-lb. bxs, 12 bxs. in case, 1-lb. pkgs. 30c.	
12-lb. bxs, 6 bxs. in case, 1-lb. pkgs. 30c.	

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 32c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 32c.	

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	\$5 00
evap. cream, op. 4d.	4 85

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	
Cases, Doz.	
"Eagle" brand (4 doz.)	\$5 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00
Evaporated cream—	
"Peerless" brand evap. cream, 4 75	1 20
hotel size	4 90 2 45



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 65
"Reinder" brand per case (4 doz.)	5 80



THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 30
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 15 1/2

E. D. MARCEAU, Montreal.

d Crow "Java"	\$0 25
" Mocha	0 25
" Condor "Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I, 40-lb. boxes	45c.
" II, 40-lb. boxes	42 1/2c.
" III, 30-lb. boxes	37c.
" IV, 30-lb. boxes	35c.

S. H. & A. S. EWING'S.

Mocha and Java coffee, in 1-lb. tins, 30-lb cases	28
Mocha and Java coffee, in 2-lb. tins, 30-lb cases	28

Cheese.

IT'S VERY GOOD

BATGER'S

**STRAWBERRY
JAM**

Is made from the finest **Kent** Strawberries, great care being taken to keep the **Fruit Whole**.

The result is a jam that not only looks well and sells fast, but is really **Delicious**.

Put up in a very attractive new style square jar. 4 dozen to a case. Well packed; no breakage.

Order a case of your Jobber, or

ROSE & LAFLAMME - - Montreal

**DON'T RUN
CHANCES**

with your customers. Get a line of Maple Syrup that is reliable

**"IMPERIAL BRAND"
MAPLE SYRUP**

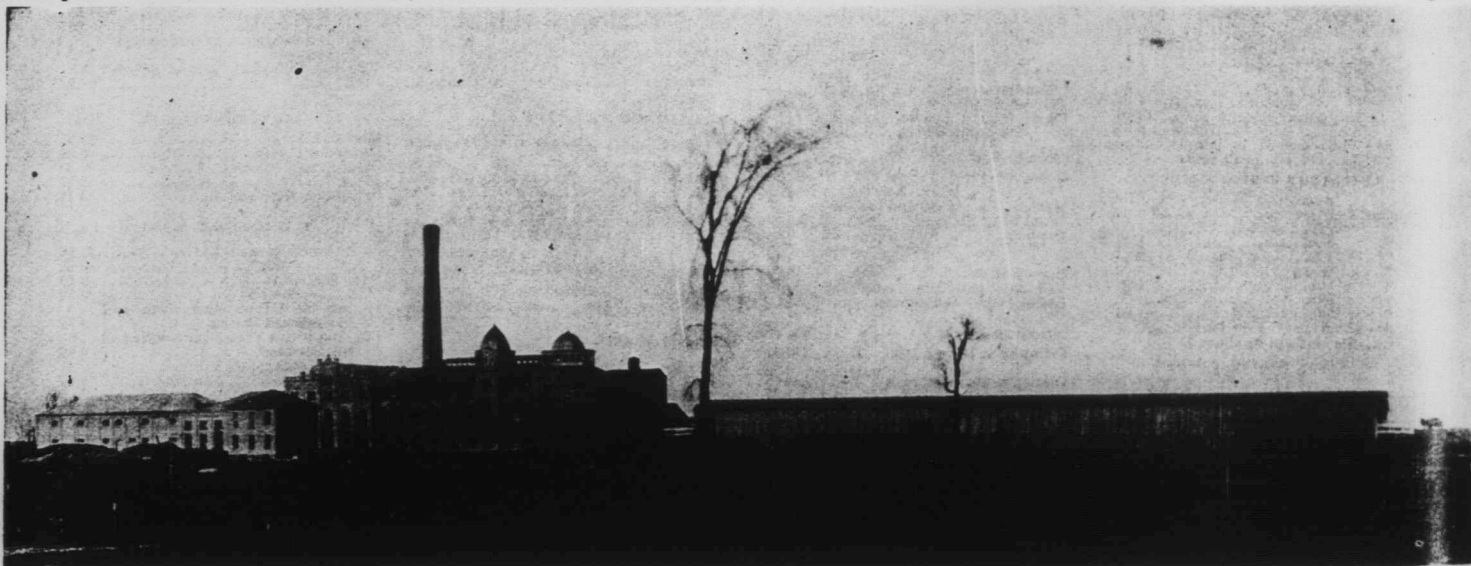
has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE &
LAFLAMME

AGENTS,
MONTREAL.

**GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT**



*As Pure as the Purest
As Sweet as the Sweetest*

*Equal to Any for All Purposes
ASK FOR IT*

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.



Coupon Book

For sale in Canada
Limited, Toronto
File, Montreal.
\$1, \$2, \$3, \$5, \$10

In lots of less than
books, 1 kind each
100 to 500 books
100 to 1,000 books

Allison's Co.

\$1 00 to \$3 00 books
5 00 books
10 00 "
15 00 "
20 00 "
25 00 "
50 00 "



The Davidson &
Fly



Wilson's Fly Pads,
packets, \$3 per
\$8.40.

REC

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

WM. BRAID & CO.,

- Vancouver, B.C.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un- Covers and num Coupons bered.	numbered
In lots of less than 100 books, 1 kind assorted.	4c.
100 to 500 books	3 1/2c.
100 to 1,000 books	3c.

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "
35 00 "	10 "
40 00 "	11 "
45 00 "	12 "

Cleaner.

BRUNSWICK'S EASYBRIGHT

4-oz. cans \$ 0.90
8-oz. " 1.35
10-oz. " 1.85
Quart " 3.75
Gallon " 10.00

Cleans Everything.

Wholesale Agents
The Davidson & Hay, Limited, onto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" groats	1-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	1 50
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 3 doz. in case	per doz. \$1 00
3-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, 3 doz. in case	per doz. 1 00
3-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) 3 doz. in case	\$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	.....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1/2-lb. tins	per doz. \$1 40
1-lb. tins	3 50
1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32 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	0 33
1-lb. tins	0 32 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 35



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 cas. lots	4.40
(Freight paid.)	
Cases, 30 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass quart gem jars	\$1 50
" "	1 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06 1/2
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS' A. P. Tippet & Co., Agents

Cement stoppers (pints)	per doz. \$2 30
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1 45
---	--------

Soda.

DWIGHT'S BAKING SODA

Case of 1-lb. containing 60 pkgs., per box	\$3 00.
Case of 1/2-lb. (containing 120 pkgs.) per box	\$3 00.
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box	\$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box	\$3 00.

MAGIC BRAND

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. " "	2 75
No. 3, " (30 1-lb. " " (60 1-lb. " ")	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

BEH" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	\$30
10 oz., cases, 96 pkgs.	
15 oz. cases, 60 pkgs.	case

RECKITT'S BLUE and ZEBRA PASTE

(Always give your Customers Satisfactor.)

**"CANADIAN
GROCER
ASSORTMENTS"**

We are still making up
this popular line of
bright, showy quick-
sellers.

Write at once for parti-
culars and illustrated
sheet.

GOWANS, KENT & CO.
TORONTO LIMITED

SAVE MONEY

*by writing to-day
for our price on*

**OLD ENGLISH
MINCE MEAT**

"Ready-to-use," packed in
7-lb., 14-lb., 28-lb. pails; 65-lb. tubs;
half-barrels and barrels.

*Write us sure. You never
know what you can do until you
try.*

*We pay cash for dried apples.
Have you any? Write us.*

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb.

boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

C. E. Colson & Son

MONTREAL, Agents.

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VOL. XX.

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"C

2-lb. tins
5 " "
10 " "
20 " "
Freight
stations e

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53 Front St.
TORONTO,