

March 16, 1906

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, MARCH 23, 1906.

NO. 12.

Keen's Oxford Blue



Should SELL
Everywhere
in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

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

It needs only **ONE** sale to convince your customers that

"Crown" Brand Table Syrup

PUT UP IN TINS

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

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

is absolutely one of the most delicious and healthful table necessities and appreciated by every user—

No purer or healthier product of corn is possible—

Other brands may please occasionally—

"Crown" brand Syrup pleases always.

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

PARTICULAR PEOPLE
PREFER to wash many
articles at home. They are
particular enough to use

“QUEEN'S LAUNDRY BAR”

the good honest soap which 4 generations
of Canadians have used. They know of
its purity and usefulness. It is one of
the excellent soaps manufactured by

**THE ALBERT SOAPS LIMITED,
MONTREAL**

Conviction Follows Trial

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

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

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

*Headaches are an all-the-year-round ail-
ment; therefore Mathieu's Nerve Pow-
ders are good sellers all the year round.*

**The J. L. Mathieu Co., Props.
SHERBROOKE, P.Q.**



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

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

and a complete line of

Hard and Soft Licorice (Specialties.

Price Lists and Illustrated Catalogue on request.

**National Licorice Co.
Brooklyn, N.Y.**

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

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard
Grades:

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

Fancy Barbados Syrup, Choice Barbados
Grocery.

SEND FOR SAMPLES AND PRICES

**Dominion Molasses Co.,
LIMITED**

Halifax, - Nova Scotia

Agents

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

The owners of the "Shell" Brand of Castile Soap, as well as the owners of the "Tyne" Brand of Scotch Fish, have the principles, courage, enterprise and iron purpose that have enabled them to rise above all others in the high quality of their products. The liberal patronage they have won spells "success" in very large letters. The good has been a mutual one—for owner and retailer. Permanent trade has been established—and held most tenaciously. The retailer who is not handling these two lines is losing money every single day in the week.

Shell
Brand
Castile
Soap



A soap containing 67 per cent. of pure oil. No animal matter in it. No smells or odors as found in common soap.

No Animal Matter

We repeat this because it's so unusual. No decay because there's nothing to decay. Unadulterated pure oil is only used. Unequalled for the bath or fine laundry work. In pressed cakes and bars.

"Tyne"
Brand
Scotch
Fish

from Bonnie Scotland and from a "bonnie" house —The Shields Ice and Cold Storage Company, who are specialists at this one thing.

Full Weight Always

and always the best quality Herring that can be secured. Kippered Herring, Herring in Tomato, Fresh Herring and Herring Roes.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20 1/2 Front St. E., Toronto

Manufacturers' Agents and Brokers' Directory

BARBADOES, W. I.

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

CALGARY

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

CHARLOTTETOWN, P. E. I.

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

HALIFAX, N.S.

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

MONTREAL

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

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

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

W. E. FELLOWES

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

Phone Main 2881.

LEON TANGUAY

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

TORONTO.

W. G. A. LAMBE & CO.

Toronto
 Grocery Brokers and Agents.
 Established 1885.

W. E. BIDWELL

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

C. E. KYLE

S. HOOPER

KYLE & HOOPER

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

W. G. Patrick & Co.

Manufacturers' Agents
 and Importers
 29 Melinda St., Toronto

BARBADOS

RAW SUGAR

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

W. H. MILLMAN & SONS

Grocery Brokers
 TORONTO

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

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

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.

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

WINNIPEG.

CALGARY STORAGE

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

JOSEPH CARMAN

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

STUART WATSON

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

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

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

G. B. THOMPSON

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

W. A. TAYLOR

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

(Continued on page 54.)

Ceylon Tea Gaining in Popular Favor

Alarmists would have you believe that Ceylon Tea

—that great favorite of the Canadian public—is fast falling short, in fact is almost in its death throes.

Be not deceived by such self-constituted advisors. The growth of Ceylon Tea was never more flourishing or more perfect. The official statistics are now available and state that the quantity of Ceylon Tea distributed during the year 1905 reached the excellent total of 172,629,960 lbs., which was **13½** million in excess of the figures of 1904, and **23½** million in advance of 1902.

Ceylon Tea has won its place on intrinsic merit alone. The grocer who would stand ahead of competitors must see to it that he sells only

Ceylon Tea (Green and Black) Canada's Favorite

RYAL CHEESE CO.
Limited
Department: Retailies and Wholesale
Brokers.
Address all communications,
100 St. Toronto

AW.
& PRODUCE CO.
Proprietors
and Jobbers
Tobaccos, Cigars, etc.
Solicited.
MOOSE JAW, Sask.
Street.

STORAGE
Centrally located
Stewart
Calgary, Alta.
BROKERS.

ARMAN
and Manufacturers
Wholesale Brokers
Phone 722 and 723
Man.
Correspondence Solicited.

ATSON
Retail and Whole-
sale Broker.
Man.
Correspondence Solicited.

Our business to this
COUNTRY
account to our
STAGE.
Established over 12 years
Im & Co.
Commission Merchants
WINNIPEG, MANITOBA

MPSON
and Commission
Agent
- WINNIPEG, MAN.
"CAPSTAN."
Correspondence solicited

YLOR
WAREHOUSEMAN
Street
WINNIPEG, MAN.
REFERENCES

Hamilton, March 16th, 1906.

RE EARLY JUNE PEAS

Dear Sir,—

A few weeks ago we emphasized the handsome profit to you in selling Our Extra Fine Sifted Peas (Petit Pois), and we took occasion to point out the merits of these goods and their superiority over the imported article, thinking to assist you in making sales.

Last week we discussed with you our second highest grade of Peas—the Sweet Wrinkle, and we trust that you have put some of these Peas into stock, if you did not have them before.

This week we call your attention to our Early June Peas. Our Early June Pea costs you only a trifle more than the ordinary Standard Pea. At the same time it gives you a larger margin of profit.

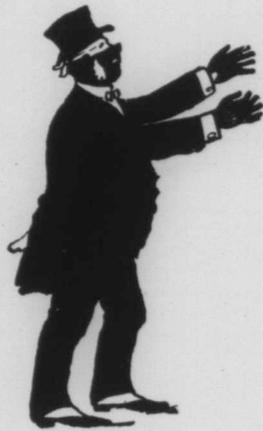
As we mentioned last week, our aim in Packing Peas is to produce an article which when opened will present a bright, clear liquor, Peas evenly graded, uniform in color, tender, sweet and attractive in appearance.

While our Early June Peas are, of course, not as fine as our Sweet Wrinkle Peas, they are of excellent quality, and are good enough for the most fastidious. Do not forget to impress upon your buyers that our Canned Peas are preferable to fresh Peas, as they are thoroughly sterilized, and are absolutely pure.

Do not forget our brands, viz.: “Aylmer”, “Log Cabin”, “Horseshoe”, “Auto”, “Little Chief”, “Lynnvalley”, “Maple Leaf”, “Kent Lion”, “Thistle”, “Grand River” and “White Rose”.

Yours respectfully,

CANADIAN CANNERS, Limited



Don't be blindfolded or grope around in the dark!

Don't be led astray by specious arguments in buying your teas; judge for yourself and buy what will please your trade and hold.

Japan Teas

are absolutely the Purest, Cleanest, Sweetest and Healthiest Teas for your best trade.

CANNED GOODS

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

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

Also Quaker Midget Peas, 82 1/2 c. Doz.

F.O.B. Kingston.

Terms : 30 Days.

GEO. ROBERTSON & SON, - KINGSTON, ONT.

Your customers' interests are your own—
sell them the best goods.

The hold that **Magic Baking Powder** has taken on the public is simply **marvellous**, an increase of nearly **200** per cent. last year; this in the face of the large number of baking powders on the market proves clearly that



(The Light of the Kitchen)

FOR SALE BY ALL JOBBERS.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

Toronto, Ont.

Chicago,
Ill.

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

Magic BAKING POWDER

is the popular
Canadian powder.

*Do you
handle it?*

*If not, order
trial lot.*



This is a day when the grocer who is resolved on selling only "pure foods" is building about him a trade of the enduring kind.

STERLING BRAND RELISHES

can always be recommended as meeting the highest ideals in this respect.

Ask your Jobber for Sterling Brand Pickles and Relishes.

The T. A. LYTLE CO., Limited

TORONTO, Can.

CANADA'S GREATEST PICKLE FACTORY

Don't Get the Wrong Idea!

Because we are everlastingly talking up the matchless quality of "Salada" Ceylon Tea, don't get the idea that "talk" is the sum and substance of our plea—

Think a moment—Then ask yourself whether it would have been possible for us to have established the enormous sale that "Salada" now enjoys unless the quality and value was decidedly out of the ordinary—

That's it!! Noticeably Unlike all Others 

14,000,000
Packets
Annual
Sale

WHOLESALE TERMS AND SAMPLES
on application to "Salada." Toronto and
Montreal



BLACK, MIXED OR GREEN

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

Ask and Get "RAYON D'OR"

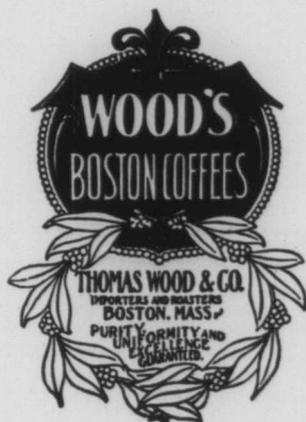
GROWN, MANUFACTURED, PACKED BY

MENGERT, GAGNOLI & CIE, BARRI, LUCCA, NICE.

Formerly SUAUT & CIE.

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

Your Best Investment



So great is the demand for Coffee that the households in which it is not found form the exception.

It ought to give the Grocer his most profitable trade.

It can be made to do that.

To him who understands his community, great opportunities are offered.

We quicken the business and promote the interests of all who adopt

WOOD'S COFFEES

as their standard.

Canadian Factory and Salesroom:

No. 428 St. Paul Street - - MONTREAL

MAPLE SUGAR

Largest Exporters of
**PURE
BEAUCE COUNTY
SUGAR**

D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA



THEY
Sell
Well

Show
a Nice
Profit.

Give
Satis-
faction.

WHY?

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



IN
QUEST
OF
GOLD?

—then sell

**Paterson's
Camp
Coffee
Essence**

Please your trade and
bank your profits.

ROSE & LAFLAMME,
Agents, Montreal.

RI STOV

Stove Pol
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Coffee

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CH

Tea
Trut

RISING SUN Want Nothing Else AND PASTE STOVE POLISH STOVE POLISH

Stove Polish in cakes, or **SUN PASTE** Stove Polish in tins. These goods are both put up under the well known trade mark of the **RISING SUN** which has had a world wide reputation for years. Families use them for generations without ever thinking of another brand. With increasing sales the **RISING SUN** sells on.

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

CHASE & SANBORN'S High-Grade Coffees

are made from the choicest growths—nothing else—

They cost a little more to produce than ordinary

Coffee—but are worth twice as much to both grocer

and consumer.

Chase & Sanborn

The Importers, - MONTREAL

There's a pleasure in pleasing, and a profit, too, isn't there? But if the teas you carry are not the kind that satisfy, your willingness to please is of no avail, is it?
Just the reason why you should be careful to **always have** a stock of

Tea **Blue Ribbon** Pleased
Truths **Ceylon Tea** Customers

in your store.

Red Label line is a 40c. marvel. It's a Trade Builder.

THE CANADIAN GROCER

New Crop

SHELLED WALNUTS

We Can Sell You

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO



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

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

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

Retails at 10c. pkge.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

OUR PLATFORM

FOR **REINDEER MILK
JERSEY CREAM**

Reliable goods—the best product from the purest material.

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

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

The interests of the retail trade well looked after.

EVERY CAN ABSOLUTELY GUARANTEED

The above applies equally to

**REINDEER COFFEE
REINDEER COCOA**

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

D A T E S

Hallowees

Sairs

Fards

ANOTHER SHIPMENT JUST TO HAND

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

Are You Selling
Mother's Favorite
"MELAGAMA" Ceylon Tea?

The **BEST SELLER** on the market.
The **BEST QUALITY** on the market.
The **BEST PROFIT** of any package **TEA** on the market.

If you have not already "Melagama" in stock send for a sample order and market that which is most profitable. See our quotations on the last page.
Don't forget we are headquarters for (Bulk Teas) in any quantity and all varieties. Let us know your requirements.

MINTO BROS., - - TORONTO



RETURNED

26 1906

W. S. C.
W. S. C.



LARGEST SALE
IN THE
WORLD

"The favorite in the Mother Country; the idol of her Colonies."

HOLBROOK'S
GENUINE
Worcestershire
SAUCE

is made in England ONLY, and answers a long felt want in Canada.

"A genuine Worcestershire at a popular price."

25c. per bottle

Case lots (6 dozen) \$2.15 dozen, freight paid to any Station.

WE CHALLENGE COMPARISON

HOLBROOK'S LIMITED, Canadian Branch: **28 Front St. E., TORONTO**

**FLAKED
WHEAT**

The distinguishing feature of
**Greig's White Swan
Flaked Wheat**

is the large, thin flakey flakes that make it so vastly different from any other wheat produced in Canada.

No attempt is made to compete in price with ordinary kinds of rolled wheat, as there is no comparison in quality. It stands in a class by itself and readily commands its price from particular people.

All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times.

Samples and quotations will be cheerfully furnished.

The Robert Greig Co., Limited
White Swan Mills
Toronto

NEW GLASSWARE

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

Large assortment of Gold and Plain Glassware always in stock.

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

Redpath

IS
CANADA'S STANDARD
FOR
REFINED SUGAR

Manufactured by
**THE
CANADA SUGAR REFINING CO.**
LIMITED
Montreal

Purnell's Sauce

England's Most Popular Worcestershire



*Samples and Prices
from our Agents:*

- Strang & Co., Fort Street,
Winnipeg.
 - A. J. Hughes, Notre Dame Street,
Montreal.
 - C. E. Jarvis & Co.,
Vancouver, B.C.
 - J. Westren, 630 Ontario Street,
Toronto.
 - R. Jardine,
St. John, N.B.
 - H. Haszard,
Charlottetown, P.E.I.
 - Bickle & Greening,
Hamilton.
- ESTABLISHED 1750**

Your Bank Account

The class of trade you win with "Standard Goods" is made up largely of folks who pay their bills and pay them promptly too. "Standard Goods" are just about the same thing as having money in the Bank. You can always sell "Standard Goods" for their full face value—one hundred cents on the dollar.

Windsor Table Salt

is as standard as sugar, potatoes, or flour. It is the salt of quality, through and through. It attracts and holds the best class of trade in all Canada to the retail grocer's store. Think of your bank account—increase it by selling Standard Goods that are wanted and bought by *the class of trade that always pays its bills.*

Windsor Salt is always all salt.

THE CANADIAN SALT CO, Limited,
Windsor, Ont.

THE WISE GROCER

WILL APPRECIATE THE ADVENT OF

BLUE — BELL — TEA

In Fancy 3 and 5-lb. Canisters.

Red Label Green Label Blue Label
SELLS AT
30, 40 and 50c. lb.

We can confidently say these are the best values on the market. — The package will sell them.

Will be pleased to send you samples upon request.

THE **EBY, BLAIN CO.,** LIMITED
Wholesale Tea Importers TORONTO

ROWAT'S PICKLES and OLIVES

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

AGENTS :

Snowden, Forbes & Co., 449 St. Paul St., Montreal.
H. R. Silver & Co., Halifax, N.S.
F. H. Tippet & Co., St. John, N.B.
Reginald Lawson, Union Bank Bldg., Winnipeg, Man.
G. E. Jarvis & Co., Flack Block, Vancouver, B.C.



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.

PRODUCE DEPT.

Choice Butter, Eggs, Poultry, etc.

MONTREAL PACKING CO. Limited

MONTREAL, Canada

Don't Starve Your Business

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

THE CANADIAN GROCER is just the tonic your “system” requires.

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

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

The Canadian Grocer,

Montreal - Toronto - Winnipeg



S. H.



IF A
for \$10, give hi
him with \$10, a
if he buys a
off a ten-cent
his purchases
BOOK. NO
KICKING. Th
but why not
free sample.

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

W. P
19 Cas

Analyst
Advice re
facture a
chemistry





"PRINCE OF WALES"

MOCHA AND JAVA COFFEE

Packed in 1 and 2-lb. Tins

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

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



Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look 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.

OAKY'S 'WELLINGTON' KNIFE POLISH

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

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.

Manufacturers' Agent

is open for a few good lines.

HIGHEST REFERENCES

E. H. PEACE - Vancouver, B.C.

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

VICTORY DINNER RELISH



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

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

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

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.

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Granulating 2 lbs. per minute.
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Capacity of Iron Hoppers, 5 lbs. of Coffee.

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This space \$15 per year.

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

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Would you like to have your accounts always ready to render, Mr. Retail Man? If so, this is the system you are looking for. We cannot here explain its many points. If you are interested, write us for further information.

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

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

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



Tear off here and mail to us today

N. C. R. Co.
Dayton Ohio

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

Name

Address

No. of men



Walker Bin Interior.

CONSIDER THE LOSS

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

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

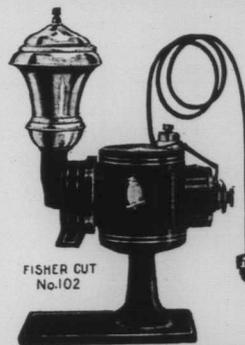
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Beats gas, electricity, or coal oil. Satisfaction guaranteed. Catalogue on request.

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Granulates 1-lb. of Coffee a minute.

Pulverizes $\frac{1}{2}$ -lb. of Coffee a minute.

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

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

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

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

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HALIFAX N
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IT PAYS

to carry the articles people are asking for even though you don't think the articles are in your line.

SYRUP OF MALT

A COUGH CURE

EXTRACT OF MALT

A TONIC

are much sought. Why not this trade?

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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

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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!

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Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

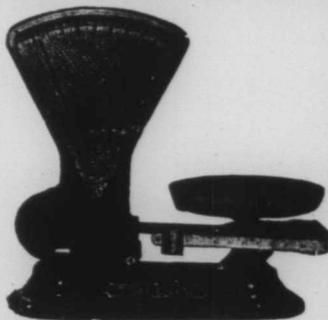
A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.



THE STANDARD COMPUTING CHEESE CUTTER

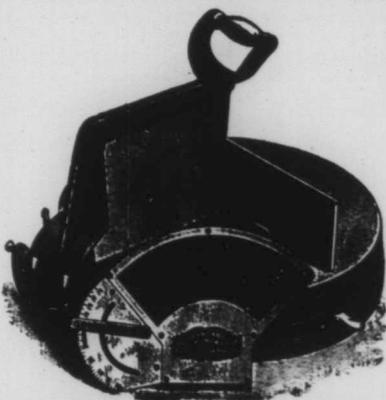
THE CHEAPEST and BEST

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

Every grocer can afford it.

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Write for Folder, Price and Terms.



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

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Montreal

Syrup sells fast these days

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

Aurora Brand Corn Syrup

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

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

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

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS
HAMILTON

Behring Sea Cod

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

Barbados Syrup

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

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, ONT.

Phone us at our expense.



TWO BIG SELLERS

Maple Cream Hearts

Twin Block Pure Maple Sugar

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

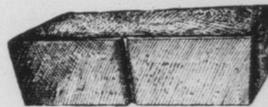
Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

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

Price per Case - **\$3.00**

Profit to Retailer in one

Case - **\$1.00**

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.

**MYERS' HORSE and CATTLE SPICE
MYERS' POULTRY SPICE
MYERS' HOG POWDERS**

We are able to offer the trade an unusually attractive proposition on these goods.

Did it ever occur to you it is the small side lines that pay the big profit, and pay to be looked after?

These are lines that are selling every day, that a full range can be carried of for small outlay, and show a handsome profit.

Our travellers have full particulars. If they don't call on you drop us a line or phone us.

**JAMES TURNER & CO.
HAMILTON**



PERRY'S

English Worcestershire

SAUCE

*For any soup requiring zest,
Perry's Sauce is always best.*

Taylor & Pringle Co.
Limited

OWEN SOUND

Sole Agents in Canada for **Perry's English Worcestershire Sauce.**

Also Manufacturers of the famous **Queen Quality Sweet Pickles**, for sale at all Grocers.

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BRAND

The Sign of Purity

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

Wagstaffe Fig and Lemon Marmalade
IN GLASS, IS DELICIOUS

Phone 596, our expense, for particulars.

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

DOMINION GROCERS' GUILD INQUIRY

Proceedings before the Court at Hamilton, by our special reporter.

The preliminary investigation into the charge of conspiracy in restraint of trade against seven leading members of the Wholesale Grocers' Guild had another inning before Magistrate Jelfs at Hamilton on Thursday and Friday of last week. The two days were occupied by Crown Attorney S. F. Washington, K.C., in reading letters written in 1898 and 1899 by the late W. H. Gillard, then president of the guild, and H. C. Beckett. These were contained in a single 1,000-page letter book, and in conclusion the Crown Attorney read some passages from the annual reports of the guild. The case was then adjourned for a week.

The sessions were not exciting. Sometimes the magistrate would doze, and most of the time some member of the little audience was enjoying a snooze. The Crown Attorney wore his throat out and had to call upon his colleague, John G. Farmer, to continue the reading. The legal talent present for the accused guild members were E. F. B. Johnston, K.C., Edmund Bristol, M.P., Wm. Lees and E. H. Ambrose. The magistrate did not require the presence of the accused, but when the session opened Lieut.-Col. John I. Davidson, T. Kinnear, J. F. Eby and Geo. E. Bristol were present. They soon became tired or disinterested and left the game to the lawyers.

It will be remembered that when the inquiry began a month ago, Mr. Washington stated that the books and documents had only come into his possession and he had not had time to examine them and did not know what they contained. After the four weeks adjournment he resumed with a short address to the magistrate, stating what he proposed to prove against the guild.

Crown Attorney's Promise.

"It was stated here at the former session," he said, "that there never had been a single agreement previous to the equalized rate book. We will show there was. We will also endeavor to show that this guild interfered with other people in purchasing goods; that they entered into cast-iron agreements for purchasing goods and these agreements were strictly enforced. Men who had been purchasing from the manufacturers and refiners were cut off in purchasing their supplies because not what the guild arbitrarily designated 'wholesale grocers'."

"We will show that this organization has spread throughout the Dominion until 90 or 95 per cent. of the wholesale trade are banded together to carry out the objects of the guild, and that they have obtained hard and fast contracts with the sugar refiners, manufacturers of tobacco, salt, jam, pickles, canned goods, wooden ware and a score more, and the object of the price committee formed by this organization is to bring into the same relations all manufacturers."

The Law as it Stands.

It may help to understand these proceedings to give here the clause of the Criminal Code under which the indict-

ment against the members of the guild is laid. It is as follows:

"Everyone is guilty of an indictable offence and liable to a penalty not exceeding four thousand dollars and not less than two hundred dollars, or to two years' imprisonment, or, if a corporation, is liable to a penalty not exceeding ten thousand dollars and not less than one thousand dollars, who conspires, combines, agrees or arranges with any other person or with any railway, steamship, steamboat, or transportation company—

"(a) to unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce; or

"(b) to restrain or injure trade or commerce in relation to any such article or commodity; or

"(c) to unduly prevent, limit or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the price thereof; or

"(d) to unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity or in the price of insurance upon person or property.

"2. Nothing in this section shall be construed to apply to combinations of workmen or employes for their own reasonable protection as such workmen or employes."

Unreasonably and Unduly.

The clauses affecting this case are (b), (c) and (d). In (c) the words "unduly" and "unreasonably" are used as safeguards in defence of reasonable trade organization, and in clause (d) the word "unduly" is used to the same end. But in clause (b) the prohibition is sweeping, "to restrain or injure trade or commerce," and no qualifying word is used.

One main object of the Grocers' Guild was to direct trade in the well defined channels of wholesaler and retailer. Whether or not that comes within the meaning of the word "restrain" is for the court to decide. As to prices, the question is, were they "unreasonably" enhanced?

To return to Mr. Washington, he produced the guild letter book of '98 and '99 and said he would inform the court of "the aims and objects of the guild in its infancy."

A Technicality.

"You have not shown that these gentlemen had any knowledge of these letters," objected Mr. Johnston. "You cannot read letters without showing that the defendants are connected with them. It is true that in matters of conspiracy very wide latitude is allowed, but you must not prejudice the case against these men. Many of these letters were written by a man dead some years. Your worship knows there can be no agency in alleged crime. Take even a

civil case, evidence of this kind would not be admissible for a moment. Those letters were written without our cognizance or permission. My learned friend's case is not ripe for the letters if at any stage they should be admissible. These men are not charged as a corporate body or as members of a corporate body; they are charged as individuals."

Mr. Washington—"My learned friend doesn't seem quite as anxious as he was a month ago to facilitate the investigation."

Mr. Johnston—"Oh, yes, I am. Don't misunderstand me."

"Most of these letters were written by the late Mr. Gillard, for a while president of the guild," said Mr. Washington. "Anything that any of these men says or writes is evidence of conspiracy. It was held in the plumbers' case in Toronto that what any of the members said or did was evidence and so admitted."

The magistrate—"I will admit the letters and leave the higher court to sift the objection."

Before the Law was Changed.

When Mr. Washington had got through about 100 pages, Mr. Johnston objected to the letters on the further ground that they were all written prior to the amendment of the Criminal Code in 1901, the last date in the book being, in fact, May, 1899.

"Under no circumstances can these letters be evidence against the defendants," said he. "They were written in 1898 and 1899 when the law was very different, in fact was the converse to what it is to-day. The Criminal Code Amendment Act was passed in 1901. What took place before 1901 has no bearing on this case. There is no law in existence to-day of which these matters could be a contravention. Acts that under the then condition of the law were innocent are not applicable now."

"But if they kept on after the law was changed," suggested the magistrate. "Let the higher court decide. I might be throwing out the only means of getting the required evidence."

The Guild Letters.

The letters dealt wholly with the efforts of the guild officers in 1898 and 1899 to establish its regulations and the equalized rates book for sugar. That book was evolved by H. C. Beckett in the Summer of 1898, and the system came into operation in October. Sugar and tobacco were the only articles touched upon in the letters. In all four or five hundred letters were read. The various difficulties that beset the guild officers and their method of dealing with them are illustrated in the letters and extracts here given.

The Kingston Difficulty.

On January 14, 1898, W. H. Gillard, then president of the Dominion Guild, wrote to T. M. Cutler, secretary of the Acadia Sugar Refining Co.:

"Messrs. G Kingston, hav in the sugar composed of Toronto, Mr. Macpherson, ed Kingston fortunately although he were coming. carefully int and learned t of his neigh they might e perience of says he doe again. He be ciple of havi join if we co of the other least two r Rigney & H Robertson e McRae, but get Mr. Rob the two ret taken off th

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"Messrs. Geo. Robertson & Son, of Kingston, having refused to join with us in the sugar agreement, a deputation composed of Messrs. Blain and Ince of Toronto, Mr. Hughes, Montreal, and Mr. Macpherson, Hamilton, and myself visited Kingston on Wednesday last but unfortunately found Mr. Robertson away, although he had been notified that we were coming. However, we inquired very carefully into the cause of his refusal and learned that he had no faith in some of his neighbors keeping any agreement they might enter into. That was his experience of the old agreement and he says he does not want to be caught again. He believes, however, in the principle of having an agreement and would join if we could get your help and that of the other refiners in striking off at least two retailers in Kingston, viz., Rigney & Hickey and A. McLean. Mr. Robertson complains also of Carsel & McRae, but I think possibly we could get Mr. Robertson into the agreement if the two retail firms just mentioned were taken off the list of direct buyers.

"I find that Rigney & Hickey are buying or have bought from the Canada Refinery and when I saw Mr. Watson in Montreal on Thursday he said he would take this firm off their list of customers and if your firm would do the same with McLean I think possibly we could get Geo. Robertson & Son to come in. We have not made this proposition to Mr. Robertson, but from what his manager said I am in hopes that this will satisfy Mr. Robertson.

"If, therefore, you would be kind enough to give this your consideration and let me have your reply as soon as possible I shall be very much obliged.

"Of course if Mr. Robertson will not come in even should these two firms be struck off, they can remain on the list of the refiners as at present if you so wish.

"All the other merchants in the provinces of Quebec and Ontario, that is from Montreal west, have signed the agreement and are extremely anxious to get Kingston in, as otherwise it might upset the whole agreement. In fact, some of the Montreal wholesale merchants say they are not coming into any arrangement unless Kingston comes in.

"Kindly help us all you can in this matter, as it is certainly in the interests of the refiners as well as the wholesale trade."

Canadian Grocer Told Too Much.

The Canadian Grocer's activity in keeping the retail trade informed of what was going on was a source of considerable uneasiness to the guild officers. President Gillard on January 28 wrote to Hugh Blain, Toronto, as follows:

"I presume you have read the article in The Canadian Grocer, page 15, of this week, headed 'Proposed Sugar Agreement.' I am really surprised at the lack of judgment on the part of the editor of this paper in writing such articles. He must or ought to know that articles of this kind are most damaging to the wholesale trade by unsettling the minds of the retailers and creating a lot of unnecessary friction in the trade.

"It has been our policy always to keep matters pertaining to our guild as private as possible and there is no reason whatever why everything that is done by them should be advertised and made known to the retailer.

"As you know, everything is being done to have this sugar agreement settled and not a day has been lost on my part to get the thing into shape. I am in hope now in a few days of getting the refiners to help us in our Kingston trouble.

"I received your letter some time ago agreeing with me that the editor of The Grocer should consult a committee in Toronto before giving quotations or putting articles pertaining to our guild in The Grocer.

"I hope you will take some action at once in this matter so that we may be relieved from such unpleasant articles in the future.

"Wholesale houses in Canada so far as I know have been doing their best to introduce The Canadian Grocer into the hands of the retailer, but if they are going to disregard the patronage of the wholesale trade, as they appear to be doing, of course the good feeling that has existed in their interest heretofore will naturally be lessened and they will suffer in the end."

Everything Leaked Out.

Another letter on the same subject was written July 12 by H. C. Beckett, Hamilton, to Col. John I. Davidson, Toronto. It ran:

"It has occurred to me (I have not mentioned it to anyone but yourself) that in view of the many objectionable items that have appeared in The Canadian Grocer from time to time touching upon our arrangements, which are strictly the business of the wholesale grocer and not for the retailer, possibly in the next issue of The Grocer we may see some explanation of our present arrangement that will not do any good so far as the retail trade are concerned, but may have the effect of creating the impression amongst the retail trade that the Wholesale Grocers' Guild are working together in the nature of a combine on the sugar arrangement.

"I mention this for the reason that nearly everything we do seems to leak out and get into the hands of The Canadian Grocer. I thought, therefore, that if some of the Toronto trade would wait upon the Toronto editor of The Grocer and prevent if possible the publication of anything that might injure our cause, now is the time to do it, for if anything is said it will likely be in the next issue which is published Friday. It is a mystery where they get all the information they secure. There seems to be a leak some place, but knowing their methods, to publish everything they can get hold of whether it benefits the wholesale trade or not, I would venture the suggestion that the matter is worthy the attention of the Toronto trade."

Not Taking Chances.

President Gillard wrote to T. Kenny & Co., Sarnia, Feb. 10:

"I have received your favor of yesterday with sample of dark sugar which, upon examination, appears to me to be 'raw.' If I am correct in this there is nothing in the sugar agreement preventing you selling it at any price you like.

"At a meeting of the trade here this evening, at which I submitted the sample, they were all of the same opinion—that it is 'raw.' Of course if it is refined, and you know it to be so, you cannot sell it under the price of the

lowest Canadian yellow, viz., 3 11-16c. One or two of the London houses have some imported refined yellow about as dark as yours, which they have agreed not to sell under 3 11-16c.

"If your reply should not agree with my ideas as to its being 'raw' sugar, I will again submit the sample to the Toronto, Hamilton and London trade, but I fear that no concession can be made, as one or two of the London merchants have some very dark colored refined. I have not seen their sugar, but am told by a gentleman who did that they are about as dark as yours. In order to preserve the sugar agreement in its entirety, and without risking any friction, you must not sell your lot at a lower price in the meantime at any rate."

Sugar Held Sway.

On April 5 Mr. Gillard wrote to Lieut.-Col. Davidson, stating that F. W. Humphrey had made an allowance of 10c. a hundred, instead of 4c., for freight to Fergusonvale. He added:

"Then, of course, you will remember the discount that Humphrey is giving on tobacco, viz., 3 per cent. Of course we have no absolute control over tobacco discount, but if Mr. Humphrey is to enjoy the privileges of the sugar agreement he must comply with all the regulations of the trade, or it will be our duty, I think, to see that his supplies direct from the sugar refiners are cut off."

Rebate System.

Mr. Gillard wrote on May 9 to Theo. Labatt, vice-president of the St. Lawrence Refining Co.:

"I feel that the trade have your full support in their endeavor to maintain their sugar agreement, which I am pleased to tell you is, so far, working admirably in the west, with a very few exceptions. I have, however, some fears that unless the rebate system is shortly put in operation our Montreal friends will become impatient and may invade our territory at cut figures, and I am therefore waiting anxiously to hear that you are prepared to complete the proposed agreement on this basis."

Foreign Competition.

Mr. Gillard wrote to T. H. Macpherson, M.P., on May 17, 1898:

"I learned to-day that T. B. Greening & Co., of this city, have decided to go into the sugar business and have already given an order for a lot of foreign granulated. As they are outside of our sugar agreement their idea, no doubt, is to use this article as a lever to sell their teas, which will, as you can see, be a very dangerous competition, and which we must at once take steps to counteract, for if we allow them to get a foothold with the trade others will follow, and all our efforts to secure a legitimate margin on this article will be lost and the trade will again have to fall back into the Slough of Despond from which they have been so desperately struggling to escape, unless the Government come to their aid with a larger share of protection to our manufacturers against bounty-fed sugars. I do hope, therefore, that you, knowing the situation, will use your full power and influence with the Ministers

to assist the trade against this ruinous foreign competition.

"In appealing to the Government through you for their serious consideration of the question, I voice the sentiments of the whole grocery trade of Canada, both wholesale and retail, neither of whom seek nor expect to make a profit on this great staple more than sufficient to cover the risk of handling and distribution, but they do most earnestly hope that something can be done to cure the great evil of selling at cost, or even at a loss."

Just a Slip.

Homer nods and even Gillard & Co. broke the rules, as the following letter of June 25, from Mr. Beckett to Geo. E. Bristol, evidently in reply to a complaint, shows:

"We had been giving 10 days extra on carload lots of sugar and thought we had a right to, but turned up the last sugar agreement (Oct. 11, 1897) and it distinctly states that the terms are thirty days or 1 per cent. off in ten days from date of shipment, and 7 days extra time may be allowed on shipments from the Acadia Refinery. (This is clause 11)."

Retailers on the List.

H. C. Beckett, on July 2, 1898, wrote as follows to Galbraith, Walmsley & Co., Belleville:

"The majority of the wholesale grocers are members of the Wholesale Grocers' Guild and, like yourselves, are all anxious to make a profit on sugar. They object to large retailers being sold to direct by the refiners, and these are matters that will be discussed in Montreal. The present sugar arrangement is difficult to work out, I understand, and some different method will have to be adopted so that it will be clear to every wholesale house.

"I cannot post you better on the present arrangement than by sending you copies of all circulars that have been sent to members of the Wholesale Grocers' Guild. The secretary of the Dominion Guild being in Toronto, I am not certain whether your firm are members of the guild or not. Although having a list of the direct buyers from the refiners, I hesitate sending out lists to those not members of the guild for fear that I might in error supply some retailer who is a direct buyer with the refiners' terms of sale to strictly wholesale houses. The wholesale trade object to refiners selling direct to merchants who are not strictly wholesale, and this matter will be discussed at the meeting in Montreal."

In the Olden Time.

Light on the former sugar situation is thrown by the following extract from a letter by Mr. Beckett on August 10 to W. G. Craig, Kingston:

"I may say that the present system of selling sugar is not satisfactory to the trade, and that at a recent guild meeting in Montreal a resolution was passed to direct the attention of the refiners to the same. Beg to say that the matter is now in the hands of a committee and there is an excellent prospect of the sugar business being placed on a basis that will at least cover the cost of handling the goods."

Negotiating With Refiners.

Mr. Beckett on Aug. 24th wrote to Gilmour & Co., Brockville, as follows:

"The guild is now trying to arrange with the various manufacturers whose goods are not listed at any retail price to get them to fix a retail price for their goods and leave a sufficient margin between the retail and wholesale prices to make it profitable to handle the article. The members of the guild have heretofore agreed upon prices themselves, but the jobbers not all being members of the guild it was sometimes difficult to avoid friction. If, however, the manufacturers took this matter up and fixed the retail prices and refused to sell to any jobber who sells at less than manufacturers' prices we will be able to handle all staples at a fair margin of profit. These are questions that are under consideration and being worked on.

"The sugar question is also in the hands of a committee, and this committee is working out a system that will make it profitable to handle sugar or at least leave a sufficient margin to pay for the cost of handling the goods, which they do not get at present."

Making up the Rate Book.

Sometimes the guild felt the pinch of poverty. On Sept. 1 Mr. Beckett mentioned the matter to Col. Davidson and threw an interesting sidelight on the preparation of the equalized rate book. He said:

"Beg to advise that I am in receipt of a letter from Mrs. A. C. Gray (acting for Secretary Wills) to the effect that the guild funds have run out and that it will be necessary to make an assessment on the membership. I think, however, that it would be just as well to let the matter stand until Mr. Gillard gets home and until the wholesale houses have seen the necessity of chipping in to defray the expenses of the guild business. Undoubtedly the new plan on sugar will put thousands of dollars into the pockets of the wholesale houses, and they can well afford to meet any calls that may be made upon them.

"I have had the services of two of the Grand Trunk clerks for a month, working every night at the freight rates, and have kept them at it pretty hard to eleven and twelve o'clock every night, commencing at half past seven or eight, and I agreed to give them \$50. I don't think that the guild will object to this because, without their assistance, I could not have done the work, as the freight tariffs that have had to be gone through are fully a foot and a half thick, which will give you an idea of the work."

All Profit as Rebate.

Mr. Beckett wrote W. W. Watson, of the Canada Sugar Refining Co.:

"I feel that it will strengthen the system considerably if all the profit made by the wholesale houses is given in the shape of a rebate. It would prevent any outsiders buying from the refiners getting 6c. per 100 lbs. off and sacrificing his 2½ per cent. rebate and still being in a position to sell at a little less than merchants working on the equalized rates system, because, as I explained to you before, on less than carload lots it gives a margin of 11c. per 100 lbs. to work on, whereas, if the 6c. per 100 lbs. and 2½ per cent. rebate

were all given in the shape of a rebate it would prevent the possibility of any outsider buying sugar from refiners and defeating the objects of the system.

"This is an important matter, and it seems strange to me that the Montreal trade should desire to leave a point like this open, and afterwards go to the refiners and ask them to adopt a plan if it was discovered that competition of outsiders made it necessary to give the 2½ per cent. rebate and 6c. per 100 lbs. all as a rebate. I think it would be far better to adopt the plan of giving the 6c. per 100 lbs. and 2½ per cent. all in the shape of a rebate, because then there would be no inducements held out to outsiders to try and break up the system.

"In working out a plan like this it is necessary to give it every fair chance possible and not set obstacles in the way of its success, and I think if an outside wholesaler can buy from the refiners and, getting the sugar at 6c. per 100 lbs. less in 250 barrel lots, with the intention of losing his discount and coming in competition with wholesale houses who are working on the system, it would be better to provide against such a contingency at the commencement of the system rather than adopt it a little later on."

Various Firms.

Writing to Col. John I. Davidson, of Toronto, on Oct. 1, Mr. Beckett said:

"With regard to Wallbridge & Clark of Belleville, Mr. Watson (of the Canadian Refining Co.) explained that this firm were their oldest customers and that they were retail and did no jobbing trade, but if they did Mr. Watson said he would write and explain the new system to them and state that they must not in future sell any goods to the retail trade (if they did a small jobbing trade) except on the basis of the equalized rates system, and Mr. Watson promised to look after this firm and give them full particulars and keep them posted. He said that he would take this firm under his own care.

"With regard to M. Carton, of Peterboro, it was admitted in Montreal that this man was strictly wholesale, and none of the delegates made any objection to the refiners selling him. He buys from the St. Lawrence, Acadia and Canada, and the refiners explained that any house doing a strictly wholesale business they could not refuse to sell that house.

"Messrs. Beattie & Co., St. Mary's: No objection in any shape whatever was made by the delegates to the refiners selling this firm, although it is known that these people have a retail dry goods and retail grocery establishment and a wholesale grocery establishment. They have, however, always observed the terms and have not made any trouble in regard to the terms, except that under the old system, it was difficult to make any profit on sugar in St. Mary's, but under the new system it will not make any difference.

"With regard to Telfer & Long, that was finally discussed and settled with the refiners when in Montreal.

"The refiners expressed a willingness and were quite anxious to satisfy the trade in every way possible, all cutting off all the firms they could; but there were such firms as these mentioned that they said it would not be possible to

cut off. If it without crea out providin break up th they would l it was felt to which y direct buyer it would b them just a the system

A Mr. Becke M. Cutler, ing Co.:

"We are l Mr. Lumbe know, has a own show, quences to trade in ger lard stating with the te business by quote f.o.b. could easily price and p he sends wants to a If 99 per c out the ref can do with refiners to carries out get any can't get al he would: Mr. Lumbe the refiners member of a cent tow getting up cost the tr: always read no doubt. I refuse to s the terms: rates book. ers, he will do just as kind. How the refiners the new pl. have no edges are it gets wo of two or further tro get any o information you will p gards sell assurance: will be ad

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ed a willingness s to satisfy the sible, all cutting ould; but there e mentioned that t be possible to

cut off. If they could have cut them off without creating any friction or without providing material with which to break up the equalized rates system they would have been glad to do so, but it was felt that in view of the houses to which your resolution referred being direct buyers for such a length of time it would be a mistake to antagonize them just at a time when we wanted the system to work perfectly."

A Case for Refiners.

Mr. Beckett on Oct. 11 wrote to T. M. Cutler, of the Acadia Sugar Refining Co.:

"We are having a little trouble with Mr. Lumbers. Mr. Lumbers, as you know, has always set out to run his own show, irrespective of the consequences to himself and the rest of the trade in general. He wrote to Mr. Gillard stating that he would not comply with the terms owing to his doing his business by circular and wanting to quote f.o.b. Toronto for his sugar. He could easily figure out the delivered price and put it on the circulars which he sends to his customers, but he wants to avoid this little extra work. If 99 per cent. of the trade can carry out the arrangement, the only way we can do with Mr. Lumbers is to get the refiners to inform him that unless he carries out the arrangement he cannot get any Canadian sugar, and as he can't get along without Canadian sugar he would soon be brought into line. Mr. Lumbers will have to be a case for the refiners to deal with. He is not a member of the guild. He will not pay a cent towards the expenses incurred in getting up the new system which has cost the trade over \$2,000; in fact he is always ready to make trouble. I have no doubt, however, that if the refiners refuse to sell him unless he agrees to the terms as laid down in the equalized rates book, and approved by the refiners, he will soon realize that he cannot do just as he likes in a matter of this kind. However the trade all feel that the refiners are with them in making the new plan a complete success, and I have no doubt that when the rough edges are worn off the new system and it gets working smoothly in the course of two or three weeks there will be no further trouble. In the meantime if you get any orders from Mr. Lumbers the information which has been supplied to you will put you on your guard as regards selling him unless he gives his assurance that the rules and regulations will be adhered to by him."

Must Expect Difficulties.

The sequel to that is contained in a letter of Oct. 17 by Mr. Gillard to Gilmour & Co.:

"I am pleased to say that so far as I can learn the plan is working successfully everywhere. Of course there are one or two kickers. Mr. Lumbers refused at first, but after he had been approached by the refiners he has seen that it is absolutely necessary to come in with us if he expects to make anything on sugar. The refiners are giving this matter their hearty support and, while we must expect some slight misunderstanding for the first two or three weeks on account of a great many houses who have not attended the meetings being unfamiliar with the system, it is only a question of a short time before everything will be working like clockwork."

Collecting the Cost.

Here is a sample of collecting for the cost of the equalized rates book and with it an explanation of the system. It is a letter from Mr. Gillard to M. Carton, Peterboro. After referring to the former unsatisfactory condition of the sugar business, he continues:

"The present system of selling sugar is the outcome of very lengthy discussions and negotiations with the refiners, which negotiations have been going on for some months. Deputation after deputation of wholesale grocers have waited upon the refiners to discuss this important subject, and a very large sum of money has been expended in completing the present system. An assessment of \$100 has been made on most of the wholesalers and they have cheerfully complied.

How it Worked.

"At the request of the trade the refiners have endorsed the present system of selling sugar and the trade have agreed not to handle foreign refined goods. When the refiners now sell to a wholesale grocer, as you know, they allow a rebate of 3c. per 100 lbs. in carload lots and a rebate of 6c. per 100 lbs. in 250 barrel lots. To all wholesale grocers who have not deviated in any way from the rules as laid down in the equalized rates book, and who have not sold sugar at less than the prices and terms as mentioned in the equalized rates book, and who have not bought and sold foreign refined sugar, the refiners will give a special rebate of 2½ per cent. This rebate, however, will not be given to any wholesaler who does not carry out these terms. The refiners only allow it to the wholesale houses that have observed the rules and that have not broken the prices. If any wholesale house breaks it it is not entitled to the rebate. After three months have expired the refiners will, upon receipt of a declaration from you send a check for 2½ per cent. of the amount of your purchase for the first month. At the end of the fourth month the refiners will allow you a rebate of 2½ per cent. for your second month's purchases, and so on, always keeping back two months. Understand that the refiners when selling you sugars do not agree to allow you a 2½ per cent. They say nothing about the 2½ per cent. on their invoice, and they will only give this special rebate under certain conditions and to houses who are prepared to carry out the terms of the new system.

Refiners Helped Collections.

"The refiners in endorsing the present system were aware of the fact that some jobbers were not members of the Wholesale Grocers' Guild, but it was their opinion that all jobbers who buy direct from refiners should contribute to the expenses of completing the present system. All jobbers, therefore, who will enjoy the special rebate are expected not only to observe the rules but are expected to pay their share of the expenses. If you are to be placed in the same position as the larger wholesale houses as regards buying you must have the books. It has cost over \$2,000 to prepare this work and print the books, and the small amount that you have been called upon to contribute is a mere bagatelle as compared with the advantages and extra profit you will

make. Compare your profit under the new system with your profit formerly. You will make on all your sales in Peterboro a profit of about 21c. per 100 lbs. on all sugar. Formerly you did well to make 1c., and the sugar competition was getting so bad that it would soon have had to be sold at cost.

"The refiners realized that it was necessary to do something. They had to contend with the competition of foreign goods and desired the wholesale grocers to give the preference to Canadian refined. The wholesale grocers agreed not to handle foreign refined if the refiners would adopt some plan by which the wholesale grocers could make a small profit. The refiners appreciated the fact that if they expected the sugar trade to be in a healthy condition it was necessary for the wholesale trade to make a little profit."

The Kingston Trouble.

Robertson & Sons, of Kingston, were a great trouble to the guild in 1898 and 1899. Here is part of a letter written Nov. 5, 1898, by Mr. Beckett to Craig & Co., Kingston:

"So far as Robertson is concerned, if the refiners are going to supply him with sugar and give him 6c. per 100 lbs. off and deliver to him at the special rate of 12c. in carload lots, it will give Robertson an opportunity of cutting under the rates at which we are all selling; but I do not think the refiners will give Robertson this 6c. per 100 lbs. and deliver to him at the 12c. rate. He has got to be firmly dealt with, and I feel certain that the refiners will not let Robertson be the means of breaking up a system which, when working properly, will be a great assistance to the trade."

All on a Level.

A wholesaler must needs charge a near-by customer cartage. Mr. Gillard wrote, Nov. 12, to Randall & Roos, Berlin, as follows:

"In Waterloo I understand that you deliver sugar to your customers' stores. The sugar arrangement does not permit of this unless you charge the buyers in Waterloo cartage equal to the cost of getting the sugar from the station to the customers' stores in Waterloo. You can readily understand that you would have an advantage over the outside houses by so doing, and it is not the intention of the sugar arrangement that any one should have an advantage. The only way you can do is to charge cartage of five cents per barrel when delivering sugar to customers' stores in Waterloo."

Getting In.

Mr. Gillard wrote to Fenwick, Hendry & Co., Kingston, Nov. 17:

"I received a letter to-day from Mr. McLean, applying for membership to the guild, and inclosing a letter from you recommending him. He cannot be admitted as a member of the guild unless he is strictly a wholesale merchant and has the consent of all the wholesale grocers in Kingston with the exception of Geo. Robertson & Son."

Authors of Trouble.

Mr. Gillard wrote to W. G. Craig, Kingston, Nov. 26:

"As the Montreal and western guilds are working in perfect harmony on the questions of sugar and tobacco, the

whole object of the meeting was the discussion of the Kingston difficulty and what action should be taken to meet the opposition of Geo. Robertson & Son, who are alone to blame for the entire trouble.

"The first article considered at the meeting was tobacco, and after an exhaustive discussion the unanimous opinion was that, although Mr. Macdonald has firmly refused to do anything to assist the trade in their efforts to establish uniform prices, one more effort should be made. Failing that there is no other way but to meet Geo. Robertson & Son on their own terms on the territory covered by them, which no doubt can be easily defined. The Toronto trade agrees to observe such an arrangement, and I think I can get Montreal to do the same.

"To throw the whole country open to these cut prices would do Kingston and Ottawa no good and would so demoralize the trade in these articles that there would be very little chance of getting it back again to its present shape even should we succeed in bringing Robertson to his senses by the plan proposed, which must be our united constant aim to do.

"With regard to sugars, it is felt that we can certainly make Robertson sorry for the position he has taken by so arranging freights that he will have to sell Canadian sugars at absolute cost or less, which he will hardly feel like doing very long, and will be anxious to get back into the fold. The refiners, I understand, have not given up hope of bringing him into line again."

Cut off the List.

The following letter was written by Mr. Gillard to Mr. Watson, of the Canada Refining Co., Nov. 20:

"Having regard to A. Beattie & Co., St. Mary's: A strong objection was being raised by a large retail house in Stratford, by name of the Barnsdale Trading Company, who were doing business in competition with Beattie & Company in the town of Stratford. Beattie & Company have one or more retail stores in Stratford, and the Barnsdale Trading Company complained very bitterly to the wholesale house of Geo. Wall & Sons, of Brantford, with whom they were doing business, about the refiners selling to Beattie & Company and refusing to sell to the Barnsdale Trading Company, they being retailers.

"Messrs. G. Wall & Son, of Brantford, wrote to the St. Lawrence Refinery Company giving their views on the matter and, as I understand it, asked the St. Lawrence people if it would be possible to stop selling to Beattie & Company, as they were not wholesale, and in fact were the only retail firm on the list of direct buyers from the refiners. It was pointed out to the St. Lawrence Refinery Company as I understand it, that Barnsdale Trading Company were entitled to any privileges that the refiners extended to Beattie & Company and I was informed by Mr. Lambe, the representative of the St. Lawrence Sugar Refinery Company that they had decided to discontinue selling to Beattie & Company.

Refused to Pay.

"I do not think that this action would have been taken so promptly had

it not been for the fact that Beattie & Company refused to have anything to do with subscribing to the funds necessary to carry out the equalized rates system. They claimed that it was entirely a guild matter, and they not being members of the guild refused to subscribe. They were asked by the St. Lawrence people, I believe, once or twice to pay up but they refused to do so and the complaint of Geo. Watt & Sons coming right at a time when they had refused to pay the call, and in view of the fact that a good excuse was necessary to get them off on account of their being retailers, I understand the St. Lawrence people decided to discontinue selling them.

"Now that Beattie & Company are not direct buyers, the refiners, as I understand it, will only quote them according to the equalized rates book.

"As the wholesale trade understand it the refiners will not quote carload lots or over to the retail trade or to any outside buyer at less than the rates as called for in the equalized rates book, allowing the rebate of 5c. per 100 lbs. for carloads.

Keeping Silent.

"I received a letter from W. G. Craig & Co., of Kingston, stating that the policy they are adopting with Geo. Robertson & Sons is to keep silence regarding sugar, and that this way of dealing with the matter they have good reason to believe has caused Robertson to be somewhat surprised. It is not what he expected, and Geo. Robertson & Sons are realizing that they are not such tremendous factors in the sugar deal as they thought they were.

"Messrs Craig & Co. state they are inclined to think that the policy should be continued for the present by all concerned. They state that Geo. Robertson & Sons claimed that the sugar arrangement will burst by the first of January. The Kingston trade also think that if the 6c. allowance were held back, along with the 2½ per cent., it would bring Robertson to time 'instanter.'

"At a meeting of the Toronto, Hamilton and London trade, held here last week, a resolution was passed to make the above suggestion to the refiners. The trade all know the reason the refiners have refrained from doing this, but if the refiners could see their way clear to keep this 6c. back then there would be no trouble in bringing Robertson into line."

Not All Their Own Way.

Mr. Beckett to Craig & Co., Kingston:

"I am pleased to see that Geo. Robertson & Sons are not having things all their own way, as they expected they would. The suggestion was made to the refiners by Mr. Gillard to hold back the 6c., and while they are not doing this at present they have taken another method, I think, which is equally successful, and which I will explain to you when I have the pleasure of visiting Kingston as early next week as possible."

Keep Them Guessing.

Mr. Beckett to Craig & Co.:
"The new equalized rates book covering the Winter rates have been distributed to the trade to-day, and all the Kingston houses have been advised

except Messrs. Geo. Robertson & Sons. Geo. Robertson & Sons, of course, know nothing about the new issue and your policy to preserve silence is undoubtedly a very good one. It will keep them guessing to know just what the rest of the trade are doing. Under the Winter freight rates Geo. Robertson & Sons will have more difficulty in meeting the quotations of their competitors than they had under the Summer rates and there will be less likelihood of their being able to make capital out of their present position."

The Great Majority.

Mr. Gillard to Charles Chaput, Montreal, Dec. 4:

"I am pleased to inform you that satisfactory assurances have at last been given by Mr. Macdonald that he will use his influence to assist the trade in their efforts to establish uniform prices and terms for his goods.

"With this assurance, backed by the cordial support of the other leading manufacturers, I trust that all difficulties with respect to this article will immediately disappear and that our friends east of Toronto will enjoy the same profit henceforth that we have had here and which the trade for years have persistently held to under many aggravating circumstances. They felt that notwithstanding the difficulties thrown in their way by the few who had no respect for the regulations of the great majority and their fellow merchants, it is better to suffer a slight diminution in sales than to do the whole tobacco business at cost or less. Had we not stood firm and induced every merchant and tobaccoist in Toronto and west to join in the arrangements we could not have presented so favorable a case to Mr. Macdonald, and would consequently never have succeeded in getting his consent to help us."

The Mighty Voice.

Mr. Gillard to W. W. Watson, of the Canada Refinery:

"I have to thank your company for supporting the trade by refusing to place them (Beattie & Co., St. Mary's) on the list of direct buyers on wholesale terms.

"Mr. Beckett left last night for Kingston to meet the merchants there and of Ottawa, to further educate them on the working of the equalized rates book system of sugars, which they don't even yet appear to quite understand. I hope that Robertson will soon realize that he is not so important a factor in the trade as he appears to think he is and that he will yet bow humbly to the mighty voice of the great majority."

The day after Mr. Beckett wrote to Mr. Watson, stating that Robertson & Sons did not like the indifferent attitude of the rest of the trade and was not having success with foreign sugars.

The Tender Mercies.

Mr. Beckett on Dec. 11 wrote to Craig & Co., Kingston:

"Mr. Beckett wrote you yesterday giving all the reasons why I thought it not wise to write to Robertson & Sons regarding tobaccos and sugars. We will have to leave him to the tender mercies of the manufacturers, and which I know
(Concluded on page 34.)



While Ontario first real snow were making f of Canada ref interests to ta convened by th discuss, and I ems with whi are met at th The minister gratefully him invitation. In the fruit secti no small num bers, members such, there we representing e minion. In ca der Mr. J. A presence at th ference sixteen conference wou to the broader portance.

Hon. Sydney

The Minister ing the chair this gathering the fruit grow terests of Can importance. received with both by the members of P considered it expected to fo ly.

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The followi Programme James, Ont. ; D. S. R. W. Star Father Burke Metcalfe, Har man, Kingscl Credentials-N.S.; Robt. Harold Jones

FRUIT INTERESTS CONVENE AT OTTAWA

While Ontario was experiencing the first real snow storm of the year there were making for Ottawa from all parts of Canada representatives of our fruit interests to take part in the conference convened by the Hon. Sydney Fisher, to discuss, and possibly solve, the problems with which the Canadian fruit men are met at the present time.

The minister had every reason to congratulate himself on the response to his invitation. In addition to the staff of the fruit section of the department and no small number of fruit growers, buyers, members of Parliament and the such, there were 19 accredited delegates representing every province of the Dominion. In calling the meeting to order Mr. J. A. Ruddick alluded to his presence at the last Dominion fruit conference sixteen years ago. The present conference would, he said, confine itself to the broader questions of national importance.

Hon. Sydney Fisher Takes the Chair.

The Minister of Agriculture on assuming the chair expressed the belief that this gathering of the leading spirits of the fruit growing and fruit handling interests of Canada would prove of great importance. Their opinions would be received with the greatest consideration both by the Government and by the members of Parliament in general. He considered it a privilege to preside and expected to follow the proceedings closely.

An essentially national gathering, Mr. Fisher characterized the conference. The problems of the separate provinces would be discussed in their several organizations, the questions of wider interest would be dealt with here and in a broad way. The matters for consideration would fall under three heads: (1) Problems of organization for national purposes; (2) problems of fruit transportation of foreign, provincial and inter-provincial trade; (3) legislation along the lines of the Fruit Marks Act.

The transportation problem, including cold storage, handling, rapid despatch, would demand their attention.

A difficulty in defining seconds in the grading of apples was admitted by the minister, but a difficulty which he hoped would be overcome.

The Fruit Marks Act had been intended to protect our trade in foreign countries, but it had been found difficult to secure evidence sufficient to ensure conviction. He hoped to secure amendments that would enable him to do this.

Committees Appointed.

The following committees were struck: Programme—W. H. Bunting, St. Catharines, Ont.; Dr. Wood, St. Johns, Que.; D. S. Manson, Winnipeg, Man.; R. W. Starr, Wolfville, N.S.; Rev. Father Burke, Alberton, P.E.I.; J. H. Metcalfe, Hammond, B.C.; J. C. Gilman, Kingsclear, N.S.

Credentials—Ralph Eaton, Kentville N.S.; Robt. Brodie, Westmount, Que.; Harold Jones, Maitland, Ont.; W. J.

Brandrith, Ladner, B.C.; A. E. Dewar, Charlottetown, P.E.I.

Resolutions—Martin Burrell, Grand Forks, B.C.; M. Pettit, Winona, Ont.; G. C. Miller, Middleton, N.S.; J. M. Fisk, Abbotsford, Que.; A. E. Dewar, Charlottetown, P.E.I.

Delegates and Officials Present.

The credentials committee found the following delegates duly accredited:

Ontario—Harold Jones, Maitland; Elmer Lick, Oshawa; F. G. Stewart, Homer; W. H. Bunting, St. Catharines; M. Pettit, Winona; A. E. Sherrington, Walkerton; A. W. Peart, Burlington; W. D. A. Ross, Chatham; P. W. Hodgetts, Department of Agriculture; H. L. Hutt, O.A.C., Guelph.

Nova Scotia—Ralph Eaton, Kentville; G. C. Miller, Middleton; R. W. Starr, Wolfville; S. C. Parker, Berwick; B. W. Chipman, Department of Agriculture; F. C. Sears, A. C., Truro.

Quebec—G. Renaud, La Trappe; Robt.

J. Brandrith, Ladner; Martin Burrell, Grand Forks; R. M. Palmer, Department of Agriculture, Victoria.

There were also present the following members of the departmental fruit staff: Prof. Saunders, Experimental Farms, Ottawa; A. McNeil, Ottawa, chief inspector; Inspectors P. J. Carey, Toronto, A. Gifford, Meaford, J. F. Scrivener, Montreal, F. L. Dery, Montreal, E. H. Wartman, Montreal, G. H. Vroom, Middleton, J. J. Philp, Winnipeg, Maxwell Smith, Vancouver; also W. J. Farley, Trenton; L. Woolverton, Grimsby; R. J. Graham, Belleville; E. D. Smith, M.P., Winona; A. S. Chapin, Toronto.

Statistics and Fruit Crop Reports.

This subject was introduced by Mr. A. W. Peart, of Burlington, who moved a resolution asking for more detailed statistics from the provincial governments, and from the Dominion Census Department, in regard to fruits. Mr. Peart had prepared a mass of statistics from which he gave excerpts to the effect, among other things, that Canada had in 1901 over 21,201,239 fruit trees, of which 11,000,000 were in Ontario, 3,000,000 in Quebec, 2,300,000 in Nova Scotia, 360,000 in Prince Edward Island, 567,000 in British Columbia, 63,600 in Manitoba, and 9,405 in the territories. He estimated their capital value at about \$73,191,115 and their annual return \$10,295,000.

Mr. Gilman, of New Brunswick, was strongly in favor of the resolution. New Brunswick had not the organization existing in Ontario, and felt the need of it.

Mr. Starr, of Nova Scotia, endorsed the resolution and incidentally pointed out that for the last five years his province had exported an average of over 400,000 barrels of apples.

Rev. Father Burke, of Prince Edward Island, agreed in the necessity for fuller statistics and gave an eloquent eulogy of the fruit possibility of his "Garden of the Gulf," as he termed it.

Not to be outdone, Mr. Burrell, of British Columbia, expatiated on the remarkable development of the fruit industry of his province and declared that in 1905 they had increased the number of their trees to 2,500,000 and would this year set out nearly a million more. It was only 12 years since British Columbia shipped her first car of fruit. Last year the C.P.R. carried 4,000 tons freight and 1,000 express. Mr. Burrell clinched his argument in favor of his province by instancing the gold and silver medals won this past year in England.

Manitoba was represented by Mr. Manson, a distributor, not a grower. He declared that the west wanted the best and could handle all quantities of it if the quality was right.

Lively Afternoon.

The afternoon session developed a marked difference of opinion between



Mr. J. A. Ruddick, who opened the convention.

Brodie, Westmount; J. M. Fisk, Abbotsford; R. W. Shepherd, Como; N. E. Jack, Chateauguay Basin; Dr. Wood, St. Johns; Saxby Blair, Macdonald College.

New Brunswick—J. C. Gilman, Kingsclear; I. W. Stephenson, Sheffield; Thos. Peters, Department of Agriculture, Fredericton.

Prince Edward Island—Rev. A. E. Burke, Alberton; A. E. Dewar, Charlottetown; J. C. Ready, Department of Agriculture, Charlottetown.

Manitoba—David S. Manson, Winnipeg.

Saskatchewan—R. T. Goodfellow, Prince Albert.

Alberta—A. E. Clendennan, R. J. Hamilton.

British Columbia—Jos. A. Grant, Victoria; J. C. Metcalfe, Hammond; W.

the Ontario delegates on one hand and the British Columbia men on the other, over a proposition to create a new legal grading of apples to be known as "Fancy," and the Minister of Agriculture displayed his usual acumen by postponing the decisive vote to a later session of the conference.

Statistics Resolution Again Discussed.

While the report of the resolution committee was being waited for the question of fuller fruit statistics was resumed from the morning session and very general interest was manifested. Ontario wanted a differentiation made in reports for peaches, pears and plums. British Columbia wanted cherries included. A valuable suggestion was at this point made to the purpose that about blossoming time and again just before the apples were ripe, the Government inspectors should make a general survey and report on the crop prospects.

This was supplemented by the further request that our representatives abroad secure similar information as to the prospective crops in the countries in which they were stationed.

Consignment or Auction Sales—Which?

Just here a lively tilt occurred on the policy of sending apples abroad on consignment. Mr. Graham made a vigorous attack on the auction system of selling apples. He urged that with fixed standards apples should be sold on an f.o.b. basis the same as wheat. He had avoided the auction room for some years and knew trade could be done on the other plan. In a market like Liverpool with 30,000 barrels arriving one week and 90,000 the next, demoralization was inevitable. If on the other hand dealers brought on just what was required for their weekly needs the market would be steadier and the prices more profitable.

Mr. Chaplin, of Toronto, representing the auction interests, was loudly called for and in a few words declared that we could never expect the Old Country dealers to buy our apples on a f.o.b. basis till our Fruit Marks Act was amended. On a rising market such as this year the trouble was not so acute. But usually the producers made their XXX apples sell their XX grade. They would not sell their first quality alone. When we had an act by which we knew where the culls were a f.o.b. basis might be considered, and not before.

The Fruit Marks Resolution.

By this time the resolution committee was ready to report on the Fruit Marks resolution, Mr. Burrell moving the report as follows:

"Resolved, that the delegates to the Dominion Fruit Growers' Conference recommend that the Fruit Marks Act be amended in the following manner:

"1. That the words 'in letters not less than half an inch in length' be inserted in section 4 after the word 'manner.'

"2. That section c be struck out and the following be substituted:

"'With a designation of the grade of fruit, which shall include one of the following four marks: Fancy, No. 1, No. 2, No. 3.'

"3. That section 6 be amended as follows:

"'No person shall sell, or offer, expose, or have in his possession for sale any fruit packed in a closed package, upon which package is marked any designation which represents such fruit as of "fancy" quality, unless such fruit consist of well grown specimens of one variety, sound, of uniform size and of good color for the variety, and of normal shape.'

"4. That a sub-section A shall be added to section 6 as follows:

"'No person shall sell, or offer, or have in his possession for sale, any fruit packed in a closed package upon which package is marked any designation which represents such fruit as of No. 1 quality, unless such fruit consist of well grown specimens of one variety, sound, of not less than medium size and of good color for the variety, of normal shape, and not less than ninety per cent. free from scab, worm-holes, bruises and other defects, and properly packed.'

"5. That a sub-section B be added to section 6, as follows:

"'No person shall sell, or offer, or have in his possession for sale, any fruit packed in a closed package upon which package is marked any designation which represents such fruit as of No. 2 quality, unless such fruit consist of specimens of medium size for the variety, free from worm-holes except at the blossom end, and free from such other defects as cause material waste, and properly packed.'

A Lively Discussion.

Clause 1 passed with no objection. Clauses 2 and 3 were the rocks on which the conference split and in the end left over.

These clauses abolished the old XXX, XX marks that were optional. It seems that ingenious and not overly honest retailers had a habit of improving the quality of their apples by adding an X or so to the grade placed on the barrel by the packer. It was further argued and admitted that the Americans had worked the XXX mark into disrepute. It was agreed to use No. 1, No. 2 and No. 3 instead.

The proposition to make a No. 1 Fancy that should admit of nothing but absolutely perfect specimens was made by British Columbia, acquiesced in by Nova Scotia and opposed by Ontario. The Ontario men claimed it was impossible to always prevent a few imperfect apples getting in even with the best of graders.

The British Columbians were mildly facetious in regard to the quality of Ontario apples and the Ontario men hit back with deprecating allusions to the flavor of the Pacific coast fruit.

One thing was certain, there is no doubt in the Ontario mind that this province is the garden of Canada and a second Eden. The British Columbian, the Nova Scotian, the Quebecker, and the Prince Edward Island man is just as morally certain of the superiority of his province as a fruit district.

What does it matter, so long as they are all happy?

A Solution Offered.

A solution to the whole question of grading was offered in co-operative packing, and the suggestion was received respectfully.

Finally the minister proposed to define the grades strictly with a general

clause allowing a slight deviation in enforcing the act as is the case with the Seeds Act. With this suggestion the matter was left open to be resumed later, an amendment in the meantime having been offered to clause 3 as follows:

"No person shall sell, offer, expose or have in his possession for sale any fruit packed in a closed package upon which package is marked any designation which represents such fruit as of fancy quality unless such fruit consist of well grown specimens of one variety, sound, of uniformly large size and good color for the variety, of normal shape, and not less than 95 per cent. free from scab, worm-holes, bruises and other defects, and properly packed, and that this grade of fruit shall be packed exclusively in boxes."

His Excellency the Governor-General having learned of the conference expressed through Mr. Fisher his intention of being present on Wednesday and listening to the discussion.

Adulteration of Food Products

Mr. McGill, of the Inland Revenue Department, was deputed to read a paper on this important subject and the Hon. Mr. Templeman was there to hear.

Mr. McGill gave a resume of the development of the adulteration evil. Pure food laws were not necessary to our forefathers because up to recently food was largely home produced and home prepared. At the same time the chief adulterants, glucose, cotton seed oil, aniline dyes and preservatives had but in the last few decades been discovered. The sophistication of foods, declared the speaker, had been made possible only this last half century.

The situation demanded the attention of the physician and the lawmaker. It was dangerous to tamper with the human system, and a man had a right to know what he was eating. The names of the great food staples were the product of generations and were well known. We had a right that articles sold should be true to their name. Such adulterants as glucose and cotton seed oil were harmless but should not be palmed off on us as sugar, olive oil or butter. They had a value but should be sold for what they were.

Glucose was used on account of its cheapness. There was no other logical reason.

Preservatives were unnecessary and believed harmful. Sugar and cooking would preserve any wholesome fruit.

Dyes were another objectionable ingredient and were used generally to hide inferior quality or the introduction of light colored pulps as adulterants.

As an object lesson samples of wool were shown that had been colored from dyes found in jams and catsups.

On being interrogated the Hon. Mr. Templeman declared himself in favor of enforcing the law to ensure that food stuffs are sold for what they are.

Mr. E. D. Smith pointed to England as an instance to prove that if the people were assured that their jams were pure, great quantities of fruit would be used in this form.

This closed the afternoon session.

In the evening the Hon. Sydney Fisher, Sir Frederick Borden and Dr. Jas. W. Robertson addressed the delegates in the normal school.

- Baking Powder**
Gillett, E. W., C.
- McLaren's, W.**
- Biscuits, Conf.**
Bode's Gum Co.
- Canadian Shre**
Falls, Ont.
- Cowan Co., To**
Jacob, W. & R.
- Kingery Mfg. C**
McLachlan, L.
- Mclure & L.**
- Mooney Biscu**
Mott, John P.
- National Licor**
Stewart Co., T.
- Brooms and I**
Nelson, H. W.
- Woods, Waite**
- Canned Good**
Balfour & Co.,
- Canadian Can**
Manitoba Can
- Man.**
- Turner, Jame**
- Cash Register**
National Cas
- Cheese Cabin**
Walker Pivot
- Co., Toro**
- Cigars, Tobac**
American Tot
- Empire Tobac**
McDougall, D.
- Payne, J. Br**
Sherbrooke C
- Turkett, Geo.**
- Clothes Line**
Hamilton Co
- Coccos and**
Baker, Waite
- Cowan Co., T**
Dunn, Wm.
- Epps, James**
Lowney, Wal
- Mott, John F**
VanHouten's
- Computing S**
Computing S
- Concentrate**
Gillett E. W.
- Condensed I**
Borden & W
- Truro Conde**
Truro, N
- Consulting**
Kaufmann,
- Counter Che**
Allison Cup
- Crockery, G**
Campbell's,
- Cassidy, Jol**
Gowans, K.
- Dairy Prods**
Clark, Wm.,
- Dawson Cor**
Fearman, F
- MacLaren,**
Toronto
- McLean, J.**
Montreal P
- Park, Black**
Rutherford,
- Ryan, Wm.**
- Financial**
Bradstreet
- Fish.**
Bickle, Joh
- Bowman, J**
James, F. J
- McWilliam**
Millman, V
- Acme Can**
- Adam Ge**
- Adams & B**
- Albert Sos**
- Allison Co**
- American**
- Auer Light**
- Balfour &**
- Bidwell, V**
- Blue Ribb**
- Bradstreet**
- Braid, W.**
- Campbell's**
- Canada Fi**
- Canada St**
- Canadian**
- Canadian**
- Capstan J**
- Carman,**
- Carrier, J**
- Cassidy, P**
- Ceylon T**
- Chase & S**
- Clark, W.**
- Codville-C**
- Coles Ma**
- Colson, C**
- Computie**
- Counors**
- Cowan Co**
- Cox, J. &**
- Crain, R.**
- Davidson**
- Dawson,**
- Dingle &**
- Distribut**
- Dominio**
- Domomon**
- Doughty,**
- Douglas,**
- Dunn, W**
- Eby, Bls**
- Edward**

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

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingsry Mfg. Co., Cincinnati.
McAuchlan, 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 Cannery, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

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

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

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
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.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.

Computing Scales.
Computing Scale Co., Toronto.

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.

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.
McLean, J. A., Produce Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Bowman, John, & Son, Report, 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. E., & 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. O.
Neubek & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, & Co., Hamilton, London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinneer, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, G. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kiraouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co., Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Brock, Toronto.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Quance Bros., Delhi, Ont.
Stevens, F. B., & Co., Chatham, Ont.
Sutcliffe-Muir Milling Co., Moosomin.
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.
Kinneer, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Robertson, Geo., & Son, Kingston.
Sloans, 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.

Grocers Engineering Co., London, Eng.
Max Ams Machinery Co., Mt. Vernon, N.Y.

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 and Store Fixture Co., Toronto.

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

Ledgers—Loose Leaf.
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.
Dingle & Stewart, Winnipeg.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Fellows & F. fellows, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Hazard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLaughlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moo-e-Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnson, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Taylor, W. A., 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.
Wetney, J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, 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.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.

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

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

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

Poultry and Lattle 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, F., & S. n., Hamilton, 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 Assn.
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 Assn.
Salada Tea Co., Montreal and Toronto.
Minto Bros., Toronto.
Mokara Mills, Montreal.
Tollhunter, 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., Lillabourg, Ont.

Washing Compound.
Fairbank, N. K., Co., Montreal.
Gillett, E. W., Co., Toronto.
Hugh, Al, ert, Toronto.
Re-kitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.

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

Woodware.
Woods, Walter, & Co., Hamilton.

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

Yeast.
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Food Products

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THE CANADIAN GROCER

Established 1886

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Limited

JOHN BAYNE MACLEAN - - - - - *President*

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NEW ADVERTISEMENTS.

American Pure Food Co., Montreal.
Carrier, P. W., Quebec.
Montreal Packing Co., Montreal.
Peace, E. H., Vancouver, B.C.
Robertson, Geo. & Son, Kingston.
Taylor & Pringle Co., Owen Sound.

ALCOHOL OIL IN LEMON EXTRACTS

The pure food branch of the Dominion Inland Revenue Department has been doing some good work, but they issued the other day a statement regarding lemon extracts that is somewhat misleading to the public and is humorous to the few who know something of the manufacture of extracts. Ottawa news dispatches state that the department tested 110 samples of lemon extract of which 63 per cent., that is 69.3, contained alcohol 50 per cent. strength. The inference is that inebriety lurks on the housewife's pantry shelves and that the seeds of it are sown in pastry, ice cream and cake.

But the department seems alarmed also over the absence of lemon oil. The dispatches continue:

"Such samples, the analyst states, contain only traces of lemon oil. Of the total samples two contain above six per cent., three from four to five per cent., four from two to three per cent., fifteen from one to two per cent., and seventy-eight below one per cent. Owing to the non-existence of a standard for

EDITORIAL

The Canadian Grocer

extract of lemon, either as regards its alcoholic strength or its content in lemon oil, it is impossible, the analyst avers, to declare any of the foregoing samples adulterated by reference to the standard extract."

A little inquiry on the part of the analyst would have caused him to state the result of his inquiries differently. The Canadian Grocer consulted an expert, a partner in one of the most reputable and largest manufacturing firms in the trade. This is what he said:

"It might be explained that oil remaining in extract is not any indication of the actual merit of lemon extracts as it is possible to make the highest grade extracts without any trace of oil being retained. The latest method of making lemon extracts is through the action of diluted alcohol to separate completely the flavoring essentials of lemon from the lemon oil proper."

This new method is 15 or 20 years old. The oil itself has no flavoring value. It is like a sponge holding the flavor. The alcohol acts as an ether and itself takes up the flavor from the oil and gives it off again easily when diluted and subjected to heat as in cooking. The chemist might devise some mechanical means for testing the strength and quality of an essence, but the best method is the expert's senses of taste and smell. Cheap extracts are sold that are little more than sweetened water and the best safeguard the public have is to buy standard goods.

ONTARIO PROPOSES TO TAX TRAVELERS.

Mr. T. Herbert Lennox, M.P.P., North York, has introduced in the Ontario Legislature a bill to place a tax on commercial travelers entering the province as representatives of firms situated elsewhere.

When seen by a representative of The Canadian Grocer at his law office yesterday Mr. Lennox had no hesitation in stating why he had introduced the bill and the purpose of it.

"I have introduced it," he said, "at the request of a number of the commercial travelers. Now there are two objects in view. I see no reason why they should not be stated. The first is to practically force the Dominion Government to take action looking to joint action and a mutual understanding on the part of the provinces, looking to the abolition of such trade restrictions.

"The second object is to retaliate in kind upon Quebec and so compel, if possible, the rescinding of the traveler-tax law in that province.

"I don't think there is any doubt the bill will pass. I have assurance of the Government's support."

The bill was given a first reading Wednesday and it was stated at the Buildings, though Mr. Lennox would not go so far, that the Government had offered, if necessary, to make the bill a Government measure and so insure its passage.

THE TRAVELERS' TAX CAUSING TROUBLE.

That a "coach-and-four" can be driven through an act of parliament is a very old saying, but has never been more clearly demonstrated than in the case of the Quebec travelers' tax.

Montreal wholesale houses are in a great state of excitement over the injustice which the tax, in its working out, is bringing down upon them.

It has developed recently that smart American commercial men have discovered a means of evading the tax of \$300 which the Government of Quebec, in its wisdom, has imposed on foreign commercial travelers from foreign countries.

The expedient, which is a simple one, does serious harm, not only to Montreal, but other Quebec business centres. The American travelers, instead of going to the province which forces them to pay a tax, strike for Ottawa, or some other town in Eastern Ontario. They engage sample rooms and open negotiations with Montreal buyers, agreeing to pay all their expenses if they will come to Ontario and buy goods. This comes higher than going to Montreal under the old conditions, but it is cheaper than paying the present tax.

This plan of evading the tax is a most serious one; it does harm to such places as Montreal in more ways than one. There is, of course, the loss to these cities of the actual money spent by the visiting travelers; but there is also the natural feeling of obligation to place an order which comes over the buyer after having traveled at the expense of the Americans, in many cases much larger than they would from the same traveler if he were exhibiting his wares, say in Montreal. The natural consequence is that less goods are bought from the Canadian wholesale houses.

In its present form the tax is unbusinesslike, and an evil; people will, therefore, naturally use every means to evade it.

WHERE DO YOU STAND?

Have you finished your inventory? Where do you stand? Have you made as much money as you expected or not? Have you hustled in season and out of season and failed to reap returns? If so, it is either time for you to turn

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your inventory? Have you made expected or not? eason and out of eap returns? If for you to turn

over a new leaf or to get out of business and conserve what little you may be able to save.

The merchant must be thoroughly modern. In the days of our fathers, it was well enough to keep two books, one for what "I owe" and the other for what "Others owe me." In these days a store conducted on this system can not live. The retailer must first know what his goods cost, and keep this cost price constantly before him. He must know his stock as an open book and should be able at almost any time to give an approximately correct statement of his fiscal position, and the value of his stock.

He must conduct his credits with wisdom or they will swamp him in a wave of bad debts. A large number of retailers have cut out the credit system entirely. That there is wisdom in this action is more than probable because had they been able to do a larger business, cash and credit, they would probably have maintained the dual system, provided it did not entail too serious a percentage of bad debts.

It is the time of year when the retrospective is as important as the prospective. "Let the dead bury the dead," may be well enough sometimes. But if the year 1905 was full of mistakes, the lessons of the year should not be lost on 1906.

If you sold on margins that were too small, mark up your prices. If you have figured your expenses too low, correct the error. Do business on a certain percentage of profits. From your experience you should be able to tell just how expensive your establishment is compared with the volume of business transacted. There is no use wasting your time in a business that doesn't pay and hasn't a future. Better get out and try something else, unless you can do better than split even.

A PRACTICAL PROPOSITION.

The suggestion made at a recent meeting of the Regina Board of Trade that the city should appoint a publicity commissioner at a good salary, is one that should be adopted. Brandon, Moose Jaw, Edmonton, and other western cities have either adopted a similar proposition or are considering it, while Toronto, London, Ingersoll, and other industrial centres in Ontario propose to spend considerable money to advertise the advantageous points in connection with the respective cities and towns.

The idea might even be carried farther and some lessons learned from the experience of Vancouver, Victoria and New Westminster, in each of which cities there is a Tourist Association,

with a paid secretary, working under the auspices of the civic authorities, his duties being to boom the advantages of the cities named as stopping off places for tourists, and to see that all visitors are cordially welcomed and well taken care of when in town.

The two propositions—that of a publicity commissioner and that of a tourist association secretary—might well be combined in the case of the various cities named, with the possible exception of Toronto. The tourist and publicity commissioner of the western cities might, for instance, influence the railway corporations to allow stopover privileges on all tickets sold to trans-continental or tourist passengers.

Visitors spending a day or a week in a town would spend some money with the merchants, and might also be impressed with the particular advantages of the place for some enterprise with which they or their friends are connected, and in other ways advantages would result.

The proposition is a good one. Push it along.

A VIRTUE TO CULTIVATE.

There is no habit the young man entering business can more profitably cultivate than that of promptness and faithfulness in keeping appointments. Nothing is more exasperating or more inexcusable than the failure to keep a business undertaking or appointment. It is not only a personal affront to the other party, but has wasted his time, upset his arrangements and generally thrown his plan of the day's work out of gear.

A gentleman recently starting in business in Toronto has very justly been voicing his grievances owing to the failure of the telephone company in installing his 'phone. Here was a case of direct money loss to the unfortunate business man, as the telephone was absolutely necessary for him, particularly on account of the many petty errands required before his work was put in smooth running order.

Another case in point was in connection with a small printing order. The job was promised at a certain time, was expected, was not delivered. The order was eventually filled, but will be the last one for that printer.

On the other hand the firm or man that wins or deserves a reputation for promptness and reliability need never be on the search for business or employment. Business will seek him.

It may mean a sacrifice of personal comfort to deliver goods just exactly on the minute agreed upon in some in-

stances, but failure to do so may be just the thing that loses the trade of your best customer. Be prompt. See that your employes are prompt. You can confer on them no greater benefit than a sound training in this most desirable habit.

DANGER TO MANUFACTURERS.

The reference to the increasing competition of mail order houses in the report of the convention of western merchants shows that this subject, which has been an important one in the United States, is becoming a live problem in Canada.

Objection to the retail catalogue house system of conducting business has heretofore been based on the theory that it was injuring the retail and jobbing interests alone. It is possible that the peril to manufacturers is as imminent. The policy of the mail order houses in the past has been to attract trade by offering reduced prices on certain well known articles, and to make good the deficit on other articles of unknown quality. The plan is based upon the theory that first impressions are lasting—that consumers will find the mail order value exceptionally good in some instances and assume it is good in all instances. The theory is sound and has been demonstrated to be such by empirical test. It is not probable that the policy will be changed.

The danger of this method to manufacturers is shown by an announcement appearing in the latest catalogue of one of these concerns, as pointed out by the American Artizan. Up to the past year the concern had been furnished saws bearing the trade-mark of a prominent manufacturer. In accordance with their policy, after the reputation had been made, and the recognized living profit killed, the retail catalogue house discontinued pushing this leader, and now claim that a saw stamped with a private brand of their own is better than the original trade-mark saw. The private brand is quoted at a comparatively low figure. Consequently, consumers are being taught that the trade-mark saw is in no wise superior—possibly inferior—and that the manufacturers are realizing an exorbitant, wholly unjustified profit. This particular saw manufacturer is being hurt to that extent.

It is unnecessary to comment at length upon the irreparable injury that announcements of this kind are able to effect. To some manufacturers, a trade-mark is worth many times the cost of the entire plant, the annual income and a private fortune. Thousands of readers will note the unfavorable criticism, not many will take time to verify the truth of the statement. These and other facts are readily apparent.

SUGAR TARIFF CONTROVERSY.

The following is the memorial on certain statements regarding the duties on sugar filed at Ottawa 2nd March, 1906, with the Tariff Commission by the Canada Sugar Refining Co., in reply to the memorandum submitted by Mr. Robert Anderson on the same subject:

On the 8th February, Mr. Robert Anderson, acting on behalf of Messrs. Robert Crooks & Co., importers of refined sugar, presented to you an elaborate statement in regard to the sugar duties, covering 42 pages of typewritten matter, which may be summed up as an unreserved indictment of the Canadian duties on sugar, under which Mr. Anderson asserts the refiners have a complete monopoly of the Canadian market, and amass enormous profits at the expense of the Canadian consumer.

Mr. Anderson supports his case with an elaborate series of figures and calculations, and has spread his memorial broadcast.

Under these circumstances, the reply which we now make is an endeavor to show you that Mr. Anderson is not a reliable authority on this matter, and to give to his conclusions an emphatic denial and contradiction as inconsistent with facts.

Before, however, dealing with the main question, one or two points may be noted. On page 3 Mr. Anderson asserts, quoting his own words, referring to last season—"The refiners were maintaining an artificially high market in Canada until recently, when they reduced their prices to make as unprofitable a return as possible for the domestic beet factories in Ontario." This statement is absolutely devoid of any foundation, as the following facts will show:

1905 was a disastrous year to every dealer in sugar, decline after decline in values took place, the refiners were obliged, as usual, to follow the markets wholly independent of the question of loss or profit, the following successive declines actually took place:

Reductions in price of refined sugar from January, 1905, to date.

Declines.		
1905.	Number.	Amount.
February	1	\$0.10
April	1	.10
May	3	.30
June	3	.25
August	1	.10
September	2	.20
October	3	.30
November	1	.10
1906.		
January	2	.20
February	1	.10

Per 100 lbs. \$1.75

Total amount of declines before commission met in Montreal, \$1.35.

Total amount of declines after commission met in Montreal, 40 cents.

The great majority of these declines it will be noted, took place long before the Ontario beet sugar came into

view (about the beginning of November) and it may be summed up that Mr. Anderson's accusation is wholly baseless.

Another of Mr. Anderson's statements runs as follows: "The refiners' actions savor of a demonstration, to impress the trade and the country, for on the morning the hearing was opened in Montreal (7th November) the facts were that at that time (says Mr. Anderson) there were no supplies of preferential sugar available for import." Now the Tariff Commission opened on 7th November, and we direct special attention to the last sentence of Mr. Anderson's—for we would draw attention to the fact that the manifests of this port show at this very time, that is, during the month of October, 1905, when, as he says, "No preferential sugar could be had"—his firm alone imported at Montreal over 11,000 bags of sugar—what duty this sugar paid we do not know, but it must have been preferential, at a rebate of 33 1-3 per cent., because Mr. Anderson says elsewhere, that that kind only can come to Canada.

And if further proof is required of the value of Mr. Anderson's "facts"—we would quote reports of one British port—Greenock—from which the following exports took place for Canada:

Week ending	Tons.
14th October, 1905	240
21st October, 1905	565
28th October, 1905	450
4th November, 1905	200

Mr. Anderson goes on to another point where he assumes to speak of things of which he knows nothing and can know nothing. In page 5 he says: "The Canadian refiner buys only in bond and does not pay on the average any premium to the British West India planter for his sugar, over what the New York refiner would give for it—which is pocketed by the Canadian refiner as extra profit." All this is false, the Canadian refiner has paid and does pay a large share of the preference to the West India planter.

In 1904 we paid to the West India sellers an average premium of 12 9-10 cents per 100 lbs. over and above the New York market price of the day on account of this preference.

In 1905 we paid an average premium of 13 7-10 cents per 100 lbs.

Now, the sugars on which we paid these extra prices ranged in test from 75 degrees to 96 degrees, and the preference to which these sugars were entitled by law ranged accordingly from 13 cents to 24 cents per 100 lbs. A large share, therefore, of the reduction of duty on raws has gone to the West India planter. As it is a fact that Mr. Anderson is engaged in importing refined sugar, represented to be made from West India raws, and claims and collects a rebate of over 40 cents per 100 lbs., it becomes appropriate to ask if he himself, or his firm, contributes any portion of this

large premium to the West India planter, to whom it is as righteously due as from that portion of their crops which the Canadian refiner uses.

Mr. Anderson proceeds to his main argument, viz: That the Canadian refiners are over protected, his assertion being that, to quote his own words,—"The sugar refiners are granted over 50 per cent. more protection than is given to American refiners."

Mr. Anderson's statement in support of this assertion is as follows:

Canadian duty on refined	.....	\$1.26 1-2
Canadian duty on raw	.....	.71 1-2
<hr/>		
Apparent protection	.....	.55
U. S. duty on refined	.....	\$1.95
U. S. duty on raw	.....	1.68 1-2
<hr/>		
Apparent protection	.....	.26 1-2

In these figures Mr. Anderson conveniently conceals the following facts:

1st. He takes the highest rate of Canadian duty, viz., on granulated, omitting to mention that on all soft sugars the Canadian rate of duty runs down as low as \$1.08 per 100 lbs., which reduces the Canadian duty on refined to \$1.20—and by the preferential tariff to 80 cents. While the American duty on all qualities and grades of refined is at the uniform rate of \$1.95 per 100 pounds.

He further assumes that the American refiners are paying a duty of \$1.68 1-2 on their raw material. Let us examine this.

The United States consumption of sugar of all kinds during the year 1905 was 2,632,216 tons, and the sources of supply from which this was drawn were as follows:

U. S. Consumption, 1905.		
Source.	Duty.	Tons.
Domestic cane and beet	.free	576,124
Hawaii and Porto Rico	.free	501,425
Philippines	\$.126 3-8	14,673
Cuba	1.34 8-10	1,101,611
Other countries	1.68 1-2	438,383

From these figures it is proved that the percentage of

Sugar consumed paying full duty is only 21 1-3 per cent of the whole.

Sugar consumed paying full duty is only 16 2-3 per cent. of the whole.

Consequently the average duty paid on imported sugar, basis 96 degrees, is \$1.09 1-2 per 100 lbs., and on sugar consumed, basis 96 degrees, \$0.85 1-8 per 100 lbs.

The foregoing table shows that the American refiner, instead of paying \$1.68 1-2 on his raw sugar, really contributes that duty on only 21 per cent. of the total importations, and the actual contribution to the American revenue by the American refiner is \$1.09 1-2 per 100 lbs. at the most. Applying these corrections to Mr. Anderson's table above, we find the true situation to be:

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	Per 100 lbs.
Applying preference the Canadian duty on refined of all grades is, estimate	0.80
On raw.....	.48
Apparent protection	\$0.32
	Per 100 lbs.
U. S. duty on refined	\$1.95
U. S. duty on raw, as explained	1.09 1-2
Apparent protection	\$0.85 1-2

So that by deducting 23 cents from the Canadian protection, and adding 59 cents to the American, we arrive at the truth, which, as above, is:

American protection, 85 1-2 cents per 100 lbs.
Canadian protection, 32 cents per 100 lbs.

You will observe that the word "apparent" is used in both cases, because, as it takes more than 100 lbs. of raw to produce 100 lbs. of refined, the protection to refiners is reduced.

Mr. Anderson proceeds to calculate the advantage accruing to the Canadian refiners from the dumping clause. Now, it may be said in reference to the dumping clause that while it is a righteous provision against that process, applicable to other commodities besides sugar, it has never had the effect of adding one single cent to the price of Canadian refined sugar, and never can do so as long as British refined can be had, to which the clause does not apply.

He proceeds to contrast the price of granulated in New York with that in Montreal, to quote his own words: "The net prices were recently on the same day."

	Per.	Per.
	100 lbs.	100 lbs.
Granulated in N. Y...	\$1.68 1-2	\$4.45
Paying a duty of ..	.47 2-3	
Granulated in Montreal		4.08 1-2
Paying a duty of ..	.47 2-3	
	\$1.20 5-6	.3650

Therefore, he says, while the New York refiner paid \$1.20 5-6 per 100 lbs. more duty on his raw than the Canadian refiner did the return to the Canadian refiner was apparently 84 1-3 cents per 100 lbs. more than the New York refiner got.

Applying the necessary correction to this statement, we find that the correct figures for the day Mr. Anderson appeared before the commission, were as follows:

	Per.	Per.
	100 lbs.	100 lbs.
Granulated in New York, net ...	\$1.68 1-2	\$4.45
Paying a duty of ..	.47 2-3	
Granulated in Montreal		3.84 3-4
Paying a duty of ..	.47 2-3	
	.61 5-6	.60 1-4

Leaving Montreal 1 7-12 cents per 100 lbs. better than New York instead of 84 cents as Mr. Anderson has it.

But we attach little importance to

the comparison for it is next to impossible to follow the ups and downs of the New York market. Substantially, however, the comparison has been just about the same as the corrected figures given above through the year past.

It seems unnecessary to pursue the analysis of Mr. Anderson's calculations further; what remains is affected with the same disease of erroneous data and conclusions as in the cases above dealt with.

We do not hesitate to affirm that the information he offers the Government is inaccurate and unreliable, and his conclusions absurd. His proposed tariff changes would certainly answer his purpose and transfer to the importers the entire business of the supply of refined sugar to this country, and deprive the West Indies of the traffic and preference they now enjoy.

Referring to the inaccurate statements with regard to the protection and profits of the sugar refiners, a glance at the subjoined table will be instructive.

Table showing the ad valorem equivalents of present duties at present market value:

	Duty on		
	Raw material.	Imported goods.	Protection.
	p.e.	p.e.	p.e.
Cotton, no duty...	20 to 35	20 to 35	20 to 35
Wool, no duty....	30 to 35	30 to 35	30 to 35
Silk, no duty....	25 to 35	25 to 35	25 to 35
Jute, no duty....	25	25	25
Rubber, no duty..	25 to 35	25 to 35	25 to 35
Sugar	Raw pays.	Refined on the average.	
(Gen. tariff) 45 2-5		*48 1-5	2 4-5
(Pref. tariff) 30 3-10		*32 3-20	1 7-8

The above figures show that sugar refining instead of being as alleged a specially favored industry, has probably a lower rate of preference from the tariff than any other industry of importance in the Dominion, a difference of less than two and one-half per cent ad valorem existing between the duty collected from the raw material, and that on competing importations of refined.

BUSINESS PERSONALS.

Morris Kuechtel, grocer, at 104 Dundas street, Toronto, has sold out to A. Ashton, who is a new arrival in the city from the north country.

W. H. Wilson, Woodstock, has been bought out by a gentleman who purchased the property with a view to starting business himself.

W. H. Thompson, of the F. F. Dalley Co., formerly with John Taylor, crockery, Hamilton, was in Buffalo this week on business in connection with his firm.

J. S. Huff, Petrolia, has sold out his grocery business and gone back home. His father is well-to-do and the family wanted J. S. at home, so it is back to the farm for him.

W. W. Steeves, who represented the McDiarmid Drug Co., St. John, N. B.,

in New Brunswick, has joined the traveling staff of E. W. Gillett Co., Limited. Mr. Steeves will cover the Province of New Brunswick for this company.

T. McMurtry, Midland, has sold his grocery business to his brother Charles, and he will take over Charles' market garden. The latter has made a success of vegetable growing and the former has children for whose energies he seeks scope.

John Fullerton, of Rowat & Co., Glasgow, is in Montreal on his annual tour among the Canadian grocery trade. With Mr. W. Forbes, of Snowdon, Forbes & Co., agents for his company, he is meeting with good success with Rowat's pickles, olives and other grocers' specialties.

Mr. Marshall, manager of the agency department, A. F. MacLaren Imperial Cheese Co., Limited, is visiting Detroit, their headquarters for the United States, and is meeting their salesmen to arrange for a campaign of the United States with Maconochie's goods.

W. W. Fox has sold his grocery business at Sackville street and Wilton avenue, Toronto, to Alex. Draper. Mr. Fox is a tailor and is returning to the T. Eaton Co. to take charge of their ladies' tailoring department. Mr. Draper was at this stand before and sold his business at Dunn avenue and Huxley street to Geo. McKee, in order to return to it.

C. H. Murdock, representing the Frontenac Cereal Co., Limited, Kingston, was in Montreal during the past week. Mr. Murdock is well known to the grocery trade of Canada, particularly in Ontario, Manitoba and the west. A very satisfactory trade for Orange Meat is reported by Mr. Murdock, who called upon the trade in company with Mr. R. H. Hall, of R. B. Hall & Co., Quebec agents.

Hollendrake & Son, of Milton, have built themselves a fine new store and will occupy it about April 1. It will be one of the finest stores in Western Ontario and will be fitted with handsome new fixtures throughout. The firm carry groceries, dry goods, crockery and wall papers, and the new store is to be strictly in keeping with the larger and better premises.

D. Grierson, representing the Fielding Chemical Co., Limited, Guelph, passed through Montreal last Friday on his return from a most successful trip through the Maritime Provinces. During his stay in Montreal he favored the offices of The Canadian Grocer with a call. One of the specialties handled by Mr. Grierson and very extensively sold to the grocery and hardware jobbing trade was chloride of lime, a line that is well calculated to increase grocers' profits.

John W. Greene, of John W. Greene & Co., New York, was a visitor to Montreal this week. Mr. Greene is head of the spice importing house of John W. Greene & Co., 74-76 Wall street, New York. To The Canadian Grocer Mr. Greene stated that this was his first visit to Montreal and though he had had business relations with some of the leading firms here he had never become personally acquainted with his clients. Mr. Cecil Gordon, of J. Alex. Gordon & Co., introduced Mr. Greene to the trade.

DOMINION GROCERS' GUILD INVESTIGATION.

(Continued from page 26.)

will work out all right in the end, and we shall not be troubled very much longer with them in that direction I think."

On Dec. 22 Mr. Gillard wrote to Chas. Chaput, Montreal, who had complained about the cutting of prices on tobaccos in the Kingston and Ottawa districts, stating that Craio & Co., Kingston, had notified all the houses that Mr. Macdonald would not supply houses that cut.

Manufacturers' Supplies.

The question of manufacturers getting direct supplies of sugars came up more than once. On Dec. 22 Mr. Gillard wrote to Theo. Labatt of the St. Lawrence Refinery:

"At a meeting of the Toronto and western trade held in Hamilton a short time ago Mr. Davidson, of Toronto, mentioned the fact that Cowan & Co., manufacturers, of that city, are importing and offering to the retail trade foreign refined sugars. This is contrary to the guild arrangements. Kindly let me know if they are buyers from you direct. If so, would you be good enough to notify them that, being buyers from the Canadian refiners, they must use the goods only for their manufacture, and if they import foreign sugars these sugars must not be offered to the trade but used solely in the manufacture of their goods."

Would Cut Them Off.

Mr. Gillard wrote to Mr. Macpherson, M.P., on Jan. 7, 1899:

"I saw Mr. Tuckett last evening who said that they did sell Jackson & Son of Guelph, being a continuation of the firm of Jackson & Hallett, and very old customers of theirs and who have always pushed their goods in preference to others, but if it could be proven that they are selling to the trade at a less price, or giving better terms than fixed by the wholesale trade, they will strike them off the list."

Shut Off Supplies.

Mr. Gillard, writing to Secretary Wills on Jan. 11, 1899, added this postscript:

"I have had two or three complaints of Scales & Wilson, tobacconists, Toronto, that they are not observing the guild terms. They either give a rebate or extra discount. The firm that made the complaint named Jackson of Guelph and Schwartz of Hamilton, both of whom the complainants say they are convinced are getting something of this sort. In fact they were told by one of these men they could do better with Scales & Wilson than with any other firm. Kindly find out who it was that got the promise from this firm that they would strictly observe the rules and get them to kindly see the firm again and have it stopped at once if possible, as otherwise I will take steps to prevent their getting supplies."

Sermon on Ethics.

A somewhat unusual letter was written by Mr. Gillard to T. B. Escott & Co., London, on Feb. 8, 1899. He begins by stating that an envelope with his firm's name on it, addressed to a grocer in St. Thomas, had been received from the post office as "uncalled

for." From the post mark he had seen it had been mailed in London, and had taken pains to ascertain by whom. Mr. Gillard continued:

"You know that the guild was organized for the mutual protection of the entire wholesale trade and any changes made in its management being authorized by a majority vote, it is manifestly unfair to place the responsibility of such changes upon the shoulders of officers who are only carrying out their instructions and who should be protected against any attacks by the retail trade, instead of having his or their names paraded (entirely without their knowledge or consent) as the parties upon which the retailers should vent their displeasure for any change that they might not approve of.

"When acting as a body of merchants in the mutual interest, each and all should be prepared to support the deliberations of the guild in a manly way and assume their share of the objections, which in this case could easily have been done, seeing that every retailer in St. Thomas is placed exactly upon the same basis."

DEATH OF JOHN STUART.

John Stuart, of the wholesale grocery firm of John Stuart & Co., Hamilton, Ont., died unexpectedly on Tuesday the 20th inst., at his residence, 3 East avenue south, from pneumonia. He was the fourth son of Alexander Stuart, city treasurer. A widow and one daughter, Miss Julia, survive.

BUSINESS CHANGES.

Wm. B. Hall, grocer, Victoria, B. C., commencing.

Elijah Helman (Est.), grocer, Hamilton, Ont., stock sold.

John J. Burton, grocer, Toronto, has sold to R. J. Donehey.

W. Feely, grocer, Kemptville, Ont., succeeds W. J. Corbett.

Richard & Co., Tetreauville, Que., Mrs. Alfred Richard registered.

Cyrus Newell, general merchant, Nain, Ont., has sold out.

James Houston, grocer, Milton, Ont., business advertised for sale.

A. Meloche, general merchant, St. Genevieve, Que., assets sold.

F. Arpin & Co., groceries, etc., Marieville, Que., offering compromise.

Daniel & Mamothe, butter factory, East Franham, Que., dissolved.

Decarie & Henry, hav. grain, etc., Montreal, succeeded by A. Decarie.

Wallace McKenzie, general merchant, Larose Station, Que., assets sold.

Ernest Audet, grocer, St. Honore De Shenley, Que., compromise effected.

Robertson & Black, bakers, Cobalt, Ont., business advertised for sale.

A. B. Love, confectioner, Peterboro, Ont., business advertised for sale.

J. A. A. Raizenne, general merchant, St. Eugene, Ont., has compromised.

A. E. George & Co., general merchants, Revelstoke, B.C., stock reported sold.

W. T. Carter, general merchant, Mount Whatley, N.B., is selling out.

P. Maheux, general merchant, assets advertised to be sold on the 30th inst.

E. G. McKenzie, grocer, Peterboro, Ont., has assigned to Chas. Rishor.

Jos. Gallagher, grocer, Nelson, B.C. has been succeeded by Jos. Sturgeon.

T. E. Lafrance, general merchant, L'Annonciation, Que., assets to be sold.

J. D. McArthur, general merchant, Woodgreen, Ont., has sold to Harry Harvey.

Thos. Smith, confectioner and grocer, Hamilton, Ont., has sold to E. H. Wilson.

J. E. Titus & Son, general merchants, Bloomfield, N.B., have dissolved partnership.

D. A. Campbell, confectioner, Burk's Falls, Ont., has assigned to S. T. Vanstone.

Albert Craig, general merchant, Emerald, P.E.I., has sold to Kennedy & Mahon.

Jacob Smith, baker and confectioner, Wetaskiwin, Alta., advertised business for sale.

Geo. W. Warren, general merchant, St. Eleanors, P.E.I., has sold to Samuel Bernard.

R. W. Rogers, general merchant, Morrisey Mines, B.C., is adding butcher business.

J. E. McCarthy, general merchant, Trail, B.C., sold grocery stock to P. Cunningham.

R. A. Thompson, general merchant, Britton, Ont., has been succeeded by I. Saunders.

G. E. & N. S. Johnson, general merchants, Markerville, Alta., dissolving partnership.

J. H. Locke, grocer and confectioner, Summerside, P.E.I., has sold out to Geo. W. Warren.

Est. of Hugh Wilson, general merchant, Cannington, Ont., advertise business for sale.

Mrs. R. A. Henderson, fruits, New Westminster, B.C., has been succeeded by R. C. Purdy.

Joseph St. Amant, general merchant, Tetu, Que., has assigned, V. E. Paradis, provisional guardian.

Ed. Fournier, general merchant, St. Aubert, Que., assets were to have been sold on the 21st inst.

Wm. Burgoyne, general merchant, Fenelon Falls, Ont., has been succeeded by W. Burgoyne & Son.

Chas. W. Shosenberg, confectioner, London, Ont., meeting of creditors was to have been on the 16th inst.

Alfred Northey, grocer and baker, Fenelon Falls, Ont., has assigned to James Fair; possession, April 1.

Simpson Bros. (Est.), general merchants, Fordyce, Ont., stock, etc., advertised for sale on the 21st inst.

D. H. Auld & Co., general merchant, Covehead, P.E.I., have bought the stock of Craig & Taylor, Freetown, P.E.I.

Sequin & Courville, grocers, Valleyfield, Que., have assigned, meeting to appoint curator to be on the 26th inst.



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Group No. 2
"Lynna
"Thistle
Group No. 3
"Glorie"
brands.

MARKETS AND MARKET NOTES

Quebec Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Tomatoes—Advanced 10c.
Sugar—Advanced 10c.
Evaporated Apples—Advanced 1/4c.

GROCERIES.

Montreal, March 23, 1906

There has been little improvement in grocery circles since last report. The Winter just passed has been a bad one for merchants. The roads have been continually bad; farmers have been unable to get to town and therefore sales in this direction have not been as large as they might. What was sold comes far below the record of the previous Winter. Collections, say wholesalers, cannot be expected to be first-class under the prevalent conditions, but everything considered they have been very good. Orders coming in at present are fairly large, but are as a rule, for immediate use. The most interesting feature to note is the advance in sugar of ten cents. This is the second rise within the past three weeks. Tomatoes are also selling at a higher figure, the advance being ten cents in this instance also. Evaporated apple stocks are pretty well cleared up now. Holders are asking 12c. Probabilities are that there will be further rises in a short time. The molasses market is unchanged since last week. Business is quiet in foreign dried fruits, and spices are quiet, there being no very great demand. The coffee situation does not present any new features. Beans are still at the same figure and the market is firm. The demand for tapioca is falling off on account of the high price asked. Rice is being sold in the usual quantities.

Canned Goods—There is a continued demand for tomatoes which have advanced another 10c., quotation now being \$1.20 per dozen. The canners of the country are sending out statements saying that they have disposed of many lines of canned goods already, and that the daily consumption is gradually clearing up what they have in stock. British Columbia canners say that they are about to advance the price of salmon 50c. a case. This, however, will not affect the local market very much as stocks are fairly plentiful. Corn and peas are meeting with steady sale and demand for other lines is about the same as usual.

Group No. 1 comprises—
"Canada Fir-t," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also a 1 private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle" and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS

	Group No. 1	Group No. 2
Cherries—		
2s, red, pitted.....	2 12½	2 10
2s, red, not pitted.....	1 07½	1 65
2s, black, pitted.....	2 12½	2 10
2s, black, not pitted.....	1 67½	1 65
2s, white, pitted.....	2 32½	2 30
2s, white, not pitted.....	1 92½	1 90
Currants—		
Red, heavy syrup.....	1 6½	1 57½
Red preserved.....	1 80	1 77½
Black, heavy syrup.....	1 77½	1 75
Black preserved.....	2 07½	2 05
Gal. apples.....	2 77½	2 75
Gooseberries—		
Heavy syrup.....	1 90	1 87½
Preserved.....	2 12½	2 10
Lawtonberries—		
Heavy syrup.....	1 77½	1 75
Preserved.....	1 95	1 92½
Peaches—		
Yellow, flats, 1½.....	1 70	1 67½
" " 2.....	1 90	1 87½
" " 2½.....	2 60	2 57½
" " 3.....	2 85	2 82½
whole 2.....	2 37½	2 35
White.....	1 75	1 72½
" " 2.....	2 50	2 47½
" " 3.....	2 70	2 67½
Pie.....	1 27½	1 25
Pie, not peeled, gal.....	2 57½	2 55
Pie, peeled.....	4 52½	4 50
Pears—		
Flemish beauty 2.....	1 65	1 62½
" " 3.....	1 97½	1 95
" " 3.....	2 12½	2 10
Bartlett.....	1 80	1 77½
" " 2.....	2 17½	2 15
" " 3.....	2 32½	2 30
Pie.....	1 27½	1 25
Pie, not peeled.....	3 81	3 77½
Pie, not peeled, gal.....	3 27½	3 25
gal.....	2 50	2 50
Pineapples—		
2s, sliced.....	2 25	2 25
2s " grated.....	2 35	2 35
3s " whole.....	2 50	2 50
Plums—		
2s, Damson, light syrup.....	1 00	1 00
2s " " heavy syrup.....	1 20	1 20
2½s " " ".....	1 57½	1 55
3s " " ".....	2 35	2 35
Gal. " " standard.....	1 05	1 05
2s " Lombard, light syrup.....	1 35	1 35
2s " " heavy syrup.....	1 62½	1 62½
3s " " ".....	1 90	1 90
Gal. " " standard.....	3 15	3 15
2s " Green Gage, light syrup.....	1 15	1 15
2s " " heavy syrup.....	1 47½	1 47½
2½s " " ".....	2 90	2 90
3s " " ".....	3 45	3 45
Gal. " " standard.....	1 52½	1 52½
2s " Egg, heavy syrup.....	1 80	1 80
2½s " " ".....	2 10	2 10
3s " " ".....	2 10	2 10
Raspberries—		
Red, light syrup.....	1 42½	1 40
Red, heavy syrup.....	1 65	1 65
Red, preserved.....	1 87½	1 85
Black, heavy syrup.....	1 62½	1 60
Black, preserved.....	1 77½	1 75
Strawberries—		
2s, heavy syrup.....	1 52½	1 50
2s, preserved.....	1 67½	1 65
Gallons, standard.....	5 27½	5 25

VEGETABLES

Asparagus—		
2s, tips.....	52½	2 50
Beets, sugar.....	0 85	0 95
Beans—		
2s, wax.....	\$1 82½	\$0 80
2s, refugee.....	0 85	0 82½
Corn—		
3-lb. tins, per doz.....	0 85	0 85
Gallon, per doz.....	5 00	5 00
Peas—		
2s, standard (No. 4).....	0 62½	0 60
2s, early June (No. 3).....	0 70	0 67½
2s, sweet wrinkled (No. 2).....	0 82½	0 80
2s, extra fine sifted (No. 1).....	1 22½	1 20
Pumpkins—		
3-lb. tins.....	0 80	0 80
Rhubarb—		
2s preserved.....	1 17½	1 15
3s, preserved.....	1 92	1 91
Gallons, standard.....	2 65	2 62
Spinach—		
2s, table.....	1 42½	1 40
3s, table.....	1 82½	1 81
Gallons, table.....	5 02	5 00
Squash—		
3-lb.....	1 00	1 00
Tomatoes—		
3-lb. tins, per doz.....	1 20	1 20
Gallon tins, per doz.....	3 02½	3 02½

FISH

Lobster, tails.....	3 50
" 1-lb. flats.....	3 85
" 1-lb. flats.....	2 00
Mackerel.....	1 00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.....	1 55
1-lb. Tails, 5 cases and over, per doz.....	1 57½
1-lb. " less than 5 cases, ".....	1 67½
1-lb. Flat, 5 cases and over, ".....	1 70
1-lb. " less than 5 cases, ".....	1 70
Arrow brand, 7½ cents less.....	1 00
1-lb. " 5 cases and over, ".....	1 02½
1-lb. " less than 5 cases, ".....	1 02½
Low Inlet.....	95
1-lb. Flat, 5 cases and over, ".....	97½
1-lb. " less than 5 cases, ".....	97½

Sugar—Another advance of 10c. has occurred in sugar. The rise is all along the line. The refineries report fairly good business and jobbers are receiving better orders from the retail trade since the previous advance.

Granulated, bbls.....	\$4 20
" 1-bbls.....	4 35
" bags.....	4 15
Paris lump, barrels.....	4 75
" " half-barrels.....	4 85
" " boxes, 100 lbs.....	4 75
" " boxes, 50 lbs.....	4 85
Extra ground, bbls.....	4 60
" 50-lb. boxes.....	4 70
" 25-lb. boxes.....	4 80
Powdered, bbls.....	4 40
" 50-lb. boxes.....	4 60
Phoenix.....	4 05
Bright coffee.....	4 00
" yellow.....	3 95
No. 3 yellow.....	3 90
No. 2 ".....	3 81
No. 1 " bbls.....	3 70
No. 1 " bags.....	3 65

Molasses and Syrups—Latest reports from the Barbadoes say that the market is firm at advanced price of one cent recently noted. The demand is steady. The local market is about the same as it was last week. There is no speculative demand; people are buying just sufficient to fill their requirements.

Barbadoes, in puncheons.....	0 20
" in barrels.....	0 32½
" in half-barrels.....	0 33½
New Orleans.....	0 22
Antigua.....	0 35
Porto Rico.....	0 30
Corn syrups, bbls.....	0 42½
" 1-bbls.....	0 42½
" 1-bbls.....	0 03
" 38-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 doz. ".....	2 25
" 20-lb. " 1 doz. ".....	2 10

Tea—Very little change has occurred in the tea situation since last week. Most teas are moving along quietly and orders coming in are fairly large. Japans are selling a little better than they were recently. Ceylon greens are doing well; prices firmer. Other lines are doing proportionately. China blacks and greens, particularly the latter, are improving in demand; Ping Sueys, Pealeaf, Pinhead and Gunpowder getting scarcer.

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 15	0 18
Ceylon greens—Young Hysons.....	0 16	0 18
Hysons.....	0 14	0 15
Gunpowders.....	0 13	0 14
China greens—Pingsuey gunpowder, low grade.....	0 11	0 15
" " pea leaf.....	0 19	0 22
" " pinhead.....	0 28	0 32
Congou—Moning, finest	0 30	0 40
choice.....	0 25	0 30
" fine.....	0 18	0 25
" good common.....	0 11	0 15
Packing—boxes	0 15	0 20
fine.....	0 25	0 30

Coffee—Local dealers report the coffee market as being unchanged since last week. Reports are still current regarding the shortage in the Brazilian crop. One report says the shortage amounts to 1,000,000 bags. This is taken "with a pinch of salt" in some quarters, however, and in most cases the statement is attributed to the speculators.

Jamaica	0 10 1/2	0 11
Java	0 18	0 22
Mocha	0 18 1/2	0 19
Rio, No. 7	0 09	0 10
Santos	0 10 1/2	0 11
Maracaibo	0 11	0 13 1/2

Foreign Dried Fruits—Dealers report very little business in foreign dried fruits. The market is quiet in all lines. A shipment of 3,000 cases layer raisins, f.o.s., was made by Montreal to New York recently, and this helped the local market somewhat. If one or two more lots like this were shipped, the local market would experience quite a recovery. Shelled walnuts are still very scarce. Holders report stocks of prunes considerably reduced by recent sales. The currant market in Greece is unchanged, although firmly held. Raisins are quiet at the same figure as last week.

Valencia Raisins—	
Fine off-stalk, per lb.	0 04 0 04 1/2
Selected, per lb.	0 04 1/2 0 05 1/2
Layers,	0 05 0 05 1/2
Dates—	
Dates, Hallowees, per lb.	0 04 0 04 1/2
Californian Evaporated Fruits—	
Apricots, per lb.	0 13 1/2
Peaches,	0 10 1/2
Pears,	0 13

Malaga Raisins—	
London layers,	2 00
"Connoisseur Clusters"	2 50
1/2-boxes,	0 80
Royal Buckingham Clusters,	1 10
1/2-boxes,	3 50
"Excelsior Window Clusters,"	4 50
1/2-boxes,	1 35

Californian Raisins—	
Loose muscatels, per lb.	0 07 1/2 0 08
seeded, in 1-lb. packages	0 08 0 09
" " 2 crown,	0 06
" " 3 crown,	0 06 1/2
" " 4 crown,	0 08

Prunes—	Per lb.
30-40s	0 09
40-50s	0 08 1/2
50-60s	0 08
60-70s	0 07 1/2
70-80s	0 07
80-90s	0 06
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07 1/2
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 05
" " 100-120s	0 05

Currants—	
Filiatras, uncleaned, barrels	0 04 1/2
Fine Filiatras, per lb., in cases	0 04 1/2 0 05
" " cleaned,	0 05 1/2 0 06
" " in 1-lb. cartons	0 05 1/2 0 06
Finest Vostizzas "	0 06 1/2 0 07 1/2
Amalias "	0 06

Sultana Raisins—	
Sultana raisins, per lb.	0 06 1/2 0 08
1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07 1/2
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" " pulled figs, in boxes, per box	0 22
" " stuffed figs,	0 28
12-oz. boxes	0 06 1/2 0 07

Spices—The market does not present any features of particular interest just now. The amount of business being transacted is not very large. Nutmegs have not experienced any further rise. Ginger, too, is still quoted from 16c. to 24 1-2c. Peppers are firm and tending higher; good demand.

Peppers, black	Per lb.
" white	0 16 0 22
Ginger	0 25 0 32
Gloves, whole	0 16 0 24 1/2
Cream of tartar	0 17 0 32
Allspice	0 25 0 30
Nutmegs	0 12 0 15
	0 30 0 55

Rice and Tapioca—There is nothing new to report regarding the rice situa-

tion. The sales reported are no larger than usual at this time of year. Tapioca is not selling very well on account of the high price asked. People are not disposed to purchase tapioca at 10c. per lb. when rice and sago are obtainable at a much lower price.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06 1/2

Beans—The market is firm in price, especially in the west. There is not much business being transacted at any point as holders are not anxious to dispose of their stock. Reports from the Detroit market, which is showing considerable strength, show a rise of 6c. in the bid price. The prices in local market are unchanged.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

Honey—Now that the new syrup is in sight, jobbers show a disposition to refrain from buying honey. However, the syrup has not yet arrived and they are compelled to buy a certain amount. Prices are unchanged and the market is firm.

White clover, extracted tins	0 08	0 09 1/2
" kegs	0 07 1/2	0 08
" comb, new	0 13	0 14
Buckwheat	0 07	0 07 1/2

Maple Products—Dealers are awaiting the new stock, owing to the uncertain weather. Prices for present holdings are unchanged. Some of the local syrup blenders have been in the sugar districts and contracted with the farmers for their season's supplies.

Maple syrup, in wood, per lb	0 05 1/2	0 06
" in large tins	0 04 1/2	0 07
Pure Townships sugar, per lb	0 08	0 09
Pure Beauce County, per lb	0 08 1/2	0 09

Evaporated Apples—These have taken another flight and are now selling at 12c., an increase of half a cent. Stocks are becoming cleared up at advanced prices, and holders are thinking of putting up the price still further. Many jobbers are holding off in the hopes of a decline, but it is not likely that they will save money in this way, unless they wait for the new crop, for supplies are very, very scarce. Those who are buying are taking only such quantities as they must have.

Fish—The trade has flourished this past week owing to the very favorable weather we have been having. The demand for all lines continues good, but supplies are ample to take care of all orders, except in a few lines, especially salt Labrador herring, which are practi-

cally out of the market. Some Canadian herring, cured after the Scotch method, are being offered in small packages, or kitts, and these will sell readily on account of the scarcity of Labrador. Price, \$1.10. In green cod fish the small size, which is known as No. 2, is plentiful and prices a little lower, with medium and large cod very scarce. The market is pretty well cleared up in smoked frozen fish, although there are still some lots of inferior quality which are being sold for what they will bring. Already a few lots of fresh cured haddies have arrived by express, but prices will be high for the first arrivals. Kippers and bloaters are in fair demand and supplies are good. Oysters are scarce owing to the stormy weather off the Atlantic coast, but this is only temporary. Frozen haddock and cod are meeting with ready sale, but some fresh haddock are now offering, although prices are very high. Other lines of fish are selling very well.

Fresh haddock, per lb.	0 05	0 05 1/2
Single frozen fish—		
market cod, per lb.	0 03	0 03 1/2
steak cod, per lb.	0 02 1/2	0 03
B.C. salmon, per lb.	0 04	0 05
Halibut, per lb.	0 08	0 08 1/2
Gaspé salmon	0 09	0 09
Dore, per lb.	0 12	0 13
Large whitefish, per lb.	0 07	0 07 1/2
Small whitefish	0 08 1/2	0 09
Round frozen grass pike	0 05 1/2	0 06
Lake trout	0 04 1/2	0 05
Striped bass, per lb.	0 08	0 08 1/2
Large frozen Halifax herring, per 100 fish	0 14	0 15
Medium	2 00	2 10
Smelts, No. 1, per lb.	0 80	0 90
Extra large	0 09	0 10
Mackerels, per lb.	0 09	0 10

Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb.	0 05 1/2	0 06
Fresh cured express haddies	0 08	0 09
Kipper herring, per box	0 70	0 80
St. John bloaters, 100 in a box, per box	1 00	1 10
Yarmouth bloaters, 60 in a box	1 10	1 25
New smoked herring, in small boxes, per box	0 13	0 13

Oysters and Lobsters—	
Standards per imp gal	1 40
Selects, per imp gal	1 60
Oyster pails, pints, per 100	0 91
quarts,	1 25
Live lobsters, per lb.	0 15
New boiled lobsters, per lb.	0 16

Prepared fish—	
Winterport, 1-lb. bricks, cod	0 09
Golden,	0 08
Boneless cod, favorite	0 06
fish, 1 and 2-lb. bricks, per lb.	0 05 1/2
fish, 25-lb. boxes, per lb.	0 04 1/2
Skinless cod, 100-lb. cases, per case	6 25

Salt and pickled fish—	
Scotch cured Canadian herring, 25-lb. kitts	1 10
No. 1 Labrador herring, per half-bbl.	3 50
" " per pail	0 80
" " salmon—	
" " in bbls.	13 00
" " in 1/2 bbls	7 50
" B.C. salmon, bbls	12 50
" half bbl	7 00
" mackerel, per pail	2 01
large green cod, per lb.	0 05
medium,	0 04
small,	0 03
Pollock, med., green, per lb.	0 01
Haddock, per lb.	0 03 1/2

BUSINESS NOTES.

The Imperial Oil Co., Limited, Sarnia, loss by fire.

Bank of Toronto has opened a branch at Waterloo, Ont.

The Home Bank of Canada has opened a branch at Alliston, Ont.

Andrew S. Johnson, general merchant, Thetford Mines, Que., burnt out.

George Richardson, of J. Richardson & Sons, grain, produce, etc., Kingston, Ont., deceased.

H. L. Smith, manager of the fruit department of Foley, Lock & Larson, Winnipeg, is in the hospital with an attack of appendicitis.

Ontar

ABBREVIATED MAI

Sugar—Advance
Tomatoes—Up to
Canned Salmon—
Peels—Up 1/2c. to
Evaporated Appl
Shel ed Walnuts—
 Lower prices for
Lead—1/4c. higher
Choice Dairy Rol
Eggs—1c. lower.
Valencia Orange
Strawberries—C
Grape Fruit—Hi

Trade is so complaining, movements at tomatoes are market and a feature next have already

Canned Go quoted from of the trade is satisfied t more conserv price before September; h \$2.00. The s the wholesale stocks there

One wholes ed, is anticip or \$2.00, exp

The consum creased and While there and a splenc is concerned, absorbed. T of tomatoes weeks. The any dispositi

tures, and t they have b mouth. Sto

wholesale tr believed to requirements u market.

Some hous brands of ca ners will n and some are tations. Sto

Group No. 1 compr "Canada First shoe" and "A

Group No. 2 compr "Lynnvalley," "Thistle," and

Group No. 3 compr "Globe," "Ji brands.

oles, standard, 3 preserved, standard, 1

Rhuberries— 2s. standard, 2s. preserved, 2s. standard

Garnies— 2s. red, pitted 2s. not pit 2s. black, pitte 2s. not p 2s. white, pitte 2s. not p

Ontario Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

TORONTO.

Sugar—Advanced 10c.
Tomatoes—Up to \$1.20 or higher.
Canned Salmon—Advancing 7½ to 10c.
Peels—Up ¼c. to 1c.
Evaporated Apples—Firm.
Shelled Walnuts—Advance 2 to 5c.
 Lower prices for Mink skins.
Lead—¼c. higher.
Choice Dairy Rolls—19 to 20c.
Eggs—1c. lower.
Valencia Oranges—25c. higher.
Strawberries—Cheaper.
Grape Fruit—Higher.

GROCERIES.

Trade is seasonably good; no one is complaining, but none are boasting. Price movements are all upward. Sugar and tomatoes are the features of this week's market and a salmon advance will be a feature next week, indeed some houses have already made the move.

Canned Goods—Tomatoes are being quoted from \$1.10 to \$1.25, but the bulk of the trade is asking \$1.20. Everyone is satisfied they will go higher. The more conservative name \$1.40 as a top price before the new pack comes in in September; but some forecast a rise to \$2.00. The situation is in the hands of the wholesalers because they hold what stocks there are.

One wholesaler, who, it might be stated, is anticipating an advance to \$1.75 or \$2.00, explaining the situation, said: "The consumption of tomatoes has increased and is increasing enormously. While there was a large pack last year, and a splendid pack so far as quality is concerned, it has been almost entirely absorbed. There has not been a case of tomatoes in packer's hands for some weeks. The retail trade did not show any disposition last Summer to buy futures, and to meet their requirements they have been buying from hand to mouth. Stocks in the hands of the wholesale trade are light and it is not believed to be sufficient to meet requirements until the 1906 pack is on the market.

Some houses have advanced the choice brands of canned salmon 7 1-2c. to 10c., others will mark them up for next week and some are still selling at the old quotations. Stocks are said to be small and a large catch is not anticipated this year.

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

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

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

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
Cherries—		
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 61½	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
Currents—		
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 77½	1 75
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 04½	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.....	2 85	2 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.....	2 70	2 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, graded.....	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 87½	1 85
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 25

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 91½	0 95
3's, whole.....	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.....	50 41	
1's, " tomato sauce.....	0 47	
1's, " chili sauce.....	0 50	
2's, " plain.....	0 70	
2's, " tomato sauce.....	0 75	
2's, " chili sauce.....	0 77	
3's, " plain (flat or tall).....	0 97	
3's, " tomato sauce (flat or tall).....	0 95	
3's, " chili.....	1 03	
Cabbage—		
3's.....	0 87½	0 85
Carrots—		
2's.....	0 92½	0 90
3's, standard.....	1 02½	1 00
Cauliflower—		
2's.....	1 42½	
3's.....	1 82½	
Corn—		
2's.....	0 85	0 82½
Gal., on cob.....	4 52½	4 50
Parsnips—		
2's.....	0 92½	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
Squash—		
3's.....	1 02½	1 00
Succotash—		
2's.....	1 17½	1 15
Tomatoes—		
3's, all kinds.....	1 10	1 25
Gal., all kinds.....	3 15	
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.....	0 75
Catsup, tins, 2's.....	4 50
" jugs.....	7 70

FISH.

Lobster, tails.....	3 50
" 1-lb. flats.....	3 85
" 1-lb. flats.....	2 00
Mackerel.....	1 00
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 65
1-lb. Flat, 5 cases and over, ".....	1 67
1-lb. " less than 5 cases, ".....	1 70
1-lb. " 5 cases and over, ".....	1 00
1-lb. " less than 5 cases, ".....	1 02½
Low Inlet.....	
1-lb. Flat, 5 cases and over, ".....	0 95
1-lb. " less than 5 cases, ".....	0 97½
Sardines, French 1's.....	0 14
" Portuguese 1's.....	0 08
" P. & C. 1's.....	0 25
" P. & C. 1's.....	0 35
" Domestic, 1's.....	0 03
" Mustard, 1/2 size, cases 50 tins, per 100.....	3 75
Haddies, per doz.....	1 05
Haddies, per case.....	4 00
Kipper herrings, domestic.....	1 00
" imported.....	1 45
Herrings in tomato sauce, domestic.....	1 00
" 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 70
Turkey, 1's.....	3 20
Duck, 1's.....	3 20
Tongue, 1's, lunch.....	2 85
Soup, 2's, giblet.....	2 05
" 2's, tomato.....	1 00
" 3's.....	1 45
Pig's feet, 1's, boneless.....	1 65
1's.....	2 40

Sugar—The feature of interest in the market this week is the local advance of 10c. per 100 lbs. in all domestic refined sugars, taking effect at 12 o'clock noon on Tuesday. This is in sympathy with firmer conditions outside, and the market on now has entered a much stronger phase.

There is much divergence of opinion in the trade as to whether or not sugar will continue to advance, but the prevailing feature is uncertainty. The advance of 30 cents in three weeks is convincing enough, but traders point to the large visible world's supply and indications for another large crop this year.

Paris lumps, in 50-lb. boxes.....	4 93
" in 100-lb. ".....	4 83
St. Lawrence granulated, barrels.....	4 28
Redpath's granulated.....	4 21
Acadia granulated.....	4 18
Berlin granulated.....	4 18
Phoenix.....	4 18
Bright coffee.....	4 13
Bright yellow.....	4 13
No. 3 yellow.....	4 18
No. 2 ".....	3 98
No. 1 ".....	3 88
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses—The market continues strong with no variation in prices locally.

NEWS.

March 15, 1906.

Very active just supplies to their river, Naas River, points on the Abia coast. The much earlier than the necessity of there are several in the course of the equipment of a regular annual mer operating to is carrying the each trip, and fre- to wait over. nt in very large d the Chinese em- engaged for can- up to the canner- for the pack. y is evinced on rs Inlet this year, eries being built

ir Mills Co., of . Wolfenden, man- om the Dominion or 5,000 sacks of ipment to Japan. overment's con- . Japanese famine was placed after- ed. quality deter- ce. Samples from ll as from the B t to Ottawa.

our mill operator. Columbia Flour en spending some week, presuma- the mill it is intends erecting nement has been

ck north has be- go having taken or Dawson. They Winter trail most m White Horse, n to move north, navigation opens l large accumula- waiting for the Yukon.

ket, price of lard ency. Flour and nce last reports; weather prevail; fresh eggs have s off the market, none on the mar- Washington this Westminster mar- wholesale dropped dozen, while in a are now quoting

selling freely and rices remain firm. est quality, have Prices are from y few at the low-

fresh stock, are o the limited sup- es in hand. Cauli- etting scarce now rd to get, though greenhouses will the demand again. ain in the market ry disappearance. crate.

N. B. Markets.

It is still somewhat quiet in business. March has been a stormy month and the weather cold. There is much complaint in regard to the Allan Line of steamers which come to St. John, the importers, particularly of perishable goods, complaining of the slow time made. It is thought a waste of money that the Government should pay a large subsidy and then allow the company to use such slow boats. Where subsidies are granted companies should be continually watched and compelled to fulfill the terms of the contract, and care should be taken to see that the contracts compel a first-class service.

In markets there is little change. The situation is in general a firm one. Fish which have been extremely high are likely to rule lower in the coming season. Cream of tartar is still quoted quite low. Rice remains unchanged.

Oil.—In burning oil prices are still low. While season of best demand is over, there is still good steady business. Lubricating oils have much attention. Active business will begin with the opening of navigation, when shipments will be the order of the day. Paints and paint oils are high this year, linseeds being well above last season's price and turpentine even higher than last year. Cod oil quiet, values hold quite firm.

Salt.—In Liverpool coarse salt, larger quantities are now being received. Last year a very large quantity was handled in March. This year business is somewhat later. Prices are unchanged. Buyers should arrange for shipment from ship's side and save the difference between the ex ship and ex store price. In fine salt chiefly Canadian sold; while demand shows improvement it is yet early. Price unchanged.

Canned goods.—Those who held their goods and did not follow the cut in prices last Fall, will have the advantage now with the strengthening market, particularly in tomatoes. In fruits there is little of interest; fair stocks in nearly all lines. There is better inquiry for gallon apples at rather better prices. Meats will rule low. Salmon unchanged. In domestic packed fish, a fair stock of sardines, other lines light. There is limited business.

Dried fruit.—There is little of interest. In raisins, seeded chiefly sold, but sales not large, local prices rather lower. In loose muscatels, Malagas chiefly sold. Currants are firm, dealers now generally buying in New York. In prunes higher prices quoted, particularly for small sizes which are very scarce. Apricots and peaches higher. Dates are higher, though still cheap. The outlook for peels is high prices, particularly for citron. Evaporated apples are high and dried are firmer. Canadian onions about out of the market. Valencias, nice stock, prices firm.

Sugar.—Price is firm at the slight advance of the past week. A fair business. There is some foreign sugar here, but little if any offering from the other side.

Molasses.—A small cargo of Barbadoes here. The last steamer landed a large quantity. There are two grades, choice and fancy; the latter is a new line, being different from the regular run of molasses. So far it has had a splendid sale. A small quantity was imported last year. Porto Rico rather dull, a fair stock of old held, new will be late and high.

Fish.—Just fair business. Frozen fish business about over. Dry fish while high are hardly as firm. Pickled herring very firm at full figures. Smoked herring rather easier. Finnan haddies somewhat dull.

Green Fruits.

Apples are high, for good fruit. Oranges generally firmer, sales good. Valencias owing to delay in receipts were scarce last week.

Bananas begin to have interest, though while the frost remains there is no large business. It is said that at least for the first part of the season prices will be high.

Lemons rather higher.

Provisions.

In barrel pork there is little offered except clear of different grades. Full prices asked, light sales. Beef is firm but very quiet. Pure lard high, very little Canadian here. In refined compound price is still low, though more firmly held. A good sale. Smoked meats high. In fresh beef market is still dull, prices are low. Nice veal seen, and commands good prices. Mutton steady. Pork is still high.

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

Butter.

Best stock rather scarce and there is good fair demand. Poor butter begins to accumulate and prices rather low.

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

Eggs.

Supply has been light during the past week and rather better prices obtained.

Eggs, strictly fresh	0 20	0 25
Eggs, fre h	0 18	0 20
" case stock	0 16	0 18

Cheese.

Market about bare, prices are high. For export very large cheese usually used. Your correspondent notices a demand on the other side for smaller cheese.

Cheese per lb.	0 14	0 14 1/2
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N.S. Markets.

Halifax, March 21, 1906.

The grocery trade is a little on the dull side, the changeable weather conditions having to some extent a detrimental effect on business.

The recent advances before noted in the price of sugar have caused a considerable drop in the sales, though the jobbers in most cases are stocking up, anticipating another advance in the price. All canned goods are now finding a ready sale, beans, peas, tomatoes and corn being most in demand.

Collections are about a good average. Many of the grocery stores of the city, while the bodies of the late Archbishop O'Brien and Lieut.-Governor Jones were lying in state, draped their windows with black and white and purple and white.

The stock of apples in the valley is being pretty well cleaned up. The Furness liner "St. John City" which has just sailed from here for London, took over four thousand barrels, which will probably be the last large shipment from Halifax this season. Good apples are very scarce on this market. Some Russets and Spys of fair quality are offered, but the price quoted is away above their value. \$1.50 is asked for the best of them, and from \$3 to \$4 for the others. The demand for apples during the Lenten season is always very good. Some of the commission men say that before the season closes the best of the Spys will fetch \$5 per barrel.

The best quality of the last shipment of Jamaica oranges are jobbing at \$6.50 to \$7. The high price is said to be due to the large proportion of the waste. Navel oranges are selling at \$1 for all counts.

Lemons are selling at \$2.50 to \$3, according to the quality.

Grapes are very scarce and are quoted at \$6 and \$7.

The onions in stock here are of rather poor quality. 2 1/2c. to 2 1/2c. per pound is the price quoted.

The first strawberries of the season on the market are selling at 10c. to 50c. per box.

Stocks of potatoes are now very wasty and the commission men have to pick them over. Some vessels which were at the wharves all Winter are discharging cargo, some of which is in pretty poor shape. During the mild weather the potatoes heated in the holds and much of the stock rotted. They are selling here at 40 to 50 cents per bushel.

Turnips are quoted at 80c., beets at \$1, parsnips at \$1.50, and carrots the same.

Butter is in fairly good supply. The farmers continue to send in small lots, which is consumed principally on the local market. Good butter in small tubs finds ready sale at 25 and 26 cents, and the farmers who go about from door to door, find no difficulty in disposing of their stock at these prices. Very little butter is being exported from here this season. The local demand is good, and it is expected that the supply will increase as Spring advances.

The recent cold snap has caused a decrease in the supply of fresh eggs, though the price has not advanced very much, the stocks on hand being fairly large. Fresh eggs can be bought here from 18 to 25 cents, the vendors in the green market on Saturday asking the latter figure. Their stock is always superior to the general run, and in consequence they usually receive a couple of cents more per dozen than the average jobbing price.

A NEW CANNING FACTORY.

A new canning factory is to be built at Beamsville. The parties interested are E. D. Smith, M.P., Winona, who is already engaged in putting up jams and fruits in heavy syrups in glass, and Thos. Owens, of the Bloomfield Packing Co., Bloomfield, packer of Quaker Brand canned goods.

The factory will be 100 feet by 40 feet with a storehouse about 160x60. A splendid location has been secured on the H., G. & B. line right under the mountain from the top of which excellent water is to be had in abundance. The new factory will confine its operations very largely to tomatoes and fruits.

THE GREAT WEST

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

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

Officers Retail Merchants' Association of Western Canada:

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

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

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

A circular letter under date of Feb. 24 has been sent by Ira Stratton, secretary of the Manitoba and Northwest Postmasters' Association, to the postmasters of Western Canada urging upon them the necessity of organization and asking their signature to a petition which is to be presented to the Dominion Government on behalf of the postmasters of the Dominion. With all worthy organization movements the Retail Merchants' Association of Western Canada may well sympathize, and no argument will be advanced by the association in opposition to the scheme. But there is one clause in the petition now being signed, to which the merchants of Canada have every reason to object. Clause 11 of the petition is the one referred to. It reads 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."

To this proposal the Retail Merchants' Association of Western Canada is strongly opposed and there is every reason to believe that the matter has only to be brought to the attention of the retail trade through the trade press to elicit from the merchants of the country an expression of disapproval so strong as to prevent the request of the association from being granted. Fortunately the merchants of the west are in a position to speak as an organized body in opposition to this clause through the medium of their association. Last Saturday, Secretary Coulson wrote Ira

Stratton, the secretary of the Manitoba and Northwest Postmasters' Association, warning him that the retail merchants of the west are unalterably opposed to the granting of this clause in the petition, and that unless satisfactory assurances are given during the coming week the association will bring the matter at once to the attention of the Government.

The proposal is simply indefensible and the superb "nerve" of those who make it can best be appreciated when it is remembered that more than 85 per cent. of the postmasters of the west are general storekeepers. To ask these men to sign a petition of this nature is sheer impudence, for the scheme is one that is wholly in the interests of the mail order houses. It is bad enough that the country storekeeper in his capacity of postmaster should be compelled to distribute tons of mail order catalogues every year, but to suggest to him an organized scheme whereby he is part of the machinery to furnish his mail order competitors with lists of his customers is cool effrontery of a sort to excite the admiration of those who can only wonder at Mr. Stratton's nerve.

It happens, however, that the clause is No. 11 on the list and that it is associated with others which are in no way objectionable, and which relate to grievances under which the postmasters suffer. With the other clauses there will be no disagreement, and many country postmasters reading the synopsis of the petition hurriedly may attach their signature without noticing clause 11.

There is no reason why the machinery of the post office department should be placed in this way at the disposal of the mail order houses. To do so would be most unfair to the local dealers, and it is most unlikely that the Dominion Government will assent to this clause, provided the merchants of the country make themselves heard. The Canadian Grocer will welcome communications on this subject.

Secretary Coulson was in Stonewall on Friday of last week organizing the Stonewall section, which includes the town of Balmoral. At a meeting of the dealers in this section it was agreed to sell all 10-cent packages and plugs of tobacco at 10 cents straight and to regulate the price paid for eggs according to advices received from Winnipeg.

Next week Secretary Coulson will go

west to complete the organization of a number of sections, and notices are being sent to merchants to attend meetings at various points. The meetings for which notice has been given are as follows:

Souris, March 26; Brandon, March 27; Indian Head, March 28; Balgonie, March 29; Regina, March 30; Moose Jaw, April 2; Weyburn, April 3; Fillmore, April 5; Esterhazy, April 10, and Balcarres, April 12.

The Esterhazy section is to include the towns of Esterhazy, Wellwyn, Rocanville, Tantallon, Hazlecliffe, Stockholm, Dubue, Grayson, Killaley, and Neudorf. In this section there are 21 merchants who already are members of the association.

The Balcarres section includes the towns of Balcarres, Lipton, Abernethy, Cupar, Earl Grey, Lemberg, Dysart, Southey, Bulyea, and Strassburg. In this section there are now 26 members.

The Moose Jaw section includes Moose Jaw, Belle Plain, Caron and Mortlach. The membership is 16.

The Balgonie section, which includes Balgonie and Pilot Butte, has 10 members.

The Souris section, which includes Souris and Carroll, has 9 members.

The Indian Head section has not yet been organized at all, but Mr. Coulson has been invited to address the Board of Trade with the object of forming a local section.

The Weyburn section has 28 members from the following towns: Weyburn, Hitchcock, Macoun, Midale, Halkute, McTaggart, Lang, Milestone, Wilcox, Rouleau, Drinkwater and Yellowgrass.

The Fillmore section has 20 members from the following towns: Fillmore, Sedley, Francis, Tyvan, Osage, Creelman, Heward and Stoughton.

The Regina dealers, like those in Indian Head, have not yet been secured as members of the Retail Merchants' Association of Western Canada. They have however, their own local association and it is expected that, as a result of Mr. Coulson's visit, this organization will be annexed by the larger body. It is proposed to include Pense in the Regina section.

At the Esterhazy and Balcarres meetings, Mr. Coulson will have the assistance of W. C. Paynter, one of the leading members of the association. Dealers have been anxious to have their own sections thoroughly organized in time for the Spring produce trade, and it is to be hoped that there will be a large attendance at these meetings in order that the organization may be perfected.

The practical these meeting much larger annual and Winnipeg.

NEW C

Carl Gro Ashwell's gr has bought store of T. and has ope ness. The bu modeled. A installed, giv dow which v opportunity window displ ted up with ing of the ne Chilliwack equipped sto

NEW

A strong firm known Co., Limited gary and it of the monti pany are F. G. Edgar, Johnston, si last two ye manager of bell Bros. & connection a has been a l eral years a manager for that city. partner in Nicholson, and Calgary among the t first mercha Calgary the warehouse c good storag their patron in the Sharj bank. Office Edmonton, charge of M taken over Sharpe, Ca mence busin eral good fi

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(Market quotac

ABBREVIATED
Evaporated App
Tapioca—Adva
Peanuts—Adva
Green Rio Coffe
Cheese—Advan

A steady ed this wee continues v ing firmly to further
Canned to report t as follows:

Apples— gallons, per 3-lb.

The practical pecuniary benefits from these meetings of local sections are much larger than those secured from the annual and semi-annual meetings in Winnipeg.

NEW CHILLIWACK STORE.

Carl Grossman, lately manager of Ashwell's grocery in Chilliwack, B.C., has bought the crockery business and store of T. B. Henderson in that town and has opened a general store business. The building is being entirely remodeled. A plate glass front is being installed, giving a 12-foot display window which will give Mr. Grossman an opportunity of making some excellent window displays. The store is being fitted up with modern counters and shelving of the new owner's own design, and Chilliwack will have one of the best equipped stores on the coast.

NEW BROKERAGE FIRM.

A strong brokerage and commission firm known as the Dominion Brokerage Co., Limited, has been organized in Calgary and it commenced business the first of the month. The officers of the company are F. G. Dawson, president; J. G. Edgar, vice-president, and R. C. Johnston, secretary-treasurer. For the last two years Mr. Dawson has been manager of the Calgary branch of Campbell Bros. & Wilson, and he has a good connection among the trade. Mr. Edgar has been a resident of Calgary for several years and has held the position of manager for the Hudson's Bay Co. in that city. Mr. Johnston has been a partner in the big brokerage firm of Nicholson, Bain & Johnston, Winnipeg and Calgary, and he is well connected among the trade, having been one of the first merchandise brokers in Calgary. In Calgary the new firm has a large track warehouse on Ninth avenue west, and good storage facilities will be provided their patrons. Offices have been secured in the Sharples block over the Northern bank. Offices are also being opened in Edmonton, where the business will be in charge of Mr. Edgar. The new firm have taken over the agencies of Hull & Sharpe, Calgary, and therefore commence business as representatives of several good firms. The capital is \$20,000.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, March 22, 1906.)

ABBREVIATED MARKET NOTES FOR CURRENT WEEK

Evaporated Apples—Advanced ¼c. per lb.
Tapioca—Advanced ¼c. per lb.
Peanuts—Advanced ¼c. per lb.
Green Rio Coffee—Advanced ¼c. per lb.
Cheese—Advanced 1c. per lb.

A steady and active market is reported this week by local jobbers. Business continues very brisk and prices are being firmly maintained with a tendency to further advances in several lines.
Canned Goods—There are no changes to report this week and we quote again as follows:

FRUITS.

	Group No. 1.	Groups No. 1 & 2.
Apples—gallons, per doz.	3 10	3 05
3-lb.	2 49	2 44

Cherries—red pitted, per 2-doz. 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-doz. case	3 58	3 53
3s, " "	5 09	5 04
Peaches—2s	4 08	4 03
3s	6 14	6 09
Plums—Damsion, 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	4 20
2s, whole, " "	3 75	3 70
2s, whole, " "	4 50	4 45
2s, grated, " "	4 50	4 45
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
refugeco, "	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 60	2 55
Salmon, Fraser River sockeye, per case	6 25	6 20
Skene's River, "	5 90	5 85
River's Inlet, "	5 75	5 70
Red Spring, "	3 75	3 70
humpback, "	4 85	4 80
cohoes, "	6 30	6 25
Clover Leaf, Fall delivery, 1 to 4 cases, 5 to 9 cases.	1 25	1 20
Pork and beans (V.C.P. Co.), 1s, per doz.	1 90	1 85
2s, "	2 60	2 55
3s, "	2 10	2 05
Clark's 1 lb. plain, per case	1 80	1 75
2 "	2 20	2 15
3 "	2 30	2 25
1 " tomato sauce, per case	1 85	1 80
2 "	2 40	2 35
3 "	2 30	2 25
1 " Chili	1 95	1 90
2 "	2 40	2 35
3 "	2 40	2 35
Soups (Van Camp's), per doz.	1 25	1 20
Canned chicken (Man. Can. Co.) per doz.	3 25	3 20
turkey	3 25	3 20
chicken (Aylmer), per doz	3 30	3 25
(Delhi), "	3 30	3 25
turkey (Aylmer)	3 30	3 25
(Delhi)	3 30	3 25
duck (Aylmer)	3 30	3 25
(Delhi)	3 30	3 25
Corned beef	2 75	2 70
1s	1 55	1 50
Roast beef (Man. Can. Co.), 2s, per doz	2 65	2 60
(Clark's), 1s, per doz	1 50	1 45
2s	2 65	2 60
Potted meats, 1s, per doz.	0 55	0 50
Veal loaf (Libbey's), 1 lb., per doz.	1 25	1 20
1 lb.	2 50	2 45
Ham loaf " 1 lb.	1 25	1 20
1 lb.	2 50	2 45
Chicken loaf " 1 lb.	1 85	1 80
1 lb.	3 50	3 45
Luncheon (Clark's), 1s,	3 45	3 40
(Aylmer), 1s,	3 00	2 95
Sliced smoked beef (Libbey's), 1-lb. tins, per doz.	1 80	1 75
1-lb. tins, "	3 10	3 05
1-lb. glass, "	3 35	3 30
Chipped " " 1-lb. tins, "	1 45	1 40
" " 1-lb. tins, "	2 50	2 45
" " 1-lb. glass, "	3 05	3 00
Sliced bacon, " 1-lb. tins, "	3 10	3 05
" " 1-lb. glass, "	3 25	3 20
Corned beef (Clark's), 1-lb. tins, per doz.	1 50	1 45
2-lb.	2 65	2 60
Lobsters (new), 1-lb. flats, per 8-doz. case	16 00	15 50
" " 1 lb. tails, per 4-doz. case	10 25	10 15
" " 1-lb. tails.	14 50	14 40

Sugar—No change since the advance noted last week. Prices are as follows, f.o.b., Winnipeg:

Montreal granulated, in bbls.	4 85
in sacks.	4 80
yellow, in bbls.	4 45
in sacks.	4 40
Wallaceburg, in bbls.	4 75
in sacks.	4 70
Berlin, granulated in bbls.	4 75
sacks.	4 70
icing sugar in bbls.	5 45
in boxes.	5 45
in small quantities.	6 05
Powdered sugar, in bbls.	5 25
in boxes.	5 45
in small quantities.	5 70
Lump, hard, in bbls.	5 55
in 1-bbls.	5 55
in 100-lb. cases.	5 55
Raw sugar.	4 80

Syrups and Molasses—Recent advances are being firmly maintained. We quote:

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
Barbadoes molasses in 1-bbls., per lb.	0 04
New Orleans molasses in 1-bbls., per lb.	0 02 1/2
" " in barrels.	0 02 1/2
Porto Rico molasses in 1-bbls., per bbl.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bats., each.	0 33
" " "	2 25

Coffee—Green Rios are quoted now at 10 1-2c. to 11c. per lb. and ground roasted Rios are quoted now at 16c. per lb. The market is firmer. We quote:

Whole green Rio, per lb.	0 10 1/2	0 11
roasted " per lb.	0 15 1/2	0 16
Ground roasted Rio	0 33	0 32
Standard Java in 25-lb. tins, per lb.	0 33	0 32
Old Government Java in 25 lb. tins, per lb.	0 32	0 31
Mocha	0 29	0 28
Imperial Java, in 25 lb. tins, per lb.	0 25	0 24
Pure mocha	0 19	0 18
Maracaibo	0 17	0 16 1/2
Choice Rio	0 16 1/2	0 16
Pure	0 32	0 31
Seal Brand (C & S) in 2-lb. tins, per lb.	0 33	0 32
1-lb.	0 33	0 32
Local Blends—Mocha, and Java in 2-lb. tins, per lb.	0 23	0 24
1-lb.	0 24	0 23

Foreign Dried Fruits—No changes since the revision noted last week. Prices continue as follows:

Sultana raisins, bulk, per lb.	0 6 1/2
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
" " 4 "	0 08 1/2
" " choice seeded in 1-lb. packages, per package	0 09
" " fancy seeded in 1-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 11
Prunes, 90-100 per lb.	0 06 1/2
80-90 "	0 06
70-80 "	0 07 1/2
60-70 "	0 07 1/2
50-60 "	0 08 1/2
40-50 "	0 08 1/2
choice silver, per lb.	0 10 1/2
silver, per lb.	0 08 1/2
Currants, uncleaned, loose pack, per lb.	0 05 1/2
dry cleaned, Filiatras, per lb.	0 06
wet cleaned, per lb.	0 06 1/2
Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 07
Vostizias, uncleaned.	0 06 1/2
Hallowee dates, new per lb.	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
Peaches, choice, per lb.	0 13 1/2
standard	0 12 1/2
Pears, choice (halves), per lb.	0 16
standard	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice.	0 12

Candied Peels—

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

Nuts—Peanuts are quoted now at 10 1-4c. per lb.; a slight advance. Jumbos are selling at 12 1-2c. We quote:

Almonds, per lb.	0 12 1/2
(shelled), per lb.	0 23
Filberts	0 10
Peanuts,	0 10 1/2
Jumbos,	0 12 1/2
Walnuts, new, Grenoble, per lb.	0 15
" " Marbots	0 13 1/2
" " shelled,	0 30
Pecans, per lb.	0 15 1/2
Brazilia, per lb.	0 15

Spices—

GROUND SPICES.	
Pepper, black, in 10 lb. boxes, per lb.	0 18
white, 5	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20

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CONDENSED OR "WANT" ADVERTISEMENTS

GROCERY BROKERAGE—Young man would purchase outright or an interest in established concern with good connection. Apply, Box 110, THE CANADIAN GROCER, Toronto. [12]

SITUATIONS VACANT.

WANTED—A respectable honest, live representative, thoroughly familiar with all the Nova Scotian apple growers and shippers along the D. A. route to drum up consignments during next (1906-7) season for large European markets and British provincial towns. Reply, "Hustler," London office CANADIAN GROCER, 88 Fleet street.

AGENCIES WANTED.

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

ARE YOU
GETTING YOUR SHARE
 of the
LARGE BUSINESS
OFFERING in ALBERTA?

IF NOT Write us.
 Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers
CALGARY, ALTA

Sawyer's
50 Years
 the People's
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CRYSTAL

See that Top **Blue.**

For the
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**DOUBLE
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Sold in
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Sawyer's Cryst-
 al Blue gives a
 beautiful tint and
 restores the color
 to linens, laces and
 goods that are
 worn and faded.

*It goes twice
 as far as other
 Blues.*

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

M. F. EAGAR & SUN, Agents
 HALIFAX, Nova Scotia

INTEREST IN N. S. PRODUCTS.

Writing from Dublin to Mr. G. De Wolfe, of Kentville, N.S., J. H. Sheridan says:

"This season we had an unusually large sale of dried fruits, raisins, currants and figs, and as I carry a considerable quantity of these fruits in season my time was fully occupied in looking after them.

"I was much interested in the report of the last conference of your association of fruit growers. As mentioned before, I believe it would be far more satisfactory to your growers to arrange to do direct business with the principal markets in Ireland, Dublin, Belfast and Cork. The two former would be the principal places. I have endeavored to interest some of your people in these markets but up to the present without success.

"So far this season good prices are being obtained for Canadian packs here, most of it coming via Liverpool. For this time of the year there is also a good supply of Oregon boxed fruit. These apples generally realize from 10s. to 15s. per box.

"I intend again taking up the matter of direct business with some of the N. S. growers for the coming season, and hope to be able to show them that it would be to their advantage to supply this market independently of the others."

COMPANIES INCORPORATED.

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

Provincial charter has been granted to Heyes Brothers, Limited, to import, manufacture, buy, sell and deal and act as agents for the sale of druggists' and tobacconists' sundries, fancy goods, notions, cigars, cigarettes, tobaccos, and other kinds of goods capable of being profitably handled in connection therewith. The share capital of the company to be forty thousand dollars divided into eight hundred shares of fifty dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be Clarence David Gourlie, Vera Dumbrelle Heyes, Leigh Clow Todd, Joseph Edward Riley, and Alfred Bicknell.

BUSINESS NOTES.

The Northern Bank has opened a branch at Somerset, Man.

Bank of Hamilton has opened branches at Edmonton and Nanton, Alta., and Snowflake and Somerset, Man.

Buffalo Lake Trading Co., general merchants, Lamerton, Alta., J. C. Edminson, deceased.

Chas. H. Reid, general merchant, North Augusta, Ont., loss by fire.

Mrs. Matilda Ballard, grocer, boots and shoes, Clinton, Ont., stock damaged by smoke, etc.

**YOU CANNOT GIVE
 YOUR CUSTOMERS
 "STALE" EGGS AND
 EXPECT TO BUILD UP
 an EGG BUSINESS.**

Neither can you give your Customers "stale" roasted Coffees and expect to build up a Coffee trade.

Ever tried
Gold Standard Coffees?

Fresh Roasted,
 Fresh Packed,
 Rich in Flavor, Aroma
 and Strength.

Just what you order,
 Just when you order it,
 Just the price we quote you.

**OUR COFFEES ARE
 FROM THREE TO
 FOUR WEEKS FRESH-
 ER THAN EASTERN
 ROASTED COFFEES.**

A post card will bring
 samples and prices.

The Codville-Georgeson Co.
 Limited
Winnipeg, Man.

**EASTERN MANUFACTURERS
 AND SHIPPERS**

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.
 Established 1882

First-class storage for all kinds of goods

Mild Cured Hams
Choice Breakfast Bacon
Long Clear Bacon
Pure Lard

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

Canned Meats

Drop us a line for Price List.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

CHEESE

Stocks are getting low; prices will be no lower. We still have some choice Septembers.

BUTTER

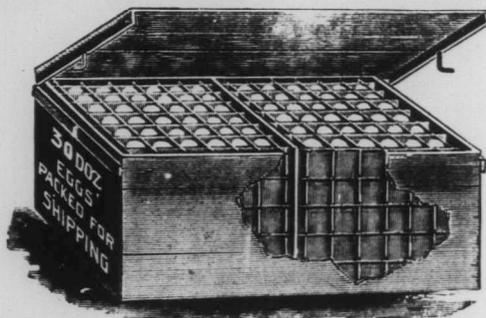
Demand is good; prices firm. If you have any to sell, we can buy it. If you want to buy, we shall be pleased to have your inquiries.

EGGS

Plentiful, and reasonable in price. Order now.

F. W. FEARMAN CO., LIMITED
HAMILTON

EGG CASE FILLERS



NEW LAID EGGS
 to bring the highest market price
MUST BE PACKED
 in clean, fresh Fillers.

These can be obtained from

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

Manufacturers of Egg Case Fillers

30-38 DOWD STREET

MONTREAL

Board Mills and
 Filler Factory at
 GLEN MILLER, ONT.

The
J. A. McLEAN
PRODUCE CO.

Limited

Exporters and Wholesale Dealers

Butter, Eggs and Cheese

100,000 Cubic Feet Cold Storage (Lynde British)
 on Our Premises

73-75-77 Colborne Street
TORONTO

The cheese strength since from British by advanced in Canada quantity so t There is sti here in store, however. Th of the entire Canada do n 10,000 boxes stocks in Gre insufficient fo be expected b on the marke

Butter, und absorb water percentage of Britain is lin thing above treated as ad greed of gain chances and r eutions were At least in o a sample of cent. of watc to 35 per ce butter which to the consum

Bulletin No ment of Agric with the wat pamphlet is the Hon. Sid Agriculture, T. Shutt. M union Exper assistance of and Mr. A. T

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Further, bu preservative e any length of stures. The dissolve in Mixed with not act in k these saline (brine) that i being qualie in a cert the water con

There is als sible between water content fortunately, t have this noi eant proport be present fo this fact ther an excessive a ter how well stay this des is, especially means of a temperature.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market has gained further strength since our last report. Cables from British markets have been steadily advanced in prices and goods unsold in Canada have dwindled down in quantity so that there is not much left.

There is still a fair quantity of cheese here in store, sold, but not shipped out, however. The most liberal estimates of the entire stocks of cheese in all Canada do not place the figures above 10,000 boxes. This, with the light stocks in Great Britain, may be called insufficient for the natural demand to be expected before new goods can come on the market.

Butter, under certain conditions, will absorb water like a sponge, and as the percentage of water in butter in Great Britain is limited to 16 per cent., anything above this is considered and treated as adulterated butter, but the greed of gain will tempt people to take chances and recently a number of prosecutions were reported from the U. K. At least in one case the analyst found a sample of butter containing 50 per cent. of water, and in many cases 25 to 35 per cent. of water was found in butter which was offered in retail shops to the consumers as "pure butter."

Bulletin No. 8, issued by the Department of Agriculture at Ottawa, deals with the water-content of butter. This pamphlet is published by direction of the Hon. Sidney A. Fisher, Minister of Agriculture, and compounded by Frank T. Shuff, M.A., F.I.C., chemist Dominion Experimental Farms, with the assistance of Mr. C. F. Whitley, B.S.A., and Mr. A. T. Charron, M.A.

According to this bulletin water is a normal constituent of butter. Butter fat, pure and simple, could never become an article of diet; it would be unpalatable and disagreeable, and also—a matter of considerable importance—it would be uninviting in appearance.

Further, butter without salt or other preservative could not be held good for any length of time at ordinary temperatures. These preservatives do not dissolve in butter fat mechanically. Mixed with pure butter fat they could not act in keeping the butter. It is these saline materials in solution (brine) that preserve the butter. The genuine qualities of butter, therefore, are in a certain sense dependent upon the water content.

There is also, no doubt, a relationship between "body" or texture and water content. There are no data, unfortunately, that can be presented to prove this point, or rather to show the exact proportion of water that should be present for the best results, but of this fact there is ample evidence—that an excessive amount of water no matter how well incorporated, tends to destroy this desirable property and this is especially true when obtained by means of a high churning or washing temperature.

Quality in butter includes flavor, body or texture, appearance and similar attributes. It is a comprehensive term and may be said to result from several causes, beginning with the nature of the feed the cow receives and ending with the various details of fermentation of the cream and manufacture of the butter. Nevertheless the probabilities are that in controlling the water content we have at least one means of controlling the quality of butter, and this, apart from "keeping quality," a distinct property from quality as usually understood, and one which undoubtedly is injuriously affected by a high water content. For quality, as judged immediately after the butter is made, much depends upon the thorough incorporation of the water and the temperatures at which it is incorporated, but it is very doubtful if there is not in all cases a distinct falling off in value when the water exceeds 41 per cent., no matter how skilfully the butter is made.

Though, as we have seen, water is a necessary and legitimate constituent of butter, there is no recognized normal water content, unless one so regards the legal limits fixed in some countries as, for instance, 16 per cent. in Canada as a maximum. As butter comes from the churn, and before working, it may contain between 16 per cent. and 22 per cent. After working and draining, unless the conditions are exceedingly abnormal, it may contain between 7 per cent. and 16 per cent., according to certain factors.

According to the consensus of European authorities, well-made butter of the best quality should not contain more than 15 per cent. water, and as far as we can gather most experts favor a water content between 13 per cent. and 14 per cent. In this latter deduction the analytical data of butters made in England, Denmark, Sweden, Holland and other European countries, have been consulted.

It has been stated that water is a necessary and legitimate constituent of butter; nevertheless when present in excessive or unusual amounts it is accounted an adulterant. Water, in undue proportions, results from fraud or lack of skill in the manufacture of the butter, but in either case the butter so characterized is held to be adulterated. As we have already stated, the legal limit of water content in Canada is 16 per cent. It is, therefore, evident that as regards the desirability or possibility of making butter in Canada having a moisture content of 16 per cent. or over, there is no room for discussion. But we go further than this and say that it would be highly injudicious to approach this percentage.

Two years ago a large number of samples of creamery butter made in various parts of the Dominion were submitted to analysis, and it was found that this butter contained an average

of 12.3 per cent. water. This may be considered from all points of view a very satisfactory amount, though very possibly it might be brought up to 13.5 per cent. without injury to the butter. A higher percentage would mean a larger "overrun," which, of course, implies a larger return, but the probabilities are that the benefit would not be a lasting one, for the quality of the butter would suffer and the butter trade—and particularly the export trade—would be correspondingly injured. It seems undesirable, therefore, we believe, to adopt any modification in manufacture that would result in a butter with a water content above 13.5 per cent. As an illustration of the relation between keeping quality and water content, we may instance the New Zealand butter. This butter is in excellent repute in the British markets, and the analysis of a number of samples made last year gave an average water content of 10.59 per cent.

This is a matter which is receiving considerable attention at the present time and we, consequently, take this opportunity of impressing upon those in authority in Canadian creameries that it would be extremely unwise for a present benefit to hazard the loss of our reputation. We can make first-class butter with good keeping qualities, and the output from the majority of our creameries is, and has been, of this character. Any deviation in the direction of a butter containing more water would, as we have said, lead eventually to loss and possible injury to the butter industry that it would take years to recover from.

THE PROVISION SITUATION.

There is little of interest to note in the provision situation. Montreal reports steady local trade with very active inquiries for bacon. In Maritime Provinces trade keeps well to the front, with offerings reported as scarce and prices well maintained.

The situation with regard to hogs shows no improvement, the farmers' supplies at all points being sadly deficient of packers' requirements. At the present time, no doubt, the severe weather accounts somewhat for the sudden decrease in supplies, owing to difficulties of transport. There is little doubt, however, but that it will be some good while before supplies are anywhere near requirements.

The English markets have been inquirers for Canadian bacon, but prices do not move upward, although the growing approval of Canadian provisions is everywhere apparent.

There has been no change in prices of live hogs; packers are prepared to continue present high values in order to secure supplies, whilst at the same time it is evident that quality does not warrant them.

A note of the remarks in a recent report of Commercial Agent P. B. Mac-

FLOUR AND CEREAL FOODS

The conditions reported at the several centres of wheat supply are somewhat discouraging. The sharp drop in prices referred to in our last issue has naturally made itself felt very materially. The fall in values was undoubtedly due to the realization that the universal stock of grain was very heavy.

At the end of February there were nearly twenty-one million bushels of wheat in store in Canada, contrasted with only about thirteen million bushels at the corresponding period of the previous year. This estimate only provides for the stocks of wheat at principal points throughout the Dominion, and does not include the wheat held in farmers' hands, which is known to be considerable.

A similar condition exists in the United States, farmers there having been financially strong enough to carry large quantities over from the last crop season. It is estimated that the world's stocks at the beginning of this month totalled 208,704,000 bushels, which is a matter of twenty-six million bushels in excess of the previous year's figures.

The supplies in this country and the United States alone were 112,000,000 bushels at the commencement of this month, a decrease of eight million bushels when compared with February of this year, a perfectly natural contraction, but an increase of twenty-seven million bushels over the same period last year.

European stocks have shown heavy increases over last year's holdings, and there is altogether a very fair outlook for the continuance of the present low quotations in the wheat market.

The export trade has shown better interest. Inquiries which have come to hand have been on lines more approaching the ruling conditions here, consequently business has been more easily negotiated. Some decent sized orders have been secured at prices which show moderate margins for dealers after taking into account the revised freight rates.

Reports from Maritime Provinces and Quebec speak of flour stocks as light, and point to a likelihood that dealers will be compelled to buy freely shortly, which simply means that the present dullness is only the postponement of demand.

FLOUR MILLS AMALGAMATE.

There is a rumor current that the Lake of the Woods Milling Co. is about to take over the Keewatin Milling Company in its entirety. The latter company has only recently organized, and it has a paid up capital of \$1,000,000. The price to be paid for it is said to be something like \$1,250,000. The Keewatin Milling Company is at present build-

ing a large plant at Keewatin, where are situated also the chief mills of the Lake of the Woods Milling Company. The capacity of the new plant will be 4,000 barrels a day, but should the latter company take it over the daily output would be increased to 7,000 barrels daily.

Should the amalgamation go through the Lake of the Woods Milling Company will be the largest milling company in the British domains.

Another rumor says that the Lake of the Woods people intend to develop extensively the territory about to be opened up by the Grand Trunk Pacific Railway Company.

WORLD'S AVAILABLE WHEAT.

The world's stocks of flour and wheat March 1, as compiled by the Chicago Daily Trade Bulletin, were the largest in more than seven years, being 208,704,000 bushels, as against 181,902,000 bushels a year ago. The increase in February was 4,935,080 bushels, as compared with an increase of 2,140,000 bushels in January, and a decrease of 2,896,000 bushels in February, 1905. American stocks are 112,000,000 bushels, a decrease of 8,000,000 bushels in February, and are 27,000,000 bushels more than last year. European stocks in store and afloat increased 12,842,000 bushels during February, and are 96,551,000 bushels, or 110,000 bushels less than last year.

FLOUR FOR JAPAN SUFFERERS.

In connection with the recent shipment of flour for the relief of famine sufferers in Japan, which was made by the Dominion Government, it is interesting to note the speed and facility with which some of our Canadian manufacturing houses can fill and ship orders on short notice. It is known that the Government gave \$25,000 with which to buy the flour. The Ogilvie Flour Milling Co., Limited, received an order for 7,000 barrels, and the Lake of the Woods Milling Co. received an order for a like amount. A western house supplied the rest. The flour was put up in bags of forty-nine pounds each, and in each bag was inserted a package of Royal yeast cakes, manufactured, as everybody knows, by E. W. Gillett Co., Limited, of Toronto. E. W. Gillett Co., Limited, received at 12.15 p.m. an order for four hundred cases of their Royal yeast cakes and the same day the goods were ready for shipment within fifty minutes after the order had been telephoned in, and were shipped on the 1.5 p.m. train for the west. This company further showed their enterprise in having a circular printed in Japanese characters which showed how to obtain best results in bread-making with Royal yeast cakes. (A copy of this circular was enclosed in every bag.

All of these orders were received on

very short notice, but nevertheless were promptly and satisfactorily filled, proving most surely that Canada's mercantile houses are showing themselves fit to rank among the first in the world for promptness and business methods generally.

WINNIPEG'S GRAIN EXCHANGE CLEARING HOUSE.

The second annual meeting of the Winnipeg Grain Exchange Clearing House Association was held on the 15th inst. and was well attended. During the twelve months ending February the total amount of wheat passed through the clearing house was 176,220,000 bushels, compared with 164,550,000 in the corresponding period of the preceding year. The average monthly clearings aggregated 14,686,000 bushels, against 15,963,000 the year before, and the average daily clearances were 583,000 bushels, against 638,000.

Directors were elected as follows: Capel Tilt, F. Phillips, R. Muir, J. Fleming, W. H. McWilliams, S. P. Clark, A. Hargraft, T. Hatcherd and Donald Morrison. After the regular meeting the directors met and elected the following officers for the ensuing year: President, S. P. Clark; vice-president, W. H. Williams; secretary, Capel Tilt; manager, F. O. Fowler. Though this is only the second year of the existence of that body, its importance in connection with the Winnipeg grain market has been demonstrated beyond a doubt, and it has done much towards putting the local market in the front rank of the markets of America.

SCOTS BUY 100,000 ACRES.

A departure of a highly important character, awakening widespread interest, is the acquiring by the Scottish Co-operative Wholesale Society of one hundred thousand acres of wheat land in Saskatchewan, with the intention of becoming a producer of its own flour. It provides another illustration of the extraordinary interest which is being aroused in the Old Land regarding the Canadian Northwest.

NOTES.

R. W. Oliver, of the R. W. Oliver Milling Company, has returned from a three weeks' trip to Manitoba and the west.

MONTREAL MARKETS.

Flour.

A splendid local demand for flour is reported, and the situation generally is improving. Export demand is increasing.

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

Grain.

Oats are very weak. A slight decline in prices is noticeable. No. 2 is selling from 38½c. to 39c. and No. 3 from 37½c. to 38c. Peas have fallen one cent. The demand for export is not at all large.

No. 4 barley.....	0 47½	0 47½
No. 2 white oats.....	0 38½	0 39
No. 3 white oats.....	0 37½	0 38
No. 3 yellow corn.....	0 53½	0 53½
No. 2 peas, basis 78 per cent. points.....	0 75	0 75

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TRADE MARK.

SYMINGTON'S

High Pressure
Steam Prepared

PEA FLOUR

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

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat,
Herbs and other Seasonings.
Only wants the addition of Water.
Sold in 1 lb., 1/2 lb., and small Tins.
Mfrs: W. SYMINGTON & CO., L.D., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

WESTERN CANADA FLOUR MILLS CO., Limited

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

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

IT PAYS YOU TO PAY FOR QUALITY
BUY FIVE STARS FLOUR

Canada Flakes

"The Food of Quality and Quantity."

The "Quality" of Canada Flakes is the secret of its great success.

The Public to-day buys for the FOOD, not for the package. And the Public wants the worth of its money.

The "Quantity" of Canada Flakes fully meets the demand in every instance.

Peterborough Cereal Co. Limited

Millers

PETERBOROUGH

ROELOFSON & ROELOFSON, Ontario Sales Agents

152 Bay Street, TORONTO

TO MANUFACTURERS' AGENTS:

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

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

Address

Business Manager

THE CANADIAN GROCER
Montreal and Toronto.



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

That is

**Capstan Brand
Worcestershire Sauce**

It Gives you 50% Profit

Ask your wholesale grocer
for it or write us for prices

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

Rolled Oats.

Prices are the same as last week, nor is there any change in the market. Millers are not very anxious to do business at the prices prevailing, claiming there is no money in the trade at present. Accurate quotations are hard to obtain.

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

Feed.

Bran is very, very scarce, and some dealers have been unable to get any at all. Prices have advanced for both Ontario and Manitoba. What little bran there is, is very firmly held. Shorts are also scarce.

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

Hay.

The situation is anything but right just now. Stocks are very heavy; any new arrivals are placed with difficulty. There has been no decline, however, on account of the large holdings. There is little demand.

The market in the United Kingdom is not one that pleases, either, although it is bettering. Arrivals are easing off a little and this will tend towards improvement. Quotations received are in the neighborhood of 55s. c.i.f. Liverpool.

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

TORONTO MARKETS.

Flour.

The domestic trade is still described as slow and uninteresting. Buyers for

SEED CORN

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

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

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

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

NAP. G. KIROUAC & CO., QUEBEC

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

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

SPLIT PEAS

Do you want them in Canada, South Africa, West Indies, Great Britain? If so write us for samples and quotations.

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

the most part are only concerned about immediate requirements, as little confidence is expressed in present markets. Previous quotations are to a great extent merely nominal, as sellers are disposed to close business at near offers. No quotable change, however, is reported.

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

Grain.

The market is a most unsatisfactory one. There is practically no stability to quotation. It will be seen that whilst No. 1 hard Manitoba wheat has actually declined 1c., No. 2 and 3 northern have advanced 1c. to 2c.; this is an instance of the present eccentricity of the market. Export trade has been better, though still of small volume and irregular in character. Dealers report great difficulty in securing even moderate prices.

(F.o.b. elevator; 4c. more N. Bay.)	
Manitoba wheat, hard, No. 1, nominal	0 86
" " Northern No. 1	0 83
" " No. 2	0 81
" " No. 3	0 79
Red, " per bushel, 78 per cent. points	0 77
White, " " " "	0 76
Mixed, " " " "	0 76
Spring, " " " "	0 73
Goose, " " " "	0 73
Barley, No. 1, " " " "	0 48
" No. 2, " " " "	0 46
" No. 3x, " " " "	0 44
" No. 3, " " " "	0 44
Oats, white, " " " "	0 34
" mixed, " " " "	0 33
Peas, " " " "	0 77
Buckwheat, " " " "	0 49
Rye, per bushel, " " " "	0 69

Breakfast Cereals.

The market shows no improvement since our last report. Whilst no quotable change is reported in prices, still markets are extremely weak, and quotations are practically only nominal.

Oatmeal, standard and granulated, cartons, on track, per bbl.	4 50
Rolled wheat in boxes, 100 lbs.	2 25
" " " " 50 lbs.	1 20
Rolled oats, standard, cartons, per bbl., in bags	4 60
" " " " " " in wood	4 25
" " " " " " for broken lots	4 20

N. B. MARKETS.

Flour, Feed and Meal.

Flour quite firm, but unchanged. Feed holds at full figures; there is a steady sale for all that is offered. Oatmeal and oats unchanged, a fair business.

Cornmeal quite low. Beans still cheap, particularly Yellow Eyes, in which quite a large trade has been done.

Dealers are now getting in seeds. Prices higher than last year, particularly clovers.

Mr. Wm. Dobie, of E. W. Gillett Co., has just returned from a six weeks' southern trip which included Havana, Cuba, and the principal places in Florida.

A SUCCESSFUL TEA TRAVELER.

Tea, as a rule, be it ever so good, is not an easy article to sell. A good tea salesman must know the tea business from the bottom up, otherwise he will be beaten by the salesman of a rival house who does know it. Lyman W. Cox, one of T. H. Estabrooks', St. John, N.B., travelers, has not much to learn about Red Rose tea, which he chiefly sells. Mr. Cox commenced with Mr. Estabrooks on May 13, 1896, when he was only a boy, and has stayed with him ever since. He began at the bottom, but soon proved that he was worthy of promotion. When he grew older he showed that he still had the right stuff in him by offering to go on the road without any guarantee of salary. This was trusting everything to his ability to sell Red Rose tea—but he sold it—he has built up his connection. It has taken time, but he has succeeded. He travels over a large territory for his firm now, covering Nova Scotia, includ-



Mr. Lyman W. Cox,
"A Knight of the Grip."

ing the Sydneys, and also Prince Edward Island.

Mr. Cox is an ideal "knight of the grip." He is of a genial, warm hearted disposition, and always has a warm handshake for a friend, and he makes many of them, both among the merchants and the clerks. Mr. Cox is now looked upon as one of the most successful salesmen in Canada.

Mr. Cox's loyalty to his employer and his untiring energy in promoting the interests of Mr. T. H. Estabrooks have secured him that confidence that is only extended to faithful help.

In Truro, where he resides, he has a beautiful home where the latchstring is always out to his many friends. He is quite a sportsman when he has time and is an active member of the Truro Curling Club.

D. M. Squire, Walkerville, has built himself a fine new store and has put in an up-to-date stock of fine groceries. The new store has been fitted up very nicely and is a credit to Mr. Squire's taste and an evidence of progressiveness.

POLITE

How n think wh ing to ge includes those " they have are the n ever pau quences t or ten ye to "get kids'" s tion.

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IDEAS FOR THE INDUSTRIOUS

POLITENESS ITS OWN REWARD.

How many merchants ever stop to think whether or not they are endeavoring to get the trade—which of necessity includes the good will—of the children, those “wellsprings of pleasure,” as they have been called, and which they are the most of the time? How many ever pause to consider what the consequences to their business will be eight or ten years hence if they make no effort to “get solid” (to use a bit of “the kids’” slang) with the rising generation.

Some dealers there be content to let well enough alone, who take small thought for anything but the present, going along, one would imagine, on the assumption that their business will sustain itself; that it will expand without any special effort on their part to add to it, as old time customers drop out by removal from town, or dissatisfaction, or perhaps by a wearing away on the part of competitors.

Children are sensitive creatures; in many respects like unto that strange, old fashioned plant, the sensitive plant. Often without knowing how, without the ability to analyze fine psychological points, they will detect a slight where the same words or acts would be passed by unnoticed by older people. Many cases might be cited, by as many reminiscences, where, for cause, children have taken a dislike to a storekeeper and have arrived at years of discretion with an injustice rankling in their bosoms, never to be eradicated so long as they live.

Outwardly, the offended ones, after they are grown up, might bear no grudge, but the feeling would be inside just the same, and as long as there were other merchants, who had been considerate of their feelings, they would not be obliged to deal with the displeasing ones, and the result would be a loss in many dollars and cents to the unthinking, the unheeding.

Every one can recall a dealer who at one time or another did not wait on them with any too much courtesy when they were little tots “doing errands for mother.” Perhaps the dealer waited on others “over their heads,” or was careless about exchanging civilities—did not greet them with a smile and a pleasant passing of the time of day. Of course it might have been the case that such “grown ups” were of a grouchy disposition, any way, and never were in the habit of being overly polite to anybody. Perhaps that “offish” way was unobserved or overlooked in the merchant’s manner with older people and the child divined the disagreeableness only as it touched his own tiny life, and, without going into details as to his

elders, regarded only his own troubles, and then did not get over them as time went by.

An instance was recited just the other day:

It appears that a certain storekeeper, a number of years ago, was rude to a particular midget before grown people. The child never could “abide” (in ancient parlance) the man after that, and when she grew up the memory of the humiliation was never effaced, it still rankled, and not to this day does she patronize that man to whom she took an intense and ineradicable dislike as a child.

The dealer runs a retail furniture establishment, the biggest in his town.

The little girl grew to girlhood, to womanhood, then married a “likely” enough young man, who thought that everything “his Molly” did was just about perfect—and, by the way, is of “the same opinion still,” although they have been married some fifteen years!

At first the couple practiced the very strictest of economy—verging really on parsimony—because they wanted to be “forebanded.”

Then they branched out more, but always living within their income and putting by the rest in healthy investments and in the bank where they could get hold of it in a jiffy if the proverbial rainy day dropped down its torrents without any warning.

When this thrifty couple bought a nice house it called for better furniture than they had owned in the cosy nest which before this they had rented. So their first possessions—the poor little cheap stuff they had “got along with”—were trundled off and things of good quality replaced them.

When it came to refurnishing did they fit up their new quarters with supplies from the stock of the man who had been surly to the lady when she was a little maid?

No need to put the question. The furniture man lost an order amounting to a thousand dollars. And goodness knows how many more fine orders he has lost in his business career if other children he has treated with incivility have held a grievance as did the one in the above chronicle!

“This,” you will say, “happened in the furniture trade.”

Yes, but a groceryman is exactly as apt to be an Old Granny Grumpy as the dealer just “raked over the coals.” Naturally, the eatables man cannot lose so much in a lump sum as the other merchant, but yet the amount aggregates a tidy sum in a year, and when you count up the gastronomic footings for fifteen years lost from a similar

household it is not the most difficult task in the world to come to the conclusion that affability in the traffic places of earth is an asset not to be lightly thrown away.

ALWAYS CARRY IT THROUGH.

There is no luck, for all practical purposes, to him who is not striving and whose senses are not all eagerly attent. What are called accidental discoveries are almost invariably made by those who are looking for something. A man incurs about as much risk of being struck by lightning as by accidental luck.

There is, perhaps, a seeming element of luck in the amount of success which crowns the efforts of different men, but even here it will usually be found that the sagacity with which the efforts are directed and the energy with which they are prosecuted measure pretty accurately the luck contained in the results achieved. Apparent exceptions will be found to relate almost wholly to single undertakings, while in the long run the rule will hold good.

Two pearl divers, equally expert, dive together and work with equal energy. One brings up a pearl, while the other returns empty handed. But let both persevere, and at the end of five, ten or twenty years it will be found they have succeeded almost in exact proportion to their skill and industry.

Stick to the thing and carry it through, says Success. Believe you were made for the place you fill, and that no one else can fill it as well. Put forth your whole energy. Be awake—electrify yourself—go forth to the task. Only once learn to carry a thing through in all its completeness and proportion, and you will become a hero. You will think better of yourself. Others will think better of you. The world in its very heart admires the stern, determined doer.

AN EFFECTIVE CATALOGUE.

A handsome catalogue has been issued by the National Specialty Manufacturing Co., Philadelphia, makers of food choppers, measuring faucets and pumps, coffee and spice mills, fruit wine and jelly presses, tobacco cutters, etc. The catalogue is printed on fine coated paper and illustrated with very excellent wood cuts, and bound in an effective soft grey cover embossed in bronze and terra cotta. It is understood that the company are prepared to consider propositions for further representation in Canada.

Alex. Earl, of the Earl Co., Limited, Cremore, paid a business visit to Toronto last week.

Navel Oranges

We have 5 cars due this week, and though prices have advanced since our purchases, we are in a position to offer you for next week oranges at lower prices than if we had not bought before the advance.

HAVE also due :

1 car St. Nicholas and Kicker Lemons

1 car Verdi and Eagle Lemons

Do not forget that we carry full lines of Pines, Sweet Potatoes, Cucumbers, Head Lettuce, etc.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - CANADA.

SEND IN YOUR ORDER.

DRIED APPLES

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

THE W. A. GIBB CO.

Paokers and Expoters

57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The general situation in fruit has been uninteresting. Montreal reports a measure of activity, the main centre of attraction being oranges. At St. John, N.B., and other eastern points, trade has been brisk with prices all around holding firm. At Toronto and more western points no great activity has been manifest.

The export of apples has been well maintained and prices continue to rule high, whilst in domestic trade all good quality is in active demand and command good figures.

The indications of reports to hand are that both California and European lemons are at high values. At recent sales in New York some Mediterranean sold at quite high prices, whilst California fruit commanded even higher prices still. There are clear indications that point to a high lemon market as the season advances.

The first arrivals of Havana pineapples sold well at the New York sales. About 500 crates of stock, good quality, showing considerable color, were sold. The market was very high. This was really the inaugural auction sale of the 1906 Havana season, and the fruit was generally pronounced by the trade to be unusually good in point of quality for this early stage.

Advices received from California state that favorable weather conditions, supplementing the high prices paid last Fall are expected to stimulate the production of beans in California this year. The Santa Barbara and Ventura farmers will give the usual acreage to this staple crop and possibly a little more, while a much larger acreage will be planted to limas in Los Angeles and Orange counties.

THE BANANA TAX.

A very hot question among fruit men at present is whether or not duty is to be paid on bananas coming into Canada. Certain Montreal fruit firms, including some of the best in the city, recently drew up a memorial which they sent to the Tariff Commission in Ottawa. This memorial is the cause of much discussion on all sides. It points out to the commissioners that bananas are coming into Canada entirely free of duty while oranges, peaches, pears, etc., are all taxed very heavily. It is represented therein that a fair duty to levy upon bananas would be ½c. per pound, which would be somewhere about twenty-five to thirty-five cents a bunch, or in the neighborhood of one hundred dollars a car. This duty should be levied, says the memorial, upon all bananas coming from the United States, Central America and other points not under the British flag. Such as came from Jamaica should be admitted into the country under a preferential tariff, the duty being 50 per cent. of ½c. per pound, or just one-half of what fruit from the other points

should have to pay in duty. The memorial further requests that the duty on peaches, pears and certain other Californian fruits should be lowered considerably.

The item taxing bananas is giving rise to much discussion all around. It is hard to say what the Commission will do, but in all probability some sort of a tax will be imposed; whether it be the one proposed in the memorial or a lower one remains to be seen. The trade is divided in opinion.

One party is very much against the imposing of any tax at all. Bananas, they say, are the poor man's fruit. It is a fruit which does not compete with Canadian fruits. Therefore, they say, why is protection required?

What the One Side Says.

A Montreal fruit merchant who is among those who wish the tax to be imposed said:

"We have sent a memorial to Ottawa, to the Tariff Commission, requesting that a duty be imposed upon all bananas coming into Canada. What we proposed as a reasonable duty was ½c. per pound. This would mean from twenty-five to thirty-five cents duty on each bunch, or in the neighborhood of one hundred dollars a car. We have also suggested in the memorial that all bananas coming from Jamaica by British steamer to Canada be given a preference of 50 per cent. With this duty, bananas would be on the same footing as other fruits coming into Canada, such as oranges.

"As it is, bananas are coming into the country absolutely free. If other southern fruits are taxed, it is only just that bananas also should be taxed. When the present tariff was drawn up about thirty-four years ago, the banana trade was nothing when compared to what it is to-day. It was then insignificant. It was so small that the Government did not think of it, and consequently no tax was imposed upon such as were imported, and ever since bananas have been coming into Canada without paying any duty.

"Then in the Summer months," he continued, "Canada is used as a dumping ground. It is a well known fact that the Canadian banana trade is controlled by a certain trust in the United States. Rather than break the price in the New York market, whereby they might lose thousands of dollars, they ship car after carload of goods into Canada with instructions to dealers to 'sell them for what you can get.' This same trust does not permit any firm buying from it to buy from another house; if a dealer should purchase from a firm outside the trust he is at once struck off their lists, and thereafter finds it impossible to obtain bananas from them. This sort of business is against the laws of the country. Fruit merchants cannot say when they shall have bananas," said he, in concluding; "they must take them when the trust sees fit to send them."

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" Choice
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Grape fruit, Florida

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Egg plant, per doz.
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Turnips, bag
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What the Other Side Says.

When seen by a Canadian Grocer representative regarding the memorial imposing a tax upon bananas, a large dealer in fruits who sided with those who did not wish the tax to be levied was very strong in his views upon the matter.

"Why should there be any duty on bananas?" he asked. "They do not compete with Canadian grown fruit. They are the poor man's fruit. They are the only fruit which the general public can buy at a reasonable price. The prohibitive prices of oranges and apples makes it impossible for the average working man to buy these, while the price of bananas always makes them easily obtainable. If the welfare of the country and the people is regarded the tax will not even be considered," said he. "It is not the trade who will suffer most. The consumer will have to pay the advance which would be necessitated by the imposing of such a tax.

"Canada is not used as a dumping ground. The bananas which come in here are ordered. We never have any trouble with the concern from whom we buy. They deal with us in a business-like manner. As to buying from other firms, there are none who can supply first-class goods at a reasonable price.

"The banana trade is one of the best branches of the fruit industry, and to impose the proposed duty would be to practically kill it."

MONTREAL MARKETS.
Green Fruits.

Very good business has been done in fruits this week. The demand has been good, especially for oranges. A wire from California quotes a rise of 40c. per crate on navels. The advance has not affected local markets yet, but it is probable that there will be a proportionate advance here shortly. Apples have had a fair sale at prices ranging from \$4.50 to \$6.

Messina blood oranges, half box.....	2 50	2 75
Oranges, Florida, case	5 01	5 50
Tangerines	3 25	3 75
Navels.....	3 50	
Dates, per lb.....	0 04	
Bananas	1 85	2 25
Cocoanuts, 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	8 00
" Choice	8 00	
Cranberries, N. S., nominal	30 00	
" Cape Cod,	30 00	
Spanish onions, cases	2 75	
Grape fruit, Florida.....	6 50	

Vegetables.

The market as a whole is quiet at present. Potatoes are steady. A few inquiries have been received from the west already, and it looks as if they were pretty nearly cleaned up out there. It is expected that shipments will be made to western points in the course of a week. Celery, spinach, and lettuce are selling very well. The new arrivals seen on the list this week are not in very great demand on account of the high prices asked. Cucumbers and turnips are slow.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches.....	0 40	1 00
Sage, per doz.....	1 00	
Savory, per doz.....	1 00	
Green peppers, per basket.....	1 00	
Home-grown cabbage, per bbl.....	1 00	1 50
Cabbage, Florida, bbl. crates.....	4 00	
Tomatoes, Florida	6 50	7 00
Egg plant, per doz.....	3 50	
Red onions, brl.....	3 00	
Turnips, bag.....	0 60	
Water cross, per doz.....	0 75	

THE ORANGE MARKET

received our attention some time ago, before the rise, with the result that we secured a number of cars and are giving our customers the benefit.

CALIFORNIA NAVELS

"Bronco Brand," exquisite in flavor. Nothing to equal this famous brand. "Golden Flower," "Golden Gate," "Clover" Brands.

MEXICAN ORANGES

A good orange; very moderate in price; selling this week 12Gs, 150s, 176s, 200s and 216s, at \$2.75 per box.

VALENCIA ORANGES

Fresh car arrived this week. Our weekly price list more fully explains.

WHITE & CO., LIMITED
TORONTO and HAMILTON

W. B STRINGER

WATCH

J. J. McCABE

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

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

ALWAYS GET THE BEST

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

THE F. T. JAMES COMPANY, Limited

76 Colborne St.
33 Church St.

TORONTO

Wire, Phone,
or Mail your Orders

4 CARLOADS ORANGES
1 CARLOAD CELERY
1 CARLOAD ONIONS

THIS WEEK'S ARRIVALS

Finest Yellow Globe Onions, \$1.00 per bag.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: **TORONTO**

GET OUR PRICES ON PEANUTS

SPANISH ONIONS—Large case, \$3.00.

" " Small " 1.15.

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

CONFRONTED

Mr. Grocer, are you aware that when you buy Jams and Jellies not labelled Pure or Compound (or Guaranteed) you are taking a big risk? In a sense, the law holds you responsible, because you sell to the people.

Now, you have the alternative of carrying on a hazardous Jam business or a safe Jam business. If you want the latter business order

E.D.S. BRAND Jams, Jellies, Sealed Fruits in Glass

which I guarantee to be pure and which the Government Analyst has pronounced pure.

Safety lies in making a thoughtful selection.



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

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

FRESH ARRIVALS

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

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.



This design a guarantee of quality.

RED-BROWN WRAPPING

All Weights FOR FURNITURE PACKING All Sizes.

Strong, Tough and Stiff.

A Sure Protection to Destination

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued.

WESTERN CARTAGE CO.,

Cartage and Warehousing

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

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

ALFRED TAYLOR, Commission Agent, SASKATOON, SASK

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

P. W. CARRIER

COMMISSION

GROCERIES, FLOUR, GRAIN

Banque de Hochelaga Building,
QUEBEC.

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.
INGERSOLL

Established - - 1888

EXPERIENCED ADVERTISEMENT WRITERS

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

Grand Rapids lettuce, per box.....	2 00	2 25
" " per doz.....	0 60	
Boston lettuce, per doz.....	0 80	1 50
Sweet potatoes, per basket.....	2 00	2 25
" " per bbl.....	5 00	
Celery, per crate.....	6 50	7 00
Spinach, per bbl.....	3 50	3 75
Cucumbers, per doz.....	2 50	2 75
New potatoes, per bbl.....	8 50	
Mushrooms, per lb.....	0 50	
Brussels sprouts, per quart.....	0 13	
Carrots, per bag.....	0 50	
New carrots, per doz.....	1 00	
Horse radish, per lb.....	0 15	
Radishes, per doz.....	0 50	
New b-ets per doz.....	2 00	
Green Spring beans, per basket.....	0 85	

ONTARIO MARKETS. Green Fruits.

The fruit trade this week is nearly devoid of feature. Refrigeration charges have not yet gone on oranges, but shipments are now leaving California iced, and it is stated positively that the extra 25c. a box will go on next week. Valencia oranges are quoted 25c. higher than a week ago. California navels and lemons are firm at last week's quotations and the tendency is upward. Bananas are firm at about last week's prices. Some Jamaica 8s are offering at \$1.25 to \$1.40. Strawberries are down 5c. to 10c. a quart box. Pines are quoted somewhat higher, from \$5 to \$6. Grape fruit is getting scarce and is higher at \$6 to \$7.50. Cranberries are out of the market. The marmalade oranges have been cleaned up early and the season is practically over.

Oranges, California, 95's to 126's, per box.....	4 00
" " 150's to 176's to 200's, per box.....	3 75
" " 216's, per box.....	3 50
" " 250's to 288's, per box.....	3 25
" Mexican, 126's to 250's, per box.....	2 75
" Valencia, 420's, to 714's, per case.....	5 00 6 00
Lemons, Messina, 300's 360's, per box.....	3 00 3 50
Grapes, Almeria, per barrel.....	5 00 7 00
Apples, XXX, per bbl.....	5 00 5 50
" " XXX, per bbl.....	4 00
" Baldwins, XXX, per bbl.....	4 50
" " XXX, per bbl.....	3 75
" other Winter varieties, XXX, per bbl.....	4 00
" " XXX, per bbl.....	3 00 3 50
" farmers', per bbl.....	2 00 3 00
Bananas, per bunch, firsts.....	1 75 2 00
" " Jumbos.....	2 00 2 50
Red bananas, per bunch.....	2 20 2 25
Strawberries, Florida, per quart box.....	0 50 0 60
Pineapples, Cuban's 16's, per case.....	5 00 6 00
Grape fruit, Florida, 48's to 80's, per box.....	6 00 7 50

Vegetables.

Imported stock is coming in slowly, but the tendency in prices is gradually downward as the season advances. Prices for domestic products are practically unchanged. Florida tomatoes are scarce. New potatoes can be had for a little less. New cabbage is in from Florida. California asparagus is lower, but much depends on the size of the bunch. Boston head lettuce is 25c. cheaper.

Potatoes, kiln dried sweet, bushel hamper.....	1 75	2 00
" New Brunswick, per bag.....	0 90	
" Ontario, per bag.....	0 75	0 78
New potatoes, Bermuda, per bush.....	2 85	3 00
Onions, per bag.....	1 00	1 20
" Spanish, per small crate.....	0 85	1 15
" " large cases.....	2 85	3 00
" green, per doz. bunches.....	0 10	0 15
Cabbage, per bbl.....	1 75	2 25
" new Florida, per crate.....	3 50	4 00
Cauliflowers, California, per crate.....	2 00	4 00
Beets, per bushel.....	0 50	
Carrots, per bag.....	0 60	
Lettuce, per doz. bunches.....	0 30	0 35
" imported, per doz.....	0 35	0 50
" Boston head, per doz.....	1 25	1 35
Radish, per doz.....	0 40	0 50
Cucumbers, hothouse, per doz.....	2 25	2 75
Mushrooms, 1 lb. boxes, per lb.....	0 80	
Celery, Californian, per case.....	7 00	
" " pony case.....	3 25	
Asparagus, California, per bunch.....	0 70	0 75
Beans, white, prime, bush.....	1 75	
" " hand-picked, bush.....	1 90	
" Lima, per lb.....	0 07	
Tomatoes, Floridas, 6 basket crates.....	7 00	
Rhubarb, 1 doz. bndls.....	0 90	1 15
Broccoli sprout, pck.....	0 40	
Spinach, bush.....	1 00	
Leeks, per doz.....	0 25	
Artichokes, per peck.....	0 25	
Parasnips, per bag.....	0 60	
Watercress, per doz. bunches.....	0 20	
Egg plant, per doz.....	1 55	
Peppers, green, per basket.....	1 25	
Squash, Hubbard, per doz.....	2 00	
" butter, per doz.....	2 00	
Oyster plant, per doz.....	0 40	
Parsley, per doz.....	0 90	0 95
Turnips, per bag.....	0 24	

.....	2 00	2 25
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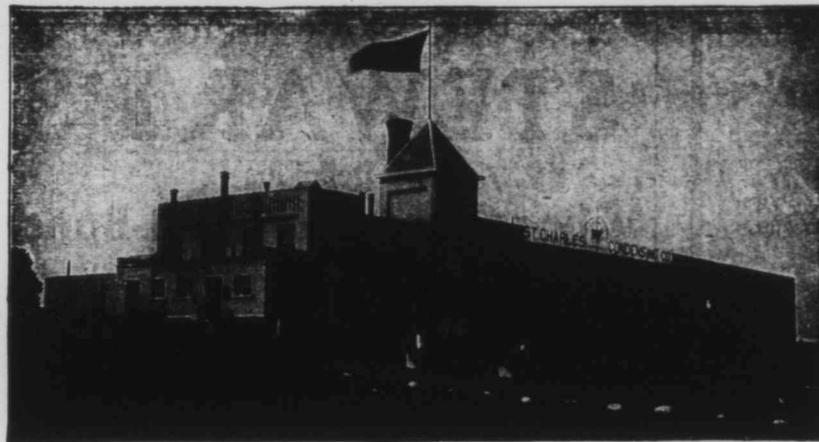
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INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
EVAPORATED CREAM**

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

St. Charles Condensing Co.

To Wholesale Grocers of Canada

GET BUSY

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

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

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

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

Season 1906

HORSE SHOE SALMON

Now in Store



ALSO

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

PACKED BY

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

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

If you sell your customer a poor starch you cannot expect to get another order from her.

JAPANESE STARCH

is the best starch in the world for starching and preserving linen, etc.

We are not the cheapest but **THE BEST.**

A liberal supply of general advertising matter and samples will be sent by writing

American Pure Food Co.,

Agents
JOSEPH CARMAN,
Winnipeg, Man.

MONTREAL

**Don't Confuse Tobler's
with Other Kinds**

You know there are two or three kinds of Swiss Chocolate—chocolate called by that name and chocolate made in Switzerland.

**Tobler's
Swiss Milk Chocolate**

is manufactured in the mountains of Switzerland. Not only that! It is made from the finest cocoa, Swiss milk and sugar.

Tobler's Chocolate has taken more Gold Medals and Diplomas than all other chocolates combined. In the recent war with Russia the Japanese army were provided with **Tobler's Chocolate**.

Grocers in every city and town carry **Tobler's Chocolate**. See that you are not the only one unsupplied.

Maclure & Langley
AGENTS Limited

152-154 Pearl Street, TORONTO

STEWART'S

Delicious

Chocolates and Bon-Bons

Pure and Wholesome

SPECIALTIES

FINE CHOCOLATES

ALAKUMA

MINT LOZENGES

MARSHMALLOWS

PAN WORK

COUGH DROPS

TURKISH DELIGHT

HARD BOILED GOODS

BON-BONS

ACID FLORAL AND FRUIT

TABLETS

THE

STEWART COMPANY

LIMITED

TORONTO

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

MILK CHOCOLATE

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

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

"Diamond"
and "Elite" brands of

CHOCOLATE

have made the name of

MOTT'S

famous throughout Canada. No manufacturers of Chocolate have been able to surpass the quality of

MOTT'S

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

J. A. TAYLOR
MONTREAL

SELLING AGENTS:
E. S. McINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG

GET READY

The first of and many li be prominent

Wholesale paring many A leading lin facturer will ed with cott

Quite a var pared by th filled with p noxious con everything v amusement o

Grocers sl stocking of : then bringin in good bold tures which In no way tion to his s present time ery.

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America tates the fo

BISCUITS AND CONFECTIONERY

GET READY FOR FIRST OF APRIL.

The first of April will soon be here, and many lines of "fool" goods will be prominently before the public.

Wholesale confectioners are busy preparing many freaks of this character. A leading line with one prominent manufacturer will be "fool" chocolates filled with cotton wool instead of cream.

Quite a variety of lines are being prepared by the leading makers—candies filled with pepper, soap and other obnoxious compositions, anything and everything which is likely to produce amusement on that eventful day.

Grocers should be alive to this; the stocking of such goods in advance, and then bringing them right to the front in good bold display is one of the features which mark the up-to-date dealer. In no way can the grocer call attention to his store more effectually at the present time than with this confectionery.

It seems very difficult for many grocers to grasp the fact, that the time has arrived when the storekeeper must count many lines which at one time were considered foreign to the grocer, as now regular staple goods. This is particularly so with confectionery, and many grocers by not doing so are missing an excellent opportunity.

THE CONSUMPTION OF MACARONI

America, more particularly the United States, has a large appetite for macaroni, for 4,000,000 boxes are imported into the United States annually. This is the macaroni most used by both native Americans and Italian residents, not because it is the best, but because it is the cheapest imported and because it comes in the greatest variety of forms. There are fully sixty forms of Neapolitan macaroni. Americans know and use only a few of these. Italian residents most of the three score.

The niceties of macaroni eating are really a sealed mystery to most people. The Italian residents use in Winter and Spring the pastina, or small paste, in forms suitable for mixing with soup. In hot weather they use more commonly the pasta lunga. All the year round they use the forms known as spaghetti, macarancelli and pereiatelli. The soup pastes are not only in the familiar alphabetic form, but in a dozen others, as anchors, stars, little seeds and the like. The retailer has but to indicate his wish to the factory and supply the perforated plate in order to get any new or strange form made. The shell-like soup paste called chiglie is made by hand in Italy, but it sells for very little more than the machine made forms.

American macaroni most often imitates the forms of the Genoese. An ex-

pert in macaroni says that the best in America is made in Texas from Nebraska Winter wheat. There are scores, and perhaps hundreds of small macaroni factories in the Italian quarters of American cities, and there are besides a few large factories where macaroni is made commercially on a large scale.

THE BISCUIT OPPORTUNITY.

With the advent of the individual package, and the perfection to which the tin canister has been brought, the manufacturer of biscuits and cakes has been able to find full scope for his genius. The dainty and attractive confection can now be placed in the hands of the public in as perfect condition as when it came fresh from the bakers' oven, and almost regardless of distance.

The effect of this on the average housewife has been what one might have imagined. She is no longer under compulsion to experiment with home made dainties when in a hurry, or when overerowed with work. The nearby grocery can supply, if the proprietor is up-to-date, a most enticing variety of fancy biscuits, which in appearance, daintiness and healthfulness are in nine cases out of ten away ahead of the domestic product.

Most housewives are acquainted with these facts and are accordingly generous buyers of fancy confections from the grocer, but the trade could be much extended by a little effort on the part of the grocer. The thing itself is its own best advertisement. If the grocer takes the trouble to locate his fancy biscuit department where it will be seen by every person who enters the store he will find a large increase in his sales.

With their glass fronts these handsome tin boxes show forth their sweet contents to very great advantage, and there are few women who looking around for "something nice for tea" are able to see such a display as this without placing an order.

It is not enough, however, in order to get the best results merely to have these biscuits on exhibition, a hint, a suggestion from the salesman will often add the last straw to the customer's determination to invest.

This is a department that will repay attention.

An Auto? No!
Peanut and Popcorn Seller.
Catalog show'em \$8.50 to \$850.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati



THE ONLY WAY

you can maintain a brisk trade in the biscuit line is by keeping up a plentiful supply of

Perfection Cream Sodas

THEY ARE TRADE-BUILDERS TRADE-HOLDERS

The only way you can give your customers complete biscuit satisfaction is by recommending



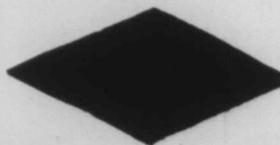
The only way is the safe way for you to take.

Order the Mooney line of biscuits — **PERFECTION CREAM SODAS.**

Do It Now

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 Cocoanut

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



Money Can Buy No Better

The "Shirriff" reputation is a high one. So high that other makers compare their Flavoring Essences with "Shirriff's."

The best can always stand comparisons.

Order SHIRRIFF'S ESSENCES.

MANUFACTURED BY
IMPERIAL EXTRACT CO.,
Toronto

Fortify yourself against inclement season.

VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

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

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



However it may be with other Cocos, you can make a fair profit in selling Lowney's, and we promise you that we will create a larger and larger demand for Lowney's every year by generous and forcible advertising as well as by the superior and delicious quality of our product.

In Lowney's dealers have a guarantee against any cause for criticism by Pure Food officials.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., MONTREAL, CAN.



**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.



AFTER SIXTY YEARS

A New Form of COX'S GELATINE is

COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

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



From the Atlantic to the Pacific

we have customers. Speaks well for our lines of **MAPLE SYRUP** "Stoney Creek," "Royal" — and our **MAPLE SUGAR**. The Syrup and Sugar with the "Kenney" stamp are always fresh. We only make up orders on "call."

What quantities do you want?

FOR SALE BY

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard
Ottawa, Ont.

Forbes Bros.
Montreal, Que.

T. KENNEY & SON

Hallerton, Que.

Manufacturers

Cultivate your Biscuit trade by ordering

**McLAUCHLAN'S
Cream Soda Biscuits**

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

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS.

14-LB. BOXES.

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

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

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS

COCOA

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

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

YOUR MONEY BACK

IF YOU DO NOT LIKE IT

ROCK CANDY SYRUP

is made from Maple Sugar and Rock

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

SEND FOR SAMPLES OR TRIAL ORDER TO

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

"You get quality in a cigar in proportion to the quality of the maker."—J. Bruce Payne.

Conscientious men are conscientious in business, and though they are scarce, their influence is felt.

There is no business where "cut" methods are so apt to gain the mastery as in cigar-making. A manufacturer runs short of **Havana** and for expediency sake orders a supply of tobacco from a New York jobbing house. Then he gets into the way of "saving freight" but he forgets to discontinue calling the tobacco **Havana** and he forgets to bring the price down a bit.

"Assume a virtue if you have it not!" is poor consolation for the smoker. He pays for the "virtue" but he only smokes the "assumption."

The policy I follow in

Pebble and Pharaoh Cigars

is "should there be a shortage of 'right-kind' tobacco see that there is also a shortage of 'right-kind cigars.'" The "filling-up" policy will not go in my factory.

That is the reason I journey to Cuba every year to get my Fillers. That is the reason I keep in touch with the Holland growers, so that my Wrappers will always materialize. Important matters demand personal attention always.

Seeing that the **Pebble** sells at 5c. and the **Pharaoh** at 10c., it is patent that neither the grocer nor the smoker is charged for the **Payne Principle**. That principle is beyond price.

This is not all! Yet I think this is enough to make any grocer feel the need of keeping in touch with the man who **doesn't do things.**

If I were a grocer I would stock up the **Pebble** and **Pharaoh** Cigars because I would know that if they didn't sell I could go back on Payne.

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



Can Your Tobacco Trade Stand the Wind of Competition?

Yes, Sir, if you are attached to **T. & B.** you must have noticed what stubborn buyers those **T. & B.** fellows are. You cannot change their beliefs by "just as good" or "No! but I have — tobacco" reasoning.

Some makers say **T. & B.** smokers are tobacco bigots. The charge is that they tie themselves up to One Tobacco.

But you see the **T. & B.** man's conviction runs deep. He perhaps got the cue from an associate or perhaps from his father, so there is a sort of heirloom influence about it.

T. & B. grocers are enthusiastic. No wonder! Where **T. & B.** goes, business goes, and there are no windy days.

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

POSSIB

One of the for the grocer to detect the The average world, and along, but every opportunity uses it Grocers have an apparent and bring it mately because pal features saw an opportunity

Probably a portunity in tobacco department is in evidence store was c important to push his mediately so the requirements were, and these particular that he quick reaction. The the best city

Nothing with a customer the dealer is his requirements gains headw an easy one never to be find opposition has a found sailed. The tobacco department. Anything worth doing worth retaining of your stock in a cabinet but when he bought his stock to do, and all it is worth

This applies great a degree stock. In a solution absolutely no must be kept signs of life thing was r hunt around asks for tobacco you don't see quick to no and he will apparently

Keep the It is well v run on the prove its ri matter how can afford to Its condition tious. Now into it.

TOBACCOS, CIGARS AND ACCESSORIES

POSSIBILITIES OF TOBACCO DEPARTMENT.

One of the most important qualities for the grocer to cultivate is the ability to detect the opportunity when it arises. The average man floats through the world, and lets circumstances carry him along, but the up-to-date grocer seizes every opportunity that arises and quickly uses it for the making of capital. Grocers have been known to lay hold of an apparently insignificant department and bring it so to the front that it ultimately became one of the store's principal features, and this all because they saw an opportunity when it arose.

Probably no grocer has missed his opportunity in any line so much as in the tobacco department, and yet an instance is in evidence where a grocer whose store was on a side street and an unimportant location, saw an opportunity to push his line of tobacco, etc. He immediately set himself to discover what the requirements of his locality really were, and concentrated his attention on these particular lines, with the result that he quickly secured a very fine connection. That man now occupies one of the best city positions.

Nothing goes down so successfully with a customer as the impression that the dealer is taking a special interest in his requirements. When once that idea gains headway the path of the dealer is an easy one. If after this he is careful never to belie that confidence, he will find opposition may come and go, but he has a foundation which cannot be assailed. There is no use in running a tobacco department in a half-hearted manner. Anything worth doing at all is worth doing well; if, therefore, it is worth retaining, make it a real live part of your stock. A man may hesitate putting in a completely new line of goods, but when he has made up his mind and bought his stock, there is only one thing to do, and that is to push the stock for all it is worth.

This applies to no department to as great a degree as it does to the tobacco stock. In this, constant display is absolutely necessary. The department must be kept in evidence, it must show signs of life, it must look as if something was really moving. If you have to hunt around for your stock when a man asks for tobacco it is a certainty that you don't sell to many. A customer is quick to notice little things like that, and he will not patronize a store that is apparently shunned by others.

Keep the stock fresh and attractive. It is well worth while. A department run on the right principles will soon prove its right to existence. But no matter how big the store, no merchant can afford to have a dead department. Its condition is too lively to be infectious. Now is a good time to infuse life into it.

HOW TOBACCO IS SPECKLED.

The prospective purchaser of a box of cigars complained to the Broadway tobacconist that they lacked the little specks which are supposed to indicate a cigar's excellence.

"That notion is pretty generally done away with," laughed the dealer. "A few years ago the demand for 'speckled' cigars became so great that some manufacturers sprinkled acid on them to get the desired effect. Few took the trouble to explain just how the specks were naturally caused. As an indication of quality of a cigar, the specks are just about as valuable as the freckles on a man's nose are as an indication of his character and ability.

"In warmer climates—say, in Cuba—a sudden shower comes up. There is a heavy downpour of rain, and a few minutes later the sun is shining fiercely again. The tobacco plants are dotted with big rain drops, some large as pearls. These drops become burning-glasses in the sunlight. The same as real lenses, they concentrate the sun's heat, and on the leaf beneath them the little specks that you venerate are burned."—New York Press.

TOBACCO NOTES.

The Edmonton cigar factory has removed to new quarters on the ground floor of the Masonic building on Second street.

A well-known Quebec tobacco merchant was re-elected alderman at the

recent elections held in that city, in the person of Mr. H. D. Barry. He has been engaged in this business for many years. Mr. Barry has served the public on the city council since 1902.

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—
McDOUGALL
Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

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.

KEEP UP-TO-DATE.

Following on from last week's suggestions, it would be well in your advertising to give prominence to fruit and vegetables for a while yet. Something fresh will be arriving at regular intervals. For instance, just now rhubarb would be a good line to take up, at the same time not forgetting such ready sellers as apples and oranges.

Keep your eye on the primal market reports and let your ads speak suggestively—in a "newsy" way. This will help to fix public attention on your store which, of course, is the aim of your advertising. The accompanying ad may give you an idea to follow.

Crawford & McCullough, Brampton, Ontario, send for review a large circular headed "A Disaster Preventing Ten Days' Sale."

A great many items appear on the circular with old and new prices, but the merchants inform their readers that even this great list does not represent all the goods that will be sold regardless of cost or profit.

While the circular itself is unwieldy, the matter is well put together and the salutary lines are strongly worded. Any customer coming via a railway station in the counties of Peel and Halton, and purchasing twenty-five dollars' worth of goods during the ten days' sale, had his or her return fare paid. Crawford & McCullough might tell us if the rebate system proved successful.

W. C. Latimer, Beaverton, also ran a ten days' sale on a large scale and made a feature of issuing an additional announcement each week.

The latter is a commendable point, as it serves to keep up interest in the sale and at the same time helps to bring in new patrons.

STORE PAPERS.

Store papers—you have all seen them, good, bad and indifferent. And just because a little below par, very often results fail to come up to expectations. Sometimes this below par condition is due to the printer, more often to the man who stands sponsor as publisher. But no matter to whom or what due, careful observance of the hints and suggestions to follow will effect a change for the better.

Store papers are issued for two purposes—to support newspapers and supplementary advertising, or to furnish all the advertising. We find dealers making good use of store papers who use them exclusively, and we find dealers using them who also use newspaper space to good advantage. Of those who use them

exclusively, we find dealers who do business in towns having no daily or weekly papers, and we find some whose places of business are located from the main thoroughfares, with the consequence that the purchase of space in newspapers would necessitate the paying for much waste circulation.

One reason for failure is given in the following idea:

A dealer told the writer, "I issued a store paper once a year for several years, used good paper, had cuts, nice printing, and listed many of my goods. Didn't pay, though, so have given it up. I don't believe advertising pays anyway."

He issued his paper once a year, and because his annual plunge did not pay,

Newly Arrived!

Imported Rhubarb

Tender, Juicy and Sweet. These first arrivals are picked quality and limited supply.

Phone your order.

Oranges and Apples

Selected, free from blemish, at last week's cut prices.

Tomatoes are running up but our prices remain down.

R. M. PRICE & SON

Satisfaction Corner.

did not land him in the Rockefeller class, he says store papers do not pay—that advertising does not pay. Well, well! Too bad! Yet this man's experience furnishes a vital reason why some store papers do not bring the much wanted results. Just put it down as an axiom that no advertising will succeed that is not issued frequently as well as regularly. Putting out one edition annually may be regular, even persistent if carried on for years—but it cannot be expected to pay. Store papers, like other advertising, must be kept before the public, and the issuing of an annual edition falls far short of filling this requirement. To publish less than twelve numbers a year means to take good-sized chances.

The second reason for failure lies often in the poor paper, composition, and press work. Many advertisers fail miserably in this respect. They will advertise all kinds of bargains, offer to sacrifice all kinds of profits, but evidently weaken when it comes to pay for presentable advertising literature.

To users of this kind of matter, nothing can be said except, "Brace up." Carry the thing through on a business-like basis. Do the job right while you are about it. Is not a person likely to question your statements, who receives your announcements on a "rag of a paper"? Are not all persons justified in thinking that a man who will skimp a few dollars on a printing bill would also feel a tightening of the heart and purse strings when contemplating the cutting of profits? Would you expect a right royal welcome after receiving a shabby invitation?

3. Many store papers fail to give definite information. Their contents consist of stale jokes, recipes of no particular value, and stories of unquestionably poor quality. Frequently such papers are issued by a syndicate—for the benefit of everybody except the local dealer. You will find listed, in such papers, various advertisements of some medical or other manufacturing house—and these houses or concerns are the only ones to derive any benefit whatever. And though the purchase of a stipulated number of copies brought with it the exclusive agency for the remedy or other thing, the value received would be problematical. Sooner or later would occur some kind of falling out with this concern. Possibly the price would be raised, a favorite pastime, you would object—and lo!—your competitor gets the line. Then would you find yourself? Who would get the benefit of the advertising? Who would have paid for it? Draw the line on syndicate newspapers containing advertising of general advertisers. You will make no mistake in doing so.

4. A store paper should be a paper. It should, therefore, contain news of some kind, preferably news of local interest, if issued where no daily or weekly publications are published. If such are published, the choosing should lie between good bits of humor, popular poetry, and choice selections from literature, something in a light vein. But above all, a store paper should contain store news, something, strange to say, many merchants fail to recognize, probably because not possessing the newspaper instinct, and for the reason that they do not know good advertising when they see it.

5. Store news means the elimination of cut and dried lists of merchandise and the substitution thereof of items like the placing of a particularly large order, its sale, and method of sale; the receipt of an exceptional lot of this or that; of a purchase at an actual bargain price,

and the division of the public; the opening of new facilities, etc.—style at one's

6. Goods advertised in all cases advertised goods, etc. A talk a great amount of description be t

7. Give price advertisement, magnet demag if you are ta kind enough t gains. Stick prices. A deal off horse blan good—nothing cent. on a hor

8. Be kind you live. Give more, do not the Shoe Ma "John D. Bul

9. Never pu Dutch, or Jev funny—yes, ma of the nationa You cannot af on you. Show the finer feeli of all. It wil

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and the division of the good thing with the public; the hiring of new clerks; opening of new departments, better facilities, etc.—all told in the breeziest style at one's command.

6. Goods advertised should be described in all cases except in the case of well advertised general lines like package foods, etc. A cut in price of these will talk a great deal louder than any amount of description. But—let the description be truthful.

7. Give prices. A store paper, like an advertisement, without prices, is like a magnet demagnetized—no pull to it. And if you are talking bargains, please be kind enough to have your offering bargains. Stick the knife right into the prices. A dealer advertises ten per cent. off horse blankets. That is N.G. — no good—nothing to it. What's ten per cent. on a horse blanket?

8. Be kind enough to tell people where you live. Give the address. Furthermore, do not advertise to-day as "Bull, the Shoe Man," and to-morrow as "John D. Bull." Stick to one name.

9. Never publish hits on the Irish, Dutch, or Jews, etc. They may seem funny—yes, may be funny, but the people of the nationality it hits will feel sore. You cannot afford to have anybody sore on you. Show yourself the possessor of the finer feelings. Respect the feelings of all. It will pay you well.

10. The judicious use of premiums is a vital factor in successful merchandizing. Premiums should be such as will appeal to the greatest number. They should not only be good value but should also look it. This may seem a distinction without a difference, but there is a difference. A local store once had a line of bric brac. It was first-class "stuff," but the people could not see the value. Consequence—no sales.

11. Premiums offer the double-edged sword of large value at small cost. A purchaser will believe a clock to be worth ten dollars, and consider it good value as a reduction in price, who would look with suspicion on a ten dollar cut. The clock costs five dollars. Which is better, ten dollars off in cash or an expenditure of five dollars for a clock? Hard question, isn't it—yet a large per cent. of the merchants of the country are "not onto their jobs."

12. If, whilst reading your trade

papers, you should come across an item telling of a good store paper put out by some other merchant, sit right down and send for it. Inclose postage for reply, as a matter of courtesy. You may be able to learn something from the other.

13. But if you "lift" something bodily, kindly give credit. Do not be a pirate.

14. Last, but not least, when you see suggestions in the various papers you read for getting out good store papers, try the suggestions. That is what you are paying for—the information you get. Use it. Act. Stop your dreaming. Do more than read. The difference in results will prove ample compensation for your trouble.—F. G. King Brains.

A. A. B.

BUSINESS CHANGES.

Rozon & Frere, grocers, Montreal, registered.

Paris & Taras, grocers, Montreal, have registered.

T. C. MacIver, grocer, Toronto, Ont., has sold out.

Currie & Harris, confectioners, Newdale, Man., dissolved.

Lebel & Sansregret, grocers, Montreal, Que., have registered.

H. King, baker, Winnipeg, Man., succeeded by J. E. Adams.

Isaie Forest, grocer, Montreal, Que., sold to Phileas Leveille.

J. W. L. Forget, general merchant, Carillon, Que., assets sold.

Chas. Choquette, general merchant, Richelieu, Que., assets sold.

Pierre Leblanc, baker, etc., Daveluyville, Que., has compromised.

S. Larochelle, general merchant, St. Marguerite, Que., assets sold.

P. Allen, grocer, Masson, Que., has been succeeded by F. Piffard.

R. Bell, general merchant, Heward, Sask., sold to J. W. O'Hara.

F. A. Healey, merchant, Togo, Sask., succeeded by James McEwen.

Ernest Tremblay, general merchant, St. Irene, Que., compromised.

B. L. Grant, general merchant, Emo, Ont., has sold to John Wilson.

H. M. Williams, grocer, Winnipeg, Man., assigned to C. H. Newton.

Larsen & Nairn, grocers, Manitou, Man., succeeded by George Nairn.

F. M. Waines, seeds, etc., Dunnville, Ont., business advertised for sale.

Moses Ortenburg, general merchant, Neudorf, Sask., sold Lipton branch.

Seguin & Courville, grocers, etc., Valleyfield, Que., demand of assignment.

P. Hudon & Co., general merchants, Ste. Angele, Que., assets to be sold.

Hopkins & Spofford, grocers, Weyburn, Sask., succeeded by T. A. Spofford.

Jean Giguere, general merchant, St. Zacharie, Que., compromise affected.

Thos. Shea, general merchant, Duhamel, Alta., succeeded by Shea & Pare.

Shuttleworth Bros., confectioners, Francis, Sask., sold to W. E. Nelson.

Perrault & Prevost, fruits, etc., LaBelle, Que., style now J. A. Perrault.

Peter W. Dueck, general merchant, Aberdeen, Sask., obtained an extension.

A. Baker, general merchant, Fox Warren, Man., has sold to M. J. McCrindle.

H. J. Smith, general merchant, Golspie, Ont., business advertised for sale.

T. E. Lafrance, general merchant, L'Annonciation, Que., assets to be sold.

J. Williamson, grocer, Sinclair Station, Man., has assigned to C. H. Newton.

Leonard McTaggart, general merchant, Exeter, Ont., business advertised for sale.

J. A. Carignan, grocer, Shawinigan Falls, assets to be sold on the 20th inst.

Soyki Bros. Co., general merchants, Langenburg, Sask., meeting of creditors held.

Mrs. M. Elder, cheese box factory, Athelstan, Que., has sold out to Elder Bros.

Larner & McCutchen, general merchants, Frobisher, Sask., sold to Miles McCay.

Denis Alfred & Co., wholesale flour, etc., St. Hyacinthe, Que., consented to assign.

John Thompson, general merchant, Cowal, Ont., has sold out to J. McGugan.

Stephens Bros., general merchants, Vermillion, Alta., M. N. Stephens admitted.

David A. Steele, baker, Vankleek Hill, Ont., has assigned to F. W. Thistlethwaite.

r failure lies often composition, and vertisers fail mis- They will adverbs, offer to sacrifices, but evidently s to pay for pre- terature.

d of matter, noth- ept, "Brace up." igh on a business-) right while you a person likely to ents, who receives on a "rag of a persons justified in who will skimp a ing bill would also ie heart and purse lating the cutting u expect a right eceiving a shabby

rs fail to give de- eir contents con- ipes of no particu- of unquestionably such papers are —for the benefit of local dealer. You ch papers, various e medical or other —and these houses nly ones to derive

And though the ed number of copies xclusive agency for hing, the value re- ematical. Sooner some kind of fall- cern. Possibly the d, a favorite pas- ect—and lo!—your line. Then where If? Who would get advertising? Who it? Draw the line ers containing ad- vertisers. You will doing so.

should be a paper. contain news of news of local in- e no daily or week- ublished. If such osing should lie be- f humor, popular lections from liter- a light vein. But per should contain g, strange to say, to recognize, proba- ssuming the news- or the reason that d advertising when

ans the elimination of merchandise and efor of items like cularly large order, of sale; the receipt of this or that; of tual bargain price,



I am not Infalliable

But I know that

HOGEN-MOGEN and ROYAL SPORT CIGARS

5 CENTS

10 CENTS

are good lines for grocers to push.

The Sherbrooke Cigar Co.

SHERBROOKE, P.Q.

SURPRISE is a pure Soap

Recommend to your customers as the highest grade of Laundry Soap



Surprise Soap can be used in hot water or cold water in any and every way. We advise to give a trial the SURPRISE way of washing without boiling or scalding the clothes.

Call this fact to the attention of your trade. It pays.

The St. Croix Soap Mfg. Co.
St. Stephen, N.B.

Quotations for
The fol
inserting quo

Quotations for p
etc are supplied
agents, who alone
accuracy.

Baki
Cook's Friend—
Size 1, in 2 and 4 d
" 10, in 4 doz, bo
" 2, in 6 " "
" 12, in 6 " "
" 3, in 4 " "
Found tins, 2 doz.
12-oz. tins, " "
5-lb. " " "

W. H. G
Diamond—
1-lb. tins, 2 doz. in
1-lb. tins, 3 " "
1-lb. tins, 4 " "

IMPERIAL
Cases.
4-doz.
3-doz.
1-doz.
3-doz.
1-doz.

OCEAN
Ocean Baking Pow
" " "
" " "
Borax, 1/2 lb.
Cornstarch,
Freight paid



ROYAL BA
Sizes.
Royal-Dime
" 1 lb.
" 2 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When p
cent. discount

CLEVELAND
Sizes.
Cleveland's—Dime
" 1 lb.
" 2 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When p
cent. discount

T. KIN
Crown Brand—
1 lb. tins, 2 doz. in
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. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 22, 1906.

Quotations for proprietary articles, brands, etc. are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 3 and 4 doz. boxes.....	\$3 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
12-oz. tins, 2 doz. in case.....	3 00
5-lb. " ".....	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case.....	\$3 00
1-lb. tins, 4 " ".....	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.	3-lb.	10 50
1-doz.	5-lb.	19 75

OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz....	\$0 45
" " " 1 lb., 5 doz....	0 90
" " " 1 lb., 3 doz....	1 25
Borax, 1/2 lb. packages, 4 doz....	0 40
Cornstarch, 40 pkgs. 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 " "	5 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2-lb.	4 10
1 " "	5 " "	7 30
2 " "	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 25
" 1 lb.	3 55
" 12 oz.	3 25
" 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—

1 lb. tins, 2 doz. in case.....	\$1 20
1 lb. " 2 " ".....	0 80
1 lb. " 4 " ".....	0 45

Blue.

Keen's Oxford, par lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box....	0 17
Reckitt's Square Blue, 5 box lots....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.	0 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 gross, 4 oz.	
Reckitt's Zebra paste, 1/2-gro. boxes, \$1	
per gross.	

JAMES' DOME BLACK LEAD.

Per gross.	
8a 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—7 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 Cocoas.

THE COWAN CO., LIMITED.

Cocoas—	Per doz.
Hygienic, 1-lb. tins.....	\$6 75
" 1-lb. tins.....	3 50
" 1-lb. tins.....	2 00
" fancy tins.....	0 85
" 5-lb. tins, for soda water	
fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1-lb. tins,	
doz.....	2 55

Chocolate—	Per doz.
Queen's Dessert, 1/2's and 1/4's.....	\$0 40
" 1/2's.....	0 42
Mexican Vanilla, 1/2's and 1/4's.....	3 35
Royal Navy Rock, " ".....	0 30
Diamond, " ".....	0 25
" " 1/2's.....	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.....	\$1 75
Orange, white and almond, 1/2-lb.	1 00

Confections—	Per doz.
Orean bars, large boxes.....	\$2 25
" small.....	1 35
Chocolate ginger, lbs.....	3 75
" 1-lb.	2 25
" wafers, 1-lb. boxes.....	2 25
" 1-lb. boxes.....	1 30

FRY'S.

Chocolate—	per lb.
Caracaras, 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

Cocoas—	Per doz.
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, 14-lb. boxes....	
Mpps's Cocoa, case of 14 lb., per lb....	0 35
Smaller quantities.....	0 37 1/2

BENSNDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 44 doz. to case.....	per doz., \$ 90
1 " " 4 " ".....	2 40
1 " " 2 " ".....	4 75
1 " " 1 " ".....	9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toront.



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 1/4's.....	0 23
" Confectionery chocolate, 2-lb. to 3-lb.	0 31
" Sweet chocolate liquors, 30c. to 3-lb.	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, 1/4 and 5-lb. tins	0 40
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	
per box.....	3 00
Soluble chocolate (hot or cold soda)	0 42
1-lb. cases.....	0 42
Vanilla chocolate wafers, 48 to box,	
per box.....	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LONEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Per lb.	
Breakfast cocoa—	
12-lb. boxes, 6 boxes in case, 1-lb. tins	31c.
1-lb. cases, 12 boxes in case, 1-lb. tins	34c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	34c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	36c.
6-lb. boxes, 12 boxes in case, 1-1/2-lb. tins	38
12-lb. " 6 " " " " " " " " "	38

Sweet chocolate powder—	Per lb.
6-lb. boxes, 12 boxes in case, 1-lb. tins	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	28c.

Premium chocolate—	Per lb.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	26c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	26c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	28c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	28c.

Milk chocolate—	Per lb.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	27c.

Vanilla sweet chocolate—	Per lb.
3-lb. boxes, 24 boxes in case, 1-lb. pkgs.	25c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	25c.

Diamond sweet chocolate—	Per lb.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	19c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	19c.
6-lb. " 12 " " " " " " " " "	22c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " " (20).....	2 42

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	\$5 00
evap. cream, op. 6d.	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 60



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 25
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.

Per lb.	
Mocha.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MARCHEAU, Montreal.

Per lb.	
"Old Crow" Java.....	\$0 25
"Mocha".....	0 25
"Condor" Java.....	0 30
"Mocha".....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 30
Madam Huot's coffee, 1-lb. tins.....	0 31
" " 2-lb. tins.....	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	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. \$3 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	12 00
Roquefort—Large size.....	1 45
Small size.....	1 40

**"KLAUS'S"
IMPROVED
SWISS
MILK
CHOCOLATE**

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada:
ROSE & LAFLAMME, - Montreal

**DON'T RUN
CHANCES**

with your customers. Get a line of Maple Syrup that is reliable

**"IMPERIAL BRAND"
MAPLE SYRUP**

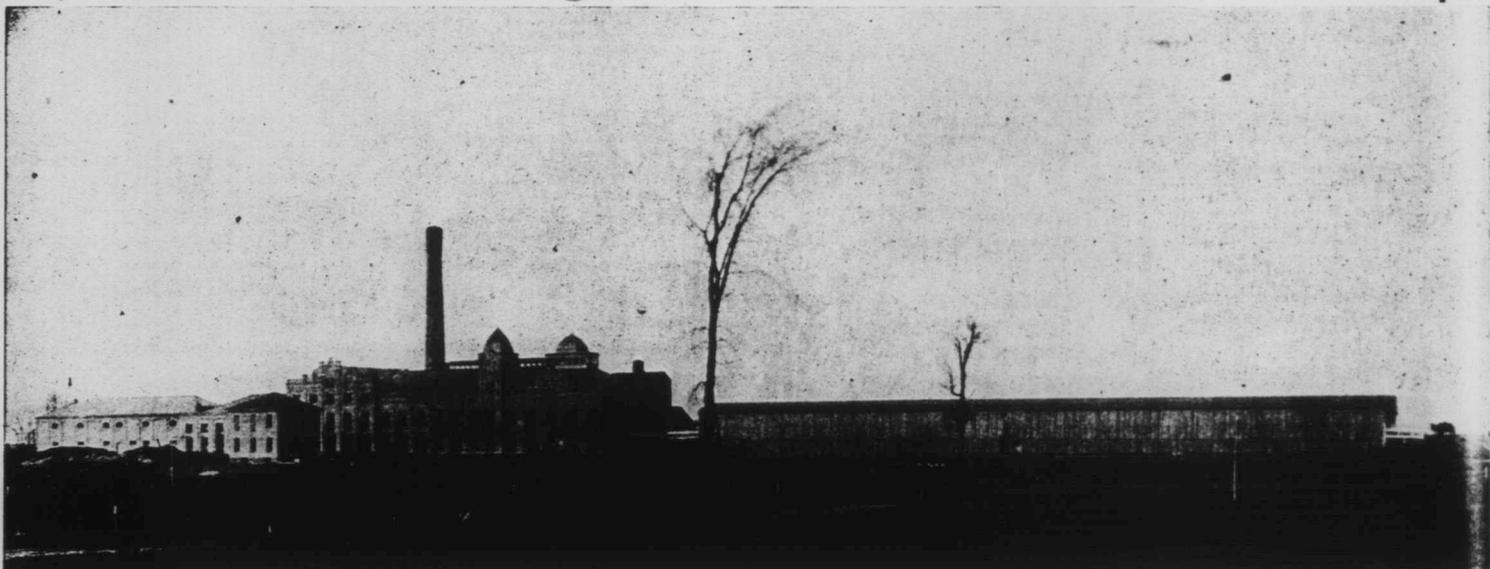
has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE &
LAFLAMME

AGENTS,
MONTREAL.

**GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT**



*As Pure as the Purest
As Sweet as the Sweetest*

*Equal to Any for All Purposes
ASK FOR IT*

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.



Coupon B
For sale in Canada
Limited, Toronto
Fils, Montreal.
\$1, \$2, \$3, \$5, \$10

In lots of less than
books, 1 kind as
100 to 500 books ...
100 to 1,000 books ...

Allison's C

\$1.00 to \$3.00 books	.....
5.00 books	.....
10.00 "	.....
15.00 "	.....
20.00 "	.....
25.00 "	.....
50.00 "	.....



The Davidson &
Infant
Robinson's patent b
" " g
Jams
SOUTH
Frank Mag
Orange marmalade
Clear jelly marmalade
Strawberry W. F. J.
Raspberry " "
Apricot " "
Black currant
Other jams.....
Red currant jelly ..

REC

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



CUP QUALITY vs. STYLE
CUP QUALITY WINS OUT EVERY TIME.

We critically test all Teas in the cup before purchasing; therefore flat, insipid and "Bodiless" teas are never sold our customers.

On the above grounds, we respectfully solicit your business.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C. BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un-bered.	Covers and num. bered.	Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4c.	
100 to 500 books	3c.	4c.	
100 to 1,000 books	2c.	3c.	

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
BRUNSWICK'S EASYBRIGHT 4-oz. cans	\$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents,
The Davidson & Hay, Limited, Toronto.

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " 1-lb. tins	2 25
" " groats 1-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

	Per case.
SOUTHWELL'S GOODS.	
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case	per doz. \$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06
7 and 14-lb. wood pails	per lb. 0 06
30-lb. wood pails	per lb. 0 06

Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06
30-lb. wood pails	per lb. 0 06

Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case
 per doz. \$1 45 |

5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated)

	GILBERT'S PERFUMED.	Per case.
1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 25
" " 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 22 1/2
4-lb. jars	per jar 1 30
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	0 23
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 35



Orange Meat.

Cases, 36 15c. packages	..\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.	
"Anchor" brand 1-lb. glass	\$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06 1/2
Golden shred marmalade, 2 doz. case,	per doz. 1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents

Cement stoppers (pints)	per doz. \$1 30
Corked	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box	\$3 00.
Case of 1-lb. (containing 120 pkgs.) per box	\$3 00.
Case of 1-lb. and 1-lb. (containing 30 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. " (60 1-lb. ")	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	1 case 2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 30
" " black	15 30
Oriole soap	10 30
Gloriola soap	13 00
Straw hat polish	18 30

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.



These two brands are

BORDEN'S Brands

"EAGLE" Brand Condensed Milk

"PEERLESS" Brand Evaporated Cream

and are the recognized standards of the world for purity and perfection—being the pure product—
No other brands of Condensed Milk and Evaporated Cream have received such high endorsement—
Buy them.

EVERY JOBBER SELLS THEM

WILLIAM H. DUNN,

Scott, Bathgate & Co., Winnipeg, Man.

MONTREAL and TORONTO

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Fairbank)

GOLD DUST WASHING POWDER.

25c. packages	\$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.

No. 1 White or blue, 4-lb. carton	\$ 0 05
No. 1 " 3-lb. "	0 05
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07
Silver gloss, 6-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06
Benson's satin, 1-lb. cartons	0 07
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05
Benson's enamel	per box 1 25 to 2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05

Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

1 case, 5 doz.	\$5 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 05
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case	0 07
6-lb. enameled tin canisters, 8 in case	0 07
Kegs, ex. crystals, 100 lb.	0 06

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07
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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 05
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

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05
3-lb. cartons, 36 lb.	0 05
200-lb. bbl.	0 05
100-lb. kegs.	0 05
Canada Laundry, 40 to 45 lb.	0 05
Ivory Gloss, 3-5 family pkgs., 48 lb.	0 07
1-lb. fancy, 30 lb.	0 07
large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05

CHINESE STARCH WITH ITS WEIGHT IN GOLD

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.	6 1/2c.
Blue, white or assorted.	

In Pictorial Cardboard Boxes—

4 lbs. net weight	8 1/2c.
1 lb. gross weight	8 1/2c.
4 lb. gross weight	3c.
4 lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9 1/2c.
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RIISING SUN STOVE POLISH

For durability and for cheapness this preparation is truly unrivalled.

Per gross.

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	\$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
10 " 1 " "	2 35
20 " 1 " "	2 25
20 " 1 " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " " "	5 45
" " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 3, 60 and 100 lb. boxes.

Wholesale		Retail
Black, green, mixed, 1 lb.	0 18	0 25
" " 1/2 lbs.	0 19	0 25
" " 1 lbs. & 1/2 lbs.	0 20	0 30
" " 1 lbs. & 1/2 lbs.	0 28	0 40
" " 1 lbs. & 1/2 lbs.	0 35	0 50
" " 1 lbs. & 1/2 lbs.	0 40	0 60

3 p.c. off 30 days or 3 months.

SALADA CEYLON.

Wholesale		Retail
Brown Label, 1's	\$0 20	\$0 25
" " 1/2's	0 21	0 25
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 35	0 50
Gold Label, 1's	0 44	0 60

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 Lab-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

KOLONA PURE CEYLON TEA

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" 1-lb. "	0 20
Blue Label, retail at 30c.	0 22
Green Label, "	0 28
Red Label, "	0 35
Orange Label, "	0 42
Gold Label, "	0 55

RAN LAL'S PURE INDIAN TEA

Cases, each 60 1-lb.	\$0 35
" " 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 18	\$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 28	0 40
Brown Label, 1/2's and 1/4's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 60

"OBOWN" BRAND

Wholesale		Retail
Red Label, 1-lb. and 1/2's	\$0 35	\$0 50
Blue Label, 1-lb. and 1/2's	0 28	0 40
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	\$0 42
" " II 40-lb. boxes	0 37
" " III 80-lb. boxes	0 32
EMD AAA Japan, 40 lb " at	0 30
" " AA 40 "	0 27
Blue Jay, basket fired Japan, 70 lbs.	0 25
" " Condor" IV 80-lb. "	0 27
" " V 80-lb. "	0 25
" " VXXX 80-lb. boxes	0 21
" " XXXX 30-lb. "	0 22
" " XXX 80-lb. "	0 19
" " XXX 30-lb. "	0 20
" " XX 80-lb. "	0 18
" " XX 30-lb. "	0 18
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	6 25

"Condor" Ceylon black tea in lead packets

Green Label, 1's, 1/2 and 1/4	
60-lb. cases	0 25 at 0 20
Grey Label, 1's, 1/2 and 1/4	
60-lb. cases	0 30 at 0 23
Yellow Label, 1's and 1/2	
60-lb. cases	0 35 at 0 28
Blue Label, 1's, 1/2 and 1/4	
60-lb. cases	0 40 at 0 30
Red Label, 1's, 1/2 and 1/4	
60-lb. cases	0 50 at 0 34
White Label, 1's, 1/2 and 1/4	
60-lb. cases	at 0 40

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	\$0 46
" " Amber, 8s. and 3s.	0 50
" " Ivy, 7s.	0 51
" " Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6s.	0 46
" " Old Fox, 12s.	0 48
" " Snowshoe, 6s.	0 51
" " Pay Roll, 7s.	0 56
" " 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 45
" " Universal, 13s.	0 47
" " Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality.	\$0 32
Condor, pure distilled	0 27
Old Crow	0 25

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 05
Gillett's cream yeast, 3 doz	1 05

Brunner Mond & Co.'s WASHING SODA

Drums, 336 lbs.	Barrels, 336 lbs.
" 224 "	Bags, 224 "
" 112 "	" 112 "
" 100 "	" 100 "

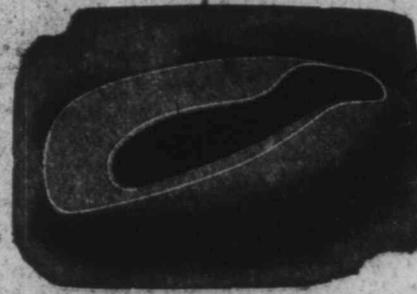
Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland Montreal

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Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

**The most Comfortable and
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Recommended by all Physicians and Trained Nurses

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HAMILTON, ONT.

TEA HINTS FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book
to-day—it tells all there is to
tell about Tea.

HOW TO TEST TEAS.
WHERE TO BUY TEAS.
BULK v. PACKAGE TEAS.
HOW TO ESTABLISH A TEA TRADE.
TEA BLENDING, ETC., ETC.

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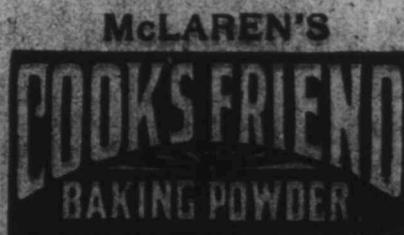
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ONTO

LUDELLA CEYLON, 1's
AND 1/2'S PKGS.

.....	\$0 18 1/2	\$0 25
.....	0 19	0 25
1 lb. boxes	0 21	0 30
1 lb. boxes	0 28	0 40
.....	0 30	0 40
1 1/2 lb. boxes	0 35	0 50
.....	0 40	0 60

"N" BRAND		
Wholesale. Retail		
1 lb. boxes	\$0 35	\$0 50
1 1/2 lb. boxes	0 28	0 40
.....	0 19	0 25
.....	0 30	0 25
.....	0 19	0 25

U, Montreal.

1-lb. boxes	\$0 42 1/2
2-lb. boxes	0 37 1/2
5-lb. boxes	0 32 1/2
10-lb. boxes	0 30
40 " at	0 27 1/2
.....	0 25
.....	0 27 1/2
.....	0 25
.....	0 21 1/2
.....	0 22 1/2
.....	0 19
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.....	0 18
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.....	0 35
.....	0 30
.....	0 25
.....	0 20
.....	0 17 1/2

.....	0 35
.....	0 30
.....	0 25
.....	0 20
.....	0 17 1/2

.....

.....	\$0 46
.....	0 50
.....	0 50
.....	0 51
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.....	\$1 05
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GLASSWARE

We have some extra good assortments of saleable staple articles to retail for **10c.** each. You ought to have some, sure.

— Get Particulars —

GOWANS, KENT & CO.
TORONTO LIMITED

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packaged Mince Meat at this season.

WETHEY'S

is the standard of excellence, one package makes two large or three small pies.

LOOK UP YOUR STOCK

ORDER NOW

Be sure you get Wethey's. Sell every customer a package.

J. H. WETHEY, Limited
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