

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, APRIL 13, 1908

NO. 15

Robinson's Patent Barley

Is a Steady Seller
With the BEST TRADE

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

ROBINSON'S
PATENT BARLEY

Liberal sampling among your customers
on receipt of list addressed to

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



Raised on It.

STARCH

Two Indispensable Lines for every grocer and general store keeper.

Benson's "Prepared Corn" (for the Kitchen).

Edwardsburg "Silver Gloss" Starch (for the Laundry).

Good sellers and profit-makers, because well-known, tried and reliable.

Every jobber sells them.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Your Soap Trade

Develop it.

Make the most of it.

Make it pay.

Properly handled, it's a profitable part of your business.

Soaps sell all the year round.

Soaps of quality—they please, not only sell more easily and in larger quantities but they carry more profit.

The Albert Oatmeal Skin Soap gives universal satisfaction by its unique qualities.

It's a real skin food.

As a general toilet soap for family use it is a very remunerative line to carry.

"Albert Oatmeal Skin Soap"

One of the excellent lines manufactured by Albert Soaps Limited, Montreal.

You can depend upon pleasing your customers if you offer

"Kkovah" Jellies

"Kkovah" Custard

"Kkovah" Blanc Mange

"Kkovah" Creamo

SUTCLIFFE & BINGHAM, Limited

17 St. John St., MONTREAL

ROELOFSON & ROELOFSON

152 Bay St., TORONTO



National Licorice Co.
Brooklyn, N.Y.

R. S. McIndoe

Selling Agent 120 Church St., Toronto

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED

Hallifax, - Nova Scotia

Agents

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

Half the Battle is Won

by going on to the fighting line with proper equipment. The boy with the old muzzle loader sometimes gets a bird but more often he loses from sheer waste of time in loading the gun. And his powder horn gets damp, flint lock won't work, ramrod sticks.

Are you wasting time and energy by arguing over "quality" that you're not quite sure of? What's gained—how many customers lost? Half the battle is won by "quality." There's no better time to equip than right now.

Felix & Co.'s Italian Macaroni

Made in the cleanest of factories, by the cleanest of people and made as you would have your own wife make it—with conscientious goodness from start to finish.

Only the finest selected wheat is ever used by Felix & Company.

"Equip" with it.

"Thistle" Brand Maple Syrup

A real true "Simon-pure" Maple Syrup from Maple Sugar that comes from the best Sugar Maple Groves in the country.

Have you ever been to a "sugaring"? Then this Maple Syrup will carry you right straight back to your "Maple days" again.

In pints, quarts, gallons, or in bulk.

ARTHUR P. TIPPET & CO., Agents

8 Place Royale, - Montreal

20½ Front St. East, Toronto

Manufacturers' Agents and Brokers' Directory

BARBADOES, W. I.

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

CALGARY

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

WESTERN CARTAGE CO.,
 Cartage and Warehousing
 Storage and Brokerage for Eastern Wholesalers.
 Handling and Forwarding of CAR SHIPMENTS.
 Largest and Best equipped STORAGE Facilities in the WEST.

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.

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 38.

W. E. FELLOWES

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

TORONTO.

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

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

C. E. KYLE S. HOOPER
KYLE & HOOPER
 Wholesale Grocery Brokers and Manufacturers' Agents
 27 Front St. E., Toronto
 Highest references Commissions solicited

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

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

W. H. MILLMAN & SONS
 Grocery Brokers
 TORONTO

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

MOOSE JAW.

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

QUEBEC.

P. W. CARRIER
 COMMISSION
GROCERIES, FLOUR, GRAIN
 Domestic and Foreign Agencies Solicited.
 Hochelaga Bank Building,
 QUEBEC.

WINNIPEG.

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

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

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

DO YOU wish to extend your business to this GREAT WEST COUNTRY
 WE CAN handle your account to our MUTUAL ADVANTAGE.
 Correspondence solicited. Established over 12 years
George Adam & Co.
 Wholesale Brokers and Commission Merchants
 WINNIPEG, MANITOBA

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

W. A. TAYLOR
 BROKER and WAREHOUSEMAN
 243 Main Street
WINNIPEG, MAN.
 HIGHEST REFERENCES
 (Continued on page 52.)

EXTRA FINE SIFTED PEAS, NO. 1

SWEET WRINKLED PEAS, NO. 2

EARLY JUNE PEAS, NO. 3

STANDARD PEAS, NO. 4

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

The brands are, viz:—

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

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

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

EVERY TIN GUARANTEED

Canadian Cannery, Limited
HAMILTON, CANADA.

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page 52.)

CEYLON TEA (green and black) preserves in perfect proportion the necessary quantity of "essential oil" for refreshment and exhilaration.

CEYLON TEA (natural green) contains full measure of that important alkaloid "theine." An agreeable stimulant and invigorator.

CEYLON TEA is proved by analysis to contain sufficient — and only sufficient — "tannin" to give necessary vim to the other component parts.

CEYLON TEA is absolutely "pure" and free from extraneous coloring matter, such as is often used in other teas.

CEYLON TEA, in its manufacture, combines all the most sanitary, up-to-date, and scientific methods known to the world.

MORAL—Inasmuch as the great aim of business is to give pleasure to the buyer whilst securing profit to the seller, the merchant grocer must buy only the most excellent goods, which in Tea means "buy only Ceylon Tea" for both pleasure and profit.

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The Man behind the Counter

I believe I am known as a man who values, and secures in a very full measure, the friendship of the retail merchant and his clerks; and I am very proud of the fact.

But why is it? It is not easy to secure the friendship of thousands of men one has never seen; and I am not egotist enough to think that it is through any personality of mine.

It is, **FIRST**, the quality of Red Rose Tea that has helped make these friends. To men who sell it day in and day out, from year to year, it has become a standard of quality. They **know** it can be depended on. "Good tea" **always good.**

SECOND.—They are treated as business men should be. Every enquiry has immediate attention—mistakes are corrected promptly. Reasonable favors are granted pleasantly.

THIRD.—My travellers are not mere order takers. They are men who gain the respect and confidence of their customers by their upright business methods.

If one of them calls on you, I know that you will corroborate my opinion—and if you are not doing business with him now, you feel that you will some day. When you do, I am sure we will be friends.

T. H. ESTABROOKS

ST. JOHN, N. B.

*Toronto Office—3 Wellington Street E.
GEO. H. CAMPBELL, Mgr.*



"THE FAIRBANK PLAN" LOOK INTO IT

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

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

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

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

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

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

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

CROCKERY = DEALERS

Have you ever examined our line of

English Black Rock Teapots?

We have splendid varieties of both
PLAIN and **DECORATED**, at prices
which will surprise you. Ask to see
them.

THE JOHN L.

CASSIDY

CO., LIMITED,
MONTREAL



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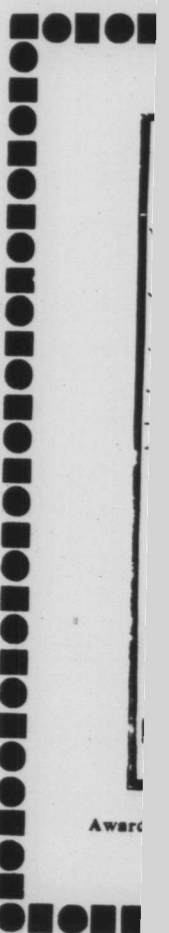
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26 A MINUTE

So great has become the demand for "SALADA" Ceylon Tea that the sale now equals 26 packets for every minute of our lives, or equivalent to 14,000,000 packets annually, and still growing.

Mark Twain says: "It's Foolish to Oppose a Success."

Some dealers (not you, of course) waste a good deal of time in worrying, planning and scheming out acceptable reasons (to themselves) as to why they should not handle "SALADA" Ceylon Tea, while their more progressive neighbors are readily grasping their opportunities, and pushing the sale with pleasure and profit.

A dealer can, of course, get along without "SALADA" if he is so inclined, but it will be to the injury of his trade and reputation—this is as sure as "night follows day."

A sample case will readily dispel a doubter's doubts.

BLACK, MIXED OR
NATURAL GREEN

Sealed Packets Only.

Write To-day to "SALADA" Toronto or Montreal

THERE ARE MANY BAKING POWDERS

"THE LIGHT OF THE KITCHEN"

BUT THERE IS
ONLY ONE

MAGIC BAKING POWDER

It is Pure, Wholesome and Economical
SOLD IN ALL SIZES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

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



The best in pickles and relishes bear the mark on each bottle in red ink:

STERLING BRAND PICKLES

You will not be disappointed, no matter what kind you may choose. Simply make sure you've chosen "Sterling" goods.

—Made in Canada's greatest pickle factory.

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

MAPLE SUGAR


Largest Exporters of
PURE
BEAUCE COUNTY
SUGAR

D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA



THEY
Sell Well
Show a Nice Profit.
Give Satisfaction.

WHY?
Because they are
CANADA'S BEST
ROSE & LAFLAMME, MONTREAL

GOOD PROFIT

Up-to-date grocers sell the up-to-date coffee essence, Paterson's Camp Coffee. It affords a good margin of profit and is a quick seller.

ROSE & LAFLAMME
AGENTS
MONTREAL

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

Why are We Selling More?

The sales of RISING SUN Stove Polish in cakes, and SUN PASTE Stove Polish in tins, so far this year, show a gratifying advance over the

record of the corresponding period last year. This could only mean one thing—that the strenuous, positive claims we have always made for these brands, have been true. These goods give greatest possible satisfaction, both to dealer and consumer. **THAT'S WHY.**

MORSE BROS., Props.,

Canton, Mass., U.S.A.

Japan Teas

Japan Teas

are the only thoroughly pure and reliable green teas made—
 They are unique in that they cannot be imitated.
 They are the healthiest of all teas to drink.

Japan Teas pay—
 Buy them

Japan Teas

WOULD YOU LIKE TO MAKE MONEY?

If so, sell a tea that sells itself—

Blue Ribbon Ceylon Tea

Don't waste any efforts on "temporary pleasers"! Go after the permanent trade.
RED LABEL, selling at 40c.—there you are!

THE CANADIAN GROCER

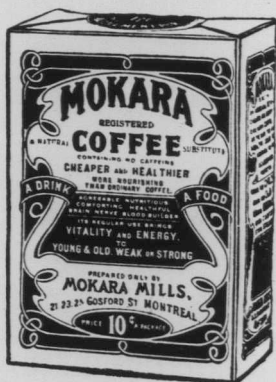
We are
Wholesale
Agents for

PETER'S

The finest
Milk
Chocolate
in the world.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO



**Just a Splendid Line to Stock
This Year**

"MOKARA" is a home drink for every-
body. 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

OUR MOTTO

**THE BEST PRODUCT
FROM THE PUREST MATERIAL**

We carry this principle into actual
practice—every day.

The milk is procured in the richest
dairy sections in Canada.

The strictest care is used in its selection
—every can of milk is tested before it is
received.

Manufacturing conditions are guarded
at every point—our methods and appli-
cances are the most modern and improved.

The net result is quality.

**"REINDEER" Condensed MILK
"JERSEY" Sterilized CREAM**

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

England's hall-mark of quality — "Holbrook"

HOLBROOK'S GENUINE WORCESTERSHIRE SAUCE

HAS THE LARGEST SALE IN THE WORLD.

The Reason ——— A Genuine Worcestershire at a popular price.

Holbrook's Limited, 28 Front St. E., Toronto

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THE CANADIAN GROCER

MOLASSES IN TINS

A CLEAN WAY TO HANDLE IT

We have it.

Retail at 10c. and 15c.

Thomas Kinnear & Co.

WHOLESALE
GROCCERS

TORONTO AND PETERBORO

Ivory Superiority

There are many reasons why a grocer should attach his allegiance to

IVORINE COLD-WATER STARCH

Cold-water starch is better than other kinds—no matter from what standpoint the comparison is made.

"Ivory" is the leading cold-water starch. The women like it because it means a good deal to them.

Sixty per cent. profit is yours when you sell Ivory Starch.

Are you going to allow a golden opportunity like this to pass by?

Case of 40 pkgs. \$2.50. See your jobber.

St. Lawrence Starch Co.
Port Credit, Ontario Limited

Purnell's Genuine Worcestershire Sauce



Shows a good profit

Never fails to
give satisfaction.

Do You Stock it?

If not, mail your order
to-day.

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

SYMINGTON'S, EDINBURGH COFFEE ESSENCE

UNQUESTIONABLY THE VERY BEST

To be had of all wholesalers

THOS. SYMINGTON & CO.

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY

EDINBURGH

Diamond E. Blend Coffee

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

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

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

GREIG'S WHITE SWAN BARLEY CRISPS

Thin, flakey and light—the very choicest form in which barley can be offered.

It is an ideal food for infants and persons of weak digestion—but can be used for a great variety of tasty dishes for healthy people as well.

*Put up in attractive packages.
3 dozen in a case.
This line is a winner.*

The Robert Greig Co.
Limited
WHITE SWAN MILLS
TORONTO



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

"Norka"

RETURNED

The best selling and the best paying

APR 30 1906

To owner
with Book 4
Page 64

CEREAL

on the market.

Sells all the year round

THE EBY, BLAIN CO., 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

96-104 KING ST., MONTREAL
Telephone Bell Main 66.
" Merchants 522.

Telephone orders receive prompt attention.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

W
This House
Queen Street.
to guests. Bill

TOW
This first-class
part of the city
near to all prin
end Ladies' Roo

Mrs. J. F. SM
Opposite Vic

BOAR

Mrs. FRASEI
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. Managers
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 Incorporated 1851
ASSURANCE COMPANY.

**FIRE
AND
MARINE**

Head Office Capital - \$ 1,500,000.00
Toronto, Assets, over - 3,460,000.00
Ont. Income for 1905, over 3,680,000.00

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. C. 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, \$2,119,347.89.

LOSSES PAID SINCE ORGANIZATION, \$27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
and Managing Director
P. H. SIMS, Secretary.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,	Leading Canadian Accountants and Auditors		adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.
	This space \$30.00 per year.	PERCY P. DAVENPORT, Chartered Accountant and Assignee, 378 Bannatyne Ave., WINNIPEG, MAN.		JENKINS & HARDY. Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15½ Toronto Street. Toronto. 52 Canada Life Building, Montreal.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,	LEGAL CARDS.		organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.
	This space \$15.00 per year.	ATWATER, DUCLOS & CHAUVIN Advocates. Montreal. Albert W. Atwater, K. C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.	
This space \$15.00 per year.	PERCY P. DAVENPORT. Chartered Accountant and Assignee, 378 Bannatyne Ave., Winnipeg, Man.	This space \$15.00 per year.	WM. A. McLEAN Barrister, Solicitor, Etc. Head Office, Guelph, McLean's Block. Branch Office, Acton, Town Hall. Corporation Solicitor, Etc.
ROBINSON & GREEN Barristers, Solicitors, Etc. JOHN A. ROBINSON. JOHN R. GREEN. Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.	LOUGHEED & BENNETT, Barristers, Solicitors, Advocates, etc. Calgary, Can. Cables: Lougheed, Calgary Solicitors for: Bank of Montreal, Canadian Bank of Commerce, Bank of Nova Scotia, Merchants' Bank of Canada.	This space \$30 per year.	

Canadian Grocer Condensed Advertisements

bring results. If you want to buy or sell a business, secure a position or a clerk, use The Canadian Grocer condensed advertisement column. Rates, 2 cents per word for first insertion, 1 cent per word subsequently.

The Belleville Business College, Limited

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw } BELLEVILLE, ONTARIO { J. Frith Jeffers, M.A.
 Secretary. } President.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

<p>Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.</p> <p>JOHN LETHEM & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.</p> <p>JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.</p> <p>A. C. DOUGETY & CO. Head Office, 39 Eastcheap, LONDON. PROVISION IMPORTERS. Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Arouching, LONDON. Codes: A. B. C. 4th and 5th editions, A1, Western Union. Highest References.</p> <p>WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER. We sell cost, freight and insurance. Western Union Code. LONDON, LIVERPOOL, GLASGOW.</p> <p>P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs. Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes. General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats. Best attendance on consignments. HIGHEST BANK REFERENCES.</p>	<p>DAVID SCOTT & CO. Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool. This space \$15 per year.</p> <p>Cable Address "RAPP, LIVERPOOL" HERMAN RAPP & CO. Provision Merchants. 19 MATHEW STREET, LIVERPOOL. Liberal advances on consignments. Telegraphic Address, "Fondants, London." A. E. SOWERBUTTS & CO. PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield</p>	<p>GEORGE LITTLE LIMITED Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY. This space \$30 per year.</p> <p>HAMBURG. Kaiser Wilhelmstrasse 74-78. Neubeck & Schipmann, Commission Agents and Merchants. This space \$15 per year</p>	<p>HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL—Reports and valuations made in Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited. This space \$30 per year.</p> <p>THOS. BOYD & CO., 28 KING ST., LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C. 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd." J. H. GAITSKELL & CO. PROVISION MERCHANTS, LIVERPOOL, invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.</p>
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James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG.
 Large connection amongst best Wholesale Grocers and Bakers in Great Britain
 We also ship several British lines to United States and Canada.
 CORRESPONDENCE INVITED.

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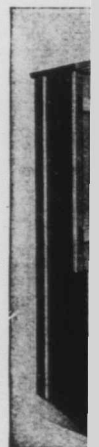
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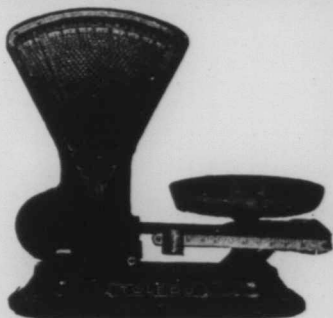


Out-Door

S. F.

TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

FOR OVER 70 YEARS

the choice of all refined palates!

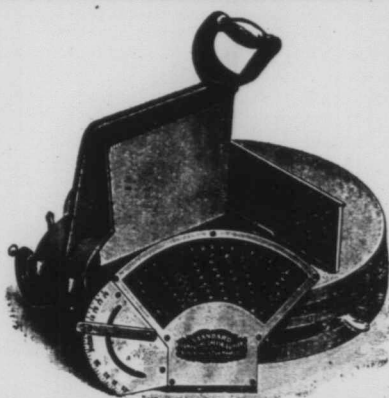


Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

"LEA & PERRINS"

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

J. M. Douglas & Co.
 Montreal Canadian Agents



THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

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

Every grocer can afford it.

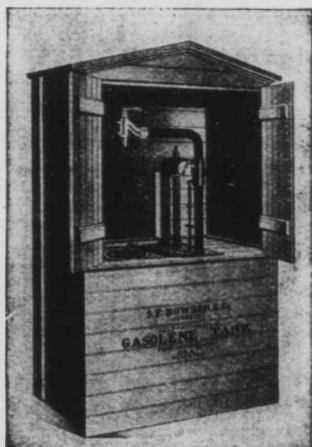
No grocer can afford to be without it.

Write for Folder, Price and Terms.

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

Many a Gasolene Fire Might Have Been Avoided

if the grocer had used a Bowser Gasolene Tank, but he did not; he ran the risk, and lost his store.



Cut No. 10

Out-Door Cabinet. One of Fifty.

Are you running the risk by using a tank that is not safe, that is not evaporation and waste proof, that will explode if given a chance? **Don't do it - it will not pay.**

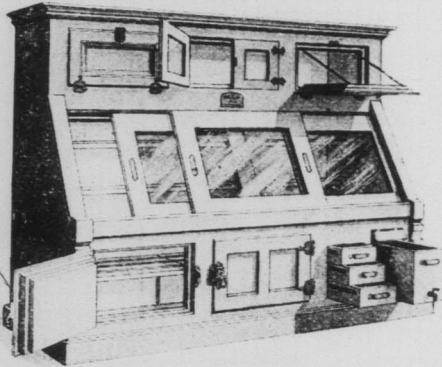
BUY A BOWSER AND BE SAFE

For particulars send for Catalog "B"

S. F. Bowser & Co. Inc. Fort Wayne, Ind.

Aubin's Patent Refrigerators

GROCCRS should not be without one



Perfect Dry Air Circulation System
Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal Quebec Exhibition
Diplomas—Ottawa, Montreal and Toronto

WRITE FOR
CATALOGUE

C. P. FABIEN, Proprietor and
Manufacturer

OFFICE AND FACTORY WAREROOMS

3167 to 3171 Notre Dame St. 4 to 8 Fabien Ave.
MONTREAL, CANADA 31 to 45 William St.

Branches at Ottawa, Winnipeg and Windsor, N.S.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

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

Our Grinders Wear Longest



No. 65

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

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing 1/2 lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

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

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

GROCCRS' TROUBLES

end when our new

SPECIAL DUPLICATING

Counter Check Books

appear on the scene. No danger of mixing originals with duplicates.

You need these books.

You should have these books.

A post card secures sample and prices.

The Carter-Crume Company, Limited
TORONTO and MONTREAL



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

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer
for it or write us for prices

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

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.

To Manufacturers' Agents

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

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

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

GENUINE PRATTS' ASTRAL LAMP OIL

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

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

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

"WELL, I GUESS"—

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

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

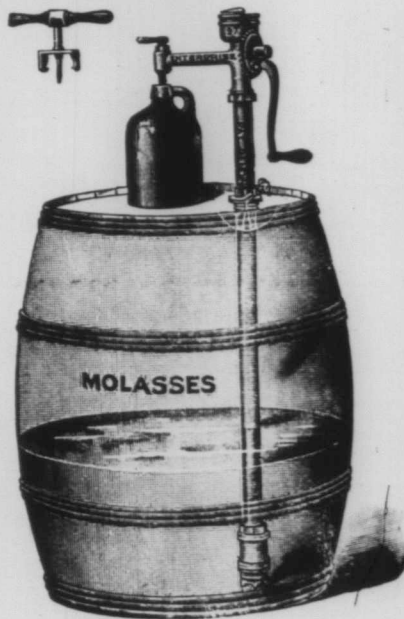
"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

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

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

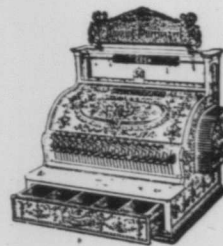


The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

Customers are Gained by

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

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



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

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

Tear off here and mail to us today

**N. C. R.
Company**
Dayton Ohio

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

Name

Address

No. of men

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**STRAL
OIL**

recognized as the

ONLY.

IPANY, Limited

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Advertisers will
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in Grocer.



Walker Bin Interior.

CONSIDER THE LOSS

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

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

The Cost of Installing Walker Bin Fixtures

providing attractiveness, cleanliness and convenience IS SMALL IN COMPARISON.

They not only increase business, but give CHARACTER to it.

Write for Illustrated Catalogue.

Spring is the best time

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

**100
CANDLE
POWER**



**1/2 ¢
PER
HOUR**

AUER GASOLENE LAMP

Gives more light than

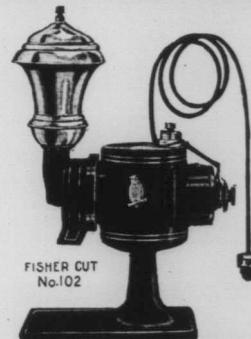
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

ELECTRIC POWER COFFEE MILLS



FISHER CUT
No. 102

This cut shows one of the designs we are making.

Fitted with 1/4 H.P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes 1/2-lb. of Coffee a minute.

Write us for Prices.

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

20th Century Account Keeping.

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

STOCK NOW.



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

**G. F. Sutton,
Sons & Co.**

King's Cross

London, Eng.

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

TO ADVERTISERS

In order to ensure change of copy in your advertisement in *The Canadian Grocer*, matter should be in our hands by Tuesday morning of each week. Attention to this will assist our Mechanical Department in serving you to the best of their ability.

NEW CROP MAPLE

Adds to the excellence of our **Famous Diamond Brand Maple Syrup and Pure Maple Sugar.**

Read below and order from your Jobber at once:



TWO BIG SELLERS

Maple Cream Hearts Twin Block Pure Maple Sugar

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

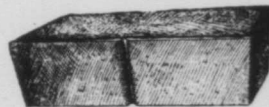
Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 3/4-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - **\$3.00**

Profit to Retailer in one

Case - **\$1.00**

BEWARE OF IMITATIONS

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

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

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t of their

Syrup sells fast these days

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

Aurora Brand Corn Syrup

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

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

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

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS
HAMILTON

To Hand

HALF CHESTS NINGCHOU CONGOU

HALF CHESTS FORMOSA OOLONG

— ALSO —

C. & B. Club and Pirhoot

CHUTNEY

HASZARD'S BURNT ONION SAUCE

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

When You Want PURE OLIVE OIL
the BEST

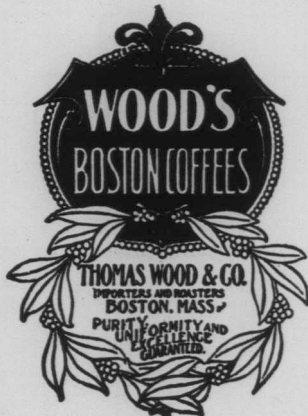
Ask and Get "RAYON D'OR"

GROWN, MANUFACTURED, PACKED BY

MENGERT, GAGNOLI & CIE, BARRI, LUCCA, NICE

Formerly SUAUT & CIE.

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



Purity, Uniformity, Utility—Security to the Grocer
Experience, System, Equipment—Security to the Wholesaler
Scientific Expert Selection—Security for Both and the Public

That is the "Wood" way, and it has raised

WOOD'S COFFEES

to the highest level of Public Estimation, Appreciation and Demand.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

We

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New Season Maple Syrup

We have now ready for shipment, 1906 boiling of

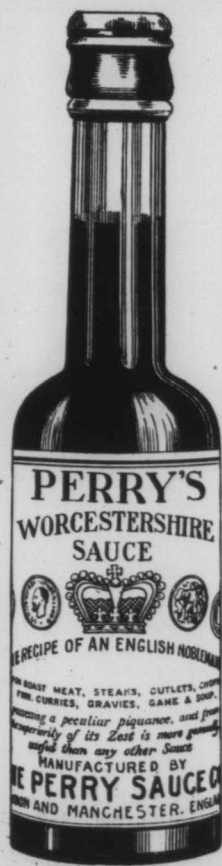
“ SUGAR BUSH ” MAPLE SYRUP

in quart, half-gallon and gallon tins.

Our steadily increasing trade in this is sufficient recommendation of the quality.

JAMES TURNER & CO. HAMILTON

IN STORE—Puffed Rice.



“If the steak's too tough to eat
Try Perry's Sauce; it can't be beat.”

There you are! What better recommendation could you give your customers?

Perry's Worcestershire Sauce

is delicious and those who use it do not have to be told it is delicious.

It has the piquancy unknown in other sauces. A spoonful put into salad gives it life.

Can be used with roast or cold meats, fowl or fish.

Grocers who sell Perry's understand why we call this Sauce **BEST**.

Selling Agents:

Taylor & Pringle Co.

Limited

OWEN SOUND, ONT.

Manufacturers of *Queen Quality Brand Pickles.*

Tartan BRAND

The Sign of Purity

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

Wagstaffe Fig and Lemon Marmalade
IN GLASS, IS DELICIOUS

Phone 596, our expense, for particulars.

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

NATIONAL CONTROL OF FOOD SUPPLIES*

By Anthony McGill, Government Analyst, Ottawa.

If it were necessary to justify food inspection as a national concern, the following, among other considerations might be given: First, the great importance of the subject; the national health and well-being are directly menaced by any lowering in the quality of its food material. Second, the necessarily high cost of such inspection, because expert skill must be employed, if the work is to possess any value. Third, the benefits of inspection should be equally available to the poor and the rich. It is equally to the interest of the whole commonwealth that the working classes should be properly nourished. It is not only the rich man who should be safeguarded in the character of the food stuffs offered for sale. Fourth, a continuous inspection must be provided in order that the quality of our foods may be known. We cannot afford to wait until a lowering of national vitality indicates something wrong. We need to prevent widespread harm, not to discover and account for it after the fact.

A Modern Innovation.

What are known in history as the assizes of beer, bread, etc., which were early attempts to control the quality of important articles of food, date back to the 15th and 16th centuries. It is, nevertheless, true that food laws of the kind that we are acquainted with are recent creations. Existing legislation on this subject, in English-speaking countries, owes its origin to the work done about the middle of the last century by the late Dr. Hassall, and to the publicity given to his work in the columns of the London Lancet. Dr. Hassall published an extended series of investigations into the character of various foods as offered in the London markets. His exposures of frauds in milk, bread, spices, drugs, etc., was so convincing as to cause the appointment of a parliamentary commission to inquire into the facts. As the result of the evidence brought before the commission, the first Adulteration Act was passed. Canada was not long in following the example of the mother country, and enacted her first Adulteration Act in 1874. The act has undergone many amendments since that date, in consequence of increased experience in its working, but the fundamental principles remain unchanged.

What Adulteration is.

It defines adulteration as follows:

1. If any substance has been mixed with it so as to reduce or lower or injuriously affect its quality or strength;
2. If any inferior or cheaper substance

* This is a synopsis prepared by Mr. McGill, of a lecture delivered by him before the Ontario Grocers' Convention in Massey Hall, April 3. Similar synopses of succeeding sessions will appear in next week's issue. — Editor.

has been substituted, wholly or in part, for the article;

3. If any valuable consistent of the article has been wholly or in part abstracted;

4. If it is an imitation of, or is sold under the name of another article;

5. If it consists wholly or in part of a diseased or decomposed or putrid or rotten animal or vegetable substance, whether manufactured or not, or in the case of milk or butter, if it is the produce of a diseased animal, or of an animal fed upon unwholesome food;

6. If it contains any added poisonous ingredient which may render such an article injurious to the health of a person consuming it;

7. If its strength or purity falls below the standard, or its constituents are present in quantity not within the limits of variability, fixed by the governor-in-council, as hereinafter provided;

8. If it is so colored or coated or polished or powdered that damage is concealed, or if it is made to appear better or of greater value than it really is.

Not as Our Ancestors.

Why do we need national food inspection more than did our ancestors?

In the first place, the tendency of modern life is to leave the manufacture of food to a special class of the community. Food stuffs are no longer home made. The farmer no longer takes his grist to the mill, paying a toll for the grinding and bringing home his flour, home-made malt; home-brewed ale, even home-made bread, are scarcely known in our day. When baking is done at home, it is not done as formerly with home-brewed yeast, or with sour milk and soda. Baking powders are used almost exclusively; and the housewife knows nothing of their composition. That they yield gas on heating in the oven, and make the bread spongy, is all she knows about them. Whether or not the residue left in the bread is wholesome depends upon the knowledge and honesty of the manufacturer. Even jams and jellies are bought ready-made.

What Science Has Done.

But this is only a partial answer to the question. The achievements of chemistry have within recent years placed at the disposal of manufacturers a large number of substances which were quite unknown, or only known in private laboratories, until the last half century. Glucose, cotton-seed oil, cotton-seed stearin, coal-tar dyes, synthetic flavoring materials (as vanillin, wintergreen, etc.), chemical preservatives, (such as salicylic acid, formalin, etc.), are illustrations of what I mean. These substances enter

into the composition of modern foods to an extent little imagined by the ordinary consumer.

New Food Products.

It must not be thought that we have any fault to find with the inventor of a new food material. Far from this, we recognize the discoverer of a new and nutritious food stuff as a benefactor to his kind, and is worthy of praise, as he who makes two blades of grass grow where one grew before. And there can be no doubt that glucose, cotton-seed oil, cotton-seed stearin, oleo-margarine, renovated butter, milk-blended butter, condensed milk, tinned meats and vegetables and many other forms of food not known to our progenitors, are valuable additions to the national commissariat. But there are a few points to be kept in remembrance in regard to all of these. The fact that they are new forms of food is not, in itself, a recommendation. The human digestive organism is a development through long centuries, and has adapted itself to a certain diet, varying in different countries. There is danger in trying radical experiments with it. However great may be the value attaching, for example, to the preserving of food by canning, anyone who has been compelled to live for a few months, or even weeks, on canned provisions, will realize that this simple and beautiful device for preserving perishable food materials, nevertheless, involves some slight change in the character of the food, sufficient to bring about a sense of unrest, if not of actual indigestion. Again, in the manufacture of many new food substances, powerful chemicals are used, and great care is necessary to make sure that these are properly rendered harmless before the finished product is put on the market. Many cases of poisoning through the use of dyes containing arsenic, glucose containing free acid, and other similar instances are on record. I must, however, bear testimony to the great care which is nowadays taken by manufacturers, and to the purity of the products now offered.

Chief Ground of Complaint.

The chief ground of complaint rests in the non-acknowledgement of the presence of a foreign substance. The importance which this assumes depends greatly upon the point of view. To the consumer it means that he is ignorant of what he eats. This is always a perfectly tenable ground for complaint. It frequently amounts to a very serious matter indeed, as in cases where personal idiosyncrasy or invalidism prohibits the use of certain classes of food. To the honest manufacturer it is a very heavy grievance, since it means unfair competition.

To the producer complaining. The consumer who finds used as a base, berry, raspberries with coal tar, nine fruit? the dairy farmer unacknowledged of oleomargarine for the genuine raises pigs when cotton is used for lard.

Who Should

The consumer, ably, must be responsible. The law provides the means in two ways. A guaranty of the saler, provided precaution to Inland Revenue charged with Food Act) means of accuracy of the analysis at a services of where are at

The manufacturer ultimately responsible for naming of the product to the manufacturer wholesome food after substitution correctly and requires the label as characters. 1 of the label.

Distinct provisions of the act, (1) penalties for penalties for It is with grocers are adulteration health, the may reach months imp adulteration injurious to health \$100 and costs, accused provisions he is tried article in question, substituted of the inspector, and to that effect produced at the he sold it he purchase with reasonable knowledge he discharged shall be liable by the producer

The annual revenue Department food subject

To the producer it is also a ground for complaining. What of the fruit grower who finds apple, turnip or other pulp used as a basis for jams, sold as strawberry, raspberry, plum, etc., and dyed with coal tar colors to imitate the genuine fruit? Just in the same way has the dairy farmer a right to complain of unacknowledged competition by the sale of oleomargarine or renovated butter for the genuine article; the farmer who raises pigs has a bona fide grievance when cotton seed products are substituted for lard, and so on.

Who Shall be Held Responsible?

The consumer, naturally and inevitably, must hold the retail dealer responsible. The Adulteration Act provides the retailer with a safeguard in two ways. First, he may plead the guaranty of the manufacturer or wholesaler, provided that he has taken the precaution to obtain such. Second, the Inland Revenue Department (which is charged with the administration of the Food Act) provides an inexpensive means of acquainting him with the nature of the articles he sells, by chemical analysis at a nominal fee. Of course, the services of professional analysts everywhere are at his command.

The manufacturer may thus be held ultimately responsible for the correct naming of his goods. There is no bar to the manufacture or sale of any wholesome food in Canada (except butter substitutes) provided that they are correctly and honestly labelled. The act requires that such articles be distinctly labelled as a mixture, in conspicuous characters, forming an inseparable part of the label.

Penalties Provided.

Distinct penalties attach to violations of the act, and these may be classed as (1) penalties for adulterating foods, (2) penalties for selling adulterated foods. It is with the latter class that retail grocers are directly interested. If the adulteration is deemed injurious to health, the penalty for a first offense may reach \$200 and costs, or three months imprisonment, or both; if the adulteration be deemed to be not injurious to health, the penalty may reach \$100 and costs, and is not less than \$5 and costs, "provided that if the person accused proves to the court before which he is tried that he had purchased the article in question as the same in nature, substance and quality as that demanded of him by the purchaser or inspector, and with a written warranty to that effect—which warranty is produced at the trial of the case—and that he sold it in the same state as when he purchased it, and that he could not with reasonable diligence have obtained knowledge of its adulteration, he shall be discharged from the prosecution, but shall be liable to pay the costs incurred by the prosecutor, etc."

The annual reports of the Inland Revenue Department, and the bulletins on food subjects, issued from time to time

from the laboratory of the Inland Revenue Department, give an account of the actual working of the Adulteration Act.

These reports and bulletins are obtainable free of charge by any person interested on application to the Deputy Minister of Inland Revenue at Ottawa.

WESTERN STATES DEMAND PURE CORN.

Rupert Baxter, a prominent Maine corn packer, on his way home from a trip through the west, says:

"The wholesale grocers in the middle west, particularly in the Missouri River section, have come out flat-footed with a declaration that they will not handle canned corn unless the cans or labels bear a stamp with the legend, 'This package is prepared in conformity with the provisions of the pure food laws.' As a result thousands of cases of canned corn are still in the hands of packers unsold, and, under prevailing conditions—a glutted eastern market and low prices—a heavy loss threatens producers.

"The day of 'bleacher' and 'saccharin' has gone by," said Mr. Baxter. "Jobbers are so afraid of trouble because of the agitation over pure food and pure food legislation that they will not handle food products unless there is a reasonable guarantee of immunity from interference by officials. This action has really been forced upon the jobber by the retailer, the latter finding such a sentiment among consumers against the use of the bleach and sweetener that he has been compelled to refuse to handle anything except the safe article."

A considerable percentage of the pack in the western states was bleached to meet the popular demand for white corn. The market there is glutted; bleached stock is interdicted in several eastern markets, and it means that the packers must just unload where they can and for what they can get.

One of the largest western packers, speaking on the subject recently, said: "You will find that from now on the jobber is going to be particular what he buys in the matter of food products. Even if we do not get national pure food legislation, the sentiment among consumers, working through the retailer, is going to force a better and a purer product.

"Just as soon as the packer is made to understand that only the best products, put up without the use of artificial color and preservatives are saleable at profit, just so soon will the conditions in the market improve. If the packer will put on his labels 'this package contains food prepared in conformity with the food regulations,' the consumer will buy more freely. There won't be a demoralized market, either. Now, there are at the present time several million cases of canned corn unsold in first hands.

"The percentage of really fancy grade in this quantity, compared with the whole, is small. Yet in face of this and the low prices ruling packers pretend to wonder why the jobber does not buy futures. Knowing, as the jobber does, that a large share of the carryover of western corn is poor and 'bleached,' he does not care to load up with futures."

OPPORTUNITY IN HOUSE CLEANING.

Your wife doesn't break into house-cleaning in the thoughtless way you break into a can of corn, or a hog breaks through the ice to take an unpremeditated ducking. The first nice spring day starts her thinking about it, and she'd like to get right at it; but there comes a snowstorm or a sou'easter with rain and the dear girl gets time to think it over. It may be a week or a month before she finally gets into the scrape, and all that time she has it on her mind more or less, and anything bearing on the subject interests her. That is the state of the feminine mind of the nation.

If you have the right goods at the right time and right price, it's dollars to cotton dusters the people will buy if they know about them. Perhaps you've already guessed this is more about woodenware. Why not? A general merchant doesn't mix up dry goods, groceries and boots and shoes on his shelves. Silk and sausages wouldn't look well in the same drawer, and customers wouldn't like to sit on a molasses barrel to try on a pair of shoes. Why then should woodenware be divided up and distributed over the store? Why not give the woodenware the same show to make profits that you do other goods? All that is asked for the woodenware is the "square deal."

Probably you have twenty-five or thirty different shapes and kinds of brushes and half as many varieties of brooms, whisks, dusters, stepladders and window cleaners. Then there are half a score of woodenware articles that relate to the family washing, and three or four times as many varieties, besides kitchen ware and dairy ware. Keep your buying eye open for new things and improvements in these lines. Women are always interested in labor-saving devices for the kitchen or the laundry. They're not needed more any place on earth. There seems to be a bull movement in the cost of living, and only a few of us can afford to employ hired help in the home. The wife who does her own work and looks after one or more children needs all the labor-saving devices she can get.

A tastefully arranged woodenware section would attract attention anywhere on about house-cleaning time. Then try a window display of it and see how it will attract attention. To round out the experiment contribute some of your advertising space to the woodenware campaign. If business doesn't start then, why, better hike out of that branch of trade or you may take it as a sign that house-cleaning in your town is good and well over and all the washing is being sent out.

WINDOW AND INTERIOR DISPLAYS

NOVELTY IN WINDOW DISPLAY.

The aim in all successful windows is usually novelty—something new. Unless the display has this element of novelty it cannot be otherwise than a greater or less failure. The use of too many canned goods in the window is usually objectionable, because they cannot easily be arranged in a manner that would attract by its originality. We urge the use of nothing in the window that suggests sameness of design and monotony of goods. Something new! Something fresh! Something original! That's what the window waits for.

Constant Change.

That "hits the nail squarely on the head." Constant change, something

lent, for the very neatest designs can be successfully accomplished with one or two articles only, it in a great measure depending upon the skill of the dresser in originating the design.

Choice Goods and New.

Window display embraces two very essential features—it serves the purpose of sampling new or especially choice goods, and at the same time adding a picturesque charm to the windows which set forth the real standard and capacity of the salesroom within.

AN INTERIOR DISPLAY.

The illustration given in this issue is one which will well repay careful study.

which are formed of permanent shelving, so that one article can be taken without disarranging the remainder. This is a great convenience, and a great saver of time in serving.

The refrigerator, too, is placed in the extreme end of the store, a very excellent idea, as by this means the unpleasant aroma which will invariably arise from provision goods can be easily passed into the open.

Bain & Adams have always made a point of seasonable displays, and in conjunction with this form of advertising have issued a complete price list at regular intervals, one of which is now before us, and is certainly a most comprehensive catalogue.



Interior Display—Bain & Adams, Hamilton.

new, something that will draw the attention of the passer-by and bring the customer inside your store. That is what the window display is for, and when it has accomplished this it is for you to follow up the work accomplished through your window display.

Not Too Many Lines.

Some grocers in their window display seem to have the idea that in order to be effective it is necessary to have a multitude of articles, and as is often the case the displays are overdone and the intended effect thrown out of proportion. Where only one article is used the effects created are usually most excel-

The store is that of Bain & Adams, of Hamilton, and shows an exceedingly fine stock, displayed in such a way as to suggest a regular market, rather than one of the very daintily arranged stores one is accustomed to see. This idea, too, is the characteristic of the store; whatever is in season is the line made prominent and pushed for all it is worth.

There is not a great deal to explain or describe in this picture. There are the usual ranges of shelving all round the walls, but what is somewhat striking is the abundant arrangement of counters, tables and stands upon which to display the goods. The favorite style, it will be seen, is that of the pyramid, many of

CHANGE OF ADDRESS.

Mayell & Co., spice merchants and manufacturing confectioners, of Toronto, have just removed their factory to 1298 Queen street west of the same city. This move has become necessary through the expiration of the lease of the old premises. The firm intend utilizing the movement as a means to thoroughly overhaul their plant and introduce an organization equal to any in their line.

H. C. Beckett, of W. H. Gillard & Co., Hamilton, was noticed by The Canadian Grocer in Montreal grocery circles last week.

CO-OP

Owing to population, many for many generations the co-operative movement is interesting which that among the high. It is a too, which producer know

The industry cover the land and menace individual stores. Journal of writing from it is of importance closely from ties make to their sales in view of their turnover \$500,000,000. Our 43,000,000 portion of the operative store people, of families, are arate local so scribe the e. nness is work loans, exceed participate in fits, which a per cent. of about \$50,000 sent. Person are customer receive a bor purchases. or members.

The volume increasing, it multiplied in years, and alt is now vastly quite regular

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CO-OPERATIVE TRADING IN THE OLD LAND.

Owing to the comparatively sparse population, merchants in Canada will not for many generations feel the effect of the co-operative store movement. Yet it is interesting to know the extent to which that system of trade has grown among the hived millions of Great Britain. It is an avenue of British trade, too, which probably the Canadian manufacturer knows little about.

The industrial co-operative societies cover the land with their branch stores and menace the livelihood of the individual storekeeper, says a New York Journal of Commerce correspondent, writing from Manchester, England. It is possible to estimate the importance of their business very closely from the returns which the societies make to the Government. In 1902 their sales aggregated \$450,000,000, and in view of the normal rate of expansion their turnover now probably exceeds \$500,000,000. At least one-seventh of our 43,000,000 people buy a large proportion of their necessities from the co-operative stores. More than 2,000,000 people, of whom most are heads of families, are members of the 2,500 separate local societies. The members subscribe the capital on which the business is worked, and this, in shares and loans, exceeds \$200,000,000. They also participate in the allocation of the profits, which are, on an average, some 10 per cent. of the amount of the sales, or about \$50,000,000 per annum at present. Persons outside the membership are customers of the stores, and they receive a bonus on the amount of their purchases, or rather, a lower scale than members.

The volume of transactions is always increasing, indeed, the turnover has multiplied just forty times in forty years, and although the annual increment is now vastly lower than formerly it is quite regular and progressive.

Books have been written on the growth of the co-operative business since first a few workingmen in Rochdale (Lancashire) determined to be their own storekeepers and to sell food and clothing to each other after the factories were closed. Historically, the interest of the movement is almost romantic, but it is more to the point to indicate how the gigantic business has risen.

Primarily to Human Cupidity.

It appeals primarily to human cupidity, the workman sees in the local "co-op," a fit repository for his small savings. His wife sees in the bonus, which is payable either yearly or half-yearly, a certain means of saving that cannot be effected by other means. So the co-operative retail store does not need imperatively to sell more cheaply than the private trader. It does not always offer terms as good, and the attention to customers and the appearance of the shop are not always to be compared favorably with competitive enterprises. These details, however, matter little, since they do not deter the woman with bonus in her mind, or the man with an eye to his

annual interest, from taking their custom to the stores. Idealists among the members harbor visions of a day when co-operative bodies shall transact all the business done in Great Britain, and the mere greed of the many is mixed with the philanthropic intentions of the few, without any detriment to business. Every society has its officials and board of directors, who are workmen, sitting to transact affairs at the payment of a few pence per hour, which is viewed as overtime. The direction has not invariably been skillful, but the total sales of nearly \$9,000,000,000 in forty-five years may speak for themselves.

Goods Dealt in.

The goods dealt in by co-operative societies are substantially all articles of household use or consumption. By far the largest are commodities of the grocery class and British co-operators consume huge quantities of American pork, corn and other products. Dry goods are next in order of importance and these comprise all the textiles worn by men, women and children. They are of a sort suited to a working-class trade, although they include a proportion of finery. Beef, boots and coal are items of importance in a trade which includes many more et ceteras than could profitably be mentioned. The store is a place where housewives buy as much as they can and a general effort to offer all they are likely to need results in the keeping of brooms, mouse-traps, paints, pottery, washing machinery and innumerable sundry articles.

First Hand Arrangements.

Not all, but many, of these various supplies come into the hands of the local societies by way of the great wholesale co-operative concerns. These are the Co-operative Wholesale Society, Limited, of Manchester, which has a total business of \$100,000,000 a year, and a total capital of \$14,500,000; and the Scottish Wholesale Co-operative Society, Limited, of Glasgow, whose transactions run into \$30,000,000 and whose capital is \$11,500,000, inclusive of certain reserve, insurance and special funds.

In some sense these two may be looked on as parent, or feeding, societies, and while they enjoy no monopoly of that function, it is to them that Americans looking for large orders should apply. For the buying of hog products the Manchester wholesale has already representatives in Chicago and will presently have an agency in Winnipeg for the purchase of its grain. Co-operators like to go to headquarters for their supplies, and to save intermediate profits have acquired their own tea plantation in Ceylon. The large quantities of butter and eggs they import from Denmark are selected by their own representatives in Copenhagen, and for the transport of continental goods they maintain their own fleet of steamers. Large distributors, the wholesale societies are also large manufacturers, who produce in

their own factories, flour, butter, biscuits, sweets, preserves, pickles, candied peel, cocoa, chocolate, tobacco, cigars, cigarettes, snuff, soap, candles, matches, glycerine, starch, boots, saddlery, woollens, clothing, flannels, shirts, mantles, underclothing, corsets, millinery, tobacconery, cottons, furniture and brushes. For these purposes the wholesale society uses the best approved plant and it has at times large orders to place for milling, sewing and other necessary machinery. On a smaller scale the Scottish Wholesale is also a productive society, joining to its tailoring, confectionery, tobacconery and kindred trades a business in building wagons and carts. Nearly the whole of the output of these factories is sold to the local co-operative companies, but in addition to what they make in some lines the wholesale bodies buy from outside producers for resale.

Not Quick for Novelties.

It can hardly be said that the societies are quick to take up novelties put before them. They are more ready to treat offers for goods in established demand, but the buyers are open to conviction and the likelihood is that novelties will receive greater attention as time goes on. Of course cheapness is a strong point in favor of goods that are for the ultimate use of persons with severely limited means, and durability is rarely lost on the appreciation of the British public. Manufacturers fortunate enough to hit the tastes of co-operators have some assurance of orders for good quantities from organizations which have a large and virtually a guaranteed custom. It is due to add that the credit of the societies is generally excellent and that their settlements are prompt. The retail stores return bonuses on sales as high as 15 or 20 per cent. in some cases, but the wholesale concerns are worked necessarily at a much lower margin of profit. Taking the published accounts of the Manchester wholesale for 1903 it appears that a net profit was earned of 28 per cent. upon its share capital of \$5,216,655. On its share capital of \$1,549,590 the Scottish society earned a net profit of 77 per cent. These results would be eminently satisfactory to any private firm in the same business, but our co-operatives can hardly be likened to competitive ventures. They are more in the nature of public institutions, and the wholesale ones, at least, are conspicuously well-managed concerns.

TERMINAL CARTAGE CO'S PLANS.

The Montreal Terminal Cartage Co. submitted to the Montreal city council, on March 29, plans of the buildings they propose to erect, and obtained the necessary building permits. The warehouses they intend to erect, as soon as material can be secured, on King street, near Wellington street, Montreal, will cost in the neighborhood of \$137,000.

Thomas Smith, Montreal representative of W. B. Stringer & Co., Toronto, spent a few days of the past week in the latter city.

IDEAS FOR THE INDUSTRIOUS

GRASPING THE PASSING STRAW.

There are two selling propositions: One is to hold acquired trade in line; the other is to build up a list of customers. The latter is considered the harder and requires the better salesmanship; at any rate it calls for greater ingenuity, more initiative and a harder strain.

This story of a salesman and a hard sale was told not long ago by F. J. Selden, who "keeps tabs" on almost everything that will help out a business subordinate in his efforts to "climb the ladder." I finished my list of customers in Montreal one Thursday night, two days ahead of my schedule time. Looking over my route I figured that I could use those two extra days to very good advantage by going out of my way to a little town of D— where I long had my eye on a mill owner who ought to be buying our goods. I was so busy figuring and traveling and sleeping that night that the clerk in the hotel took me by surprise the next morning when he casually said that, the day being Good Friday, it ought to be welcome to us traveling men, since it gave us a day off.

"That had slipped my mind," I said. "Is everything closed up here to-day?"

"Tight as a drum," the clerk answered. "And, what's worse," another American salesman in the lobby spoke up. "There won't be anything doing here to-morrow: Englishmen don't believe in getting a start for just one day: it means a lay-over until Monday."

"Not if I know myself," I thought. And I dug around all day finding out about my mill, its owners, their work and methods. The mill was run by two partners, father and son—the old man roughly and close-fisted, the young man sharp as Damascus and with an itch for the dollars, too.

"It takes them six weeks to make up their minds to buy anything," one man remarked.

At 8 o'clock the next morning I walked into the mill office and almost bumped into a wire rail, two feet higher than my head, stretched across the office separating the fixtures from the ante-room. A bent old man with a little skull cap above his grizzled face was pacing back and forth on the other side of the railing like a caged animal. I stood there a minute—not interrupting at all the old man's promenade. Then I laid my hand on the screen and as his walk brought him opposite me, I asked, "Is one of the partners in?"

"Yes," he replied, without losing a stride.

Twice more he paced up and down,

with me trying to figure what method or species of individual this was.

"Can I see one of the partners?" I called through the wire at the next lap.

"I am one." This time he stopped short a moment.

"I am from G—— & Company. I want to talk to you about our flour, which I think is——"

"Don't want any of it."

The old man's voice had a conclusive tone about it, and his walk settled down into a that-ends-the-business-don't-disturb-me-again stride. I felt the ground slip from under my feet. I saw nothing to cling to. I was already turning to the door when I saw a little tin cup, the kind that the workman carries on his dinner pail, lying on the window sill. I picked it up trying to think of something I could say about it that would interest the man behind the screen. An idea flashed through my mind. As the old man passed by me, I held the can up before his eyes.

"It would be an easy thing to pack baking powder into this can and just fit a lid over it, wouldn't it?" I said casually.

"What's that? What's that?" Now the old man stopped short and for the first time looked at me.

"Why over in the States," I answered, "baking powder manufacturers make little cans that hold a quarter or half a pound of powder, fit a lid over it, paste a label around the whole thing to hold the lid on and then sell the packages for ten or twenty cents. They print their name on the packages in big type, and as it stands on the retailer's shelf it is a constant advertisement of the baking powder, something that you cannot get when you have it lying away under the counter or in cases or barrels."

"But the cost," the man objected: "the cost would swallow up all profits."

"Don't you suppose the retailer would be willing to pay a little more for powder put up in a neat, attractive form like this, much more conveniently handled than one which is in bulk, and with no loss attached? They do it in the States. And then think of the increase of business that would come from your being the first in the field in this country."

The old man suddenly darted to the door of the screen. "Come in," he said nervously, "come in"—and then turning to an office boy—"go up to the factory and call in my son." The junior partner came in. A keen, shrewd looking young fellow; more like a hustling Yankee than a French-Canadian manufacturer. His father explained what I

had been telling him, and I saw the quick sparkle of the eye, which showed the young man's comprehension of the idea.

And then they plied me with questions and we figured costs and profits and the probable sales—all sides of the problem. From that we drifted on to processes and formula for manufacturing, the proper chemicals and flour to use.

"Our sleigh has just been brought to the door," the old man finally said. "Won't you ride out to our home with us and take dinner?"

"No, thank you," I said. "I have other people to see this afternoon and must leave town to-night."

The young man looked up understandingly. "Mr. Cotter is perhaps not so interested in our business as we are, father," he said. "Although he has been so interested in us that I at least have not learned his purpose in coming here."

"Well, gentlemen," I answered laughing, "do you know what I am after? I am here to sell goods." And within ten minutes I had signed an order for ten barrels.

"But won't you come back?" the old man persisted, as he blotted the signature on the order. "I want to take advantage of your being here to the greatest extent possible."

"Certainly," I said. "I will be very glad to drop in again and go into the matter even more in detail with you."

"This afternoon?" the young man queried.

"Sure," I assented, for I was interested—I wanted to clinch this first order into permanent trade.

MODERN FITTINGS.

"Modern Grocery Fixtures" is the title of a booklet which has fallen into the hands of the Canadian Grocer, published by the Walker Bin and Store Fixture Co. and an exceedingly interesting booklet it has proved itself, composed as it is of some 32 pages. Every page is of the liveliest interest to the grocer, in which are given many illustrations of the firm's fittings, and also a profusion of cuts of the stores which have been fitted from time to time.

There is no doubt we are just about at the parting of the ways, the time when the old-fashioned store is giving place to the modern, up-to-date, labor-saving establishment. The progressive storekeeper would do well to get one of these books and compare his own store with what is possible by the use of modern appliances.

CAN

The approach to Italy, is causing parts of the world as elsewhere. It is shown in various ways, apparently by consideration of the intention to make, take a place among countries, is another and which Canada's world's fair—Italy.

The Milan exhibition, one of its kind, length of time, made by the exhibition one of the greatest what an interesting event. The exhibition in the old capital, since the outbreak of the war. It will occupy 100,000 metres, just that occupied in 1900. Needlework will be complete, perhaps torn down, grounds will be suitable for the ends of the exhibition. An electric exhibition ground in Milan.

The exposition of the 18th of the patronage of Italy. The exhibition is the Minister of Agriculture, Giuseppe Jumaga, library; also the president of the exhibition and

On the opening Queen will be the grounds by the Soneno; the exhibition and Commerce Minister Carmino.

It is not possible to begin to give a full account of what will be exhibited, and by the Canadian exhibition recently will be taken to Milan, but mentioned, so that Canada's show will be the most interesting will be the highlight of the exhibition.

C. H. Cate, Minister of Agriculture, and the Minister of Commerce, Mr. Carmino, are the honorary representatives of the Government.

Speaking to the Canadian Grocer, enthusiastic of the increased trade, as the likely

CANADA AND THE MILAN EXPOSITION.

The approaching exposition at Milan, Italy, is causing much comment in all parts of the world, as much in Canada as elsewhere. The reason for the interest shown in the great fair by Canadians is apparent when there is taken into consideration the magnificent display it is the intention of the Canadian Government to make, in order that Canada may take a place among the greatest exhibiting countries of the world. But there is another and more substantial benefit which Canada will derive from this world's fair—a portion of the trade of Italy.

The Milan exposition will be the first one of its kind held in Italy for a great length of time, and the preparations being made by Italians to make the occasion one of great success, serve to show what an interest they attach to the coming event. The exposition will be held in the old castle Forzeseo, a short distance out of the city of Milan itself. It will occupy a space of 1,000,000 metres, just one-fifth less space than that occupied by the Paris exposition in 1900. Needless to say, the old castle will be completely overhauled, or perhaps torn down altogether, and the grounds will be so arranged as to best suit the ends of the exhibiting countries. An electric car line will connect the exposition grounds with the city of Milan.

The exposition, which is to be opened the 18th of this month, will be under the patronage of King Victor Emmanuel of Italy. The honorary president will be the Minister of Foreign Affairs; president, Giovanni Celoria, professor of astronomy, Brera; vice-president, Giuseppe Jumagalli, director National Library; also Giuseppe Vigoni, senator, and president of the geographical exploration and commercial society.

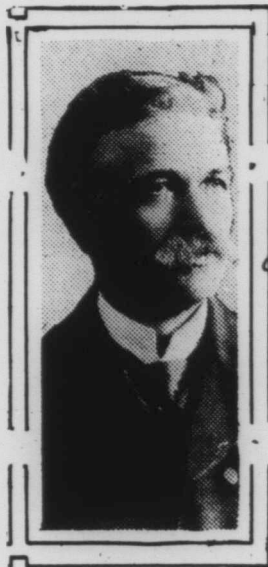
On the opening day the King and Queen will be accompanied to the grounds by the Prime Minister, Signor Soneno; the Minister of Agriculture and Commerce, Signor Pantano; and the Minister of Public Works, Signor Carmino.

It is not possible at present to even begin to give anything like a list of what will be exhibited by the different countries, and by Canada in particular. The Canadian exhibition as shown at Liege recently will be removed in its entirety to Milan, but will be greatly supplemented, so that it is impossible to judge Canada's showing by the Liege exhibit. An interesting feature of the exposition will be the hundreds of airships which will be seen.

C. H. Catelli, a Montreal manufacturer, and president of the Chambre de Commerce, Montreal, has been appointed honorary representative of the Canadian Government.

Speaking to a representative of the Canadian Grocer, Mr. Catelli was very enthusiastic over the prospects of increased trade between Canada and Italy as the likely result of the exposition.

"I am sure," said he, "that both Canada and Italy will derive the greatest benefit from this exposition. At present the products of Canada are very little known by the Italian people, and without a doubt when they realize what a splendid producing country Canada is, they will be only too anxious to establish such connection, in the very shortest time, as will be the means of building up a trade between the two countries. A trade such as could be established could not help but be of mutual benefit. The exports of Italy are equalled by the exports of Canada. What Italy has, Canada has not, and vice versa. There is no reason why these two countries should not trade with one another. What a lot of goods Italy imports from other countries that might just as well as not come from Canada! And once the connection is made, this trade is sure to be continued between the two countries.



MR. H. H. CATELLI.

"Take wheat for instance. You would not believe what a quantity is imported by Italy from Russia. And Canada might easily supply the Italian market. Our Manitoba No. 1 wheat has been proved by Parisian analysts to be of better quality than the Russian article which Italy imports in such large quantities. Coal was brought into Italy in 1905 to the extent of 4,000,000 tons. Most of this came from England, but doubtless much of it came originally from Canada, as this country ships great quantities to the old country. This instance illustrates how useful would be a direct steamship line between Canada and Italy. Why, in almost no time Italy would be importing nearly all of her coal direct from Canada. Another product which might profitably be exported to Italy from Canada, the eastern part particularly, is fish. At present Italy obtains her supply of fish largely from Canada, but, of course, with a direct steamship line between the two countries, the business would be greatly in-

creased. This is all the more probable when it is considered that the only easily obtainable fish to be had in Italy are those which come from the Mediterranean. There is a great demand in Italy for haddock, herring, dried boneless haddock, and Canadian dried cod, and this is an opportunity for the development of trade between the two countries. Canned goods, or to be more exact canned meats, are being imported into Italy in ever increasing quantities, and Canada should have a share of this trade also. There is not much meat obtainable in Italy, and what is to be obtained is too expensive for the masses to be able to purchase, so that canned meats when offered at a reasonable price would meet with ready sale. Cattle could profitably be exported to Italy—perhaps not in large numbers at first, but the trade would soon increase. There is not a great demand for beef there at present, owing to the high price (twenty cents a pound) demanded. But if a direct steamship line were established beef could be imported at less cost than at present, and the demand would certainly increase. At present there is no meat which could be preserved, but, of course, this would be remedied as the demand increased. It must be remembered that Italy maintains an army of 200,000 men. This is supplied with meats to a large extent at present, I believe, but what a splendid opportunity for Canada to export beef! Take lumber for another example of what could be done if we only had a direct line. You do not know how Canadian lumber is valued for all purposes. At present the supply comes from Norway and Sweden and the Tyrolese mountains mostly, but the wood is not so satisfactory as the Canadian product by any means. One reason why the Canadian wood is so valued is that the sap and gum is pretty well drawn out of it because the wood when in log form had been immersed for a more or less long period, making it much easier to work than that obtained from other countries. Now to name something else for export to Italy there are the Canadian apples. The people of Italy are gradually becoming aware of the fact that it is impossible to beat the Canadian famous apple, and as soon as these may be brought into the country and sold at a reasonable price there will be a tremendous business in them as well as in other apples.

"I have given you a few of the possible exports to Italy," said Mr. Catelli, "now let me tell you in what manner it would be possible to load the returning vessels.

"The products which might be brought from Italy to Canada are very numerous. Probably oranges and lemons would be a profitable line for importation to Canada. The freight at present is very high, but, of course, would be reduced by a direct line. Then there is marble, which is as plentiful in Italy as are common rocks in Canada. From the whitest Carrara marble to the famous black velvet, from the most expensive to the cheapest. Silk, too, is to be obtained

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from the north of Italy in quantities, and at a very reasonable price, since labor in that country is so cheap. Jewellery is another line which it would be well for Canadians to handle. Then we have bricks and tiles for floors. Owing to the cheapness of labor in Italy and the immense number of bricks it is possible to make, these could be brought to Canada and sold at a good profit. Sulphur and salt are also obtainable in quantities, and so I could go on naming products and manufactures it would be possible to import.

"The recent completion of the Simplon tunnel makes possible a very good connection between Italy and European, and even American countries, as it is possible to ship goods via Antwerp and thence by rail to Italy. But, of course, nothing could equal a direct line between Canada and Italy," said Mr. Catelli for the tenth time.

"By the way," he said, "I must not forget to tell you something else. I am going to see what can be done in the northern part of Italy towards introducing radiators, agricultural implements, etc. With regard to the radiators, you must know that the country in that region is quite cold at times, and, as they have at present no good heating system, I am going to see what Canada can do in this connection while I am over there."

When asked what he thought would be the order in values, of the exhibiting countries, Mr. Catelli said they would probably be, France, Great Britain, Germany, Canada, Austria and the United States.

"This," said Mr. Catelli, concluding, "will leave Canada fourth, and I am sure that she will merit that place."

HINTS TO BUYERS.

White & Co., Limited, received a car of extra fancy Florida grape fruit this week.

Rose & Lafamme, Montreal, have received a large parcel of Tunis dates, and report them as selling very well.

Probably the only direct consignments of Florida strawberries ever received in Toronto have been handled by White & Co. the past week. The berries are packed in large refrigerator iced boxes, containing 80 quarts of berries, and shipped by express, reaching Toronto four days after being plucked from the vines, and have been arriving in beautiful condition.

Arthur P. Tippet & Co., Montreal, have added a few new lines to their stock. They have secured two new lines from Griffin & Skelley, namely, asparagus and pineapples. These are for shipment with other canned goods in August, September and October. They are also prepared to fill orders for the finest olive oil.

W. H. Millman, who has just returned from the west, says if everything was as easy to sell as Homestead canned goods salesmen would have no troubles.

Laporte, Martin & Cie, Montreal, are

placing on prominent corners and stores throughout Montreal, large illuminated clocks bearing the legend on the dial "It's time to drink Wiser's," referring to Wiser's whisky, for which they are agents.

When you sell Winnipeg Witch Hazel soap, same as the C.P.R. use on all their pullmans, boats and hotels, you are selling one of the finest toilet soaps made.

Laporte, Martin & Cie, Montreal, call the attention of the trade to their brands of Ceylon and Japan teas, which are winning a favorite place with the trade.

ENLARGEMENT OF SOAP PLANT NECESSARY.

Important alterations are soon to be made at the plant of the St. Croix Soap Manufacturing Co.

The original building in which Ganong Bros. & Pickard commenced the manufacture of soap in 1878 or 1879 at St. Croix, and around which a group of larger buildings has since grown, is to be torn down, and with it will go the adjoining building.

In their place will be erected a three-story building fifty-five by fifty feet. The roof of the centre section will be removed and all the buildings united in one frontage.

Cedar piling will be driven for the new section, and the heavy foundation timbers will be of hard pine.

The buildings will also be extended further back than the old ones run, giving the company an added capacity for 30 or 40 per cent. over their present output.

The present company succeeded the original firm in 1884, and under their management the volume of business has greatly increased, the output of the present time being about twenty-five times as great as it was under Ganong Bros. & Pickard. The business of last year was the greatest in the history of the factory.

When the proposed alterations are completed the factory will have a frontage of one hundred and fifty feet and depth of one hundred and forty feet, with office, warehouse and boiler-room in separate buildings.

TRADE WITH AUSTRALIA.

The Australian Minister of Customs is quoted in the Weekly Trade Bulletin issued by the Department of Trade and Commerce as saying:

"I do not think we can do very much in the way of preferential trade with Canada. After we received overtures from the Dominion recently I looked up the returns showing what we send to Canada and what we get back. They only show a tiny volume of trade, and consequently there does not appear to be much in the proposal at present."

Not only is it a tiny volume of trade, but it appears to be decreasing from this end and looking up a little from the

other. Here are the figures showing our imports from and exports to Australia during the past four years:

Year.	Imports.	Exports.
1902....	\$153,057	\$2,586,554
1903....	98,532	2,929,861
1904....	102,169	2,622,756
1905....	161,470	2,194,223

To enable that small turnover of business between the antipodal colonies, wings of empire, the Dominion Government pays annually \$194,666.66 as a subsidy to a mail steamship line, nearly nine per cent. a year on Canada's sales to Australia.

The steamship line serves the trade to New Zealand too. Last year the exports amounted to \$540,633 and imports to \$51,276. The steamship subsidy represents somewhat over seven per cent. of the combined exports.

BEET SUGAR INCREASES.

The result of the past beet sugar campaign in Canada has been compiled by Willett & Gray. Their figures, and those for the previous campaign, showing a very satisfactory increase, are as follows:

	1904-5.	1905-6.
Factories operated:		
Ontario	2	2
Alberta	1	1
Total	3	3
Sowings (acres)—		
Ontario	8,500	10,500
Alberta	3,000	3,600
Total	11,500	14,100
Beets rec'd (tons, 2,240 lbs.)—		
Ontario	56,877	89,286
Alberta	10,625	16,076
Total	67,502	105,362
Sugar produced (tons, 2,240 lbs.)—		
Ontario	6,623	9,356
Alberta	1,411	2,063
Total	8,034	11,419

J. S. Arnold, Mount Forest, was a delegate to the grocers' convention in Toronto last week on the lookout as usual for progressive ideas.

Alfred C. H. Froemcke, exporter of cheese and butter, Montreal, leaves this week, via Portland, by the SS. Canada for a short business trip to England. After visiting London, Bristol and Liverpool, Mr. Froemcke will return direct to Montreal again by the SS. Canada, leaving Liverpool on May 3.

R. T. Goodfellow, of Prince Albert, Sask., accompanied by his daughter, paid a visit to the Toronto office of the Canadian Grocer on the 6th inst. Mr. Goodfellow, who has been in the West for twenty-seven years, formerly lived at Peterborough. He has been a regular subscriber to the Canadian Grocer for several years and speaks very highly of the paper.

- Baking Powde
Gillett, E. W., C
McLaren's, W.
- Biscuits, Conj
Bode's Gum Co
Bradshaw, J. D
Canadian Shre
Falls, Ont.
Cowan Co., To
Jacob, W. & R
Kinery Mig. C
McLauchlan,
M clure & La
Mooney Biscui
Mott, John P.,
National Licor
Stewart Co., T
- Brooms and E
Nelson, H. W.
Woods, Walter
- Canned Good
Balfour & Co.,
Canadian Can
Manitoba Can
Man.
Turner, James
- Cash Register
National Cash
- Cash Sales Bo
Carter-Crume
- Cheese Cabine
Walker Pivots
Co., Toron
- Cigars, Tobac
American Tob
Empire Tobac
McDougall, D.
Payne, J. Bru
Sherbrooke Ci
Tuckett, Geo.
- Clothes Lines
Hamilton Cott
- Cocoas and C
Baker, Walter
Benedict, F. J
Cowan Co., To
Dunn, Wm. H
Epps, James
Lowrey, Walt
Maclure & La
Mott, John P.
VanHouten's
- Computing Sc
Computing Sc
Toledo Compt
- Concentrated
Gillett E. W.
- Condensed M
Borden's—W
Truro Conden
Truro, N. I.
- Consulting C
Kaufmann, V
- Counter Chec
Allison Cupor
Carter-Crume
- Crockery, Gla
Campbell's, E
Cassidy, John
Gowans, Kent
- Dairy Produ
Clark, Wm., J
Dawson Com
Fearman, F. J
MacLaren, A
Toronto.
Montreal Pac
Park, Blackw
Power, E. H.
Rutherford, H
Ryan, Wm., S
- Financial In
Bradstreet Co
- Adam Geo.
Adams, J.
Albert Soaps
Allison Coup
American To
Atwater, Du
Auer Light C
Baker, Walter
Balfour & C
Bell Telepho
Belleville Ins
Bickle, John
Bidwell, W. J
Blue Ribbon
Bowser, S. F.
Bradstreet's
Braid, Wm.,
British-Amer
Campbell's, F
Canada Pape
Canada Suga
Canadian Ca
Canada Map
Canadian Pr
- Canadian Sh
Capstan Mai
Carman, Jos
Carrier, P. W
Carter-Crum
Cassidy, Joh
Ceylon Tea J
Chase & Sunl
Church & Du
Clark, W...
Codville-Geo
Coles Manuf
Colson, C. E.
Confederatio
Connors Bro
Cowan Co...
Cox, J. & G.
Davenport, J
Davidson &
Dawson Con
Dingle & St
Distributors
Dominion Br
Dominion M
Doughty, A.
Douglas, J. J

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

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Bradshaw, I. D., Toronto.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingly Mfg. Co., Cincinnati.
McLaughlan, Sons & Co., Owen Sound.
M. Clure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Nelson, H. W. & Co., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Maclure & Langley, Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

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

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance.
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Bowman, John, & Son, Rosport, Ont.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Vincentelli, P. & F., Antwerp.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-Seal, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co., Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Quance Bros., Delhi, Ont.
Saratoga Chips Co., Hamilton, Ont.
Stevens, F. B., & Co., Chatham, Ont.
Western Canada Flour Mills Co., Toronto.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Co., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Robertson, Geo. & Son, Kingston.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal.
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Copeland-Chatteerson Co., Toronto.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Dawson Commission Co., Toronto.
Dine & Stewart, Winnipeg.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Fellowes & Fellowes, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McLaughlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Millman, W. H., & Sons, Toronto.
Moore Jaw Fruit & Produce Co., Moose Jaw, Ont.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Fersse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Western Cartage Co., Calgary, Alta.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wetley, J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowler, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
McDouglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Lafamme, Montreal.

Purnell, Webb & Co., Bristol, Eng.
Rowat's Pickles, Montreal.
Suait Co.
Sutton, G. F., Sons & Co., London, Eng.
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oskey, John, & Sons, London, Eng.

Polishes—Stove.
James Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Poultry and Cattle Food.
Bate, H. N., & Sons, Ottawa.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
American Pure Food Co., Montreal.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Kenney, T., & Son, Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon.
Ewing, S. H., & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto.
Minto Bros., Toronto.
Mokara Mills, Montreal.
Symington, T., Edinburgh, Scot.
Tudhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Wilson, W. H., Co. Tillsonburg, Ont.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W., Co., Toronto.
Hugh, Albert, Toronto.
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.

Wines, Liquors, Etc.
Beland, B. O., Montreal.
Sleeman, Geo., Guelph, Ont.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Twine, Etc.
Canada Paper Co., Toronto.
Hamilton Cotton Co., Hamilton, Ont.

Yeast.
Gillett, E. W., Co., Toronto.

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Atwater, Duclos & Chauvin	14	Estabrooks, T. H.	5	McLeod Milling Co.	48
Auer Light Co.	18	Ewing, S. H., & A. S.	12	McWilliam & Everist	50
Baker, Walter & Co.	58	Ewing, S. H., & Sons	12	MacLaren's Imperial Cheese Co.	2
Balfour & Co.	21	Fabien, C. P.	16	Maclure & Langley	54
Bell Telephone Co.	13	Fairbank, N. K. Co.	6	Maconochie Bros.	64
Belleville Business College	14	Fearman, F. W., Co.	42	Magor, Frank	outside front cover
Bickle, John W., & Greening	53	Fellowes & Fellowes	2	Manitoba Canning Co.	42
Bidwell, W. E.	2	Fisher, A. D., Co.	18	Marshall, James	14
Blue Ribbon Tea Co.	9	Gaitskell, J. H.	14	Menger, Gagnoli & Co.	13
Bowler, S. F., & Co.	15	Gibb, W. A., Co.	51	Metropolitan Bank	13
Bradstreet's	57	Gillard, W. H., & Co.	20	Miller Bros.	63
Braid, Wm., & Co.	67	Gillett, E. W., Co., Ltd.	7	Millman, W. H., & Sons	2
British-America Assurance Co.	13	Gorham, J. W., & Co.	2	Mokara Mills	10
Campbell's, R. Sons	inside back cover	Gowans, Kent & Co.	outside back cover	Montreal Packing Co.	42
Canada Paper Co.	52	Gray, Young & Sparling	12	Mooney Biscuit and Candy Co.	55
Canada Sugar Refining Co.	6	Greig, Robt., Co.	12	Moore Jaw Fruit and Produce Co.	2
Canadian Canners	3	Hall, R. C., & Co.	14	Morse Bros.	9
Canada Maple Exchange	58	Hamilton Cotton Co.	18	Mott, John P., & Co.	51
Canadian Press Clipping Bureau	inside back cover	Haszard, Horace	10	National Cash Register Co.	17
Canadian Shredded Wheat Co.	47	Holbrook & Co.	10	National Licorice Co.	inside front cover
Capstan Manufacturing Co.	16	Hotel Directory	13	Nestle's Chocolate	56
Carman, Joseph	2	Imperial Extract Co.	56	Nicholson & Bain	41
Carrier, P. W.	2	Jacob, W. & R., & Co.	56	Nicholson & Brock	45
Carter-Crume Co.	16	James, F. T., Co.	51	Oskey, John, & Sons	16
Cassidy, John L., Co.	6	James Dome Black Lead	53	Oakville Basket Co.	50
Ceylon Tea Association	4	Jenkins & Hardy	14	Ontario Sugar Co.	50
Chase & Sanborn	9	Jones & Swan	2	Page, Carroll S.	45
Church & Dwight	inside back cover	Kaufmann, W. P.	18	Park, Blackwell Co.	44
Clark, W.	45	Kennedy, T., & Son	57	Patrick, W. G., & Co.	2
Codville-Georgeson Co.	41	Kingery Mfg. Co.	58	Payne, J. Bruce	60
Coles Manufacturing Co.	16	Kingston "Gleaner"	inside back cover	Peterboro' Cereal Co.	47
Colson, C. E., & Son	outside back cover	Kinnear, Thos., & Co.	11	Peter's Chocolate	57
Confederation Life	53	Kirouac, Nap. G., & Co.	48	Power, B. H.	45
Connor Bros.	54	Kyle & Hooper	2	Purnell, Webb & Co.	11
Cowan Co.	57	Lambe, W. G. A.	2	Quance Bros.	11
Cox, J. & G.	57	Lamont, Corliss & Co.	56	Queen City Oil Co.	16
Cox, J. & G.	57	Lethem, John, & Sons	14	Rapp, Herman & Co.	14
Davenport, Percy P.	41	Little, Geo.	14	Ratray, D., & Sons	8
Davidson & Hay	10	Louthead & Bennet	14	Robinson, O. E.	52
Dawson Commission Co.	51	Lucas, Steele & Bristol	21	Robinson & Green	14
Dingle & Stewart	2	Lytle, T. A., Co.	7	Rose & Lafamme	8, 66
Distributors Co.	51			Rutherford, Marshall & Co.	45
Dominion Brokerage Co.	2			Ryan, Wm., Co.	45
Dominion Molasses Co.	inside front cover				
Doughty, A. C., & Co.	14				
Douglas, J. M., & Co.	15				

"Salada" Tea Co.	7
Saratoga Chips Co.	47
Sawyer Crystal Blue Co.	42
Scott, David, & Co.	14
Smith, E. D.	52
Smith & Schipper	58
Southwell & Co.	56
Sowerbutts, A. E., & Co.	14
Sprague Canning Machinery Co.	58
Stauntons Limited	63
Stevens, F. B.	48
Stewart Co.	2
St. Lawrence Starch Co.	11
Stringer, W. B., & Co.	51
"Sugars" Limited	19, 55
Sutcliffe & Bingham	inside front cover
Sutton, G. F., Sons & Co.	18
Symington W., & Co.	11
Taylor, W. A.	2
Taylor & Pringle	28
Tees & Fersse	52
Thompson, G. B., & Co.	2
Tippet, Arthur P., & Co.	1
Toledo Computing Scale Co.	15
Toronto Salt Works	45
Truro Condensed Milk & Canning Co.	10
Tuckett, Geo. E., & Son Co.	60
Turner, James, & Co.	21
Upton, Thos., & Co.	58
Vincentelli, P. & F.	14
Walker, Hugh, & Son	52
Walker Pivoted Bin and Store Fixture Co.	15, 18
Watson, Stuart	2
Watt, J. L., & Scott	56
Western Assurance Co.	13
Western Canada Flour Mills Co.	47
Western Cartage Co.	2
Wetley, J. H.	outside back cover
White & Co.	51
Whiteley, Muir & Co.	14
Wickes, Hamilton & Co.	14
Wilson, W. G., & Co.	14
Wilson, W. H. Co.	82
Windsor, J. W.	53
Winn & Holland	inside back cover
Wood, Thomas, & Co.	20
Woods, Walter, & Co.	45
Woodstock Cereal Co.	48

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Established 1886

The MacLean Publishing Co. Limited

JOHN BAYNE MACLEAN President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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LITERATURE FOR THE GROCER.

Nearly everything the grocer sells is the product of agriculture. In Canada all our food stuffs are home grown, except sugar, some semi-tropical cereals and fruits such as rice and oranges, some canned delicacies and spices. The progressive grocer, the man who puts brains into his business, wants to be informed of the conditions and methods of production. He wants to know the best methods of producing and marketing the materials he handles. To that end we would suggest that every grocer get his name on the mailing list of the Department of Agriculture of the province in which he lives.

As a maker and publisher of books and bulletins the Department of Agriculture in Ontario is considerably in advance of any other similar department in the federation. Last year the output totalled over 2,400 pages, made up of twenty-five different reports and bulletins, in addition to three crop bulletins.

It is not suggested that anyone would want to read all of it, but a cursory glance will pick out the interesting matter. Look at a few of the reports. That of the Fruit-growers' Association con-

tains three addresses twelve papers and five reports dealing with various phases of the growing and marketing of fruit. The annual report of the Agricultural College should interest everyone, showing as it does what is being done in agricultural education. The report of the Entomological Society tells of the insects that hinder the efforts of the agriculturist. A bulletin entitled "Gas Forming Bacteria" will give an insight into one very interesting cause of lack of quality in butter and cheese. A bulletin on apple culture would interest everyone that handles the national fruit. "The Weeds of Ontario," another bulletin, would interest most men. The report of the Dairymen's Association contains much that would be interesting and valuable to the people handling dairy products. There are but a few illustrations.

To secure this mass of interesting and instructive literature all that is needed is to become enrolled a member of the Farmers' Institute, and anyone is eligible. To do that, send a dollar to the Department of Education.

A SERIOUS PROPOSAL.

Ira Stratton, secretary of the Manitoba and Northwest Postmasters' Association, has sent a circular letter to the postmasters of the Northwest urging upon them the necessity and advantages of organization and asking their signatures to a petition to the Dominion Government. A synopsis of the petition is given in the circular and to the greater part of it no objection can be taken. The postmasters of the Dominion have many real grievances and they have the best wishes of this paper in their organized effort to secure redress. But to clause 11 of the petition the retailers of the west are likely to take decided objection. According to the synopsis of the petition, given in the circular letter referred to, the gist of the clause is as follows:

"That the Postmasters' Association be allowed to compile a post office directory containing lists of patrons of offices with a view to selling same to mail order firms, and proprietary medicine firms and enterprises."

This means that the machinery of the Post Office Department should be used to further the ends of the mail order houses to the disadvantage of the local stores in every town and village in the country. The cool effrontery of the proposal can best be appreciated when it is remembered that at least 85 per cent. of the postmasters in the Northwest are country storekeepers. Surely it is

enough that they should be compelled to handle and distribute tons of mail order catalogues every year among their customers without being asked to lend themselves to a scheme whereby the city mail order houses may be furnished with complete and accurate lists of possible customers.

This is a matter on which the retailers should make themselves heard in order that this clause of the petition may receive the answer from the Dominion Government that it deserves. Retailers would be well advised in writing their members about it. Any communications on the subject will be welcomed by this paper.

OUR TRADE EXPANSION.

Canada's trade record for the first half of the fiscal year is interesting reading. Marked expansion is the outstanding feature which the returns for the six months reveals. The slight depression which was noted in the latter part of 1904 and continued during the first months of last year has entirely disappeared, and Canada's commerce is steadily expanding. This growth is evident in practically all departments of activity, the farm, the mine, the fisheries and the factory, each contributing its quota to the swelling volume of Canada's trade.

The aggregate foreign trade during the half year, according to the returns just published, was \$278,541,345, a gain of nearly thirty millions, as compared with the aggregate for the corresponding period in 1904. This is a very gratifying increase, especially when it is borne in mind that the total for the whole of the previous fiscal year was \$465,242,426. If this rate of increase be maintained the total foreign trade for the present year will be well over the half a billion mark. Especially satisfactory from every point of view is the substantial increase in the domestic exports which amounted to \$133,091,829 or a gain of nearly twenty millions over the first half of 1904-05.

The principal items of increase in the exports were: Animals and their products, \$4,376,945; fisheries, \$2,296,299; agricultural products, \$11,975,953; manufactures, \$1,143,733. The total imports for the six months were, \$133,814,210, or a gain of \$10,770,560. For the month of December the imports were \$21,317,089, as against \$18,440,461 for the same month of 1904. The exports amounted to \$21,300,747, a gain of \$2,170,678. The following is a compara-

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The Canadian Grocer

tive statement of the imports and ex-
ports for the six months:

Imports, Six Months.

	1904.	1905.
Dutiable	\$ 73,599,847	\$ 82,718,764
Free goods ...	49,443,803	51,095,446

Total .. . \$123,043,650 \$133,814,210

Exports, Domestic, Six Months.

	1904.	1905.
The mine .. .	\$ 17,109,858	\$ 17,238,528
The fisheries...	6,670,469	8,966,768
The forest	20,169,170	20,095,654
Animals and their products	40,094,123	44,471,068
Agriculture	18,894,954	30,870,907
Manufactures ..	10,268,610	11,412,343
Miscellaneous ..	22,032	36,561

Totals .. . \$113,329,216 \$133,091,829

ONTARIO GIVING UP TO THE WEST.

How the west is drawing on Ontario or sections of it for settlers is shown by the statement of a grocery traveler to the Grocer this week, that between Palmerston and Southampton, a distance of 53 miles, 50 cars of settlers and settlers' effects had gone west in one week, and from Grand Valley 25 cars of settlers and their effects had gone to the great wheat country. A merchant had told him that he believed there were 25 per cent. fewer consumers in Huron and Bruce than there were ten years ago.

"The Indians in the west," said the traveler, "used to say, 'Bruce must be a big place, because everybody comes from there.' Like in Bruce," continued the traveler, "you can't make a mistake by addressing a man as Mac."

The traveler stated that farms were larger than they used to be, but considerable areas had been put into pasture for grazing purposes. The young folk have gone west and the old people get a hired man and raise stock.

TRAINING OF TRAVELERS.

Commercial travelers in Canada will compare favorably with the men of the same rank in business in any other country. They are keen men, hard workers and sell their goods in the face of driving competition, but cheerful and smiling ever. Most of them got their training in the warehouse and the rest in the retail trade. They themselves best know how thorough that training was. The other day one of them in the grocery line was telling a customer that another customer had asked him a question about the growing of pepper which he could

EDITORIAL

not answer. "And I should have been able to answer it," he said. In this new country, it is true alike of business and of education, the pursuit of progress and the lust of achievement are so keen that primary details, though in a sense often fundamental, are slurred over.

U. S. Consul Twells, of Carlsbad, tells in the Daily Consular and Trade Reports how commercial travelers are trained in Austria. While it is not suggested that the same kind of training is better than ours or is suitable to conditions here, the recital is interesting.

"Most of the commercial travelers in Austria are men who have been at school at least from eight to ten years, i.e., from their sixth to their fourteenth or sixteenth year. After leaving school they entered a retail or wholesale shop or warehouse, where they have had to serve three years as apprentices (lehrling) — generally without salary; later on, perhaps, they get some pocket money. Lodging, food, and clothing has to be provided by their parents or guardians. After three years a "lehrling" becomes "free," and commences with a salary of from \$6 to \$10 a month. He is now either salesman (commis) or is transferred to the stock room (magazineur). Thence the intelligent youths are taken to become commercial travelers, being sent at first to the neighboring small villages to visit the country dealers. About \$16 a month and \$1.25 to \$1.50 for traveling expenses a day is the usual payment for the first and second year after apprenticeship. Later the salary is increased and higher traveling expenses are granted. The salaries run from \$600 to \$3,000 per annum."

FREIGHT PREFERENCE AGAINST BRITAIN.

At a meeting of the Association of Chambers of Commerce of the United Kingdom, held in London in March, a resolution was passed calling upon the president of the Board of Trade to take steps to secure for British shippers equality of treatment in the matter of freight rates at the hands of the American shipping combine. The complaint aimed particularly at freights to South Africa, Australia and New Zealand.

In justification of the move, Mr. Goodman, Birmingham, stated that the White Star line, with British management but in the American trust, gave a rate of 15s. to 20s. a ton on merchandise from New York to Sydney with tranship-

ment at Liverpool, and charged British goods by the same steamer from Liverpool to Sydney 30s. to 42s. 6d a ton. The difference, it was asserted, created a material preference in favor of American goods.

MAPLE SUGAR RICHES.

To the Editor of Canadian Grocer:

Dear Sir,—Under the above heading, in the Montreal Star of March 14, 1906, J. E. K. Herrick, of Abbotsford, is reported as saying that not more than twenty per cent. of the maple trees in Quebec will be tapped this year. He says, "I ascribe this condition of affairs to the present law, which does not make it necessary to distinctly specify on the label of every package whether its contents are pure maple products or adulterated." This statement is not true, because the law provides that every package shall be plainly marked on the label, mixed or compound, when the maple is not absolutely pure.

Fifteen or twenty years ago, according to the best information available, maple sugar was sold at about the same price as cane sugar, and slow sale at that. There was at that time no object in using cane sugar to make maple syrup, because the maple sugar could be bought at price of cane sugar. As soon as the makers of maple syrup came into the market and advertised their special brands, and thus created a demand for their goods, price of maple sugar advanced, and to-day one pound of maple sugar will buy from two to three pounds of granulated sugar.

Price of cane sugar is to-day quoted at from 3½ to 5c. per lb., and maple sugar is quoted at from 7 to 9c. per lb.

Is Mr. Herrick, of Abbotsford, sure that Quebec sugar producers refuse to tap their trees because the price of maple sugar is so much higher than it was formerly?

What is all this trouble about, and what does Mr. Herrick expect to accomplish by additional legislation? Would the passage of more stringent laws increase the consumption of sugar, and would it cause a greater demand for same?

Possibly it might do away with the syrup dealer, who has worked hard to create a demand for the grower's maple sugar. Would such a result prove to be of advantage to the grower? I think otherwise, because the more uses an article of food has the larger will be its consumption and, consequently, greater will be the demand.

Maple sugar is now in good demand in Canada, and all the sugar that is offered for sale finds prompt buyers.

Nearly all of last year's sugar crop was sold months ago, and I believe the bulk of it was sold to the syrup makers.

It must be remembered that the demand for these goods will increase year by year, as the population increases, while the production of maple sugar is limited and difficult to increase.

If the grower will be content with present improved market conditions, there is no doubt that all the sugar

that he will be able to produce will be wanted in the future at good prices.

All this fuss about adulterated syrup and sugar will have as unfavorable effect on the producers' prices as it does on the syrup makers' prices, notwithstanding the fact that Mr. Herrick, of Abbotsford, believes otherwise.

There is now a law in Canada which prohibits the use of the word "Honey" on any package or label unless contents of same is absolutely pure honey. It is a well-known fact to all dealers in honey that pure strained honey will become what is called candied, and when such is the case it has the appearance of corn meal, and the majority of consumers decline to buy it when in this condition. The result is, there is scarcely any demand for strained honey in Canada when it is packed in glass.

If the packer would be allowed to mix 10 or 15 per cent. of glucose with the pure strained honey the glucose would prevent the honey from becoming candied, in which case there would be larger sales of the commodity, and the consequence would be more demand and better prices for strained honey.

The honey law was doubtless enacted to increase the price of honey. The question now is: Has the law had the desired effect? Does strained honey command better prices to-day than it did before this law went into effect?

If consumption and demand have decreased the producer will be the only loser.

What would be the result in case a law be passed which shall prevent the use of the word "Maple" being used on any goods that are in part made from cane sugar? Such a law would stop all confectioners from using the word maple on any and all candies that are made in part from cane sugar. Maple cream and maple specialties would be unlawful under such a law.

The next question that presents itself is: What effect would such a law have on the consumption and demand for maple products? It is generally admitted that the more uses there are for an article of food the greater the demand for it.

It is also to be remembered that Beauce county maple is of dark color and rank flavor. If put on the market in its original condition it would not be a popular seller. The question is: Would additional legislation be of any benefit to the producer?

BEAUCE COUNTY.

OF VALUE TO EXPORTERS.

Few New York hotels and office build- have just received further information from Australia regarding the details of the Trade Description Act which provides punishment for the false descriptions of goods imported into the Australian Commonwealth. The new law was assented to by the Commonwealth Government on Dec. 8, but will not come into operation until June 8.

The purpose of the bill is to stop the importation into Australia of the following goods which do not bear the prescribed trade description: Articles used for food or drink by man, or used in the manufacture or preparation of such

articles medicines and medicinal preparations for internal and external use; fertilizers; apparel, including boots and shoes, and all material from which such apparel is made; jewelry; seeds and plants.

A penalty of \$500 and the confiscation of the goods is the punishment provided for the importation of goods falsely described under the terms of this act, and a false description is defined as a label or wrapper bearing misleading information on the following points: The nature, number, quantity, quality, purity, class, grade, measure, gauge, size, or weight of the goods; the country or place in or at which the goods were made or produced; the manufacturer or producer of the goods, or the person by whom they were selected, packed, or in any way prepared for the market; the mode of manufacturing, producing, selecting, packing, or otherwise preparing the goods; the material or ingredients of which the goods are composed or from which they are derived.

The label or wrapper must also state whether the goods are the subject of an existing patent or copyright. It is further stated that the manufacturer or the importer is not required to furnish information which discloses trade secrets of manufacture or preparation unless the disclosure is, in the opinion of the governor-general, necessary for the protection of the health or welfare of the public.

HAMILTON GROCERS' SMOKER.

It was indeed a jovial company which met together at Hamilton in the Board of Trade building on the evening of the 5th inst. Not for business, but "on pleasure bent" was the order; and the retail grocers of Hamilton proved once again that they knew how to enjoy themselves when called together for a few hours of social intercourse.

Refreshments were in abundance. The programme speaks for itself:

- Mandolin Duet Wilson and Noble
- Song J. Springstead
- Remarks R. T. Steele
- Recitation J. B. Nelligan
- Song H. Estein
- Recitation Martin Cleworth
- Song J. Burjaw
- Song A Sutherland
- Song L. R. Wooderoft
- Remarks Fred Smye
- Cornet Solo W. McDougall
- Song F. Mitchell
- Remarks Bay Hill
- Quartette 91st Highlanders

J. Kirkpatrick was chairman and the committee was composed of W. Smye, chairman; Geo. Cann, John Forth, M. R. Hill.

R. T. Steele gave a few well-timed remarks on the City Improvement Society's work, and Bay Hill wound up the very pleasant evening with one of his famous speeches. An interesting and unique programme was put on and was much enjoyed.

WIARTON'S SUGAR FACTORY.

There is a report current that the Warton sugar factory is to be again revived. This factory, which has been closed down some two years, is in an excellent position in the midst of good country for beet cultivation, and it would seem a thousand pities not to be able to do something with it.

It will be remembered that a few months ago there was recorded the sale of the whole of the plant to a new company, which was to have been in operation at Whithy. For some reason or other that company has not developed, and the sale of the plant appears not to have been consummated. Alex. McNeill, ex-M.P., has taken the matter up with his usual energy and pluck, and it is to be hoped that some good will come out of the movement.

BROKERS' ASSOCIATION MEETING

On March 24 the first annual meeting of the Western Wholesale Brokers' Association was held in the offices of Tees & Persse, Winnipeg. The attendance was large and considerable enthusiasm was manifested in the work of the association, all being agreed as to the necessity of continuing its existence.

It was decided to hold a dinner during April, and Messrs. Watson, Carman and Cheyne were appointed as a committee to attend to the details.

General regret was expressed at the continued illness of President Jas. Tees, and the secretary was instructed to send him a resolution of sympathy from the association.

Officers were elected as follows: Hon. president, Jas. Tees; president, E. Nicholson; vice-president, Jos. Carman; secretary-treasurer, Geo. Adam.

Executive Committee—Chas. Duncan, G. B. Thompson, J. Gordon, Jos. Carman, S. Watson.

The legislative committee will consist of Messrs. Nicholson, Gordon and Carman.

This association was formed one year ago and it is now in a flourishing state. The membership list is as follows: Geo. Adam & Co., Armytage & Flett, E. W. Ashley, Buchanan & Gordon, Jos. Carman, John A. Cheyne, Chas. Duncan, Jos. E. Huxley, Reg. Lawson, W. L. MacKenzie & Co., Fred T. Miller, Nicholson & Bain, H. P. Pennock & Co., C. J. Scandrett, Scott, Bathgate & Co., J. M. Scott, Tees & Persse, G. B. Thompson, Stuart Watson, R. B. Wiseman.

DOMINION PRODUCE CO. MOVE.

The Dominion Produce Co., of Winnipeg, moved last week from their warehouse on Princess street to larger and more convenient quarters on Higgins avenue. In their new location they have two large cold storage rooms in which to store their butter and they will have added facilities to handle their produce. Jos. Griffin, of St. Thomas, Ont., one of the directors of the company, was in the city last week and went on to the coast, accompanied by J. Y. Griffin.



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MARKETS AND MARKET NOTES

Quebec Markets.

UPS AND DOWNS OF MARKET PRICES.

BEANS—declined 5c.; HONEY—declined 1/2c.; FISH—fresh carp added, trout advanced 1/2c.; skinless cod declined 58c.

Montreal, April 12, 1906.

GROCERIES—On the whole business in grocery circles has been better the past week than it has been for a long time. This must be accounted for, of course, by the approach of Easter and the end of Lent. Jobbers report a better general demand, which, although not great, is better than what they have been receiving. Collections have been better, too, this week. Teas are on the quiet side, but what is required is, on the whole, better tea. This is very encouraging to the trade. Sugar is inactive at the old prices. Trade has not been very brisk during the week. Coffee is rather quiet. In spices, ginger has advanced about three cents, and is getting stronger. White pepper is quiet and black is firmer. There is nothing new in rice and tapioca, the demand for both being about normal. Evaporated apples are bringing 12 1/2c. still, but it is expected that the demand will fall off as soon as new fruit begins to arrive. Beans have dropped again and are selling from \$1.45 to \$1.50. There has been a rise of one cent in molasses at the primary market, and it is thought that there will be an advance locally in the near future. Eggs are interesting, now that Easter is at hand. According to last reports the receipts are not quite equal to the demand. New maple syrup is still coming in, and jobbers are quite busy filling orders. There is no feature of importance in canned goods. Tomatoes are still in good demand at prices quoted. In foreign dried fruits a better demand for prunes is noticed. Almonds have experienced a decided advance since the report of damage to the Tarragona crop has been confirmed.

CANNED GOODS—No interesting feature has appeared on the canned goods horizon since last week. In fact the situation remains just as it was then. Tomatoes are still selling at \$1.20. They did not advance, as it was thought they would some time ago. Stocks of corn and peas are ample to take care of all orders, which, unfortunately, are very slow in coming in. Canned fruits are rather quiet.

	Group No. 1.	Group No. 2.
Cherries—		
2s, red, pitted.....	2 12 1/2	2 10
2s, red, not pitted.....	1 67 1/2	1 65
2s, black, pitted.....	2 12 1/2	2 10
2s, black, not pitted.....	1 67 1/2	1 65
2s, white, pitted.....	2 32 1/2	2 30
2s, white, not pitted.....	1 92 1/2	1 90
Currants—		
Red, heavy syrup.....	1 60	1 57 1/2
Red, preserved.....	1 50	1 77 1/2
Black, heavy syrup.....	1 77 1/2	1 75
Black, preserved.....	2 07 1/2	2 05
Gal. apples.....	2 77 1/2	2 75

Gooseberries—		
Heavy syrup.....	1 90	1 87 1/2
Preserved.....	2 12 1/2	2 10
Lawtonberries—		
Heavy syrup.....	1 77 1/2	1 75
Preserved.....	1 95	1 92 1/2
Peaches—		
Yellow, flats, 1 1/2.....	1 70	1 67 1/2
" " 2.....	1 90	1 87 1/2
" " 3.....	2 60	2 57 1/2
" " whole 2.....	2 85	2 82 1/2
" " whole 3.....	2 35	2 32 1/2
White.....	1 75	1 72 1/2
" " 2.....	2 50	2 47 1/2
" " 3.....	2 70	2 67 1/2
Pie.....	1 27 1/2	1 25
Pie, not peeled, gal.....	2 57 1/2	2 55
Pie, peeled.....	4 52 1/2	4 50
Pears—		
Flemish beauty 2.....	1 65	1 62 1/2
" " 3.....	1 95	1 92 1/2
" " 4.....	2 10	2 07 1/2
Bartlett.....	1 80	1 77 1/2
" " 2.....	2 17 1/2	2 15
" " 3.....	2 32 1/2	2 30
Pie.....	1 27 1/2	1 25
Pie, not peeled, 3.....	3 97	3 77 1/2
Pie, not peeled, gal.....	3 27 1/2	3 25
" gal.....	2 50	2 50
Pineapples—		
2s, sliced.....	2 25	2 25
2s " grated.....	2 35	2 35
3s " whole.....	2 50	2 50
Plums—		
2s, Damson, light syrup.....	1 00	1 00
2s " heavy syrup.....	1 20	1 20
2 1/2s " ".....	1 57 1/2	1 55
3s " ".....	1 85	1 85
3s " standard.....	2 95	2 95
2s " Lombard, light syrup.....	1 05	1 05
2s " heavy syrup.....	1 35	1 35
2 1/2s " ".....	1 62 1/2	1 62 1/2
3s " ".....	1 90	1 90
Gals. " standard.....	3 15	3 15
2s " Green Gage, light syrup.....	1 15	1 15
2s " heavy syrup.....	1 47 1/2	1 47 1/2
2 1/2s " ".....	1 72 1/2	1 72 1/2
3s " ".....	2 00	2 00
Gals. " standard.....	3 45	3 45
2s " Egg, heavy syrup.....	1 52 1/2	1 52 1/2
2 1/2s " ".....	1 80	1 80
3s " ".....	2 10	2 10

Raspberries—		
Red, light syrup.....	1 42 1/2	1 40
Red, heavy syrup.....	1 67 1/2	1 65
Red, preserved.....	1 87 1/2	1 85
Black, heavy syrup.....	1 62 1/2	1 60
Black, preserved.....	1 77 1/2	1 75
Strawberries—		
2s, heavy syrup.....	1 52 1/2	1 50
2s, preserved.....	1 67 1/2	1 65
Gallons, standard.....	5 27 1/2	5 25

VEGETABLES

Asparagus—		
2s, tips.....	52 1/2	2 50
Beets, sugar.....	0 85	0 95
Beans—		
2s, wax.....	80 82 1/2	80 80
2s, refugee.....	0 85	0 82 1/2
Corn—		
2-lb. tins, per doz.....	0 85	0 85
Gallon, per doz.....	5 00	5 00
Peas—		
2s, standard (No. 4).....	0 62 1/2	0 60
2s, early June (No. 3).....	0 70	0 67 1/2
2s, sweet wrinkled (No. 2).....	0 82 1/2	0 80
2s, extra fine sifted (No. 1).....	1 22 1/2	1 20
Pumpkins—		
3-lb. tins.....	0 80	0 80
Rhubarb—		
2s, preserved.....	1 17 1/2	1 15
3s, preserved.....	1 92	1 90
Gallons, standard.....	2 65	2 62
Spinach—		
2s, table.....	1 42 1/2	1 40
3s, table.....	1 82 1/2	1 80
Gallons, table.....	5 02	5 00
Squash—		
3-lb.....	1 00	1 00
Tomatoes—		
3-lb. tins, per doz.....	1 20	1 20
Gallon tins, per doz.....	3 02 1/2	3 02 1/2

FISH

Lobster, tails.....	3 50	3 50
" 1-lb. flats.....	3 85	3 85
" 1/2-lb. flats.....	2 00	2 00
Mackerel.....	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.....	1 55	1 55
1-lb. " less than 5 cases, ".....	1 57 1/2	1 57 1/2
1-lb. Flat, 5 cases and over, ".....	1 67 1/2	1 67 1/2
1-lb. " less than 5 cases, ".....	1 70	1 70
Arrow brand, 7 1/2 cents less.....	1 00	1 00
1-lb. " 5 cases and over, ".....	1 00	1 00
1-lb. " less than 5 cases, ".....	1 02 1/2	1 02 1/2
Low Inlet.....	95	95
1-lb. Flat, 5 cases and over, ".....	97 1/2	97 1/2
1-lb. " less than 5 cases, ".....	97 1/2	97 1/2

SUGARS—There is no change in the

sugar situation since last week. Trade is on the quiet side. For the past three or four weeks the business transacted has been very good, but this week there seems to have been a falling off, as sales have not been as good as could be expected.

Granulated, bbls.....	24 20
" 1/2-bbls.....	4 35
" bags.....	4 15
Paris lump, barrels.....	4 75
" half-barrels.....	4 85
" boxes, 100 lbs.....	4 75
" boxes, 50 lbs.....	4 85
Extra ground, bbls.....	4 70
" 50-lb. boxes.....	4 80
" 25-lb. boxes.....	4 40
Powdered, bbls.....	4 60
" 50-lb. boxes.....	4 60
Phoenix.....	4 05
Bright coffee.....	4 00
" yellow.....	3 95
No. 3 yellow.....	3 90
No. 2 ".....	3 80
No. 1 " bbls.....	3 70
No. 1 " bags.....	3 65

MOLASSES AND SYRUPS—A firmer tone is reported in the local molasses market. Latest advices from the Barbadoes say there is a firmer feeling there too, even at the advance of one cent which has taken place. Although the prices have not experienced a rise yet, it is thought that in the near future there will be a change, since dealers cannot place orders in primary markets at old figures. Corn syrups are going very well, but the arrival of new maple stock has affected their sale to some extent, as is usual at this season.

Barbadoes, in puncheons.....	0 39
" in barrels.....	0 32 1/2
" in half-barrels.....	0 33 1/2
New Orleans.....	0 22
Antigua.....	0 30
Porto Rico.....	0 40
Corn syrups, bbls.....	0 02 1/2
" 1/2-bbls.....	0 02 1/2
" bbls.....	0 03
" 3 1/2-lb. pails.....	1 30
" 25-lb. pails.....	0 90
Cases, 2-lb. tins, 2 doz. per case.....	1 90
" 5-lb. " 1 doz. ".....	2 35
" 10-lb. " 1/2 doz. ".....	2 25
" 20-lb. " 1/2 doz. ".....	2 10

TEA—The market is on the quiet side at present, demand for teas generally being rather small. It is encouraging to note that gradually the public demand for a better class of teas, particularly blacks, is constantly growing in Quebec Province. For a long time the quality of the tea sold in this province has not been up to the standard of what has been disposed of by Ontario and other provinces. There is no change in the condition of Ceylon blacks. The demand is only fair. Greens have been subject to the usual inquiry. Business has not been brisk in Japan. Most Japan tea representatives are busy with import orders, the local trade being very quiet.

Japans—Fine.....	0 26	0 30
Medium.....	0 20	0 23
Good common.....	0 18	0 18
Common.....	0 13	0 15
Ceylon—Broken Pekoe.....	0 25	0 38
Pekoes.....	0 17	0 20
Pekoe Souchongs.....	0 15	0 20
Indian—Pekoe Souchongs.....	0 16	0 18
Ceylon greens—Young Hysons.....	0 14 1/2	0 15
" Gunpowders.....	0 13 1/2	0 14
China greens—Pingsney gunpowder, low grade.....	0 11	0 15
" pea leaf.....	0 19	0 21
" pinhead.....	0 28	0 32
Congous—Moning, finest.....	0 30	0 40
" choice.....	0 25	0 30
" fine.....	0 18	0 25
" good common.....	0 12 1/2	0 15
Pakling,—boxes.....	0 15	0 20
fine.....	0 20	0 30

Ontario Markets.

UPS AND DOWNS OF MARKET PRICES.

PROVISIONS—prices firmer; BUTTER—firm, creamery increasing; EGGS—higher before the fall, 17c.; ORANGES—quotation easier; VEGETABLES—old getting scarce, new are slow; FISH—fresh white fish in small quantities; HIDES—very scarce.

GROCERIES.

Toronto, April 13, 1906.

GROCERIES—Trade is very good and prices throughout practically the entire list are ruling firm and without change. There is a healthy tone to business, and the opening of the season is expected to witness a considerable expansion.

CANNED GOODS—A very firm situation prevails in all lines. The advance in tomatoes seems to have halted for the moment and the price ranges from \$1.25 to \$1.30. The demand for the time being is said not to be large, because a good many retailers have taken on some surplus stock. Warmer weather would immediately increase consumption, but in any case stocks are not regarded as sufficient to meet the demand till the new pack comes in.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal.	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 72½	1 70
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H.S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	3 85	3 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	3 70	3 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70

Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 37½	1 35
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 70

VEGETABLES.

Asparagus, California—		
2's		3 90
2's, Canadian		3 00
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	1 00
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals., standard	4 52½	4 50
1's, Baked, plain	40	40
1's, " tomato sauce	0 45	0 45
1's, " chili sauce	0 50	0 50
2's, " plain	0 70	0 70
2's, " tomato sauce	0 75	0 75
2's, " chili sauce	0 75	0 75
3's, " plain (flat or tall)	0 87½	0 87½
3's, " tomato sauce (flat or tall)	0 95	0 95
3's, " chili	1 00	1 00
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	1 40
3's	1 82½	1 80
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Pumpkin—		
2's	0 92½	0 90
3's	0 92½	1 00
Peas—		
Extra fine sifted, 2's	1 25	1 22½
Sweet wrinkle	0 85	0 82½
Early June	0 72½	0 70
2's, standard	0 65	0 62½
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Tquash—		
3's	1 02½	1 00
Succotash—		
2's, H.S.	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds		3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	0 50
" " 2's	0 78
" " 3's	1 00
Chili sauce same as tomato sauce	
Catappa, tins, 2's	0 75
" gal.	4 50
" jugs	7 70

FISH.

Lobster, tails	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00
" Scotch	1 45
Salmon, Horse Shoe, Maple Leaf, Clover Leaf	
1-lb. Tails, 5 cases and over, per doz.	1 65
1-lb. " less than 5 cases, " "	1 62½
1-lb. Flat, 5 cases and over, " "	1 75
1-lb. " less than 5 cases, " "	1 77½
1-lb. " 5 cases and over, " "	1 10
1-lb. " less than 5 cases, " "	1 12½

Low Inlet		
1-lb. Flat		1 05
Spring cohoes, per doz.		1 30
Humpbacks		0 95
Sardines, French 1's		0 14
" " 1's		0 23
" " Portuguese 1's		0 08
" " P. & C. 1's		0 25
" " P. & C. 1's		0 35
" " Domestic 1's		0 034
" Mustard, 1's size, cases 50 tins, per 100		3 75
Haddies, per doz.		1 05
Haddies, per case		4 00
Ripped herrings, domestic		1 45
" imported		1 50
Herrings in tomato sauce, domestic		1 40
" imported		1 40

MEATS, ETC.

Beef, corned 1s, per doz		1 35
" " 2s		2 40
" " 6s		7 20
" " 14s		16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's	3 20	3 10
Duck, 1's	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	1 00
" 3's	1 45	1 45
Pig's feet, 1's, boneless		1 65
" 1's		2 40

SUGAR—The situation locally is quiet, with quotations unchanged. Trading is within narrow limits, and the refiners' representatives are beginning to look to very time for an accelerated movement.

The world's visible supply is still 1,171,780 tons ahead of last year's at uneven dates, the total on April 5 being 4,040,318 tons, as against 2,868,538 last year. The position in raws is firmer again, and Willett & Gray say: "Altogether the sugar situation shows an improving tendency in all directions." Germany has reduced the consumption tax on sugar from 14 to 10 marks, which will no doubt increase the German consumption considerably, a good feature for the future.

Willett & Gray estimate an increase of 2,668,898 tons in the world's production of sugar in 1906 over the production in 1905.

The estimate in tons on cane is as follows:

	1905-06.	1904-05.
America	3,271,308	2,997,608
Asia	1,144,525	1,145,775
Australasia	220,000	214,688
Africa	295,000	232,101
Europe	28,000	28,000
Total	4,951,833	4,618,172
And on beet:		
Europe	6,970,000	4,708,758
United States	283,717	209,722

Total 7,253,717 4,918,480
Total canned beet 12,205,550 9,536,652
Increase 2,668,898

Mr. Hugh Blain stated yesterday that the Berlin Sugar Co. would have all the beets they required this season. Already contracts have been made for 4,250 acres, which is 80 acres more than the total acreage contracted for last year.

Paris lumps, in 50-lb. boxes	4 83
" " in 100-lb. " "	4 83
St. Lawrence granulated, barrels	4 28
Redpath's granulated	4 28
Acadia granulated	4 23
Berlin granulated	4 18
Phoenix	4 28
Bright coffee	4 18
Bright yellow	4 13
No. 3 yellow	4 08
No. 2 " "	3 98
No. 1 " "	3 88
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

SYRUPS AND MOLASSES—For some weeks the report has been a firm

market, and there is no recession from that position. It is stated that the passage of the alcohol bill now before congress promises to give the low grade molasses a much higher value than heretofore.

Syrups—	
Dark	0 33 0 34
Medium	0 37
Bright	0 35
Corn syrup, bbl., per lb.	0 02 1/2
" 1/2-bbls "	0 03
" kegs "	1 30
3 gal. pails, each	0 90
2 gal. "	1 90
2-lb. tins (in 2 doz. case) per case	2 35
5-lb. " (in 1 " ")	2 25
10-lb. " (in 1/2 " ")	2 10
20-lb. " (in 1/4 " ")	2 10

TEA—The market here has not developed any features of note. In London the upward tendency received something of a set back by reason of unusually heavy offerings. Better quality teas are still in demand.

COFFEE—The experts are still waiting for the rise, which, according to the statistics, should have arrived some time ago. Willett & Gray say:

"The statistical figures for the first of April turned out more favorable than expected. The decrease in the world's visible for the month of March was 576,000 bags, against 305,000 bags for the same month last year, making a difference in the supplies on the first of April, compared with a year ago, of more than 2,200,000 bags. The speculative market has paid very little attention to this, preferring to listen to the repeated assertions of prospects of a large growing crop in Santos, the same as they did a year ago, with this difference, however, that at that time, all the leading firms in Brazil made estimates of a large crop, while the assertions that have lately been made are from unknown quarters in Brazil. While to merchants experienced in the business the crop stories from unknown quarters have little weight, to the outside speculators who do not know one name from the other, it leaves an impression, and many of them have liquidated lately.

"The consumption during the last two crop years has been 3,000,000 bags larger than the production, and since two years, the rate of exchange in Brazil has advanced from 12 to 16 pence. If, notwithstanding this, the price remains unchanged, it means selling out by holders who have become tired, and it usually happens that such holdings have been sold by the time the position has become much stronger and a condition created like twenty years ago, in 1886, when in the month of July, with the world expecting lower prices, a steady advance in price for nine months was experienced."

FOREIGN DRIED FRUITS—Locally the currant market is unmoved, abroad the market is dearer. Quotations received by cable this week are at 18s. 6d., which shows an advance of 1-4c. Owing to the heavy withdrawal of currants under the regulations covering their export from Greece, the quantity available for export is now so small that it is not thought the price can possibly recede. Valencia raisins appear to be generally in fairly good supply in Canada, and

there has been only a slight tendency towards hardening of prices, whereas in London, Eng., where the chief stocks are held, the market has advanced about 1-2c.

Candied peels are in small supply on spot. Heavy contracts have been made for Fall delivery, and these appear to have been fully justified, as the market generally has advanced recently several shillings, and it is thought that the supply, owing to the scarceness of raw material, will be barely equal to the demand. The largest factory in England has already announced that they cannot book further orders this year, having contracted for all they will be able to supply.

The market in prunes is very firm, and stocks are said to be in small compass. One of the largest of the California prune packers telegraphs his representatives at New York that he has decided to hold the balance of his Santa Clara prunes on a 4 1-4c. f.o.b. bag basis. The same shipper asked 10c. f.o.b. for choice apricots and 9 1-2c. for choice Muir peaches, both packed in 50-pound boxes.

Referring to the increased demand for candied citron and peel for both April-May and later delivery, William Hills, jr., New York, says: "The position of these articles is an exceedingly strong one and on account of the goods being decided luxuries, the actual consumption is very little affected by the fluctuations in the market. If the bookings for later delivery are any indication of the demand which is likely to be seen during the active season there will not be sufficient citron and peels to supply the requirements of the market for the holiday trade. Citron continues to offer for April-May shipment at present prices, June-July shipment 1c. higher and August-September 2c. above present prices. Orange and lemon peel offer at present figures for shipments any time up to September 30, all prices being guaranteed against decline up to time of delivery."

Prunes, Santa Clara—	
90-100s, 50-lb boxes	0 06 1/2
80-90s " "	0 07 1/2
70-80s " "	0 08
60-70s, 50-lb boxes	0 07 1/2
50-60s " "	0 08 1/2
40-50s " "	0 09
30-40s " "	0 10 1/2

Note—25 lb. boxes 1c. higher.	
Candied and Drained Peels—	
Lemon	0 11 0 11 1/2 Citron
Orange	0 11 1/2 0 12 1/2
Figs—	
Elmes, per lb.	0 10 0 14
Tapnets	0 04
Apricots—	
California evaporated, in 50-lb boxes	0 14 0 15
Peaches—	
California evaporated, " "	0 14 0 15
Pears—	
California evaporated, per lb.	0 13
Currants—	
Fine Filiatras	0 35 1/2 up
Patras	0 02 1/2 0 02 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 05 1/2
Seeded, 1-lb packets	0 09 0 10 1/2
California, loose muscatels—	
3-crown	0 07 1/2
4-crown	0 09
Dates—	
Hallowees	0 04 1/2 0 04 1/2
Fards new choicest	0 09 0 10 1/2
Sairs	0 03 1/2 0 04
" new choicest	0 09 1/2
Domestic evaporated apples	0 10 1/2 0 11

FOREIGN NUTS—All European nuts have been affected by adverse weather conditions. Almonds have suffered most

and they have advanced 2c. per pound. France has been buying shelled almonds in Sicily very freely within the last month, and consequently has ceased to be exporters. The market for other nuts is affected, because with very heavy shortage in the almond crop the demand will in part go to filberts, walnuts, etc.

Locally quotations are unchanged.	
Almonds, Tarragona, per lb.	0 12 1/2 0 13
" shelled Valencias	0 25 0 28
Walnuts, Grenoble	0 14 1/2 0 15
" Bordeaux	0 10 1/2 0 11
" shelled	0 25 0 27
Filberts, per lb.	0 10
Pecans, per lb.	0 14 0 17
New Brazils, per lb.	0 14 1/2 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08 1/2
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08 1/2
Virginia	0 10

RICE AND TAPIOCA — The situation continues firm, but there is no further advance in tapioca evident at present, and the interest is mostly speculative.

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
Java	0 06 1/2 0 07
Sago	0 07
Carolina rice	0 08 0 08 1/2
Tapioca, medium pearl	0 06 0 07
" double goat	0 07 1/2

HONEY—No new feature has developed and the prices are without quotable change.

Honey, extracted clover, in 60-lb. cans, per lb.	0 08 1/2 0 09
" " in 5-lb. & 10-lb. cans, lb.	0 09
" sections, No 1, per doz.	2 00
" " No. 2, " "	1 40 1 60
" Buckwheat, per lb.	0 04 1/2 0 05

BEANS — The market is steady and without quotable change.

Beans, handpicked, per bush	1 85 1 90
" prime, No. 1	1 70 1 75
" Lima, per lb.	0 06 1/2 0 07

FISH—Trade has been good this week. There is a little Lake Erie white fish in the market at fancy prices. It will be arriving in quantity from Georgian Bay in a week or ten days. The fresh mackerel also will be in in a week or two. Otherwise prices are unchanged.

Fresh " "	0 12 0 15
Haddock, fresh caught, per lb.	0 07
" frozen	0 05
Trout, frozen per lb.	0 08 0 09
" fresh winter caught	0 08 0 09
Fresh cod, per lb.	0 07 0 08
" fresh winter caught	0 08 1/2
" lobsters, boiled, per lb.	0 30
Frozen B.C. salmon, per lb.	0 09 0 10
Shrimps per gal.	1 25
Whitefish, per lb.	0 08 1/2 0 09
" winter caught, per lb.	0 18 1/2 0 19
Pickered, per lb.	0 07 0 07 1/2
Oysters, standard, small pail	4 50
" selects, pail	5 00
Finnan haddies, pail	0 07 1/2 0 08 1/2
Ciscoes	1 25
Mackerel, per lb.	0 10
Labrador herring salt, No. 1, half bbl.	3 25
Frozen sea herring, per 100	2 00
Smelts, No. 1	0 18 0 09

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

Boneless fish, per lb.	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb.	0 05 1/2 0 06
Flitched cod fish, cases of 100 lbs.	6 50

HIDES—The supply continues very light and prices are firm with some advances, No. 1 country calf skins being 13c., and sheep skins are quoted 5c. to 10c. higher. A little new wool is coming in. Fur prices are easier in spots.

Hides, inspected, steers, No. 1	0 11
" " " No. 2	0 10
" " cows, No. 1	0 10 1/2
" " " No. 2	0 09 1/2
Country hides, flat, per lb.	0 08 1/2

Calf skins, No. 1, c
" " No. 1, c
Dekins
Sheep skins
Horse hides, No. 1
Rendered tallow
Pulled wool, supe
" " ext
Wool, unwashed

Badger
Bear, black
" yearlings
Fisher
Fox, red
" cross
Lynx
Marten, dark
Mink, dark
" pale
Muskrat
Raccoon
Skunk
Weasel, white
Wolf, timber
" prairie
Wolverine

B. C.

Activity in feature in v at the pres factors. T proaching B.C. waters every vesse Rivers Inlet is carrying tinplate for season's pa all gone for engaged to prepare the of the salm ies, and no supplies are of May eve There are t be finished these is bei machinery, loaded and

The other coast trade dented boon is having th to logging, opened eve steamers de supplies to the-way spe located on t lumber is e frctn the No settlers are the raw mat demand, and of a large r of which ar the coast cit

THE MA is noted tha goods are apples has being now \$ also firmer, from \$1.27 present basi

Dried fru very freely, contend wit selling to Francisco. dropped un

Calf skins, No. 1, city.....	0 14
" " No. 1, country.....	0 13
Dekins.....	0 75
Sheep skins.....	1 45
Horse hides, No. 1.....	3 15
Rendered tallow, per lb.....	0 04 1/2
Pulled wools, super, per lb.....	0 22
" " extra.....	0 24
Wool, unwashed fleece.....	0 16

FUR SKINS.

	Prime	No. 1.
Badger.....	\$ 1 50	\$0 50
Bear, black.....	15 00	7 00
" yearlings.....	7 00	3 00
Fisher.....	5 00	2 00
Fox, red.....	3 00	1 50
" cross.....	10 00	3 00
Lynx.....	6 00	3 00
Marten, dark.....	20 00	4 00
Mink, dark.....	3 00	1 50
" pale.....	2 00	0 75
Muskkrat.....	0 25	0 15
Raccoon.....	1 25	0 50
Skunk.....	0 75	0 35
Weasel, white.....	0 50	0 10
Wolf, timber.....	3 50	0 80
" prairie.....	1 75	0 50
Wolverine.....	5 00	2 00

B. C. Markets

Vancouver, April 4, 1906.

Activity in northern B.C. trade is the feature in wholesale and jobbing circles at the present moment. There are two factors. The preparations for the approaching cannery season in northern B.C. waters are now in full swing, and every vessel sailing for Skeena River, Rivers Inlet, Naas River and other ports is carrying a full cargo of supplies. The tinplate for the cans required for the season's pack of salmon has practically all gone forward. The employees who are engaged to make the cans and otherwise prepare the various plants for reception of the salmon run are all at the canneries, and now the provisions and other supplies are going forward. By the first of May everything will be in readiness. There are three or four new plants to be finished in time, and the work on these is being rushed. The last to ship machinery, etc., has a vessel already loaded and it goes forward to-day.

The other factor in the activity of coast trade at present is the unprecedented boom in the lumber trade, which is having the effect of turning attention to logging, and new camps are being opened every week. Many coasting steamers do a thriving trade carrying supplies to a hundred and one out-of-the-way spots where logging camps are located on the coast. As the demand for lumber is coming in stronger than ever from the Northwest, where thousands of settlers are going in and building homes, the raw material is likely to continue in demand, and that means the maintenance of a large number of logging camps, all of which are supplied by the jobbers of the coast cities.

THE MARKETS—In grocery lines it is noted that while most lines of canned goods are steady, the price of gallon apples has stiffened, the quotation here being now \$3.40 per doz. Tomatoes are also firmer, though quotations which are from \$1.27 to \$1.30 are not yet up to present basis of eastern markets.

Dried fruits have not been moving very freely. Local wholesalers have to contend with the opposition of direct selling to the retail trade from San Francisco. The price of raisins has now dropped until the range is from 9 to

9 1-4c. in 1 lb. cartons. Demand is not strong.

Sugar has shown no further changes from the recent advance of 1-8c. base price. The market appears to be steady at the present quotations.

PRODUCE—Butter is nearly all local. The only exception is a lot of choice New Zealand creamery which arrived via the New Zealand-San Francisco line and came up from Frisco in the Pacific Coast S.S. Co.'s steamer. This butter competes in price with the local fresh creamery, both being put at 30c. to the trade in 1 lb. bricks, 1c. cheaper in bulk.

No eastern creamery arrives, and price is now prohibitive. A quantity of storage, mainly Government creamery from the Northwest, is still in the market and bringing 26c. and 27c. A small quantity of California fresh creamery has been received. It is still rather high in price to import profitably.

Local fresh eggs continue plentiful and entirely fill the market. No importations are being made from Oregon and Washington, and case stock is finding no sale. Present price is quoted at 24c. per doz. to the trade.

Oranges continue firm in price, though no further advances have been made since last quotations. The range is covered from \$3 to \$3.75. Lemons have been moving up somewhat rapidly, increased demand having influenced the market.

N. B. Markets.

St. John, April, 1906.

All signs now point to Spring — it might almost be said, Summer. The river boats are beginning to make short trips, though navigation cannot yet be said to be open, but very soon will be. The last mail boat leaving Liverpool for St. John for this season sails on the 12th from Liverpool, leaving St. John on the 28th. Winter port business has far exceeded any previous year. The past two weeks have been extremely busy ones, our wharf accommodation taxed to its utmost, immense numbers of immigrants landing.

OIL—Prices in burning oil unchanged. There is steady business. Sales in lubricating oils have been large. There is a great increase in the sale of gasoline. The increase in the number of gasoline engines is surprising. In paint oils, while linseeds are unchanged at quite full figures, market hardly as firm. Turpentine is still extremely high. Cod oil firm, business now light.

SALT—There are large arrivals of Liverpool coarse salt, prices are rather easier. The combine is broken. Sales are good. This is the busy season. Fine salt prices unchanged, improved demand. Dealers have fair stocks of rock salt.

CANNED GOODS—Tomatoes are again higher and market firm, further advance expected. Corn is firm. Peas cheap. Gallon apples have a good demand at higher figures, market tending upward. While fair stocks of fruit are held here, market is firm. In salmon good local stocks held; owing to situation west, market is strong. Meats are low. In domestic fish situation is quiet, some sardines still held.

GREEN FRUIT—Apples are scarce and high, best stock is bringing five dollars. Banana season is now open and sales are good, prices about as usual. Oranges firmer, chiefly Valencias sold; some Californias offered. Lemons are rather higher.

DRIED FRUIT—In raisins a fair sale, chiefly seeded, which are quite low. In bulk goods only fair demand. Malaga loose and Valencia layers chiefly offered. Currants are very firm, being slightly higher. Prunes have steady sale, prices higher, small sizes very scarce. Apricots and peaches also higher, sales not large. Dates, a steady demand, market firmer, package goods chiefly sold. Peels are being bought, prices high, particularly citron. Evaporated apples hold at full figures. Egyptian onions are very firm, some American are being sold, late Valencias show good quality.

SUGAR—Dealers are finding it hard to get supplies from the refinery, prices unchanged. While present figures are low market is firm.

MOLASSES—This is an interesting line. Barbadoes holds the market. During the past week there were quite large arrivals, rather more than half being fancy or syrup. Higher prices are asked this week and the situation is reported very firm. Old Porto Rico still offered, but sale limited. It is thought little new will be imported.

FISH—There is a fair variety of fresh fish, including lobsters. In dry fish, stocks are getting well worked off. The tendency is downward. The extreme prices are considered a thing of the past. Smoked herrings are also easier. Pickled herring are very scarce and high. Haddies getting out of season. The very dull market is slightly improved.

N. S. Markets.

Halifax, April 10, 1906.

The tone of the Maritime grocery markets is very firm. Trade is reported good in all sections, and in some it is much better than expected. No notable changes in prices are recorded. The jobbers are looking for a big Easter business, and the prospects are that their hopes will be realized. The travelers are sending in good orders, and the improved condition of the roads has helped business very greatly.

BUTTER AND EGGS—The markets for butter and eggs are practically the same as last week, prices being firm, with a slight improvement in the receipts. More fresh butter was marketed during the week than since the first of the year, and it is expected that from now on receipts will continue to increase. The butter received is mostly all new made, and being packed in small tubs, from three to eight pounds, it finds ready sale. This class of butter is always in good demand, and many of the jobbers say that their customers prefer it to any other class of butter handled by them. The price for the choicest is always a cent or two above the other grades of butter, except the best creamery, but the consumer prefers it and pays the extra price.

Eggs are not coming in quite so plentifully as expected, but the receipts about the middle of Easter week will probably be heavy, as is usually the case. Besides the eggs coming in from points in the province, Prince Edward

THE MARKETS

The Canadian Grocer

Island has now started to make shipment, and this competition will no doubt have a tendency to reduce prices. Hundreds of cases of cold storage eggs are held here, and those who have them stored cannot find a market for them. Fresh eggs are quoted on the island at 14 to 14½ cents, and they are jobbing here from 16 to 17 cents. Nova Scotia eggs are quoted at 17 cents.

Stocks of cheese held here are very light, and the quality of the new makes said not to be of the best. It is quoted here at 14 cents for large and small.

FRUITS—The market is now well supplied with fruit. Bananas are coming in quite freely, and stocks of oranges have improved. Prices are very firm, with a strong tendency. Oranges are considered very high, Jamaicas being quoted at \$7 per barrel, and the jobber is complaining of heavy waste, all having to be picked over. This is said to be about the end of the old crop, and it is expected that the new crop, which is reported to be of good quality, will be along very shortly. Valencias are quoted here as follows: Large, 420s, \$5.60; ordinary, \$4.85, 7, 14, \$6.10; California navels, 126 and 150, \$4.60; 96s, \$4.10; 176 and 200, \$4.85.

Lemons are good in quality and quantity, and are quoted at \$3 to \$3.50.

Pineapples are \$2.50 per dozen, cukes 10 cents each, strawberries 35 to 40 cents per box, rhubarb 9 to 10 cents, and onions from \$2.25 to \$2.50.

APPLES—Shipments of apples to the English market are still taking place. O. S. Miller, of Annapolis county, last week made a shipment of 1,250 of good hard Winter fruit, which was in fine condition. It is probable that he will obtain fancy prices for his stock, as the English markets are likely pretty clear of good fruit at this season of the year. Mr. Miller hopes that his fruit will reach the market in time for the Easter trade. The local market is almost bare of good apples. Some Nonpareils and Northern Spys are offering, but the quality is only fair. They are quoted at from \$4.50 to \$5. The stocks of Baldwins held by some jobbers have rotted in the cellars. The Ben Davis offered are good looking, but they are slow sellers here.

VEGETABLES—Stocks of vegetables are being greatly reduced through rot and consumption. All the stock now held has to be picked over, and the waste is very great. Potatoes are quoted at from 50 to 60 cents, turnips at 90 cents, parsnips at \$1.75, beets at \$1.50, and carrots at \$1.50.

FISH—The local market for salt fish is fairly steady, and the home consumption is quite good. Prices are firm. The foreign markets are somewhat depressed, particularly the Trinidad markets, which are overstocked. Two Nova Scotia vessels which recently arrived at Port of Spain had 395 and 229 packages of fish respectively, and these have not helped the present condition of the market any. Pickled fish is selling freely. The receipts of fresh fish are improving some, and the demand as usual during Lent is good.

N. S. Notes.

The Furness-Withy steamer Annapolis sailed recently for London, with a large general cargo, including 4,079 barrels of apples.

R. B. Harris, formerly with B. H. Dodge & Co., and who left Kentville

about a month ago for the west, has opened up a hardware store in Fielding, Saskatchewan.

Miss L. Shuttleworth, and Miss Miller, of Guelph, of the staff of the Farmers' Institute lecturers, have been appointed by the Provincial Government of Nova Scotia to take charge of two dairy schools in Nova Scotia.

The council of the Kentville Board of Trade met on Monday night last to arrange for the quarterly meeting. Capt. Allan and Mr. Burns advanced some good ideas and the president and council are desirous for a good forward movement.

The Annapolis Valley Vinegar Co. have shipped the whole of last Fall's output of cider in ten earloads, and amounting to about 220 tons, to the English market. This week they are sending one ear of vinegar to Wm. Law & Co., Yarmouth, and still have some 68,000 gallons of vinegar remaining for the Spring trade.

Kings County Board of Trade.

The following are the officers of the Kings County Board of Trade for the ensuing year: President, J. A. Kinsman, Lakeville; vice-president, A. E. McMahon, Aylesford; secretary-treasurer, W. B. Burgess, Woodville; auditors, M. G. DeWolfe, R. S. Eaton, Kentville. Maritime Board of Trade Council—A. N. Griffin, New Minas.

Members of Council—Ward 1, J. W. Hubbard; ward 2, A. E. Lewis; ward 3, John Donaldson; ward 4, J. Everett Kinsman; ward 5, F. S. Fisher; ward 6, A. N. Griffin, Ainsley Bishop; ward 7, F. G. Gertrude; ward 8, A. Bowser; ward 9, W. C. Hamilton; ward 10, H. D. Woodbury; ward 11, W. W. Pineo; ward 12, S. S. Selfridge; ward 13, S. C. Parker; ward 14, J. E. Bryden.

Kentville—C. O. Allen, J. W. Ryan. Wolfville—R. W. Starr, F. J. Porter.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a. m. Thursday, April 5, 1906.)

UPS AND DOWNS OF MARKET PRICES.

SALMON—Humpback advanced 35 cents per case; **MATCHES**—general advance in price; **AXLE GREASE**—advance; **CALIFORNIA DRIED FRUITS**—market firm and sharp advance likely; **PRUNES**—advance ¼ to ½ cent per lb.; **NECTARINES**—advance of ¾c. per lb.

Winnipeg, April 12, 1906.

Business continues very active and the general tone of the market indicates higher prices in several lines. A number of minor changes are noted above. The local market is without any features of special interest.

CANNED GOODS—Apparently coast supplies of humpback salmon are running low as local jobbing houses find this line difficult to obtain. The local price is now \$4.10 per case.

FRUITS.

	Group No. 1.	Groups No 1 & 2.
Apples—gallons, per doz.	3 10	3 05
3 lb.	2 40	2 44

Cherries—red pitted, per 2-do. case	4 33	4 28
Currants—new, red, 2 doz. cases, per case	3 48	3 43
black	3 83	3 78
Gooseberries—new	4 08	4 03
Lawtonberries—	3 83	3 78
Pears—2s, F.B., per 2-do. case	3 58	3 53
3s, " "	5 09	5 04
Peaches—2s	4 08	4 03
3s	6 14	6 09
Plums—Damson, 1s	2 13	2 08
Lombard, 1s	2 23	2 18
Greengage, 1s	2 33	2 28
Pumpkins—3s	2 09	2 04
Pineapples—2s, sliced, 2 doz. cases, per case	4 25	
2s, whole, " "	3 75	
2½s, whole, " "	4 50	
2s, grated, " "	4 50	
Raspberries—red (new)	3 63	3 58
black (new)	3 53	3 48
Strawberries—new	4 00	4 25

VEGETABLES.

Beans—golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—3s	2 39	2 34
Corn—2s	1 98	1 93
Peas—(No. 4) 2s	1 53	1 48
(No. 3) 2s	1 68	1 63
Succotash—2s	2 63	2 58
Tomatoes—All groups, per case	2 65	
Salmon, Fraser River sockeye, per case	6 25	
" Skeena River, " "	6 00	
" River's Inlet, " "	5 90	
" Red Spring, " "	5 75	
" humpback, " "	4 10	
" cohoes, " "	4 85	
" Clover Leaf, Fall delivery, 1 to 4 cases, 5 to 9 cases.	6 26	
Pork and beans (V.C.P. Co.), 1s, per doz.	1 25	
" 2s, " "	1 90	
" 3s, " "	2 60	
Clark's 1 lb. plain, per case	2 10	
" 2 " " "	1 80	
" 3 " " "	2 20	
" 1 " tomato sauce, per case	2 30	
" 2 " " "	1 85	
" 3 " " "	2 40	
" 1 " Chili " "	2 30	
" 2 " " "	1 95	
" 3 " " "	2 40	
Soups (Van Camp's), per doz.	1 25	
Canned chicken (Man. Can. Co.) per doz.	3 25	
" turkey	3 25	
" chicken (Aylmer), per doz.	3 30	
" (Delhi), " "	3 20	
" turkey (Aylmer), " "	3 30	
" (Delhi), " "	3 20	
" duck (Aylmer), " "	3 30	
" (Delhi), " "	3 20	
Corned beef " 2s	2 75	
" 1s	1 55	
Roast beef (Man. Can. Co.) 2s, per doz.	2 65	
" (Clark's), 1s, per doz.	1 50	
" 2s	2 65	
Potted meats, 1s, per doz.	0 55	
Veal loaf (Libbey's), ½ lb., per doz.	1 25	
" 1 lb.	2 50	
Ham loaf " ½ lb.	1 25	
" 1 lb.	2 50	
Chicken loaf " ½ lb.	1 85	
" 1 lb.	3 50	
Lunchonque (Clark's), 1s.	3 45	
" (Aylmer), 1s.	3 00	
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80	
" 1-lb. tins, " "	3 10	
" 1-lb. glass, " "	3 35	
Chipped " ½-lb. tins, " "	1 45	
" 1-lb. tins, " "	2 50	
" 1-lb. glass, " "	3 05	
Sliced bacon, " 1-lb. tins, " "	3 10	
" 1-lb. glass, " "	3 25	
Corned beef (Clark's), 1-lb. tins, per doz.	1 50	
" 2-lb.	2 65	
Lobsters (new), ½-lb. flats, per 8-do. case	16 00	
" ½-lb. tails, per 4-do. case	10 25	
" 1-lb. tails, " "	14 50	

SUGAR—The price is steady at figures quoted last week.

Montreal granulated, in bbls.	4 95
" in sacks.	4 90
" yellow, in bbls.	4 50
" in sacks.	4 50
Wallaceburg, in bbls.	4 85
" in sacks.	4 80
Berlin, granulated in bbls.	4 85
" sacks.	4 80
Icing sugar in bbls.	5 55
" in boxes.	5 75
" in small quantities.	6 15
Powdered sugar, in bbls.	5 35
" in boxes.	5 55
" in small quantities.	5 80
Lump, hard, in bbls.	5 65
" in ½-bbls.	5 75
" in 100-lb cases.	5 65
Raw sugar.	4 50

SYRUPS AND MOLASSES — Corn

The Cana

syrups are to the risi

Syrup "Crown

" "

" "

" Kairomel " "

" "

Barbadoes mol

New Orleans u

Porto Rico mol

Blackstrap, in l

" "

COFFEE

lows:

Whole green B

roasted

Ground roasted

Standard Java

Old Governme

" "

Imperial Java,

Pure mocha

" Maracaibo

Choice Rio...

Pure

Seal Brand (C.

" "

Local Blends—

Mocha, and Ja

" "

MATCH

advance in

quoted as

" Telegraph,

" Telephone "

" King Edward

" Head Light

" Rising Star

" Eagle

" Victoria

" Silent," 200's

" 500's

FLY PA

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Syrups are in very brisk demand owing to the rising price of dried fruits.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 " "	2 65
" " 10-lb tins, per 1 " "	2 55
" " 20-lb tins, per 1 " "	2 45
" " barrel, per lb.	0 03 1/2
Sugar syrup, per lb.	0 03 1/2
" Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbados molasses in 1/2-bbls, per lb.	0 04
New Orleans molasses in 1/2-bbls, per lb.	0 02 1/2
" " in barrels.	0 02 1/2
Porto Rico molasses in 1/2-bbls, per bbl.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bsts., each	0 33
" " "	2 25

COFFEE—Prices are quoted as follows:

Whole green Rio, per lb.	0 13 1/2	0 11
" roasted " per lb.	0 15 1/2	
Ground roasted Rio	0 16	
Standard Java in 25-lb. tins, per lb.	0 33	
Old Government Java in 25 lb. tins, per lb.	0 32	
" Mocha	0 32	
Imperial Java, in 25 lb. tins, per lb.	0 29	
Pure mocha	0 25	
" Maracaibo	0 19	
Choice Rio	0 17	
Pure " "	0 16 1/2	
Seal Brand (C & S) in 2-lb tins, per lb.	0 32	
" " 1-lb	0 33	
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb.	0 23	
" 1-lb.	0 24	

MATCHES—There has been a general advance in matches, prices being now quoted as follows:

" Telegraph,"	Per case,	4 70
" Telephone		4 60
" King Edward		3 35
" Head Light		4 15
" Rising Star		5 50
" Eagle		1 80
" Victoria		3 05
" Silent," 200's		2 15
" " 500's		4 65

FLY PADS, ETC.—Wilson's fly pads are quoted this year at the same price as last, viz., \$3 per box or 3 boxes for

\$8.40. "Tanglefoot" is also unchanged, the quotations being 45c. per box or \$1 per case of 10 boxes.

FOREIGN DRIED FRUITS — Owing to the continued rains on the Pacific coast all California fruits are likely to be sharply advanced. Many growers estimate that their crop has already been injured to the extent of 25 per cent. Silver prunes, early peaches and apricots have suffered severely and the pack will be light. There is accordingly a very firm tone to the California dried fruit market and prices are almost certain to be materially advanced. Local quotations on prunes show a general advance of 1/4 to 1/2 cent per lb. and revised prices will be noted below.

Sultana raisins, bulk, per lb.	0 61
" cleaned, " "	0 08
" 1 lb pkgs	0 09 1/2
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, " "	3 40
" Royal Buckingham, " "	4 00
" Imperial Russian " "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5 1/2 lbs)	0 80
Valencia raisins, f. o. s.	1 35
" selected.	1 60
" layers.	1 70
California raisins, muscatels, 2 crown, per lb.	0 09
" " 3 " "	0 09 1/2
" " 4 " "	0 08 1/2
" " choice seeded in 1/2-lb. packages per package	0 09
" " fancy seeded in 1/2-lb. packages per package	0 09 1/2
" " choice seeded in 1-lb. packages per package	0 10 1/2
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes 10-120 per lb.	0 06 1/2
" 80-100 " "	0 06 1/2
" 80-90 " "	0 07
" 70-80 " "	0 07 1/2
" 60-70 " "	0 08
" 50-60 " "	0 08 1/2
" 40-50 " "	0 09
" choice silver, per lb.	0 11
" silver, per lb.	0 07 1/2

Currants, uncleaned, loose pack, per lb.	0 05 1/2
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06 1/2
" Filiatras in 1-lb pkg, dry cleaned, per lb	0 07
" Vostizas, uncleaned.	0 06 1/2
Hallowee dates, new per lb.	0 05 1/2
Figs, cooking in taps and sacks	0 05 1/2
" " boxes	0 05 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 13 1/2
Apricots, standard in 25-lb. boxes, per lb.	0 12 1/2
Slab apricots in 25-lb. boxes, per lb.	0 12 1/2
Peaches, choice, per lb.	0 13 1/2
" standard " "	0 13
Pears, choice (halves), per lb.	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice.	0 12 1/2

NUTS—

Almonds, per lb.	0 12 1/2
" (shelled), per lb.	0 28
Filberts	0 10
Peanuts	0 10 1/2
Jumbos	0 12 1/2
Walnuts, new, (renobles), per lb.	0 15 1/2
" Marbots	0 13 1/2
" shelled, " "	0 30
Pecans, per lb.	0 15
Brazils, per lb.	0 15

SPICES—

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

Be Happy Live Well Turn Over a New Leaf and Stop Cooking

Old and Young Everybody! Your Grocer Sells Them

READY TO EAT

EAT Mrs. Rorer's Saratoga Chips 10c and 20c

APPETIZING CRISP TASTY

Mrs. Rorer's Saratoga Chips

Just the thing to please your particular customers who are in need of a spring appetiser. Retail at 10c. and 20c. the package and give you a good profit. Ask your jobber for a sample order or write us direct.

We guarantee and stand behind every package

THE SARATOGA CHIP CO. Hamilton, Ont.

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

Get ready for opening of navigation!

Look over your Stock and Requirements for Spring Trade

We carry the best assortment of staple and fancy groceries in the trade, and guarantee satisfaction to buyers as to **quality** and **price**.

TEA

Our "**Victoria**" and "**Princess Louise**" brands of JAPAN TEA are winning favor very rapidly. Our mail orders are increasing, showing that these teas **have the confidence of users**.

We are receiving every month direct from Ceylon our "**Duchess**" brand Young Hyson GREEN Ceylon Tea and "**Lady**" brand Hyson Ceylon. In CEYLON BLACKS our "**Victoria**" and "**Princess Louise**" blends are pleasing our customers.

Our trade for Sir Thomas Lipton's Black and Green **Ceylon Teas** shows an increasing and steady demand from the public. The quality of these Teas is unsurpassed.

PH. RICHARD'S BRANDIES

The sale of these Brandies throughout Canada shows their popularity. For price and quality preferred by best judges.

MITCHELL BROS'. (Glasgow) SCOTCH WHISKY

Stand in the front rank of all—None to excel them.

BLANDY BROS'. MADEIRA WINES

The most desirable and healthful of Madeiras.

CARDINAL CHAMPAGNE

Rapidly becoming the preference of connoisseurs. A special treat for Easter

**Look over your stock and place your order with us.
Satisfaction guaranteed.**

LAPORTE, MARTIN & CIE

LIMITED

Wholesale Grocers, Importers, Wine and Spirit Merchants

MONTREAL

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Easter

Your Easter trade requires

THE REAL THING

In mild cured

HAMS

AND

BREAKFAST BACON

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

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

HAMS

With the coming of Easter comes the demand for Hams and Eggs.

We can sell you both or either. The Hams we cure ourselves under the same formula as used by us for over fifty years; and there are no finer.

If you have not already ordered—do so now.

The fire which occurred at our packing house recently will not interfere with the taking care of all orders.

F. W. FEARMAN CO.,
HAMILTON LIMITED



The merchant who knows his business talks

QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

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

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

GROCERS

Ask your jobbers for our brand and compare with others.

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

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

NICHOLSON & BAIN, Winnipeg and Calgary

Western Agents for

THE MANITOBA CANNING CO., LIMITED

GRANDE POINTE, MANITOBA

“CORONA” BRAND

Selected—

HAMS and BACON

The Universal Favorite
Delicious Flavor
A very Special Sugar Cure

ONCE TASTED ALWAYS WANTED.

SEND FOR TRIAL ORDER.

Beef, Mutton, Pork

PRODUCE DEPT.

Choice Butter, Cheese, Eggs, Poultry, etc.

MONTREAL PACKING CO. Limited

MONTREAL, Canada

There is the market product is it is hardly it, while t remain so fancy. Ye tively cent ter being is in dema prices sho consumers rather tha Fall. But and farme price for t fore deliv cheese fa creameries

It is the peet that will be pr of the new that both p even level

We have desirability hand separ of deterior est Canadi Produce now comin ed by the of Agriculture Province o ing the us This circul

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“To pat other grou use hand s ly advise t the creamer properly in most strong tor cream the factory pack and s these prec served thei putation fo the profita suffer.”

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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

There is not much new to report on the market for cheese and butter, the old product is now so nearly exhausted that it is hardly worth while to even mention it, while the new make is still, and will remain so for some weeks yet, in its infancy. Yet, the present interest is entirely centred in this new make. Butter being generally the earlier product, is in demand for local consumption and prices show an advancing tendency, as consumers want a fresh flavored article rather than the stale goods made last Fall. But cheese still leads in price and farmers want the highest obtainable price for their milk. They will, therefore deliver their new milk to the cheese factories rather than to the creameries wherever this is practicable.

It is therefore only reasonable to expect that more cheese and less butter will be produced at the commencement of the new season, and the chances are that both products may soon come to an even level of prices.

We have repeatedly mentioned the undesirability of farmers adopting the hand separators, as it is a sure means of deteriorating the quality of our finest Canadian creameries. The Montreal Produce Merchants' Association are now coming out with a circular, endorsed by the officers of the Departments of Agriculture of the Dominion and of the Province of Quebec strongly condemning the use of these hand separators. This circular reads as follows:

"The members of the Montreal Produce Merchants' Association have during the past season been still further impressed by the inferior quality, generally, of butter made from hand-separated cream, especially when gathered less frequently than every day, and they desire once more to warn makers and patrons against the use of the hand separator.

"To patrons who find it desirable on other grounds than mere convenience to use hand separators, they would strongly advise that the cream be conveyed to the creameries every day in jacketed cans properly insulated. Makers are further most strongly urged to keep hand-separator cream apart from that separated at the factory, to churn it by itself and to pack and sell the product separately. If these precautions are not rigidly observed there is no doubt that our reputation for producing finest butter and the profitability of the industry will suffer."

This is precisely what we have been advocating in these articles for some time past. Heretofore the highest price paid for butter in the Dominion of Canada was for the product of the Eastern

Townships. This butter has gained an enviable reputation in British markets; it took the eye and taste of the consumers, who were willing to pay a good price for it. The manufacturers and dealers in dairy supplies, having supplied the factories or creameries of the country with their machinery, commenced to look for further markets, and introduced their hand separators to individual farmers. The farmer, buying such a hand separator, is told of the convenience of keeping his skim milk at home and only delivering the cream to the creamery at his leisure, which might be only in three to four days after milking, instead of delivering fresh milk daily.

So far, so good, but cream kept for some days and then carted over rough country roads in hot weather, cannot possibly produce as good quality of butter as milk delivered fresh to the creamery every day. The proper place to have the cream separated is the factory or creamery, and then the fresh cream churned will produce a high grade of butter.

It has often been truthfully said that Ontario produces a better quality of cheese, and Quebec a better quality of butter. The secret is that Ontario butter is made on the "gathered cream" system, and if our farmers in the Province of Quebec will now adopt this system, they will certainly ruin their reputation for fine butter.

What they should do is to continue making finest quality of butter and improve their cheese factory system to the level of Ontario. They need better cheese factories and they should make a more uniform size and style of cheese, and, if they will leave the hand separators out for making butter, they will surely come to the head of the dairy industry of the Dominion of Canada and the farmers will reap the benefit in securing top market prices for their products.

THE PROVISION SITUATION.

The situation is very strong; no special feature of development is reported since our last review. There are fair supplies of hogs coming to hand at Ontario points, nothing like sufficient to keep pace with the ever increasing trade. At Montreal and more eastern points deliveries have been light and competition keen between buyers, thus still further strengthening the market.

The English market reports an active demand for Canadian products with advancing prices equal to 25c. and 50c. respectively for lean and heavy. This advance has given an impetus to trade on this side, and in measure accounts for improved prices.

Stocks on this side are extremely small, and at present rate of production there is little chance of accumulation, as everything finds a ready market either at home or abroad.

The American situation appears to be about on the same lines as is in evidence in Canada, except that dealers on that side consider prices have reached their limit and are in consequence holding back. The National Provisioner in their most recent issue state:

"The hog products markets have tamed a little occasionally through the week, as occasioned in part by the apprehension of larger hog receipts at the packing points, and in a small degree by a fear of a coal strike. But in an all round way the situation is a favorable one for the selling interests, although it does not look probable that there will be any marked bulges in prices in the near future. Indeed, if hog supplies increase in the degree expected, temporarily, lower prices in a moderate degree are looked for.

"There is a more pronounced feeling on the part of some traders that the late range of prices has been high enough for the near future, and it has tempted occasionally to selling on the part of the 'longs.'

"Nevertheless, the prices of the products are very reasonable as against the cost of the hogs, and the fact that the packing does not accumulate shows the full rate of the consumption in home sources and the steady requirements of Europe either on demand or from consignments."

OUR LONDON LETTER.

By Our Own Correspondent.

Once more this week the market for New Zealand and Australian butter has been in a very weak position, and sellers have been compelled to cut into their prices by 3s. Stocks are still very heavy, and prospects are not particularly bright. No less than 50,000 boxes of Australian arrived here during the past seven days, and a further 10,000 boxes are expected shortly. New Zealand butter to the amount of 50,000 boxes is due to-day. An extraordinary feature of the market is the great difference between quotations on salted and unsalted. This is due to the very great over-supply of salted and scarcity of unsalted. The latter has remained stationary for some weeks at 108s. to 110s., while the former has steadily declined week by week, until Australian salted is now realizing only 92s. to 94s., which is 12s. less than at this time last year. Since the beginning of March 85,450 cwt. of butter have been received from Australia, 63,-

313 cwt. from New Zealand, and 823 cwt. from Canada.

It was stated at the Brisbane Butter Manufacturers' Association that last year 185,000 boxes of butter were shipped from Queensland to London. This year the amount is likely to be even greater. At one time the freight rate was £7 10s. per ton, but since the inauguration of the Orient service it has fallen to £3 14s. 4d.

The subject of butter adulteration is being debated with greater ardor now than ever, and the crucial moment is at hand when it will be known whether the proposed bill is to be put forward in Parliament, and what chances of success it has. At the invitation of Lord Carrington, the Minister of the Board of Agriculture, Lord Stratheona has consented to give evidence before a select committee of the butter trade, which is now sitting in the Commons. In a letter, which he recently addressed to the Times, the High Commissioner responded to the Chief of the Board of Agriculture's invitation to state the Canadian view of the matter. His view, it is well known, is that of all colonial butter exporters. He has pointed out that, amongst other things, the Canadian Act of 1903 prohibits the manufacture, importation or sale of butter containing over 16 per cent. of water. Sir T. Elliott, secretary to the Board of Agriculture, proposed that the Canadian Act should be followed by legislation prohibiting the sending out, from any registered factory, of butter

containing more than 16 per cent. of water.

There are several firms in England who make a livelihood by instructing retailers in the art of adulteration by the addition of foreign fats to the butter.

Another trick of the trade, according to an inspector of the Board of Agriculture, is to send milk-blended butter, made in the west of England, to London, and thence to Limerick; and to bring as fresh butter from Holland, what had first been sent there from a factory in London.

The position of Canadian cheese remains without any outstanding features. A fair demand rules, and quotations are unaltered at 66s. to 67s. for "Choicest," "Finest" parcels making two shillings less. It is exceedingly difficult to get any of the September make now. Arrivals of Canada cheese have been on a somewhat larger scale recently than during the beginning of the month, supplies at the Surrey commercial docks now being 71,805 boxes.

There is being held at the present time in Manchester a huge groceries exhibition. Sweden has a very attractive produce stall, but Canada is conspicuous by her absence. This should not be, in view of the fact that Manchester is the best market for Canadian butter.

THE WORLD'S LARD ESTIMATES.

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

	1906. April 1.	1906. Mch. 1.	1905. April 1.	1904. April 1.
Liverpool and Manchester	21,000	20,500	25,500	27,000
Other British ports	11,000	11,000	15,000	5,000
Hamburg	14,000	20,000	9,000	12,000
Bremen	1,500	1,500	1,500	1,000
Berlin	4,000	5,000	1,000	3,000
Baltic ports	16,000	16,500	17,500	13,000
Amsterdam	5,000	2,500	1,000	3,000
Rotterdam				
Mannheim				
Antwerp	4,000	6,000	6,000	4,500
French ports	1,000	1,500	1,200	1,200
Italian and Spanish ports	1,000	1,000	750	500
Total in Europe	79,000	85,500	78,450	70,200
Afloat for Europe	85,000	80,000	90,000	45,000
Total in Europe and afloat	164,000	165,500	168,450	115,200
Chicago prime steam	41,767	43,870	102,977	78,137
Chicago other kinds	11,902	12,159	19,575	18,209
East St. Louis	1,225	855	6,426	2,900
Kansas City	8,980	11,218	4,562	11,837
Omaha	2,405	3,101	1,567	3,995
New York	5,085	8,132	5,364	6,535
Milwaukee	776	576	9,686	7,271
Cedar Rapids	*	*	*	*
South St. Joseph	5,443	9,879	3,911	6,604
Total tierces	241,583	255,290	322,518	250,688

(*) Not available.

The N. K. Fairbank Co.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS — Smoked meats have been selling better than usual on account of the approach of Easter. Other lines are selling about the same as usual. The

sales of provisions have not been very large as prices are considered on the high side, but in most quarters it is thought that owing to the scarcity of live hogs prices will advance before they decline.

roads, some ply, and Mo stock offers however, th meat, the plies will New laid eggs, p Storage and pick

BUTTER—ter holds s increasing.

Finest fresh crea " " " " " "

Local pro 12c. to 15c. livered in pretty bad butter.

CHEESE

Finest Ontario, 1 " Manitoba " "

LARD—TY per lb.

Tierce basis, per Small packages 50-lb. tin cans, pe 20-lb. tin pails, in 10-lb. " in 5-lb. " in 3-lb. " 20-lb. net white v

CURED

are as follo

(Quotation meats are boxes take lb. boxes fo

Hams, selected at Bacon, " Backs, " Hams, li. ht. 10 to " medium. l " heavy, 20 t " heavy s i Picnic hams, high Shoulders high, Breakfast bacon, " Clear backs, b ba b ba Spiced rolls, long shor Dried beef ham a Smoked hams t

Bacon, dry salt lo " " Shoulders "

Heavy mess pork Standard mess po PICK

Pig's feet Pig's tongues Boneless hocks ... Sweet pickled spa " hoc

EGGS—La ing 15 cents livered in W

NEW GE

F. F. Ada nal, has ta Rogers, of which will b have cut s store, thus modern and ment. This business in

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

BUTTER—There is a good local demand for choice new milk creamery at prices a shade higher than they were last week. Other lines are neglected.

Choice new milk creamery	0 23 0 24
Fall creamery	0 19 0 20
Western dairy	0 18
Manitoba dairy	0 17
Fresh dairy tubs	0 19 0 19 1/2
Fresh rolls	0 18 0 19 1/2

CHEESE—Old stock cheese is pretty well cleaned up now and new cheese is coming forward daily, although in limited quantities. Dealers ask 12c. to 12 1-2c. for white and from 13c. to 13 1-4c. for colored.

EGGS—Receipts of eggs are heavy, but are not equal to the demand. Last week the market was thoroughly cleaned out, and now it is difficult to obtain a full order, egg dealers, as a rule, being able to supply only half the quantity desired. The ruling price is between 18c. and 19c.

TORONTO.

PROVISIONS—The local consumptive demand for pork products continues good, and deliveries of live hogs are light. Consequently the market maintains its firm tone. Long clear has hardened to last week's higher range, 11 1-2c. Yearling lamb is a shade firmer. Other-wise quotations continue unchanged.

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

BUTTER—The market continues firm despite increased activity on the part of the creameries, and commission men are quoting last week's prices. They expect, however, increasing supplies and easier prices.

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

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

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

EGGS—The Easter market is on and the price has firmed up to 17c. Bad

0 11 1/2
b. tubs 0 12
d (10) 0 12
g. in case 0 12
" 0 12
b. 0 08
" 0 08
" 0 08
" 0 09
" 0 08
" 0 08
" 1 70
" 1 60

\$22 00 \$22 50
21 00 22 50
22 50
0 15 0 16
0 13 0 14
12 00 13 00

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0 11 1/2
0 07 1/2 0 08
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5 50 6 50
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0 12 0 13 1/2
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" 0 18 0 19
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" 0 20 0 21
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is firm at last

Per lb.
0 14
0 14 1/2
0 13 1/2
market is on and
to 17c. Bad

roads, some say, have hindered the supply, and Montreal is taking all the surplus stock offered. It is expected next week, however, that some people will return to meat, the weather will improve, supplies will increase and prices will tumble.

New laid eggs, per doz. (nominal) 0 17
Storage and pickled 0 15 0 15 1/2

WINNIPEG.

BUTTER—The price of creamery butter holds steady, although supplies are increasing.

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

Local produce houses are paying from 12c. to 15c. per lb. for dairy butter delivered in Winnipeg. The market is pretty badly glutted with poor dairy butter.

CHEESE—

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

LARD—The tierce basis is now 11 1/4c. per lb.

Tierce basis, per lb 0 11 1/4
Small packages take the following advance:
50-lb. tin cans, per lb 0 00 1/2
20-lb. tin pails, in 8-lb. cases, per lb 0 00 1/2
10-lb. " in 60-lb. " 0 00 1/2
5-lb. " " " 0 00 1/2
3-lb. " " " 0 01
20-lb. net white wood pails, per lb 0 00 1/2

CURED MEATS—Revised quotations are as follows:

(Quotations for smoked and salt meats are for 100-lb. boxes; 50-lb. boxes take 1/2c. per lb. advance and 25-lb. boxes 1/4c. per lb. advance).

Hams, selected stock, special mild cure 0 16 1/2
Bacon, " " " 0 18 1/2
Bacon, " " " 0 15 1/2
Hams, light, 10 to 12 average 0 14 1/2
" medium, 14 to 16 average 0 14 1/2
" heavy, 20 to 30, for slicing 0 15 1/2
" heavy & inned, 20 to 30 for slicing 0 14
Picnic hams, light, choice, 6 to 8 0 11 1/2
Shoulders light, choice 0 11
Breakfast bacon, clear, bellies, light 8 to 10 0 15
" " clear bellies 12 to 14 0 14 1/2
Clear backs, b bacon light 6 14 1/2
" b bacon 12 to 14 0 14
Spiced rolls, long if in stock 0 14 1/2
" short 0 12 1/2
Dried beef ham sets 0 11 1/2
Smoked hams boned and roll, d, 2, per lb. additional.

DRY SALT MEATS.

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

BARREL PORK.

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

PICKLED GOODS (COOKED).

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

EGGS—Local produce houses are paying 15 cents per doz. for fresh eggs delivered in Winnipeg.

NEW GROCERY IN CARDINAL.

F. F. Adams, general grocer, of Cardinal, has taken into partnership J. C. Rogers, of Lisbon, N.Y. The new firm, which will be known as Adams & Rogers, have cut an arch into the adjoining store, thus throwing the building into a modern and up-to-date grocery establishment. This expansion speaks well for business in Cardinal.

Successful Grocers

are finding it pays to handle

only The Best when it comes to Food Supplies.

Clark's Sliced Smoked Beef

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



THINK IT OVER, BUT DO NOT DELAY

Every argument points to your ordering

Nicholson's Mince Meat

It keeps longer and sells better than bulk goods. It is a pepsin Mince Meat, too—absolutely pure.

What quantities do you want of the following:

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

NICHOLSON & BROCK

9 Jarvis St.,

TORONTO, ONT.

SALT SALT

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

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

SAUSAGE

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

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth postage to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars.—Address, CARROLL S. PAGE, Hyde Park, Vt.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES CAND FILLERS

Order now for delivery later,

Pay You

it will

WALTER WOODS & CO.

Hamilton and Winnipeg.

BUTTER CHEESE EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

FLOUR AND CEREAL FOODS

The general outlook is certainly more promising. There appears to be a general movement all along the line; in the N. W. districts, whilst trade is not so active as it might be, still the improvement which was recently reported has been well maintained especially on the flour market. At Montreal a good deal of contrary reports are afloat, yet the general opinion is that things are improving, and that good trade is in sight. At Toronto, business has shown decided activity, and this in a measure is true of all important Ontario points.

There is a better inquiry, especially for Winter wheat flours from Great Britain, due presumably to the limited quantity of Winter wheat flours which has been offered of late. As the British flour dealers' bids for Winter wheat flours have for some time been below cost of production, they have only been able to secure very limited supplies from Ontario. An advance of three-pence in their bids, combined with the very low rates of freight now ruling in Glasgow and similar points, has resulted in orders being effected during the week.

Export demand for Manitoba wheat has been variable, but exporters report fairly good sales, mostly for June and July shipment. The demand for spot Manitoba wheat for export has cleaned out all the round lots of No. 1 northern east of the lakes on the Grand Trunk railway and Canadian Pacific railway so that only tail ends or odd cars are now available for millers' use.

Seeding of wheat has begun in some of the earlier parts of Western Canada. The principal wheat sections are, of course, untouched as yet, but the very fine weather which prevails throughout March has made it likely that a good start will be made in the more important parts this week. Rosthern, in the new province of Saskatchewan, is one of the places where seeding has already begun.

The outlook would be much better if more plowing had been done last Fall. The percentage of Fall plowing was very light. Some place it at 35 per cent. of the acreage under cultivation last year. This means that there is an unusual amount of work for the farmers to do this Spring. If they should get on the land at once in every part of the country, they would still not get much more than last year's area covered. This with the new breaking of last year will give an acreage of about 4,500,000 or less of wheat in the three provinces. So far this year there has been but little rain

and as the snowfall during the Winter was light, the warm weather of the last few days in March uncovered the land and dried it sufficiently for plowing. With a continuance of such weather, seeding will be general by the end of this week.

A VAST INDUSTRY.

The Ogilvie Flour Mills Co. have issued a statement showing their vast milling and storage capacity. It is a notable record of a great Canadian industry.

Their Montreal wheat mills have a daily capacity of 8,000 barrels; Winnipeg, 3,000 barrels; Fort William, 3,000 barrels; corn products mill, Montreal, 1,500 barrels; oatmeal mill, Winnipeg, 300 barrels; total capacity of all mills, 15,800 barrels per day.

Their Montreal elevators have 150,000 bushels; Winnipeg, 550,000 bushels; Fort William, 600,000 bushels; 95 small elevators in Manitoba and the West, 3,035,000 bushels. Total elevator capacity, terminal and interior storage, 5,335,000.

Their flour storage capacity in Montreal is 150,000 barrels; Winnipeg, 47,000 barrels; Fort William, 100,000 barrels; total flour storage capacity, 302,000 barrels.

The company own their offices in Montreal, Winnipeg, and St. John, N.B., besides other premises in Montreal; also stables and machine shops in Montreal and Winnipeg.

The Montreal mills are all operated by water power and are fitted up with auxiliary electric power as well. The Fort William mill will be run by electric power, generated from the famous Kakabeka Falls, located eighteen miles from Fort William. The Winnipeg mill (at present run by a 1,200 horse-power steam engine) will be operated by electric power from the 1st of May next.

The Royal mill, Montreal, having a daily capacity of 6,000 barrels of flour, is by far the largest flour mill in the British Empire.

The mills in Montreal have unexcelled water and rail connection with all points, domestic and foreign, with sidings on the Grand Trunk, Canadian Pacific and Intercolonial Railways.

The Fort William mill is situated at the chief port of the Great Lakes, and on the main lines of the Canadian Pacific and Canadian Northern Railways, while the Winnipeg mill is also on the main lines of these roads.

The most of the wheat for the Montreal mills is loaded from the company's own elevator at Fort William and shipped through to Montreal without break-

ing bulk--many millions of bushels being brought down annually.

The company also maintain their own office in New York for the West India trade, as well as offices and warehouses at Toronto, London, Sarnia, Ottawa, Ont.; Vancouver, B.C.; and Quebec, Que.

A BANNER WHEAT PROVINCE.

The final report of last year's grain crop of Saskatchewan has been issued. What has been described as the banner wheat province of the Dominion, Saskatchewan, produced last year no less than 27,107,286 bushels of wheat, as against a little more than 15,000,000 in the previous year. The total yield is the highest and the acreage the greatest ever known in the West, and the average yield is higher than that of any other year except 1901.

In oats the yield went above 19,000,000, as against 10,000,000 in 1904, and the average per acre this year was 42.70, as against 31.04 last year.

Barley, flax and speltz each showed large yields, though the latter shows a slight falling off from the previous year.

The crop of the three western provinces in 1906 shows a wheat production in Manitoba of 44,761,416 bushels, as against 26,107,285 in Saskatchewan and 2,306,523 in Alberta.

Manitoba produced 45,484,025 bushels of oats, as against 19,215,055 produced by Saskatchewan and 9,514,180 by Alberta.

The barley yield of Manitoba was 14,064,175 bushels, while that of Saskatchewan was the smallest of the three, being only 893,396 bushels, as against Alberta's 1,775,914.

Saskatchewan heads the list in yield of flax, with 398,399 bushels; Manitoba had 326,964 and Alberta 8,337 bushels.

The report shows that the total area of the province in square miles is 251,887, and that of this there is 244,960 square miles of land surface and the balance under water.

The total area of districts under settlement is 73,048,960 acres, and of this there were 1,639,563 acres under crop in 1905.

The number of threshers who reported during the year was 1,194, and the number of grain farms in operation is 18,102. The average area under crop at each farm is 90.57 acres.

A HARD DIET.

An Englishman has discovered that common wood 'is a valuable food, if cut small and eaten.' Fancy a breakfast menu that should include chilled quartered oak, shredded birch with cream, followed by a sliver of broiled beech, some hashed white pine and black walnut balls, or even some hamburged mahogany. Rather give us the hemlock!

J. J. McCabe, of the firm of W. B. Stringer & Co., Toronto, spent the past week in Montreal calling upon the wholesale fruit trade.

"MADE IN CANADA"

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

Shredded Whole Wheat

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

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

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

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

CANADA FLAKES,

Apart from undoubted superiority,

is recommended to the grocer as being a pure Canadian food—made from good Canadian grain, by experienced Canadians in a strictly Canadian company.

When you know that **Canada Flakes** excel in quality any other cereal food ever sold in Canada, and besides gives one-third more for the money, you naturally feel like helping your customers to see as you do.

Although a secondary matter, the fact that this food is **all-Canadian** is worthy of a thought. The Yankee flavor is not necessary.

If Canadians produce a superior article it is only a form of patriotism to choose the Canadian product—

CANADA FLAKES

Peterborough Cereal Co. Limited

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

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT

**WINNIPEG
GODERICH
BRANDON**

OFFICES

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

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

AUCTION SALE

\$110,000 worth of Wines, Liquors and
Alimentary Products from the best
European Firms.

TO BE SOLD WITHOUT RESERVE

AT PUBLIC AUCTION

By **MARCOTTE FRERES,**
AUCTIONEERS

On the 17th, 18th and 19th April

AT

No. 1684 NOTRE-DAME ST.

(NEAR PLACE D'ARMES)

MONTREAL

FOR FULL PARTICULARS APPLY AT ABOVE ADDRESS

8 50
6 50 7 00
5 50 6 00
5 00

MARKETS.

in considerable since our last and must be at improvement, as lay in stocks. as shown de- are reaching

4 30
4 00
3 90
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3 40
3 30

much more ac- rt; some good g with prices ainly for ex- stinctly better

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LS—The mar- condition. It the releasing of the working l up a measure has completely d brought into st kind.

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TEA MEET.

the Retail Mer- nada, Inc., held , 88 St. Denis rnesday evening, president of the tion, occupied bers were taken shkanase. The ore the subject sion. This is a etailers at pre- h interest. The rded the move ing a one price will hold its on July 4. To will be run has t a committee J. A. Labonte, Chartrand, was itable location. petition of the ion to have an moved and car- the secretary, n the pure food oria Rink under ssociation, and do all in their y a success.

ANCIENT COLONY NOTES.

St. John's, Newfoundland.

New Barbadoes molasses is selling at 24c. Old molasses at any price.

C. Williams, representing Ralston & Co., Hamilton, Ont., spices, baking powder, etc., has been here for some days. His many friends will be sorry to hear that he has had a serious attack of la grippe while here.

The seal fishery is about over, and will aggregate the largest catch in the history of the country. Prices are good. What other country can equal this?—in less than three weeks bringing in over a million dollars worth of goods.

There is some talk of the Government putting on a commercial travelers' tax, the same as Prince Edward Island. It is hard to get an opinion on it by the members of the House of Assembly, still, if the Government wants it passed, it will go through.

Pork and beef have again advanced.

There have been quite a number of tea men around lately, and all report the largest business ever done.

J. H. Roberts, manager for Newfoundland of Vim Tea Co., has sold quite a little canned chicken put up by the Maritime Canning Co. He also is quite an expert fur handler, and is considered one of the best judges of furs and such goods in the colony.

T. O. Apps, the general representative of Red Rose Tea, is again here, and reports trade as away up.

Several cargoes of new molasses have arrived, consequently prices are going down. Everyone expects to see them move up again.

Cod liver oil is a drug on the market. No price offering.

The staple of the country, cod fish, is dropping in price, and the knowing ones predict a big loss on stocks held.

The large new steamer, the "Adventure," has proved herself a big success. Capt. H. Dawe, her commander, is to be congratulated on his success. May he always return with a bumper cargo.

A. Miller, M.H.A., one of the best posted men in the general business of the colony, has been engaged as general representative of that progressive firm, Marshall Bros. This is one of our most up-to-date firms, and they are meeting with the success they deserve.

Hugh M. Ross has severed his connection with the Thos. Smyth Co., Limited. Mr. Ross is one of the best-known men in the colony, and for any firm wanting a hustler to represent them in this colony he cannot be beaten.

We hear that our friend T. T. Cartwright, of the Thos. Smyth Co., will shortly make a trip to the Pacific Coast on business.

The Customs Department have had two chartered accountants from England at work for some time on the books, going back five years. The report around town is that some of the tea houses in St. John will shortly be called upon to show cause, etc.

T. & M. Winter, agents for Five Roses flour, are receiving large quantities for their Spring business. This is one of the largest firms in the country. Mr. Winter, being the best supporter

of our local industries, not like some others in the colony, he made his money here, and is now investing it in local industries. No firm in the colony has more staunch customers than this reliable firm. Their motto must be "Reliability."

H. McConbrey, manager of the Standard Soap Mfg. Co., has returned from an extended trip to the States and Canada. This is one of the best managed companies in the colony, and pays a good dividend.

Frank Bradshaw, one of our largest manufacturers' agents, is back again at his desk, after a trip to Boston, New York and Chicago. Mr. Bradshaw has some of the best agencies in the colony, and he's the right man in the right place, popular with all with whom he comes in contact.

Since the return of the sealing fleet business has commenced to pick up. That starts a lot of money in circulation.

Harvey & Co. report their tea sales as away above this time last year.

BUSINESS NOTES.

Cochenour, Martin & Co. have opened out a general store in the premises lately occupied by Danford, Roche & Co., Newmarket.

Michael Lynch and Edward McGinty have formed a partnership and opened a grocery in Cook's old stand, Bridge street, Belleville.

J. Perks & Sons, of Parry Harbor, have recently purchased the grocery business of the late James W. Craig, of Parry Sound, Ont.

L. McPherson, of Norwich, will open out a general store business in Oakwood on May 1st, occupying a store that has been vacant some years.

R. W. Springgay, late of Galt, has purchased the grocery business of J. Huston, Milton. Mr. Huston contemplates a trip to the west.

C. Denne, Newmarket, has enlarged his store to about twice its former size and added crockery to his grocery stock. He now has one of the finest stores in the town.

J. J. Bain has sold his grocery at Euclid avenue and London street, Toronto, to Frank Walton, a milkman. Mr. Bain is going to Georgetown to start hotel on May 1st.

Babeock Bros., Bowmanville, have moved into a fine new store. It is finely fitted, and the firm will be in better position than ever to look after their increasing business.

A small fire occurred in the grocery store of H. Hughes, 50 Alexander street, Montreal, on March 28. The fire, which started in the cellar, was quickly extinguished.

The Bain & Wilson and Buttimer-Lawson salmon canneries at Rivers Inlet, B.C., will be completed and ready for operation by the time the sockeyes appear in northern waters.

At a meeting of directors of the Montreal Warehousing Company the following officers were elected: President, Chas. M. Hays; vice-president,

W. M. Ramsay; managing-secretary, Geo. H. Hanna.

T. H. Edwards & Co. have succeeded J. G. Glover, grocer and confectioner, Beaverton. Mr. Edwards has been clerking in Toronto, but his home is in Beaverton, and he has many friends there to wish him success.

Clarence Gross, accountant in the wholesale establishment of F. P. Reid & Co., Moncton, N.B., will leave shortly for the Canadian west. Mr. Gross will probably locate at Calgary and go into the wholesale grocery business.

C. G. Armstrong, Orono, has refitted his store and taken in the second floor for the departments of clothing and boots and shoes. His increasing business made expansion necessary, and when about it he is doing it in first rate style.

Pearlman & Co., Magnetawan, are adding a grocery department to their business, and will cater to the tourist trade, which in the warm months is large, and growing larger, in that district. They have achieved success as dry goods and furnishing people, and will make the grocery end of their business hum.

A. A. Perry has been appointed Montreal agent for the Natural Food Co., Niagara Falls. Mr. Perry is an experienced grocer, having for many years been established at Greene avenue and St. Catherine street, Montreal. "Shredded wheat and trisemit are going well," said Mr. Perry to the Canadian Grocer yesterday, "and we look for a big trade during the coming season."

"The lumbering interests in the north have been a success in every sense of the word this season," said a traveler from the upper reaches this week. "The renewal of Winter for March was the means of placing millions of feet of logs on the river banks. All that remains now is the drive, which, if a success, will mean the largest cut of pine in many years." Coupled with the ruling high prices of lumber, this makes the north a good business proposition for the traveling man this Summer.

The large building running from 66 to 78 St. Peter street, Montreal, and occupied by Laporte, Martin & Company, Limited, has been sold at sheriff's sale to A. C. Flummerfelt, of Victoria, B.C., the price paid being \$66,000. The building was owned by a Mrs. Carter, but was mortgaged to the Caverhill estate. The rental paid by the tenants, \$4,000 a year, was too small to enable Mrs. Carter to keep up the payments to the estate, and to meet other necessary expenses, such as taxes on the building, and the result was that the Caverhill estate insisted on the property being sold. The lease of Laporte, Martin & Company, Limited, has still two years to run. They have not decided what they will do yet.

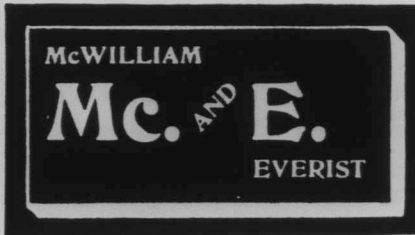
A GIGANTIC TEA FAILURE.

A report recently to hand refers to the failure of the largest Russian tea merchants, D. & A. Rastorgeneff, the amount involved being thirteen and a half million dollars.

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

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

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



25-27 Church St., TORONTO

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters
57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

Easter time has always had its run of trade, and the present season is no exception. Dealers from all points report good trade, with arrivals in plenty, although at the same time stocks are only equal to current demand. Prices are generally reported firm, and although this is the case at Ontario points, still there is in the main a decided weakening in most lines except apples.

Oranges appear to be still in very active demand. The fruit itself is giving excellent satisfaction. New York market reports: Twenty-nine cars of oranges were offered and met with an active demand. While there was no further rise in prices, the previous advance was fully maintained, the tone of the market throughout being firm.

There was very little grape fruit offered and the demand for it was active. The market was strong, especially on large fancy fruit, which sold up to \$5.62½.

Arrivals of California lemons continue light, there being but one car at recent auction. There was a good demand for the fruit and the tone of the market was strong, the range being from \$1.75 to \$3.05, as to quality, condition and size.

The situation of the U. S. tomato market is very interesting at the present moment as regards canned tomatoes. A prominent brokerage firm which has been selling a good deal of stock on orders for one or two carload lots for shipment from packing points stated that their principals were entirely cleaned out and that they had no goods to offer from outside sources. Other brokers reported that they were offered very few goods from southern holders and that with the exception of one lot of not strictly three-pounds, which was offered at \$1.05 net cash f.o.b., they knew of nothing obtainable below \$1.10 f.o.b. for standard goods.

In regard to fresh tomatoes the situation is equally interesting, and a report from the same source says:

"While there is a steady demand for future tomatoes on the basis of 75c. factory from buyers, who look upon the goods as a safe purchase at that price, there is no pronounced activity in the buying. Neither do the packers seem anxious to make contracts for futures on that basis and the reason for the reluctance is furnished in a statement made yesterday in the course of an interview with a prominent packer:

"We generally contract each season for 500 to 600 acres, but so far this year we have been able to secure only about 200 acres, and there is a string to that. Last year we got 600 acres at \$7 a ton. This year the 200 acres we have secured were contracted for nominally at the rate of \$8 a ton, but the farmers with whom we contracted insisted upon the insertion of a clause in the contracts which, in the event of any one coming after us and paying a higher price, will compel us to pay the maximum rate. Thus if the farmers are offered \$10, \$12 or more per ton for their fruit later on we will have to pay the same price on our contracts. There seems to be no help for it, as there is absolutely no way to make the average farmer respect his contract when the market is going his way."

From this it will be seen that prospects for the coming season are distinctly in favor of higher prices, and this no doubt will be a large feature in controlling the Canadian market.

POTATOES FROM ENGLAND.

United States Consul Hamm, of Hull, England, states in the Daily Consular Reports that the potatoes shipped from that port, mostly to the States, between Nov 11 last and Jan. 18, a little over two months, totalled 152,000 bushels worth \$64,600, or about 42 cents a bushel. They came from Yorkshire and Lincolnshire, where the land is brought to the highest stage of cultivation and drainage and the best of fertilizers are used. The consul adds that it seems strange that England, with its crowded population, can export thousands of bushels of potatoes to a country like the United States, with an abundance of cheap arable land. The American duty, too, is 25 cents per bushel.

TUBERS TAKE A LONG JOURNEY.

A prominent St. Catharines firm have recently shipped a large quantity of very choice seed potatoes to Vancouver, B.C., for experimental purposes. The consignment is believed to be the largest ever sent so great a distance. There is an idea current that a great business can be done out west in the Niagara peninsula potatoes.

FISH CULTURE IN CANADA.

Hon Mr. Brodeur made his first public appearance in Ottawa as minister of marine and fisheries at the exceedingly interesting lecture delivered by Professor Prince before the Ottawa Field Naturalists' Club in the Normal School Hall recently.

There was a large audience present, who found Professor Prince's address on fish culture in Canada most fascinating. The lecturer traced the history of fish-hatching in Canada and the United States from the first attempt in 1856, when salmon were first hatched under

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Bananas
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Jamaica grape
Apples
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Jamaica orange
Grapes, Almeri
" Fancy
" Choice
Cranberries, 1
" Ca
Spanish onions
Grape fruit, Fl
New strawberr

VEGET.

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Potatoes, per bu
Parsley, per doz
Sage, per doz.
Savory, per doz
Green peppers,

the direction of the late Mr. Nettle, who recently died in Ottawa, and who had a small hatchery in Quebec nearly fifty years ago.

The pioneer work of Dr. Garlick, Mr. S. Wilmot, and others were dealt with and Professor Prince then gave a detailed account of fish hatcheries under the Dominion Government, stating that in 1858 and five following years about one million young fish were planted, while in 1886 over 100 millions were planted from eight hatcheries, but last year the amazing number of 628 millions were distributed from the thirty Dominion hatcheries now in existence.

A large series of the lime-light views were shown, depicting fishes' eggs, young fish, hatchery building, etc. It was an unusually valuable address. At the close Hon. Mr. Brodeur proposed a vote of thanks to Professor Prince and referred to the professor's eminent services to the country during the last fifteen years as Canada's principal fishery official, the fisheries being, Mr. Brodeur said, amongst Canada's greatest national resources, and he hoped to do much for their expansion and improvement. Dr. S. B. Sinclair, president of the club, occupied the chair.

MONTREAL MARKETS.

GREEN FRUITS.—No change is reported in green fruits. Business has braced up considerably on account of the nearness of Easter. The demand in all lines has been rather good on this account. Navels are selling well at the old figures. Other lines are meeting with good sale.

New strawberries are already beginning to arrive, although at present they are selling at prohibitory prices. Very soon, however, they will be obtainable at prices which will be likely to curtail the demand for canned fruits.

Messina blood oranges, half box.....	2 50	2 75
Oranges, Florida, case	5 01	5 50
Tangerines	3 25	3 75
Navels	4 10	
Dates, per lb.....	0 05	
Bananas	1 85	2 25
Cocoanuta, per bag of 100.....	3 75	4 00
Pineapples	5 50	
Jamaica grape fruit, per box.....	6 00	
Apples	4 50	6 00
Lemons, per box	2 50	
Jamaica oranges, per bbl.....	5 25	
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	6 50	
" Choice	6 00	
Cranberries, N. S., nominal	30 00	
" Cape Cod,	30 00	
Spanish onions, cases	2 75	
Grape fruit, Florida	6 00	6 50
New strawberries, per small basket.....	0 25	0 50

VEGETABLES—The market is very fair, everything considered. This being Easter week, the demand is better than it has been for some time. Potatoes are a little "stiffer," as one dealer summed up the situation, and are selling still from 70c. to 80c. They are reported scarce in the west. Lettuce is selling very well at slightly advanced prices. Spring vegetables are reaching a more reasonable figure, and sales are becoming more frequent in consequence. It will be noted that asparagus is quoted hereunder from \$7 to \$9, but sales at these prices will be few and far between.

Potatoes, per bag	0 70	0 80
Fansley, per doz. bunches.....	0 40	
Sage, per doz.....	1 00	
Savory, per doz.....	1 00	
Green peppers, per basket.....	1 00	

PINEAPPLES

The season is just opening for the fruit, and prices will be lower shortly. The crop in Cuba promises to be of normal size and excellent quality. We are giving special attention to the Pineapple business. **Every case we ship will be ripe and sound—guaranteed.** We again control the famous

Godinez Brand

of Pineapples, packed 18, 24, 30 and 36 to crate. Without equal as to full sized grade and superior quality.

WHITE & CO., LIMITED

TORONTO and HAMILTON

Long Distance Phones.

W. B. STRINGER

6th

J. J. McCABE

inst. the "Bellona" left Messina with a cargo of the finest quality of November-cut "St. Nicholas" that ever were put in boxes. Watch for them.

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

A full supply of Easter goods coming. Everything fresh and new. Place orders early to avoid disappointment.

THE F. T. JAMES COMPANY, Limited

76 Colborne St.
33 Church St.

TORONTO

Wire, Phone,
or Mail your Orders

SPECIALS FOR EASTER

STRAWBERRIES, PINEAPPLES, TOMATOES, ALSO BLOOD ORANGES, ASPARAGUS, SPINACH, BANANAS

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

EX. FANCY MEXICAN ORANGES, all sizes, at \$2.75.

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

PINEAPPLES COMING—18s, 24s and 30s.



Are You on Safe Ground?

It doesn't do to sell all the Jams and Jellies that are on the market.

If you sell a certain line of "compound" goods, not so labelled, you can be arrested even though your customer asked for that particular brand.

What you should do is simply tell your customers that it is dangerous for them to eat Jams, Jellies, etc., not labelled Pure; and also that it is dangerous for you to sell them.

You will find your customers will take the **E.D.S. Brand** every time.

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

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

BANANAS

Extra Fancy Bananas, Extra large bunches, **Cheap** this week.

Also

Fresh Strawberries, Celery, Lettuce, Radishes, Rhubarb and Onions, arriving daily.

Send along your orders

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.



This design a guarantee of quality.

SAMPLES AND PRICES FOR THE ASKING.

THIN CASE LINING PAPER

ALL SIZES FOR SHOE CASES **CHEAP AND EFFICIENT**

CANADA PAPER CO. TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued.

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

ALFRED TAYLOR, Commission Agent SASKATOON, SASK

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise. Negotiable Receipts Issued.

Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

W. H. WILSON CO., Limited

HIGH GRADE VINEGARS

CIDER AND EVAPORATED APPLES

TILLSONBURG, CANADA

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

Home-grown cabbage, per bbl	2 50	3 00
Cabbage, Florida, bbl. crates	5 00	
Tomatoes, Florida	5 50	
Egg plant, per doz	2 00	3 50
Red onions, bbl	2 75	3 00
Turnips, bag	4 50	0 60
Water cress, per doz	0 75	
Grand Rapids lettuce, per box	2 00	2 50
" " per doz	0 60	0 75
Boston lettuce, per doz	0 80	1 10
Sweet potatoes, per basket	2 00	2 25
" " per bbl	5 00	
Celery, per crate	6 50	7 00
Green top celery, per crate	7 50	8 00
Spinach, per bbl	3 25	3 50
Cucumbers, per doz	1 75	
New potatoes, per bbl	8 50	9 00
Mushrooms, per lb	0 80	
Carrots, per bag	0 50	
New carrots, per doz	0 75	
Horse radish, per lb	0 15	
Radishes, per doz	0 50	
New beets per doz	1 50	
Green spring beans, per basket	5 50	
Wax beans	6 50	
Asparagus, doz	7 00	9 00

ONTARIO MARKETS.

GREEN FRUITS—The wholesale fruiterers are appealing for extra Easter business this week, and probably they got it. Prices were somewhat easier. Top prices for oranges are 25c. under last week. Somewhat wider latitude in regard to price was evident in bananas. The trade shows a tendency towards mid-season quietness. Valencia oranges, it is predicted, will be higher next week.

Oranges, California, 96's to 216's, per box	3 75	4 00
" " 250's to 324's, per box	3 25	3 50
" Mexican, 126's to 250's, per box	2 50	2 75
" Valencia, ordinary 420's	4 75	5 00
" " large, 430's and 714's	5 75	6 00
" " Blood, 200's, 324's	3 50	4 00
Lemons, Messina, 300's 360's, per box	3 00	3 25
Grapes Almeria, per barrel	6 00	6 50
Apples, Spies XXX, per bbl	5 00	5 50
" " XX, per bbl	4 00	
" Baldwins XXX, per bbl	4 50	
" " XX, per bbl	3 75	
" other Winter varieties XXX, per bbl	4 00	
" " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 50	2 50
Red bananas, per bunch	2 20	2 25
Strawberries Florida per quart box	0 40	0 50
Strawberries, pints, Louisiana	0 15	0 18
Pineapples, Oubans 18's, 24's, 30's per case	5 00	5 50
Grape fruit, Florida, 28's to 64's, per box	5 00	6 50

VEGETABLES—Southern stuff continues very slow. Prices are still high enough to dam back consumption. Beets are the only new arrival during the week. Stocks of Canadian onions and cabbage are in very small compass, and the prices have advanced considerably. Asparagus is a little easier, but sweet potatoes are nearing the end of their season and are going higher. Business remains fair and practically featureless.

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

**FOR A GOOD QUICK SELLER
BUY OUR
JAMS—In Wood and Glass**

PROMPT SHIPMENT, PRICES RIGHT.
We solicit your trade and will gladly give full particulars on application.

J. W. WINDSOR, - Montreal

Canadian Agents: Hamilton & Toronto, A. E. Richards & Co.
Kingston, James Craig.
Ottawa, James N. McIntosh.
St. John, N.B., W. S. Clawson & Co.,

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

To Our Trade Friends

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

Price Lists and information furnished promptly on application to

Yours respectfully,
CONNORS BROS., Ltd.

**Largest Sale in
the World**



**King
Oscar
Sardines**

**The Most Delicate Flavor and
Purest Olive Oil.**

Ask your Wholesale House.

JOHN W. BICKLE & GREENING, Hamilton, Ont.

CANADIAN SELLING AGENTS

**STOVE POLISH
JAMES' DOME BLACK LEAD**

is the best Stove Polish you can get. Have your customers try it, and it will prove itself.

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

"To-day a King"

Grocers, we want you to look into the chocolate question—far enough to see that discrimination is essential to successful trade.

You hear a good deal about certain chocolates being Swiss milk. How are you to know they are? As to

TOBLER'S CHOCOLATE

being made from Swiss Milk, the best cocoa and sugar you can have no doubt, for Tobler & Co.'s works are situated at Berne, Switzerland—in the heart of the mountains—and there the greatest chocolate in the world is manufactured.

Tobler's Chocolate is obtainable the world over, but it is only made in one place—Switzerland.

Tobler's yields you full profits.

Maclure & Langley

AGENTS Limited

152-154 Pearl Street, TORONTO

FOR

QUALITY,
TASTE,
FINISH AND STYLE

STEWART'S Chocolates and Bon-Bons

Are Positively Unequaled.

THEY ARE IN A CLASS BY THEMSELVES.

MADE ESPECIALLY

for you and your trade.

Send us your requirements. Return Mail will bring you Samples and Prices.

THE
STEWART COMPANY
TORONTO LIMITED

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Brands that never vary in
quality and selling power are

MOTT'S

"Diamond"
and
"Elite"

CHOCOLATE

They are unequalled for PURITY,
STRENGTH and GENUINE
CHOCOLATE.

Sold everywhere in Canada

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

J. A. TAYLOR
MONTREAL

SELLING AGENTS:
R. S. McINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

**Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

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BISCUITS AND CONFECTIONERY

LOOKING AHEAD.

Customs change very slowly, and perhaps in no case more slowly than in that of the grocer, yet, there are signs that even he is moving surely from his lethargy. In winding his weary way around The Canadian Grocer's eyes were brightened to see that very many of the grocers who had hitherto apparently held back from adding to their staple lines, have at last awakened to the opportunity, and some are making quite gay displays of Easter novelties.

This is particularly gratifying to The Canadian Grocer, who has persistently advocated that the grocer pay more attention to these seasonable novelties. They come just at the very time when the grocer's staple lines are "holding fire," and can and should be part and parcel of the grocer's trade.

With Easter past, there should be every inducement for the still further extension of the confectionery lines. Summer will be upon us and with it the going forth of the world at large; after Easter everything changes its attitude; even the spirit of man seems to be let loose, and youth and age alike turn their thoughts to the light side of nature, and therein lies the grocer's opportunity.

The wide-awake grocer will lay in all the latest novelties for the coming season, of which there are a great many. He will not let his neighbor get in advance of him. There is no trader who can claim a better right to these goods than the grocer, and he would do well to at once lay in a full line of candies and confections for the coming season.

CONTRACT CAUSED TROUBLE.

Alphonse Masson, of Montreal, recently sued the Dussault Co., Limited, of Joliette, Que., for \$175, the price of a machine he sold them for the manufacture of candy. There was no written agreement, the contract being made over long-distance telephone. Masson, it is said, could not obtain payment and sued the Dussault Co. The latter in defending the case, pleaded that the bargain made at Joliette was not within the jurisdiction of the Montreal court. The reverse was maintained by the court.

BISCUIT FACTORY DESTROYED BY FIRE.

The three-storey brick factory of the Montreal Biscuit Company was recently destroyed by fire. The cause of the fire has not yet been discovered. The building is situated at 16, 18 and 20 St. Monique street, Montreal, opposite the J. & T. Bell shoe factory. Mr. Farquharson, the managing director of the Montreal Biscuit Company, when interviewed,

stated that the company carried \$30,000 worth of stock, and the machinery and plant were valued at \$25,000. This will bring the loss up to the neighborhood of \$55,000. The firm, it is understood, is insured to the extent of \$33,000. This is the third time this factory has been attacked by flames. The first fire was in 1885, when the building was occupied by the Stinson Biscuit Mfg. Company. The Lang Mfg. Company occupied it in 1891, when the second fire occurred, and the Montreal Biscuit Company is the third firm to lose.

A NEW SYRUP FACTORY.

The establishment of a thoroughly modern syrup factory in Winnipeg at an early date is now assured.

Mr. Ramsey, of Ramsey Bros. & Co., who have a large factory at Vancouver, in an interview with a reporter, stated that his company are consolidating with the Imperial Syrup Co., of Montreal and Quebec, in a limited liability concern. They find that their trade in Winnipeg and vicinity is developing at such a rapid rate that they will be compelled to open a factory here, employing 20 to 25 men, as soon as a suitable site can be purchased.

The Winnipeg factory will put up maple syrup, cane syrup and molasses. The maple syrup will come in bulk from Quebec, the cane syrup from the British Columbia sugar refinery at Vancouver, and the molasses direct from New Orleans. The three lines will be put up in tins, which will be manufactured in Winnipeg, as well as in jars and barrels.

Mr. Ramsey has just returned from an extended tour in the United States, during which he visited the most up-to-date refining plants in Chicago, New York and Philadelphia, and as a result of this trip the Winnipeg factory will be fitted with strictly modern machinery and labor saving devices.

BIG POLICIES IN NEW YORK.

New York naturally has more heavily insured men than any other city. Among those with large policies are: James C. Colgate, \$1,500,000; George W. Vanderbilt, \$1,000,000; August Belmont, \$600,000; Richard A. McCurdy, \$300,000; General Francis V. Greene, \$500,000; John D. Crimmins, \$300,000; Pliny Fisk, \$400,000 (the total on the Fisk family is \$2,000,000); Chauncey M. Depew, \$500,000; P. F. Collier, \$350,000; Edward Lauterbach, \$300,000; George W. Perkins, \$300,000; Gage E. Tarbell, \$500,000; E. E. Smathers, \$335,000.

McEhren & McPherson, gum experts, have been appointed sole Toronto agents of the Bode Gum Co.

Daintily Delicate

Mr. Salesman, have you ever tried



yourself? Will you try them? Tasting is convincing, and we feel sure your tasting

Perfection Cream Sodas

will mean your ordering them.

Sell the biscuits that suit you as well as your customers. Then you will likely

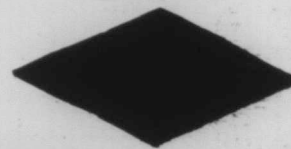
PUT
VIM
INTO
YOUR
SALES

3 lb. Cards or Tins.

Always keep up your supply.

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

JACOB'S BAKERIE

MENU BISCUITS

Plain and Fancy
Sweetened
and
Unsweetened
Sandwich and Iced
Oaten and Wheaten
Ginger and Coconut

Every Variety of Biscuit

is found in our list, and we think you'll find ready buyers for all of them if you give them a place in your biscuit display.

W. & R. JACOB & CO.,
Limited

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

**DUBLIN,
IRELAND**

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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



A TRADE TREATY ORDER Shirriff's Flavoring Essences

and the people will get their essences from you.

The Best Goods always Attract.

MANUFACTURED BY
IMPERIAL EXTRACT CO.,
Toronto

There are other Cocos

offered for the acceptance of the trade simply because they are

Dutch Van Houten's Cocoa

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

Van Houten's Cocoa

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

"Best and Goes Farthest".

Made simply by adding boiling water.

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

SOLID VALUE



When you are asked to change your Jam and Marmalade order for "a little cheaper, just-as-good" brands, remember that Solid Value is given by few.

If your customers want that flavor to be found only in

SOUTHWELL'S JAMS and MARMALADES

it would be the height of madness on your part to offer other kinds. SOUTHWELL'S JAMS AND MARMALADES have a host of adherents because each jar represents "full value."

Keep up your stock of SOUTHWELL'S

FRANK MAGOR & CO.

Canadian Agents
MONTREAL

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BETTER PRICE LISTS.

It has been said that the price list is a much neglected article in the average hardware store, and to a great extent the saying is true. The usual piece of cardboard with soiled surface, battered edges and worn corners is found in many a store which is exceedingly modern in other respects. Experienced clerks refer to the list more from force of habit than because of any information to be deciphered therefrom, and the new employee is often more confused after reference to the card than he would be were he to trust to memory alone.

Marking directly upon merchandise and upon shelf boxes and original packages is to a large extent replacing the list system of our predecessors, yet there are many lines which even now can best be priced by using lists. Such lists always should be clean and legible. A little attention and the application of system will insure these things.

The old cardboard list is gradually being replaced by neatly framed and glass covered paper lists. Good, durable holders of various sizes can be made by bending the side and bottom edges of a strip of tin to form grooves which will hold the glass and list in place. These can be slid out from the top whenever an alteration or a new list is necessary. A hole punched through the upper end makes it possible to hang the list in a convenient place for reference.

A variation of this plan is to have made a number of frames of the proper size to hold a sheet of legal paper. These frames can be made of plain molding, and are inexpensive. The list and glass are placed in position by removing the back. Then the lists, whether short or long, are written or typewritten upon paper of this uniform size. These frames are hung in place by means of small screw eyes placed in the tops.


Either of these plans is a vast improvement over the cardboard idea, and while the first cost is somewhat more the ultimate value is much greater.—Observer.

CANADA'S TRADE WITH GERMANY.

By H. W. D.

Taking it for granted that Canada is chiefly an agricultural country, who is likely to become the best customer for our produce? No doubt, first, at present, is Great Britain, but after that there seems to be a difference of opinion as to which country it should be.

A good salesman must know where to offer his wares to the best advantage. Let us therefore see what we can hope for in trade to other countries. The United States and all American countries, as well as the British colonies, can grow everything that we can produce as cheaply as we can do it, and France, Spain, Russia, and Austria are in a similar position. We cannot, therefore, hope



Sixty Years of Popularity


COX'S GELATINE
may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

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

Canadian Agents: **J. & G. COX, Ltd**
Gorgie Mills, EDINBURGH

C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "



Success Awaits
the grocer who sells our

MAPLE SYRUP
MAPLE SUGAR

The reputation of these goods has been built up. All the grocer has to do is see his supply doesn't run down.

You, of course, have ordered.

FOR SALE BY

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard **Forbes Bros.**
Ottawa, Ont. 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.



IRRESISTIBLY DELICIOUS

PETER'S MILK-CHOCOLATE

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

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

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

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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



**UPTON'S
Orange
Marmalade**

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

DO YOU WANT TO BUY

A Boiler, Engine or Machinery?

If you are a subscriber of The Grocer you can insert a notice free in

**CANADIAN MACHINERY
MONTREAL TORONTO**

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

to have any steady export trade to any of these countries, and shall have to look for more thickly settled states which cannot grow enough agricultural products to satisfy their own demands.

Germany, with its sixty millions of a population, is the most attractive; also Belgium, and perhaps Norway and Sweden. A trade with these countries would also give us an influx of the best possible settlers besides the British, and at the same time a class of immigrants which quickly assimilate with the British.

All other countries are more or less opponents to Canada in agricultural products, or grow sufficient for their own needs so as not to require our exports. It is, therefore, to the best interest of Canada to send representatives to Germany to offer our products to the best advantage. If there are tariff obstructions we must try to have them removed by the Governments in order to assist the natural flow of trade.

The manufacturers of Great Britain, Germany and the United States send their representatives to all countries where there is an opportunity for trade, and it is necessary for our Canadian producers to do likewise in order to get and hold a steady trade.

It is not wise to be satisfied with what we are doing to-day, but we must look to the future and prepare and build up a steady trade which has chances of continued improvement and development. A trade with Great Britain and Germany will give us steady customers for our produce, and on the other hand, these countries can supply most of our demands in manufactured goods which cannot be made here. It would give us freight both ways, and the exchange would be fairly ideal.

CANNING FACTORY FOR TILBURY.

Tilbury village has voted a \$5,000 bonus for a canning factory. The by-law was passed, 153 for and only 24 against. It will thus be seen that the scheme was an easy winner, the law requiring a two-third majority. The factory, which will be operated by local capitalists, will start this year.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em \$8.50 to \$350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

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



The Oldest and Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS**

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Registered U. S. Pat. Off. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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

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

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

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

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

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

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

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

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

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE
MONTREAL**

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

Keep Posted on Sugar

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

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

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.

THE AFTERMATH.

As soon as Easter is over a grocer should size up his stock and see what lines are selling slow.

Then he should figure out that a clean slate is best for the new season and proceed to manoeuvre his advertising to that end.

It is just possible that a number of grocers may have stocked too heavy for the Easter season, consequently they must sell at a certain sacrifice. The degree of the sacrifice will be gauged by the watchfulness of the grocer.

In cases of this kind the special sale is the best remedy, and it is also more judicious to use good window cards and liberal newspaper space than to merely send circulars to regular patrons.

There is no use trying to make the people believe anything other than the fact that you have goods you don't want. If they take them they get their money's worth, because the prices are reduced.

So the newspaper statements should be candid and absolutely clear. The ads should be shorn of all "gigantic bargain" talk, and the "profits-all-go-to-you" reasoning.

ADVERTISING RESULTS.

A certain grocer whose trade is "neighborhood" trade—that is, whose store is away from the business centre, and depends on the patronage of families within a radius of half a dozen squares—has three competitors within a block of his store. None of the other fellows does any advertising except in the windows. Our grocer (we'll call him that to distinguish him)—keeps himself and three assistants in the store, and one delivery waggon and driver. One of the assistants puts in each forenoon soliciting orders. All the other stores send out solicitors also. Our grocer was minded to advertise, but couldn't decide how to go about it. One of his customers is a printer who is also an advertising "crank." As a result of conversation on the subject, and perhaps in a sort of a bluffing spirit, the printer proposed to advertise the store for three months in his own way, and to increase the business to a given amount, or no pay, the grocer agreeing to have his boy distribute the advertising matter. The plan was put into operation the latter part of November, and one piece of

printing has been gotten out and distributed each week. Five hundred copies are used, and the distribution is carefully done.

At the end of the eighth week, the writer said to the delivery boy, "George, are you selling lots of groceries now-a-days?"

George replied: "Say! my goodness! We've got to put on another waggon! I've made three full trips over this route this afternoon. Used to get it done in one trip. We always did have a good trade down there, but it's been getting awful here lately. And so many of the orders are from new customers that live further away than our old ones, and their orders are bigger. I'm about

GROCERS' BULLETINS.

Some grocers in an attempt to do good store advertising display a number of "home-made" signs in the store and window.

There is no need to waste time and lose the effect of artistic work when bulletins can be purchased at fractional cost.

There are one or two concerns who supply as many as 200 different kinds, say, 21 by 23 in size, and separate sheets of price figures to be attached to the bulletin. The ink is usually colored and the paper heavy. One sheet and one poster costs two cents.

If you cannot locate any printed bulletins in your city, or town, write the editor of "Good Advertising," and he will hunt up some names.

TRANSPARENT ENVELOPES.

Never use transparent envelopes in sending out circular matter or bills as far as that goes.

On account of the difficulty in deciphering addresses at the post office a great deal of time is lost and many "mis-sents" occur.

In fact so much trouble has been experienced by the authorities that it is said the postal administrators of Great Britain, Canada and the United States have declined to deliver anything enclosed in transparent or semi-transparent envelopes.

A. A. B.

AN ETCHING FROM LIFE.

Here is a little etching taken from life: A 'bus-load of traveling salesmen arrived from the station. They bustled up to the desk in their usual business-like and breezy manner and one after the other signed the register. One and all shook hands with the hotel clerk, a quaint, fatherly old fellow, who had been there a good many years, and one of the knights of the road said, "Well, Uncle Dave, it's a good thing you're not dead yet. I don't think the house could run without you." "Oh, yes, it could," said the old clerk, "you fellows would come in here, and if there was a strange clerk on watch, you'd say, 'Where's Uncle Dave?' 'Why, didn't you hear about him? He died last month.' Then you'd say, 'Well, I'll be darned! That's too bad—Say! what time'll dinner be ready?'"

Why We Have the Largest Coffee Trade in London

We buy the highest-priced Coffee Beans that are brought to Canada.

ROASTING.

This very important part is done by experts who know exactly how long the beans should be roasted to give them that delicious flavor and aroma.

BLENDING.

We know the kinds that blend together best and bring out the rich, delicious flavor for which our Coffee is celebrated.

GRINDING.

The crisp beans are ground in the very latest improved electric mill, the steel knives cutting the beans in finely, even-cut particles.

40c POUND.

T. A. ROWAT & CO

234 DUNDAS STREET.
Telephones 317 and 1866.

rushed to death, and there aint no let-up to it."

Now I have seen every piece of the advertising matter this store has put out, and while it is good stuff, it isn't anything wonderful. Any bright man could write it—any fair printer could print it. Then why does it pay?

Simply because this grocer has a good store, and carries a nice stock, and treats customers courteously, and tells people about it. No other grocery in the territory tells them anything of the kind. If the other fellows woke up and got into the game, then the reward would go to the one who did the best advertising. Now it goes to the one who does the only advertising.—A. C. S.

THE SQUARE DEAL

To the man who is ready to avail himself of splendid opportunities, such opportunities come. Grocers here, grocers there, grocers everywhere, have read the **Payne Logic**, re-read it, thought over it, spoken about it, written about it, and—to-day they sell "**Pebble**" and "**Pharaoh**" Cigars.

That is what I call meeting opportunity face to face, seizing it, and profiting thereby.

That is what I call progressive business.

Pebble and **Pharaoh** opportunities are perpetual—for no particular grocer exclusively—for all grocers. **Pebble** and **Pharaoh** prices are always the same.



I do not expect you to jump at the first **Payne** announcement you see and to exclaim, "It's settled!" I expect you to be critical. I expect you to "hold off." But in the end I expect to win you.

No grocer can get away from **The Square Deal** once he has got the symptoms of desire in his bones. He knows that it makes business satisfactory. He knows that it gives a zest to activities.

The Square Deal is exemplified in the **Pebble** and **Pharaoh** Method of sale. I sell you these Cigars, and should such a thing as your not selling them happen, I take back at end of three months, at invoice price, all of your stock unsold.

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

Many Tobaccos, yet ONLY ONE

It is not paradoxical to say there are many tobaccos, yet **only one**.

There are many countries, but most of us think there is **only one**.

Sentiment, not numerical knowledge, rules the opinions.

Grocers Sell It.

T. & B.

Grocers Sell It.

Go into a home where the father's pipe is full of **T. & B.** (and it would be a life task to go into **all** such homes) and ask him how many tobaccos there are. He will say "I have the **only** tobacco in my pipe."

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

Have you feature of Many gro handle a perhaps ve indifferent of a good gaining in

Have a popular gre friend, and handy cigar mens of the Every grocer it the fam his regular thing? Why as Christmas didn't.

Have you little though so very to considered luxury. for but now th getting to smoke, and for the pr

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TOBACCOS, CIGARS AND ACCESSORIES

CIGARS.

Have you given any attention to this feature of your tobacco department? Many grocers seem quite satisfied to handle a few lines of tobaccos and perhaps very few of those, altogether indifferent to the fact that the smoking of a good cigar is a habit which is fast gaining in popularity.

Have a smoke? is perhaps the most popular greeting when friend meets friend, and forthwith comes forth the handy cigar case with its inviting specimens of the "best thing" in smoke. Every grocer knows this is so. What is it the familiar traveler friend does on his regular weekly calls—the very first thing? Why, offers a good cigar, as sure as Christmas; it wouldn't be him if he didn't.

Have you, then, given this matter a little thought? There was a time—not so very long since—when cigars were considered too expensive, too much of a luxury. For the average general smoker, but now things are different, a cigar is getting to be considered the ordinary smoke, and a good opening lies therein for the progressive grocer.

Calling on a few wholesale merchants the other day The Canadian Grocer noticed with one of them some good lines of cigars ready for shipment, and on inquiry found they were bound for some good country grocers, men who had gone ahead with the times, and were handling quite a full line of good cigars and accessories.

This is a feature which every grocer should cultivate. The public are moving, constantly moving, in their demand and requirements, and the mark of a progressive grocer is, that he moves with the times, and changes and adds to his store as opportunity opens up. The cigar trade is a present opportunity, push it for all it is worth.

AN OBJECTIONABLE PRACTICE.

The proposal to impose a license fee on cigar and tobacco stores has directed attention to a grievance of the proprietors of these stores, particularly those in the factory district, owing to the practice which prevails in many factories of giving some employe the privilege of retailing cigars and tobacco to his comrades. This practice has grown until it has made a serious inroad into the business of the men who pay rent and taxes on stores where these articles are sold. In one factory the man who has

the privilege sells \$60 to \$70 worth every two weeks. It is a convenience to the workmen, but a decided detriment to the dealers, who would like to see a license fee imposed that would put a stop to it.

ESSEX TOBACCO EXCEPTIONALLY FINE.

A shipment of tobacco leaf, grown in Essex County, was made from St. Thomas on a recent day, the dimensions of which show to what importance the growing of tobacco has attained in the Ontario counties of Essex and Kent. A special train of thirty-five cars, all laden with the fragrant leaf, was made up in St. Thomas, Ont., for shipment to Granby, Que. The weight of the tobacco contained in these cars reached 1,211,351 pounds, about 31,000 bales, all Canadian leaf, from the counties named above. The quality is pronounced exceptionally fine by lovers of the weed.

HAVANA CIGAR DEALER VISITS THE WEST.

A representative of the independent cigar manufacturers of Havana is visiting Manitoba with the object of placing the Havana brands of cigars on the markets of Western Canada. Charles Landan, the gentleman referred to, was recently in Winnipeg, where he spent several weeks interviewing and negotiating with the various dealers.

Little Ethel was learning to sew, and one day, after vainly trying to thread a needle, she asked:

"Mamma, don't they call the hole in the needle an eye?"

"Yes, dear," replied her mother.

"Well," continued the little miss, "I'll bet this old needle is cross-eyed."

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all leading Wholesale Houses.

**CLAY
PIPES**

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

PROGRESSIVE RETAILING.

PUSH THE BEST GOODS AND CLEAN UP.

"The ambition of the average grocer is all wrong," said a successful merchant the other day, himself a grocer in all stages of the game, boy, clerk, retailer and now wholesaler. "The aim of his life," he went on, "seems to be to undersell his neighbor. Smith has tomatoes he can sell at 10c., Jones must have something he can sell for eight. Then he's happy. It's the bane of the business. If Jones would only make it his aim to sell better goods than Smith! Why, it would make over his business and himself a new man. A grocer can easily get his customers into the habit of looking for the best goods instead of the cheapest. There's more profit on the better goods and once the people get them they want them.

"I've spent a lot of money in years gone by trying to educate the trade along these lines. I buy my supplies for the house from a customer of mine near me and I have quite a time with him. Some fellow nearby cuts prices and my man immediately gets nervous and thinks that unless he cuts too all the trade is going by. I try to stiffen his backbone and show him the thing will soon right itself. I tell him to hold his customers with good goods. It'll draw them every time.

"Then there's the keeping of the store clean. There's only a grocer here and there who does it. Most groceries have a bad smell about them—just because they're not kept clean."

The Spirit of Decay.

The head clerk in a big grocery talked to me about that very thing the other day.

"We keep one man cleaning," he said. "The entire stock is gone over once a month. The result—well, you can smell, can't you? Come in Monday morning after the store has been shut up a day and it smells just as clean and sweet as it does now.

"I can't understand why grocers as a rule are not more particular. We had a man with us for three years. He started for himself and has a fine business in a good residential district. His store stinks. Wouldn't you think he would have learned something of cleanliness here?"

"What's the cause of the bad smells? Why, dirt. A piece of fruit or a vegetable rolls behind a box out of sight and so out of mind. But there's a swift resurrection and the spirit of that

orange, or apple, or potato rises to proclaim the grocer a sloven.

"Another common mistake of the grocer is to pile canned stuff from the tops of the shelving to the ceiling or near it. That's the warmest place in the shop. Here and there a can will spoil and burst and the assistance it lends to the spirit of the rotting potato is great. A store should be comfortable, but not hot, and canned goods should be kept somewhere else than at the ceiling."

BUILDING FOR THE FUTURE.

By W. W.

Salesmen who desire to emulate the success of others who have won honorable positions for themselves in the commercial world, cannot afford to neglect the slightest detail. Each day should find them performing better and more valuable services than the preceding day, the aim ever being to make each day and year mark an advance in the hour glass of their lives.

Two habits which should be acquired early in life are those of promptness in performing services and care in maintaining a good personal appearance. These two habits acquired, the qualities of honesty and industry should be cultivated, all of these elements being essential to the building of a character capable of forcing recognition in the strenuous competition of modern civilization.

Look around you and you will see young fellows who, when they left their homes and started out in the world were as clean in mind and act as could be desired. Evil companionship, however, has transferred them into the "slightly soiled" class and like goods on the bargain counter they are "marked down" and their future is blighted. It does not require much soiling to transfer either merchandise or young men onto the marked down counter—in fact, the young man does his own marking, and has not as good an estimate of himself as if he had devoted his energies to building a character for himself in the future rather than having a "good time" in the present.

Whether a man is a retail clerk or a traveling salesman, he should take a thorough interest in his customers, being cordial and polite to them and ever willing to go out of his way to please and make permanent friends of the buyer. Endeavor to look at every matter from the customer's standpoint as well as your own and the result will be that you will be looked for when next the customer has a purchase to make,

and your value to your employer will be much greater than if a lot of goods had been unloaded on the customer and a feeling of soreness created between him and the house you represent.

Little things count. It may be hard to put heart into work for an unappreciative employer, but no salesman loses anything by doing his duty to the letter. By so doing he is honest to himself and is burying his troubles by the pleasure of doing right and building up his own character. Never wait to be told to do a thing if common sense dictates that it requires to be done. A salesman who can think for himself is worth twice as much to an employer as one who has no initiative.

A young man employed in a responsible position by a great corporation was recently discharged to make room for another. Surprised and mortified, he sought an explanation from the manager of his department. "Will you kindly tell me why you do not want me any longer?"

"Certainly," was the reply; "it is because you always said 'you' instead of 'we.'"

"What do you mean?"

"I mean just that! You never said 'We' should do so and so; or 'We' ought to follow out such and such a policy. It was always 'You' in referring to this company, of which you were a part. In speaking to a fellow employe about our business, you would say 'They' instead of 'We.' I should advise you to seek employment with some company to which you can refer as 'We.'"

A common criticism of an ambitious young man is: "He acts as if he owns the concern, and he's only a clerk." It is the young man who works as if he did own the concern who often becomes the owner in time.

"We're going to pay a dividend of ten million dollars next month," proudly remarked an office boy to a waiting visitor in the reception room of a railway president. He is on the right track.

But it is necessary to think We and act We every hour of every day, as well as to say We. We means Us, union, solidity, co-operative enthusiasm. YOU means the other fellow. It's the WE that wins!

TO OCCUPY NEW QUARTERS.

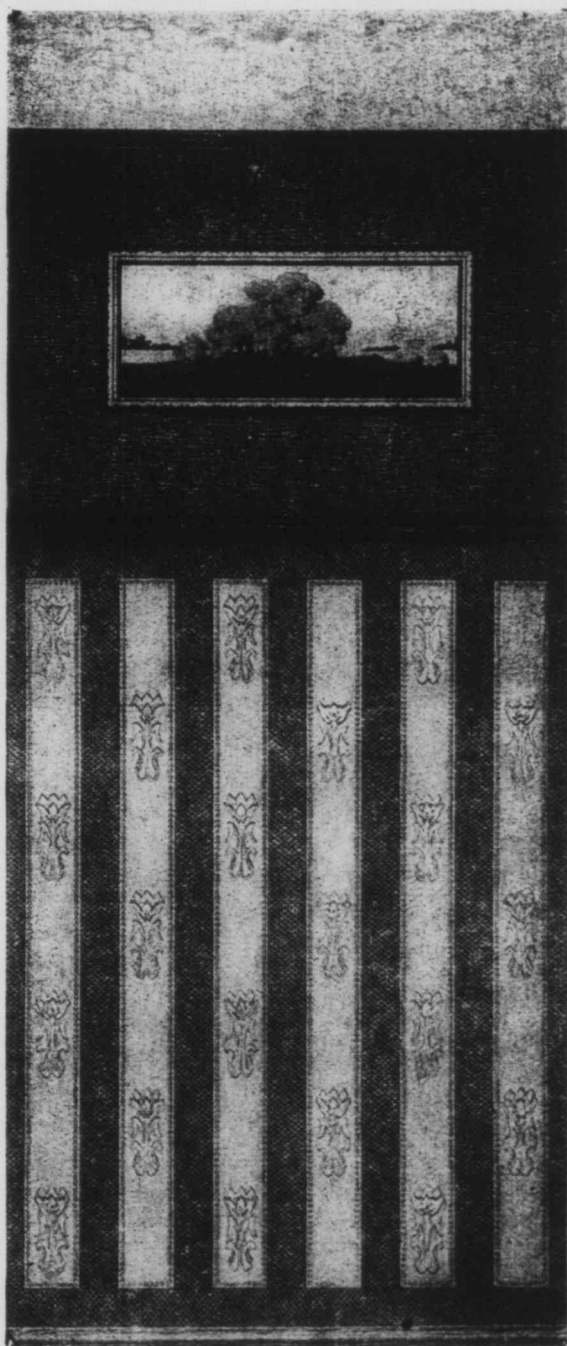
On May 1 the Montreal Retail Grocers' Association will move from their present premises, 88 St. Denis street, Montreal, to larger and more convenient quarters in the Hochelaga Bank building, 1726 St. Catherine street.

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WALL PAPER

SUCH is the excellence of the new lines of Spring wall papers of domestic manufacture that many merchants are drawing attention to the fact by ticketing their window displays with the familiar motto, "Made in Canada." Indeed, the T. Eaton Company went one better in their Toronto windows last week and



New Design Shown by Stauntons Limited.

boldly challenged comparison by showing Canadian-made and imported goods side by side, each ticketed as such.

You often hear the remark, "There is no sentiment in business," and when choice lies between a superior and inferior article sentiment will not go for much. When values are equal I believe that the average customer will only be too glad to give preference to Canadian-made goods.

Wall Paper Special Designs and Colorings

FOR **Churches and Lodge Rooms**

For Churches

An effective and suitable Wall Paper, especially designed in a decorative fleur-de-lis pattern in rich, chaste colorings. Prepaid samples on application.

For Masons

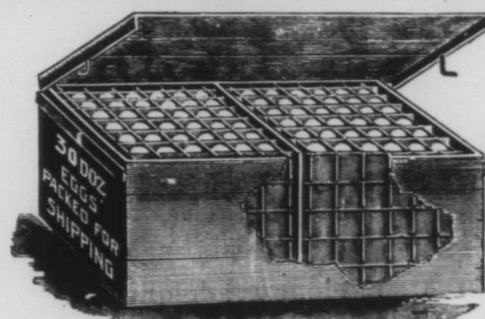
**For Knights of Pythias
For Odd Fellows**

Special and separate designs for lodge rooms, introducing the mystic symbols of each of the three fraternities mentioned above. In four rich shades—blue, green, red and brown. Samples prepaid if you write for them.

TRADE ONLY SUPPLIED

STAUNTONS LIMITED
of Toronto, Ont.

EGG CASE FILLERS



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

Manufactured from

White Pulp Boards and Strawboards

by

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

Manufacturers of

Woodpulp, Woodpulp Boards, Strawboards, etc.

30-38 DOWD STREET

MONTREAL

Board Mill and
Filler Factory at
GLEN MILLER, ONT.

Phone Main 1255.

employer will be
lot of goods had
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It may be hard
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W QUARTERS.

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Just tell the Traveler

you must have Maconochie's Pickles. Do not let the price prejudice you—double the money could not buy a better pickle.

Extra Special and Suffolk Brand Pickles are prepared from small crisp garden vegetables and Pure Malt Vinegar, they are **greater value**, show a **better profit** and meet with a **quicker sale** than any others.

On or about May 1st, carloads of **Maconochie's** Pickles will arrive at all the principal centres in Canada. If your wholesale grocer is up-to-date he will put you on the right track to make money—if he is the other kind he may want all the margin and will try to sell you other brands more profitable to himself, brands which will lie on your shelf all the summer—if he is that kind it is time you tried his more progressive competitor, someone who will give **you** a chance to make a little money on pickles.

PANYAN

is the name given to the most delicious Pickle and Sauce made. Oriental in character, Panyan flavor is unique as it is delicious. Your best trade will appreciate them.

Maconochie's Marmalade, Sauces, Canned Fish, etc., are the same high-grade quality as Maconochie's Pickles.



Maconochie Bros., Limited

London, England.

Agents for Canada and the United States:

A. F. MacLaren Imperial Cheese Co., Limited

Head Office, Toronto

Quotation
The foll
responsible fo
Grocer, at o

Bakin
Cook's Friend—
Size 1, in 2 and 4 do
" 10, in 4 doz. box
" 2, in 6 "
" 12, in 6 "
" 3, in 4 "
Pound tins, 2 doz. h
12-oz. tins, "
5-lb. " 1 "

W. H. G.
Diamond—
1-lb. tins, 2 doz. in c
1-lb. tins, 3 "
1-lb. tins, 4 "

IMPERIAL B
Cases.
4-doz.
3-doz.
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1-doz.

OCEA
Ocean Baking Powd
" "
" "
Borax, 1/2 lb. p
Cornstarch, 4
Freight paid

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1 "

ROYAL BAK
Sizes.
Royal—Dime
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

CLEVELAND'S B
Sizes.
Cleveland's—Dime...
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

T. KINNE
Crown Brand—
1 lb. tins, 2 doz. in cas
1 lb. " 2 " "
1 lb. " 4 " "

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 12, 1906

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Found tins, 2 doz. in case.....	3 40
12-oz. tins, ".....	3 40
5-lb. " ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
1-lb. tins, 2 doz. in case.....	\$2 00
" 1-lb. tins, 3 ".....	1 25
" 1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	6-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	2 1/2 lb.	10 50
1-doz.....	5 lb.	19 75

OCEAN MILLS.

Ocean Baking Powder,	Per doz.
1/2 lb., 4 doz.....	\$0 45
" 1/2 lb., 5 doz.....	0 90
" 1/2 lb., 3 doz.....	1 25
Borax, 1/2 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pkts. in a case.....	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 80
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 85
2 ".....	12 ".....	1 40
2 ".....	16 ".....	1 45
2 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 ".....	7 30
1 ".....	6 oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime.....	\$0 95
" 1 lb.....	1 40
" 6 oz.....	1 95
" 1 lb.....	2 55
" 12 oz.....	3 85
" 1 lb.....	4 90
" 3 lb.....	13 60
" 5 lb.....	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime.....	\$0 93
" 1 lb.....	1 33
" 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.

T. KINNEAR & CO.

Crown Brand—	Per doz.
1 lb. tins, 2 doz. in case.....	\$1 20
" 1 lb. " 2 ".....	0 80
" 1 lb. " 4 ".....	0 45

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 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

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz. or 1/3 gross, 4 oz	
Reckitt's Zebra paste, 1/2-gro. boxes, \$1 per gross.	

JAMES DOME BLACK LEAD.

Per gross.	
6a size.....	\$2 40
2a size.....	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen,"	
40-oz. case, 4 doz.....	0 40
8-oz. " 4 ".....	0 50

Lot 7 cases, freight paid. Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	

Chocolates and Cocos

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins.....	per doz. \$6 75
" 1/2-lb. tins.....	3 50
" fancy tins.....	2 00
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.....	0 50
Perfection, 1/2-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1/2-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.....	3 35
Royal Navy Rock, ".....	0 30
Diamond, ".....	0 25
" 8's.....	0 28

Icings for cake—	
Chocolate, pink, lemon color, lbs.....	\$1 75
Orange, white and almond, 1/2-lb.....	1 00

Per doz.	
Cream bars, large boxes.....	\$2 25
" small.....	1 35
Chocolate ginger, lbs.....	3 75
" 1/2-lb.....	2 25
" wafers, 1/2-lb. boxes.....	2 25
" 1-lb. boxes.....	1 30

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 29
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

Per doz.	
Cocoa—	
Concentrated, 1/2's, 1 doz. in box.....	2 40
" 1-lb. " ".....	4 50
" 1-lb. " ".....	8 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" 1/2's, 12-lb. boxes.....	
Epps's Cocoa, case of 14 lb., per lb.....	0 35
Smaller quantities.....	0 7 1/2

BENSNDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb. tins, 4 doz. to case.....	per doz., \$ 90
" " 2 " ".....	2 40
" " 1 " ".....	4 75
" " 1 " ".....	9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



Per lb.	
Elite, 1/2's.....	\$0 30
Prepared cocoa, 1/2's to 1/4's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 38
" " 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-lb. to 0 31	
" Sweet chocolate liquors, 20c. to 0 34	

WALTER BAKER & CO., LIMITED.

Per lb.	
Premium No. 1 chocolate, 12-lb. boxes.....	\$0 35
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 26

Per lb.	
Breakfast cocoa, 1/2, 1 and 5-lb. tins.....	0 40
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes.....	0 33
Caracac sweet chocolate, 6-lb. boxes.....	0 37
Caracac tablets, 100 bundles, tied 5s, per box.....	3 00
Soluble chocolate (hot or cold soda) 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, 165-171 William st. Montreal	
Breakfast cocoa—	Per lb.
1-lb. screw top cans, 10 cans in case.....	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.....	36c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	36c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.....	40c.
Sweet chocolate powder—	
5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.....	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	28c.

Premium chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	30c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	30c.
Milk chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	28c.
100 2-cent pieces in box, each.....	\$1 25
Vanilla sweet chocolate—	
100 2-cent. pieces in box.....	\$1 25
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	2c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	25c.
Diamond sweet chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	22c.
19-lb. boxes 4 boxes in case, 1-lb. pkgs.....	22c.
6-lb. " 12 " ".....	22c.

Go'd Medal chocolate powder—	
5-lb. tins, 10 tins in case.....	36c.
10-lb. tins, 10 tins in case.....	33c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case.....	27c.
10-lb. tins, 10 tins in case.....	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettas (20).....	1 50
20c. (20).....	2 42

Condensed Milk.

"Anchor" brand, cases 4 doz., per case.....	\$5 00
evap. cream, op. 4d. ".....	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Cases. Doz.	
"Eagle" brand (4 doz.).....	\$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
"Reindeer" brand per case (4 doz.).....	5 50



Coffees.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha.....	0 31
Nectar.....	0 30
Empress.....	0 28
Duchess.....	0 26
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin 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 12

E. D. MAROEAU, Montreal.

Per lb.	
"Old Crow" Java.....	\$0 25
Mocha.....	0 25
"Condor" Java.....	0 30
Mocha.....	0 30
15-year-old Mandhelling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 30
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec. Rio No. 1.....	0 15
Condor I. 40-lb. boxes.....	45c.
" II. 40-lb. boxes.....	42c.
" III. 80-lb. boxes.....	37c.
" IV. 80-lb. boxes.....	35c.

S. H. & A. S. SWING'S.

Per lb.	
Mocha and Java coffee, in 1-lb. tins, 30-lb. cases.....	33
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases.....	29

Cheese.

Imperial—Large size jars.....	per doz. \$8 25
Medium size jars.....	4 50
Small size jars.....	3 40
Individual size jars.....	1 00
Imperial holder—Large size.....	13 00
Medium size.....	17 00
Small size.....	13 00
Roquefort—Large size.....	1 40
Small size.....	2 40

"Batger's"

**Lime Juice
Lemon Squash**

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful summer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them.

They are put up in two sizes—pints and quarts—two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

Rose & Laflamme
Montreal - Toronto

**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

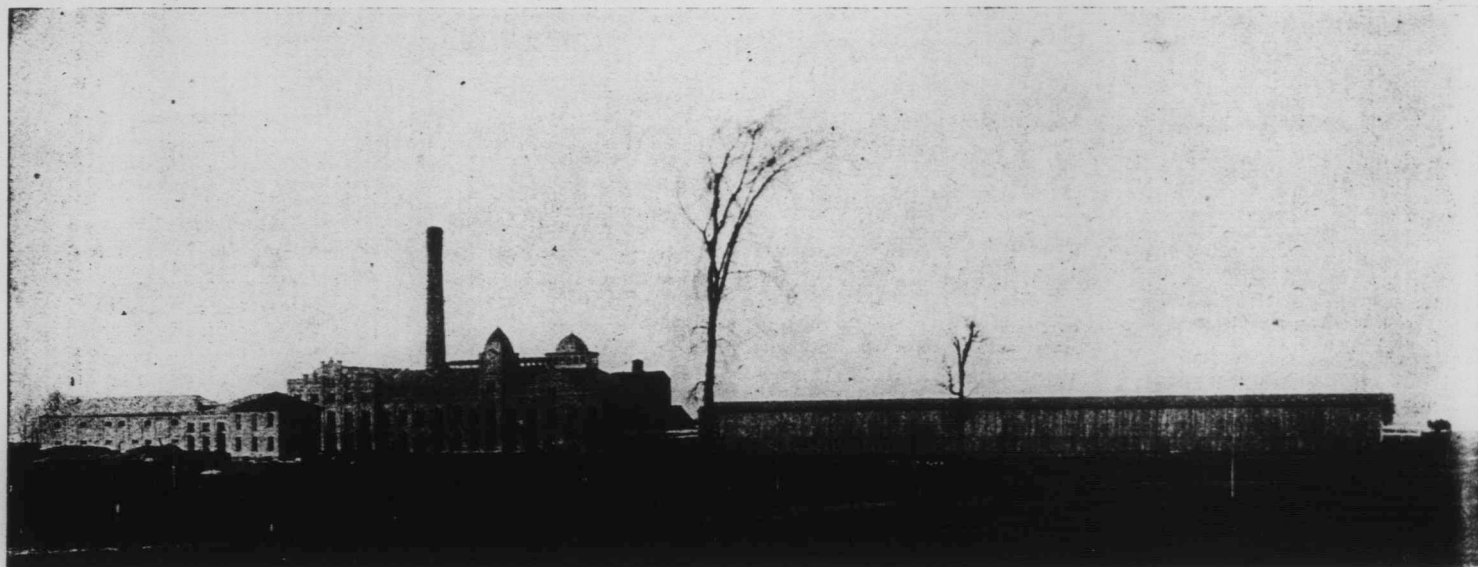
Which "half" are you selling?



$\frac{1}{2}$

ROSE & LAFLAMME, Agents, Montreal

**GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT**



*As Pure as the Purest
As Sweet as the Sweetest*

*Equal to Any for All Purposes
ASK FOR IT*

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.



Coupon
For sale in Canada
Limited, Tor
File, Montrea
\$1, \$2, \$3, \$5,

In lots of less than
books, 1 kind
100 to 500 books
100 to 1,000 books

Allison's
\$1 00 to \$3 00 books
5 00 books
10 00 "
15 00 "
20 00 "
25 00 "
50 00 "



The Davidson

Info
Robinson's patent
" "

Jams
SOUTHERN
Frank M

Orange marmalade
Clear jelly marm
Strawberry W. F.
Raspberry "
Apricot "
Black currant

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



PROGRESSION Is the Order of the Day

The time was, when the possible utility of steam and electricity was a dream.

Great strides have been made in the direction of improvement in every department, by which the wheels of commerce are kept moving.

No greater improvement has been shown than in the perfection of manufactured Spices, and BRAID'S AROMATIC SPICES stand to day on the highest point above all other spices for a pure unadulterated product.

Lay aside your prejudice! Keep pace with the times! Try BRAID'S AROMATIC SPICES, and they will be money in your pocket.

Braid's Best Teas and Coffees, just what the name implies. Nothing more, nothing less.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C. BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

\$1.00 to \$3.00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

BRUNSWICK'S EASYBRIGHT
WATER-PROOF CLEANER
CLEANS EVERYTHING

	Per doz.
4-oz. cans	\$ 0 10
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	groats	1 25
" "	1-lb. tins	2 25

Jams and Jellies.
SOUTHWELL'S GOODS. Per doz.
Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry "	2 00
Apricot "	1 75
Black currant "	1 75

Other jams	\$1 55	1 90
Red currant jelly	2 75	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06½
7 and 14-lb. wood pails	per lb. 0 06½
30-lb. wood pails	per lb. 0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06½
30-lb. wood pails	per lb. 0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz \$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu waters, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	per jar 1 75
" " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	.....

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	\$ 40

Mince Meat.

Wetthey's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$0 35
1-lb. tins	" 0 35
1-lb. tins	" 0 32½
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	" 23
1-lb. tins	" 22½
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
" " quart gem jars	2 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 06½
Golden shred marmalade, 2 doz. case,	per doz. 1 75

Soda.

OOW BRAND.



Case of 1-lb. containing 60 pkgs., \$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	2 85
1 case	2 75
2 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 30
" " black	15 30
Oriole soap	10 30
Gloriola soap	13 00
Straw hat polish	10 30

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	\$ 0 05½
No. 1 " " 2-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 5-lb. draw-lid boxes	0 07½
Silver gloss, 5-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, blue and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel	per box 1 25 to 1 50



When asked for **Condensed Milk** or **Evaporated Cream** hand out goods bearing

Borden's Brands

"Eagle" brand Condensed Milk
"Peerless" brand Evaporated Cream

The most perfectly hygienic goods made.

For sale by all jobbers, or

WILLIAM H. DUNN,

Scott, Bathgate & Co., Winnipeg, Man.

MONTREAL and TORONTO

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

1 case, 5 doz.	\$6 00
5 " " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50
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Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 06
Kegs, 100 lb.	0 06

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.	0 07½
6-lb. enameled tin canisters, 8 in case.	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07½
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Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50
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Celluloid Starch—

Boxes of 45 cartons, per case	3 50
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Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case	4 75
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ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
3-lb. cartons, 36 lb.	0 05½
200-lb. bbl.	0 05
100-lb. kegs.	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 2-6 family pkgs., 48 lb	0 07½
1-lb. fancy, 30 lb.	0 07½
large lumps, 100-lb. kegs.	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—

In papers of 4 to 5 lbs.	Per lb.
Blue, white or assorted.	8c.

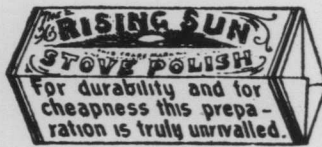
In Pictorial Cardboard Boxes—

4 lbs. net weight	8c.
1 lb. gross weight	8c.
1 lb. gross weight	9c.
1 lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9c.
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Stove Polish.



Rising Sun, 6-oz. cakes, 1-gross boxes

Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	Per case. \$3 40
Plain tins, 2 doz. in case	1 90
5 " " " " " " " "	2 35
10 " " " " " " " "	2 35
30 " " " " " " " "	3 10

(10 and 30 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.	4 40
1 " " " " " " " "	4 90
1 " " " " " " " "	5 45
1 " " " " " " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 30, 60 and 100 lb. boxes.

Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18 0 25
1 lbs.	0 19 0 25
1 lbs. & 1/2 lbs.	0 20 0 30
1 lbs., 1/2 & 1/4 lbs.	0 28 0 40
1 lbs. & 1/2 lbs.	0 35 0 50
1 lbs. & 1/4 lbs.	0 40 0 60

3 p.c. off 30 days or 3 months.



Teas.

Brown Label, 1's.	\$0 30 \$0 25
Green Label, 1's and 1/2's	0 21 0 26
Blue Label, 1's, 1/2's and 1/4's	0 22 0 30
Red Label, 1's and 1/2's	0 30 0 40
Gold Label, 1's	0 44 0 60



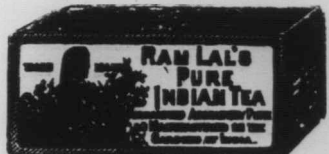
Wholesale. Retail.

Yellow Label, 1's and 1/2's	0 20 0 25
Green Label, 1's and 1/2's	0 22 0 31
Red Label, 1's, 1/2's and 1/4's	0 30 0 40
White Label, 1's, 1/2's and 1/4's	0 35 0 50
Gold Label, 1's and 1/2's	0 42 0 60
Embossed Label, 1's, 1/2's and 1/4's	0 70 1 00



Black Label, 1-lb., retail at 25c.

Black Label, 1-lb., retail at 25c.	\$0 19
Blue Label, 1-lb.	0 20
Green Label, retail at 30c.	0 22
Red Label, " 50c.	0 28
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.

60 1-lb.	\$0 35
30 1-lb.	0 35
120 1-lb.	0 35

LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's.	\$0 18½ \$0 25
Blue Label, 1/2's.	0 19 0 25
Orange Label, 1's and 1/2's	0 21 0 30
Brown Label, 1's and 1/2's	0 25 0 40
Green Label, 1's and 1/2's	0 30 0 40
Red Label, 1's.	0 35 0 50
Red Label, 1/2's.	0 40 0 60

"CROWN" BRAND

Wholesale.	Retail.
Red Label, 1-lb. and 1/2's.	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2's.	0 38 0 49
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2's.	0 20 0 25
Japan, 1's	0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes	\$....
" " II 40-lb. boxes	....
" " III 83-lb. boxes	....
EMD AAA Japan, 40 lb. "at.	....
" " AA 40 " " "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" " V 80-lb. "	....
" " XXXX 80-lb. boxes	....
" " XXXX 30-lb. "	....
" " XXX 80-lb. "	....
" " XX 80-lb. "	....
" " X 30-lb. "	....
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	....

"Condor" Ceylon black tea in lead packets

Green Label, 1's, 1/2's and 1/4's	60-lb. cases	retail 0 27½ at 0 30
Grey Label, 1/2's, 1/4's and 1/8's	60-lb. cases	retail 0 30 at 0 33
Yellow Label, 1/2's and 1/4's	60-lb. cases	retail 0 35 at 0 36
Blue Label, 1/2's, 1/4's and 1/8's	60-lb. cases	retail 0 40 at 0 30
Red Label, 1/2's, 1/4's and 1/8's	60-lb. cases	retail 0 50 at 0 34
White Label, 1/2's, 1/4's and 1/8's	60-lb. cases	retail at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" " 0 30
No. 3	" " 0 25
No. 4	" " 0 20
No. 5	" " 0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s.	\$0 46
" " Amber, 8s. and 3s.	0 60
" " Ivy, 7s.	0 50
" " Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6s.	0 46
" " Old Fox, 12s.	0 45
" " Snowshoe, 6s.	0 51
" " Pay Roll, 7s.	0 58
" " Stag, 10 oz.	0 45
" " Bobs, 6s. and 12s.	0 45
" " " 10 oz. bars, 6s.	0 45
" " Fair Play, 8s. and 13s.	0 53
" " Club, 6s. and 12s.	0 46
" " Universal, 13s.	0 47
" " Dixie, 7s.	0 58

Vinegars.

E. D. MARCEAU, Montreal.

EMD, pure distilled, highest quality.	\$0 32½
Condor, pure distilled	0 27½
Old Crow	0 25½

Special prices to buyers of large quantity

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 05
Gillet's cream yeast, 3 doz	1 05

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YOU should to-day

How TO WHERE BUREAU How TO TEA BLE

Price.

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The Selling arguments
for the grocer as to

**"Cow Brand"
BAKING SODA**

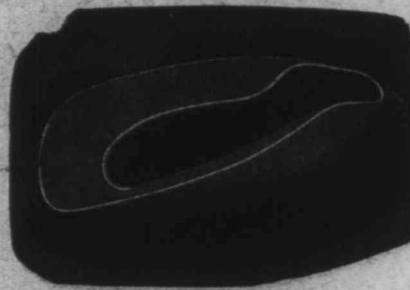
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- 1st—There is no better Soda put up.
- 2nd—It is stronger, purer and goes further than any other soda.
- 3rd—It never varies in strength or quality.

It is **BAKING SODA** without a fault

CHURCH & DWIGHT, Limited
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Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

**The most Comfortable and
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YOU should get a copy of this book
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tell about Tea.

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HOW TO ESTABLISH A TEA TRADE.
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ONTO

LUDELLA CEYLON, 1's
AND 1/2'S PKGS.

.....	\$0 15	\$0 25
1 1/2's	0 19	0 25
1 1/4's	0 21	0 30
1 1/2's	0 28	0 40
1 1/4's	0 30	0 40
1 1/2's	0 35	0 50
1 1/4's	0 40	0 50

" BRAND	
Wholesale.	Retail
1 lb. boxes.....	\$ 0 35 \$0 50
1/2 lb. boxes.....	0 28 0 40
1 lb. boxes.....	0 19 0 25
1/2 lb. boxes.....	0 19 0 25
1 lb. boxes.....	0 19 0 25
1/2 lb. boxes.....	0 19 0 25

U, Montreal.

1 lb. boxes.....	\$.....
1/2 lb. boxes.....	.....
1/4 lb. boxes.....	.....
40 lb " at.....	.....
40 " " ".....	.....
50 lb Japan, 70 lbs.....	.....
1 lb. " " ".....	.....
1/2 lb. " " ".....	.....
X 80-lb. boxes.....	.....
X 30-lb. " ".....	.....
80-lb. " ".....	.....
30-lb. " ".....	.....
0-lb. " ".....	.....
0-lb. " ".....	.....
1-lb. per case, lead	.....
(25 1's and 70 1/2's)	.....
1 lb. tea in lead packets	.....
1/2 lb. and 1 lb.	.....
.....retail 0 27	at 0 30
1/2 lb. and 1 lb.	.....
.....retail 0 30	at 0 23
1/2 lb. and 1 lb.	.....
.....retail 0 35	at 0 26
1/2 lb. and 1 lb.	.....
.....retail 0 40	at 0 30
1/2 lb. and 1 lb.	.....
.....retail 0 50	at 0 34
1/2 lb. and 1 lb.	.....
.....retail	at 0 40
1/2 lb. " blend—	.....
10, 25, 50 and 80-lb.	.....
.....per lb.	0 35
.....	0 30
.....	0 25
.....	0 20
.....	0 17

Tabacco.

BACCO CO., LIMITED.	
4s, 6s and 12s.....	\$0 46
1s. and 3s.....	0 50
.....	0 50
7s.....	0 51
12s. and 6s.....	0 48
12s.....	0 48
6s, 6s.....	0 51
7s.....	0 56
oz.....	0 45
and 12s.....	0 45
oz. bars, 6s.....	0 45
7, 8s. and 13s.....	0 53
and 12s.....	0 46
1, 13s.....	0 47
.....	0 56

Cigars.

1 lb. U, Montreal. Per gal	.....
highest quality..	\$0 23
ed.....	0 27
buyers of large quantity	0 25

Yeast.

1 c. pkgs. in case...	\$1 05
1 c. doz.....	1 05

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Quick selling pieces in ruby and gold to retail for 25c. each.

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Crosse & Blackwell's Pickles

Mixed, Chow Chow, Walnuts,
Girkins, and Onions

Corked 1/2 pts. and pts., and Octagon 1/2 pts. and pt. bottles

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