anuary 26, 1906

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CIRCULATES EVERYWHERE IN CANADA

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

CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEQ, FEBRUARY 2, 1908.

NO. 5.

Robinson's Patent Barley

Is a Steady Seller With the <u>BEST TRADE</u>

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

ROBINSON'S
PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal



Raised on It.

Your customers depend upon your judgment in matters of food products.

When a trial order of a line of goods is found reliable, their confidence and trade is assured.

"Crown" Brand Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz. 5 " " 1 " Kegs and Palls. 10" " 1 " Kegs and Palls.

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

is a safe one and makes for patronage.

"Crown" Brand Syrup is the essence of the finest selected corn.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

means that you must please the heads of families.

Mothers use

BABY'S OWN SOAP
You will gain their confidence by selling

"BABY'S OWN SOAP"

The best soap it is possible to make—a leading product of the

ALBERT SOAPS, LIMITED, MONTREAL



18

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

Montreal



National-Licorice Co.

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

Molasses

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

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

Dominion Molasses Co.,

Hallfax, - Nova Scotia

Agente

GEG. MUSSON & CO., JOHN W. BICKLE & GREENING, GEG. H. BILLESPIE, JOSEPH CARMAN, TORONTO HAMILTON LONDON WINNIPEG ruary 2, 1906

"Thistle"



Brand

Fish



The fact that fo over twenty years we have sold the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., is pretty goodevidence of the high standard of quality of the goods. By high quality we mean, first, the very best fish put up in the very cleanest way; second, the preservation of the rich, delicate, natural flavor by prompt action after the fish are caught.

There has never been any attempt by the owners of the "Thistle" Brand to produce their

goods as cheap goods—quality has been their watchword first, last and always. They have never pretended to compete on the basis of price and they never will. The "Thistle" Brand is to be the best by every test and regardless of expense.

The Man ger of the company is unsurpassed as a fish-curer, as his father was before him. The buyers of the "Thistle" Brand can be absolutely sure of perfection. It is the standard from which the quality of all other brands is judged.

Not the Cheapest but Always the Best

ARTHUR P. TIPPET & CO.

Agents

8 Place Royale, MONTREAL

201/2 Front Street, TORONTO

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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., Watsins, Scott's and Private Codes, REPRESEXTED By—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. S.; Mitchell & Whitehead, Quebec; Rose & Laffamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornneal. EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN

Domestic and Foreign Agencies solicited. Highest references.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street Montreal.

Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

FELLOWES & FELLOWES

MANUFACTURERS AGENTS

6 St. Sacrament St. - - Montreal.

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

H. J. STEVENS

- Montreal 126 Board of Trade,

Wholesale Brokerage

Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778.

BOND 28

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound,

- Canada

TORONTO.

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents. Established 1885.

W. E. BIDWELL

Broker and Commission Merchant 271/2 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 Importers

29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO.

AGENCY DEPARTMENT:

Agents for Grocers' Specialties and Wholesale
Grocery Brokers.
Correspondence solicited. Address all communications to our head office.

23 Front St. East, Toronto

CURRANTS ON SPOT.

W. H. MILLMAN & SONS

Grocery Brokers

TORONTO

POTATOES

Let me quote a price on a car of my celebrated Selected Delaware Potatoes Delivered at your station.

R. W. HANNAH

300 Board of Trade Building,

Toronto

HAMILTON, ONT.

Long Distance Phones
House No. 1556

Norman D. McPhie

Broker and Commission Merchant OFFICE, 58 KING ST. E.

HAMILTON,

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'

Uinon Bank Block, Rooms 722 and 723 Winnipeg, Man.

Open for good Agencies. Correspondence Solicited.

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.

Winnipeg,

Highest References. Correspondence Solicited.

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

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

G. B. THOMPSON

Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN. Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

EXPERIENCED ADVERTISEMENT WRITERS

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

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ENT WRITERS

HINTS TO RETAIL MERCHANTS

ARTICLE 1.—How to Double Your Profits and Please Your Customers.

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

No. 4, known as "Standards."

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

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

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

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

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

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

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

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

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

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

Yours respectfully,

THE CANADIAN CANNERS, LIMITED

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

- "Ceylon Tea (a spoonful) speaketh
- "stronger (in the cup) than the strong
- " man in his wrath."

Why "Ceylon Tea Talks"! we are asked.

Well, we "talk" because we have something to "talk" about, something good, something worth telling.

That's why we buy space in the "Grocer"—just to "talk" to you, and because we can "talk" to more of our friends in one week this way, than we could in a month any other way.

Ceylon Tea itself "talks," too, in the best way possible—the grocer's coffers.

Ask the greatest and most successful tea dealer you can find, and he will tell you Ceylon Tea "talks." "Talks" satisfaction, "talks" increased trade, "talks" fat bank balances, "talks" dollars.

In fact it has "talked" the old teas clean off.

It came to fair Canada, young, strong, pleasing and vigorous, and the old teas couldn't stand up against it

"Ceylon Tea Talks"—why surely—the "Grocer's" readers are Ceylon's admirers.

Ceylon Tea (Green and Black) for profit and pleasure

11

d

JAPANESE STARCH

Owing to its superiority is rapidly gaining favor

Wholesale Grocers of Montreal handling our celebrated

Japanese Starch

Hudon, Hebert & Cie
L. Chaput, Fils & Cie
Laporte, Martin & Cie
Demers, Fletcher & Cie
Hudon & Orsali
Carter, Galbraith & Co.
N. Quintal & Fils
D. C. Brosseau & Cie
Lalonde & Desroches
Labrecque & Pellerin

American Pure Food Co.

Montreal

OUR LABEL

Is our personal guarantee of our product and the confidence it begets is the basis of our success.

T IT PAYS TO DEAL WITH US

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We ca 3-lb. \ Labra

THE

The most Perfect Tea ever placed before the Public.

HOVA

BLACK TEAS IN PACKETS

Brown Label, ½, ½, and 1 lb., 20, sell at 25
Green " " " 22, " 30
Blue " " " 29, " 40
Red " " " 35. " 50

In cases of 20 and 40 lbs. each

To introduce these high grade Teas the growers have packed ½-lb. packets for free distribution among the consumers.

For further information and samples, write to

S. J. Major, Limited

Sole Wholesale Agents for Canada

Ottawa

NOTE:

"HOVA" TEA is absolutely Pure and Blended from the choicest Teas from the gardens of India and Ceylon, the greatest care being taken to select only those growths specially suited to the water of this district.

"HOVA" TEA can be enjoyed without the slightest fear of injury to the digestive organs, and is recommended to invalids. Its refreshing qualities and complete freedom from "Tannin," and similar injurious acids, so often found in other "low grade" Teas, renders it a delicious and sustaining beverage. Owing to its exceptional Purity and Strength, only two-thirds of the usual quantity is required to be used when making "Hova" Tea.

To Stir up Trade-

Just about this time of the year, a good many merchants are looking around for some good live SPECIALS to help boom trade. We can help you with a-

Fine Red Sockeye

To retail at 2 for 25c.

FINE SOUND FISH-WILL PAY YOU A GOOD PROFIT.

Just passed into stock a large shipment of Fancy French Goods and have some special snaps in-

ASPARAGUS

21/2-lb. square tins Exceptionally good value. CHERRIES

IN MARISCHINO Pints and Quarts-Fancy bottles.

ROLLED OATS have dropped-

Don't buy before getting our prices. We can sell you right.

EBY, BLAIN CO. WHOLESALE GROCE - TORONTO

WHOLESALE GROCERS

MOLASSES

Bris. and ½ Bris.

Get Our Price.

Thomas Kinnear @ Co.

TORONTO AND PETERBORO

FISH

We carry a full range of Pure Cod in 1-lb., 2-lb. and 3-lb. wooden boxes. Also Boneless in bricks and bulk. Labrador Herring, Scaled Herring, Etc.

PRICES RIGHT

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

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Take Note of Difference No. 2

Between "ordinary" and "good" tea there is a greater difference than that of price and quality.

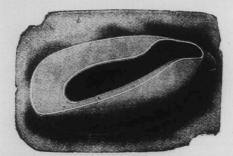
There is the difference in after-results—customers' satisfaction, your profits.

Blue Ribbon Ceylon Tea

is a good tea that gives "full results." Your customers like it because it is good. It is to your interest to sell it regularly because your customers like it.

Blue Ribbon Ceylon Tea is High in Quality, Reasonable in Price. Have Red Label Brand on your order list every time. A Trade Builder.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery

HAMILTON, ONT.

YOU CAN'T FOOL THE COOK BRANTFORD PREPARED CORN STARCH

won its first success in the kitchens of practical housewives. The recipes printed on the boxes were not the conventionally absurd kind, compiled as if for Royal households or millionaires' palaces, but were of the common-sense kind, They "worked" and at once became widely popular, popularizing at the same time the "Brantford" brand of corn starch.

Ground slowly, without overheating, bolted through silk to microscopic fineness, free from grit or grain and with the delicate aroma and delicious natural flavor of bottomland corn retained,

BRANTFORD PREPARED CORN STARCH

was quickly recognized as very different from and superior to other brands. Good advertising lent a finishing touch to success.

YOU NEED IT IN YOUR STOCK
BRANTFORD STARCH WORKS, Limited
Brantford, Ganada

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Judge Not

by appearances in buying your Coffees. Your customers care nothing for that—they want GOOD CUP QUALITY—AROMA—FLAVOR. The results will be satisfactory if you sell Chase & Sanborn's High-Grade Coffees.

Chase & Sanborn

The Importers,

MONTREAL

ֈ This is the brand

"RAYON D'OR" OLIVE OIL

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

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

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

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

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

The Reputation of

Lea @ Perrins' Worcestershire Sauce

is without a blemish.

It is the "always reliable" and only sauce in the world and requires no argument in comparison with other table sauces.

The most desirable customers ask only for Lea @ Perrins' Sauce.

Montreal J. M. DOUGLAS & CO., Canadian Agents

STARCH

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and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to "The Fairbank Plan," as a method

of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a

portion of our immense advertising appropriation is now set aside for the recognition of the dealer and

to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

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

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion

If you will send for an illustrated premium list of "The Fairbank Plan" it will convince you

"THE FAIRBANK PLAN

LOOK INTO IT

and see just what "The Fairbank Plan" is. While we spend hundreds of thousands of dollars

every year advertising the six great Fairbank

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

Fairbank's Scouring Soap Fairbank's Sanitary Soap

February 2, 190

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TRURO COND

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ALWAYS AS GOOD AS NEW. RISING SUN Stove Polish is a good thing for the dealer to push to the front, first because it gives the most durable lustre of any Stove Polish ever made and pleases the customer, and second, because it does not deteriorate with heat or cold, age or climate and is always as good as the day it was made. You are justified in pushing it as thousands of storekeepers are doing all over the world.

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

ALL THE TIME

his clerks.

that this is no cheap trading-stamp scheme.

we are increasing the sale of

JAMES' DOME BLACK LEAD

The best proof of the best Stove Polish that can be used.

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

February 2, 1906

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REINDEER

Condensed COFFEE

Pure Coffee
Rich Milk
and Sugar
COMBINED READY TO USE

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

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

The Coffee will keep until the whole is used.

TRURO CONDENSED MILK CO., Limited,

TRURO, N.S.

Requires No Boiling

It is easy work to sell a cold-water starch like

"IVORINE"

IVORINE STARCH is more easily used than any other starch, and gives far greater satisfaction.

And the profit for yourself ought to be an incentive to push "Ivorine" sales!

Mention IVORINE STARCH to your customers and see if they have ever used it.

A case of 40 pkgs., \$2.50 Your Jobber can supply you.

St. Lawrence Starch Co.
Port Credit, Ontario

No amount of invidious comparisons will convince users of

JAPAN TEAS

that there is any better, purer, healthier and more satisfactory tea grown and prepared. The delicacy and deliciousness of Japan Tea is world-famed.

Your customers who have not tried these teas will thank you for calling their attention to them.

There are many circles from which Ceylon Tea can be obtained but there is only one centre.



The
Salada
Company
occupies
the
central
circle
of the
Tea Trade
of
the
American
Continent.





The word

STERLING

in red ink on a bottle of

PICKLES

is a guarantee of an article you can recommend to any customer.

Grocers who are selling Sterling Brand Pickles and Relishes build up a trade that has lasting qualities.

Ask your jobber for Sterling Brand Goods.

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

February 2, 190

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February 2, 1906

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

Diamond E. Blend Coffee

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

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

S. H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills,

55 Cote Street, Montreal

RICES

Special offerings in all grades Staple and Fancy Rices:

Rangoon Japan Patna Java Carolina

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

WARREN BROS. & CO

WHOLESALE GROCERS
TORONTO

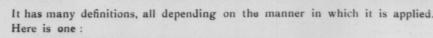
Mr. Grocer

That new customer of yours may have given her patronage to you because the other grocer always recommended brands on which he got the most profit. Don't follow his bad taste, but recommend

"KKOVAH" CUSTARD
"KKOVAH" BLANC MANGE
"KKOVAH" EGG POWDER

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

What "PURITY" means



Free from fault or taint,
Free from that which defiles and pollutes.

Coffee is a most delicate and sensitive production of nature.

Foreign substances absolutely spoil it as a beverage.

The public taste is getting more highly educated each year.

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

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

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Sterling

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MAPLE SUGAR

Largest Exporters of
PURE
BEAUCE COUNTY
SUGAR

D. RATTRAY @ SONS

QUEBEC

Montreal

OTTAWA



Now, Look Here!

Why not handle a condiment that will pay you and please everyone who buys it? Of course we mean

Paterson's Worcester Sauce

ROSE & LAFLAMME Agents, Montreal.

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada:
ROSE & LAFLAMME,

Montreal

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Tested and for 30 Yea

TODI

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.

> H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET

Telephone orders receive prompt attention.

We Want

a representative in every city and town in the Dominion to take an active interest in a

good selling grocery line

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

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

The goods are also sold by druggists and confectioners.

P. O. BOX 77 MONTREAL

We can

INTEREST YOU

ROLLED OATS

Get our prices before buying.

The ROBERT GREIG CO., Limited WHITE SWAN MILLS TORONTO

Tested and Tried for 30 Years

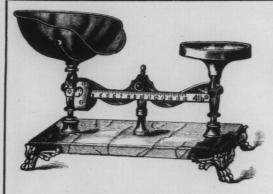
Excelsior Coffee

Is it wise risking your coffee trade by experimenting with new short-lived brands, when you may still have this old reliable coffee which has stood every test?

There's no other to compare with it.

TODHUNTER, MITCHELL & Co. IMPORTERS HIGH-GRADE COFFEE

TORONTO



Scales Brass Scoops
Steel Scoops Candy Show Pans
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites Paper Julep Straws
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue

440 and 442 Yonge St., TORONTO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

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

Our Crinders

Wear Longest

No. 65
Height, 29 in. Length, 33 in. Width, 23 in.

Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal. Gorman, Eckert & Co., London, Ont. DO YOU PREFER AN

Automatic Pendulum Computing Scale



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

No. 103 DAYTON

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

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

> Plate Glass Incloses Pendulum.

A Most Beautiful Fixture.

\$57.00

The "Dayto

THE COMPUTING SCALE CO.

OF CANADA, LIMITED

164 King Street West, TORONTO

The motor, fu is 30 incl

The coffee. verize ½ pulverizi grinding

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"ENTERPRISE"

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with 1 H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize 1 pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills Food Choppers and other "Enterprise" grocers' specialties.

> THE ENTERPRISE MFG. CO. OF PA., PHILADELPHIA.

mile walk to Broadway.

neath a Cashier's Desk.

A SURPRISING FIND

Collections of Half a Century Result

in Extraordinary Accumulation Be-

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession

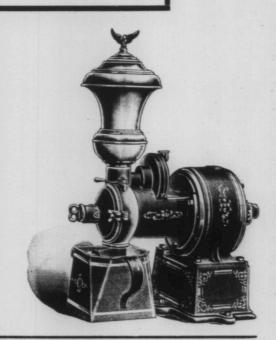
an old drawer, which was taken from a gen-eral store in Kingston, Ontario, where it has been in use for fifty years. Through ail

changes of system from the establishment of

been in use for hity years. Through an changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. Which did not cover the main the suggestion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescue from this refuse. The proprietor's surpriscan be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that om might wonder how it now holds together.

THREE NEW ORANGE LODGES



have it.

DAYTON

oughout of best nanship and guar-

ht on Pendulum. nirty Pounds. e Width on Chart. ited by a Line Always in Plain

Plate Glass Incloses Pendu-

A Most Beautiful Fixture

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

> Send for representative who will explain N. C. K. methods.

N. C. R. Company Dayton Ohio

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

Address

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\$2000 Lost

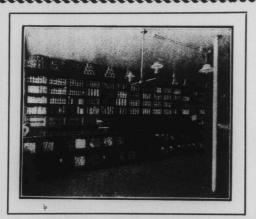
PREMIUM COUPONS and the Recent Legislation re Trading Stamps

Under the law recently enacted by the Dominion House of Commons, the issuing of Trading Stamps which are redeemable in goods at some central agency or elsewhere than on the premises of the merchant who issues them, is illegal.

It is, however, strictly legal and in thorough compliance with this recent legislation for any merchant in the Dominion to issue Premium Coupons to cash-paying customers, such Coupons being redeemable in goods in the shop or premises where the purchase was made and where the Coupons were issued, provided the goods given in redemption of the Coupons are the exclusive property of such merchant, and provided also that every Coupon bears its value printed or stamped on its face, as well as the name and place of business of the merchant who issues them.

The merchant is in no way bound to redeem these Premium Coupons in cash. Our system of Premium Coupons has been successfully operated by over two thousand leading retail merchants throughout the Dominion during the past ten years, and as we place our system EXCLUSIVELY with one merchant in each town, its advantages as a cash trade winner are decidedly beneficial. We will be much pleased to instruct our traveller to call upon any merchant interested in Premium Coupons, on application, for the purpose of explaining the benefits to be derived from introducing our system.

THE CROWN SILVER PLATE CO., 142 and 143 Confedera- TORONTO tion Life Buiding,



"WALKER BINS" "Modern Grocery Fixtures."

Our new catalogue showing a complete line of Walker Bin Fixtures will be ready about February 1st.

All grocers who are building, re-modelling or contemplating changes in store interior are invited to write for a copy of "Modern Grocery Fixtures." Sketches and estimates of cost will be furnished upon application.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

B.C. Representatives :- W. J. BANNISTER & CO., VANCOUVER, B.O. Montreal Representative: - J. H. MAIDEN, 131 PLACE D'YOUVILLE, MONTREAL, P.Q.



ELECTRIC POWER COFFEE MILLS This cut shows one of the de-



signs we are making.

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

Granulates 1-lb. of Coffee a miaute.

Pulverizes 1/2-lb. of Coffee a

Write us for Prices.

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

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TOLEDO COMPUTING SCALES

Automatic but Springless.

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

A time saver because it is Automatic.

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

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

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.

...ESTABLISHED 1849...

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Capital and Surplus, \$1,500,000.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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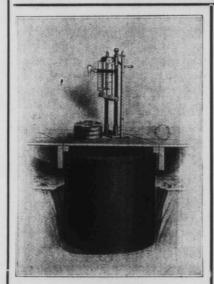
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OUR UNDER-THE-FLOOR OUTFIT

Is Especially Adapted for Use Where There is No Cellar. It Saves Valuable Floor Space.

Don't the floor around your oil tank made you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that

The Bowser

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will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. W'rite for full information. Ask for Catalog "B."

S. F. Bowser @ Company 530 Front Street West, Toronto

It Pays You the highest quality is a popular price is 40 per cent. profit Holbrook's WORCESTERSHIRE Sauce



Sample ar prices from M. GILBERT NOBBS, 28 Front St. East, Toronto

February 2, 19

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LUCAS

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25-Cent Japan Tea

Are you looking for the finest value in Japan Tea that can be bought in Canada to-day to retail at 25 cents? We have it—at 18½ cents—that could not be sold (if bought on to day's market) at less than 20 cents. If this interests you write

Also a nice sweet drawing Gunpowder in Caddies, at 11 cents. And exceptional values in low-priced Ceylon and India Teas. We are headquarters for tea values.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



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SEASON 1906

SEVILLE BITTER ORANGES

have arrived and all orders for

Orange Marmalade

are being filled with new goods.

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THE PEOPLE OF

JAMAICA

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

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might bring inquiries. Better write for rates to

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STOCK NOW.



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will assist you to overcome the worries of business life. It makes no matter what kind of a business you are conducting, we have systems that will assist you. Why, then, worry over getting out your accounts at the end of each month, when thousands have done away with the old style bookkeeping and by adopting our

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VANCOUVER, B.C. - White & Bindon.

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To the Trade ...

In PARRY SOUND, NIPISSING and ALGOMA DISTRICTS.

Mr. W. S. Fair (formerly on the travelling staff of James Turner & Co., Calgary) will commence representing us in the Parry Sound, Nipissing and Algoma Districts, at once, and will advise, through the mails, the date of his intended call.

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

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

JAMES TURNER & CO., HAMILTON, ONT.

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MYERS' HORSE

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CATTLE SPICES

As advised last wee'r, to clean out our stock we are cutting price almost fifty per cent (50%). Send us your order before we are cleaned out. Our prices are lower than manufacturer's cost.

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Wholesale Grocers

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Our Tea Sale a Big Success

If you have not bought see our travellers, or send for samples. Specials in Prunes, Apricots, Peaches. We are agents for Wagstaff's Mince Meat, guaranteed to keep in any climate. Wagstaff's Marmalade, packed in 12 oz., 1 lb. glass and 7 lb. pails. Wagstaff's Jam packed in 12 oz., 1 lb. glass and 7 lb. pails. These are absolutely the finest ever put on the market.

BALFOUR & CO.

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HAMILTON, ONT.

OLIVE INDUSTRY IN CALIFORNIA

By M. E. Dudley in "Grocery."

A peculiar interest attaches to the olive and its culture. It is associated with the scenes of both sacred and secular ancient history. Its origin seems to be contemporary with the earliest records of the human race. The wild clive is a native of both hemispheres, and when explorers first landed they found this tree growing in Florida and the Carolinas, and gave to it the name of Olea Americano. The process of making oil from olives, and of preserving them in brine, was well known in ancient times, for pickled olives, retaining their characteristic flavor, have been found in the ruins of Pompeii.

An almost limitless number of varieties of the olive have been brought to from the olive-growing California sections of the globe, but none has proved so valuable as the Mission. The name Mission is significant of its origin, though this tree furnishes a great many distinct types. The olive, like some other fruits, has a tendency to revert toward the wild types if propagated from seed; therefore, in these ancient orchards may be seen trees of willowy tendency, those of upright growth, and others of a decidedly dwarf habit. Some trees produce large fruit, while others, near at hand, yield berries, which are too small for pickling, and also are valueless for oil. Doubtless the seed brought from Mexico was taken from the varieties grown in Spain at that time, but many of the different types have arisen from new methods of propagation and changed climatic conditions.

California has an ideal climate for the culture of the olive; this tree cannot bear extremes of heat or cold. It may be seen waving its gray-green plumy boughs along the slopes and mesas of the higher foot-hills, or thriving in perennial loveliness in the low valleys at sea-level. It thrives where other trees cannot be grown with profit. The growing of the olive for commercial purposes is yet in its infancy, but the alert orchardist is taking to the idea that it is one of the safest horticultural propositions in the state.

The Los Angeles Olive-Growers' Association alone reported a yield of more than 50,000 gallons of oil for the season of 1903. It has 1,100 acres in bearing in the San Fernando Valley. The pickle crop of Southern California is estimated at \$75,000, and the present output of oil will yield the olive growers \$500,000 more yearly. These conser-

vative figures show the olive industry to be already a rather lusty infant. The manager of La Mirado ranch reported recently that its new olive press would crush ten tons every twenty-four hours. This would give at least 300 gallons of oil a day, for olives yield from twenty-five to thirty-five gallons a ton. La Mirado ranch has over 500 acres in olives, about 125 of which are at present in bearing. Of the varieties grown here, the Mission and Pendulina do best.

In the past few years large areas have been planted to the olive in this state, and statistics show that in the neighborhood of three million trees are in a flourishing condition. In California bearing olive orchards are singularly free from insect pests, with the exception of black scale, which, if allowed to breed, leaves its unsightly soot-like deposit on bole and branch and The Australian ladybird (Rhizobius ventralis), which has re-cently been imported by the State Board of Horticulture to combat this scale, is proving one of the best aids in its destruction which the olive grower has. The grower provides safe resting places for this insect by attaching little nests of inverted corn husks among the olive branches, where it abides, sheltered from the cold and storm of the wet months.

On account of the extreme bitterness of the fruit, even when fully ripe, it is given a wide birth by birds which yearly destroy much of California's choicest orchard products. In the young orchards one may sometimes find a small beetle, called the borer, which leaves tiny heaps of sawdust where it has entered the heart of the growing wood. When his work is thus discovered, a wire is thrust into his new abode and twisted about, and the invader destroyed.

The olive, being a long-lived tree, does not produce fruit in paying quantities until seven or eight years old. Therefore, many land owners, who have been desirous of quick returns from their farms, have hesitated to plant extensively to this tree; they have reserved the more fertile areas for other fruits which come earlier into bearing, crowding the olive back upon rocky slopes. This has added to the beauty of the landscape, but has not given the olive fair play; it needs water, pruning and cultivation, and repays a hundred-feld for intelligent care.

Olive trees when in full bearing will average two hundred and fifty gallons of berries each, annually. The orchard ist realizes that he must go to a new and untried market with his 6,000 carloads of pickles and his 2,000 carloads of oil, which the orchards now planted will furnish in the near future. He must create a demand for his products. The taste for pickles and oil is an acquired one, but as both are delicious and health ful articles of diet, he can be fearless in forcing the gates of the world's markets.

Somewhat recently an olive grower shipped to a friend in the grocery business in the Mississippi Valley, a barrel of pickled olives. The barrel was opened, and the curious onlookers at once pronounced the olives spoiled, because they were black, and they had never seen other than the green bottled commodity. Without waiting to communicate with his friend, the grocer ordered the olives to be thrown into the river. His disgust was small compared to that of the grower when the tidings reached him of the disposition made of his cherished gift.

The green colored olives found in our stores are the unripe fruit prepared for market, and not a special variety, as many people suppose. They are not nearly so rich in oil, nor is the flavor as good as that of those cured when the berry is fully matured.

The olive ripens from December to May. This is an advantage, as Summer fruits come on the market nearly together, and hired help is at a premium. The olive grower has an opportunity to secure his crop when day laborers are unemployed; he can thus obtain efficient help at reasonable prices.

. .

Olives for pickling are gathered at four stages of maturity; when green, when of a reddish tinge, ripe, or dead ripe. The process of curing in either of the four conditions is practically the same. The olives are carefully graded both as to ripeness and size, and placed in separate receptacles. There are two methods used to extract the bitter principle, namely, the water process and the lye process. Veteran olive growers of the state use both of these method with success.

If olives are processed by water, it requires from forty to eighty days. The olives are carefully gathered, that they may not be bruised. Some use canva-

haskets, others rees into shee then poured in mg water, which revery of tated. Then the lye processequires but a counter principle ound in every mateur grower the foregoing they require stabor. The simple and given

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askets, others rake them from the rees into sheets of canvas. They are hen poured into shallow vats containing water, which is changed every day, every other day for the period tated. Then they are placed in brine. he lye process is much shorter, and equires but a few days to extract the oitter principle. Olive trees should be ound in every family orchard. The mateur grower need not use either of he foregoing methods of curing, as hey require skill, patience, and much abor. The following method is imple and gives the very best results: . . .

Pick from one to three gallons of tack olives. With a thin-bladed knife lit each olive lengthwise into a vessel containing fresh water. A five-gallon erosene can with the top removed is xcellent for the purpose. You will be arprised to note how quickly you can prepare three gallons in this way. hange the water every day for two or three weeks, and when the bitter is all extracted put the fruit in water in which has been dissolved a large teacap of salt, more or less-it is a matter of taste. Olives prepared thus are delicious, and will keep several weeksprovided the family is small.

.

The method of extracting olive oil is practically the same as that used two thousand years ago, except that machinery takes the place of labor of men and animals. There are only a few olive mills in this state. One of these is located in the Ojai Valley, at Nordhoff. It is equipped with the very latest machinery used for the purpose of oil manufacture. This mill stands close to the Ojai Valley railroad depot, and the oil produced is of the very finest quality, and is easily transported to good markets. The thud of its machinery was a new and never-ceasing sound to the dwellers at the Ojai for some weeks, but facilities were limited, and the management ran the mill only during daylight for the last two months of the campaign of that year. The capacity of the mill is four tons of olives per day, and the output of oil from the four hundred acres f olive orehard which supply it will be in the neighborhood of 6,000 gallons.

Ordinarily, fifty-pound fruit boxes, which one sees in any orchard, are brought to the eastern entrance of the nain building, full to the brim with lossy black olives. They look deidedly tempting, but only a novice will e so rash as to taste the bitter beauies. The olives are weighed in boxes and stacked temporarily on a broad latform at the door, whence they are arried on trucks to the fanning machine just inside the building; here eaves and other refuse are winnowed at before they are raised by an eleator to the next storey, where they are laced two inches deep on shallow rays to dry. This apartment occupies he whole storey, having a storage

capacity of seventeen tons of the drying fruit. The olives remain here from five to fifteen days. Sliding windows, which are constantly open in fair weather, are arranged on both the north and south sides, and wooden shutters swing open on the west end of the room, thus securing abundant ventilation. It is clean and cool here, and one sits on the edge of a low pile of trays, with the subdued noise of the machinery sounding pleasantly from the storey below, and examines with interest the stacks of trays containing olives in varying stages of dryness, from the freshly spread fruit hardly an hour from the green branches, to the shrivelled drupes that rattle like seed-corn as one moves them about with the hand.

Near the east end of the drying-room is a hopper six feet square, with a chute leading down to the olive-cutter in the room below. This wooden chute has two sliding doors, the space between holding a charge of olives, which is about fifty pounds. When the lower door in the chute is opened the olives slide into the cutting machine. This cutter has two large steel cylinders, which are so nicely adjusted and geared that the olives are not crushed in passing, the skin only being slightly There are stationary scrapers, which remove the cut olives that may adhere to the cylinders, and two others, which place the olives in the path of these rollers. The cut olives fall into a pan below. All the receptacles for grinding, crushing, and receiving the broken berries are made of metal, that they may not become rancid, for olives absorb odors readily.

The fruit taken from the cutter is next made into cheeses in shallow frames, covered with burlap, and piled one above another in two metal baskets, and the pressure applied from the bottom. Here is a hydraulic press of 150 tons force, with a capacity of one thousand pounds. The cheeses remain under pressure one and one-half hours. This removes the water from the olives, and secures from six to ten per cent. of virgin oil, and is termed the first pressing. When the cheeses are removed they seem dry and compact, but they have not yet yielded all their oily theasure; therefore, they are crumbled and thrown into a receiving tank, and from thence fed into the crusher, or mill, and ground for half an hour. This process breaks up the tiny cells in the olive pulp, which are stored with oil, and likewise crushes the pits. When it is ground sufficiently, the pomace is again put into the press, as before. When removed the oil is all separated from it, then it is run out by machinery to the dumping ground outside the building, where it lies, a blue gray mass, to be sold as hog-feed, fuel and fertilizer. It is valued for these purposes at \$3 per ton.

Back in the receiving tank in the mill stands the newl- expressed crude

oil. The process of cleansing is begun by removing it to a washer, where it comes in contact with water, and is washed, much as one cleanses a soiled garment. From the washer it goes to the clarifier, where it deposits any sediment drawn into it from the washer. Again it is removed into settling tanks, where it remains until ready to be conveyed to the filtering room in the basement. It is two months or more after the oil is pressed from the olive before it is perfected by this last process.

Hitherto one has moved cautiously about in the mill-room, for from floor to ceiling it is recking with oil—although it is not the vile bound one has always associated with that word, but pure, fresh, fragrant, directly from nature's storehouse. One steps into the elevator, and, presto! he stands in a delightfully clean, attractive basement. Rows of upright, cylindrical, iron storage tanks stand spotless on one side. Opposite the tanks on the farther side of the room are long, low racks holding one hundred shining glass jars.

At a table at one end of the room a man is filling bottles and cans, appropriately labelled, with the delicious product of the olive, for the market. You are permitted to sample the yellow liquid, and feel grateful accordingly. If you are very fortunate indeed, perhaps you may be invited to carry away a dainty bottle of the precious product of the olive mill.

PRUNE VINEGAR

From experiments which were made at the Oregon experiment station, it seems that small and apparently unsalable prunues can be utilized for making vinegar. The process is described as follows: The prunes were first washed and then run through a home-made machine with spike rollers which lacerated and tore them. The pulpy mass then was inoculated with pure yeast. This caused a strong and rapid fermentation, which broke down the cell walls of the prunes, thus liberating the clear juice. whch flowed into a receptacle below the vat. This method of securing the clear liquid was inexpensive and very satisfactory. A little more than three gallons of juice was secured per bushel of fruit. The juice was fermented in open barrels. Fermentation was completed in ten days, when the juice was found to contain 10 per cent. of alcohol. It was then inoculated with a pure culture of vinegar ferment by floating it on the surface of the liquid by means of pieces of cork weighted so as to bring the culture in contact with the liquid. It is said that vinegar thus produced is of excellent quality, with a good body, and fruity flavor, containing 6.89 per cent. only of acetic acid.

February 2, 190

THREE DAYS WITH UNITED STATES GROCERS

A Short Review of the Topics Discussed by the National Association of Retail Grocers of the United States.

It is a far cry from Niagara Falls, N. Y., to Dallas, Texas, yet in convention assembled at the Cataract City last week the National Retail Grocers' ciation of the United States decided to meet next year in the Lone Star State

This fact alone gives one some idea of the importance of the association and the extent to which the retailers of the republic to the south have perfected their organization.

The great assembly hall in the Natural Food Conservatory was the scene of the convention and when the urbane coun-tenance of President John A. Green, of Cleveland, beamed on the assembly his gavel rapped smartly on the table, there were before him several hundred keen, capable, well-fed looking men re-presenting the cream of the retail grocers from practically every state in the union. California left no doubt of her union. California left no doubt of her presence. Texas sent an imposing delegation. Georgia, Louisiana, Colorado were eloquently represented. Indiana, Ohio and New York were undeniably present. Probably the most conspicuous delegate was Col. Moran, of Missouri. The gallant colonel wore a profusion of long silver-grey hair over his shoulders, an oratorical presence, and was gifted with a basso profundo voice of deep resonance an organ of wonderful elosonance, an organ of wonderful eloquence, which he did not fail to use with telling effect upon his auditors. The colonel's eulogy of Missouri was one of the feetures of the of the features of the convention and was only rivaled by the gentleman from Colorado's passing reference to sunshine sixty feet deep and drifting.

A Business Convention.

The convention was a business-like one from the word go. They got right down to work and proceeded with an alacrity and energy that was inspiring. But time was never too pressing to pass a joke or a good story. The fund of humor was inexhaustible and the delegate who failed to elicit a good hearty guffaw was a rara avis.

But if the delegates took their fun as it passed they were far from being in a frivolous state of mind. They had gilleyances, and had no hesitation in stating them and demanding their abatement.

The Grocers' Problems.

The problems which face the grocers of the United States are in many instances similar to those met with by the retailer on this side of the line. They are in advance of us in the matter of organization, but suffer on account of the conflicting authority of the state and federal powers in a way quite foreign to the situation in Canada.

A most interesting feature was the short reports from the representatives of the various states on the condition of the trade and the organization locally. The evidence was cumulative and over-powering in demonstrating that by

means of association the grocer is able to better his position and get recognition and justice from the law-makers of state and nation alike.

Cordial to Wholesalers.

The relations between the association and the wholesalers seem on the whole to be most cordial and this fact was emphasized at the concluding meeting, when a representative of the Wholesale Grocers' Association extended an invitation to the retailers to be present at their annual meeting in June. There were one or two complaints as to the what was called the semi-jobber, of two opinions. The wholesaler, but these had reference to whom there were no two opinions. The legitimate jobber was recognized to be the friend of the retailer and the association expressed frankly its belief that the interests of the two branches of the trade were mutual and that association tended to a better understanding and more cordial relations.

The pure food question loomed largely before the convention and a strong stand was taken in favor of a federal pure food bill that would prohibit the introduction of anything deleterious to health in food products and would place the responsibility upon the shoulders of the man who put up the food and not the innocent vendor of the same. The view was advanced and received considerable support that adulterations not injurious to health should be allowed if the pack-age were plainly labeled so as not to deceive the purchaser.

Bankruptcy Law.

As if the long-suffering grocer had not enough otherwise to contend with, the primrose way of the ubiquitous deadbeat is made even more easy south of the line by an easy bankruptcy law that permits him to escape paying his gro-cery bill. The association is seeking to have the law amended. This fact should be a warning to us in Canada in case be a warning to us in canada in case a bankruptcy law should ever be devised by our parliamentarians to keep a sharp lookout to protect the interests of the retailer against the professional beat.

The Premium Evil

When the question of premiums was reached the convention sat up and hair began to bristle. Each separate and individual grocer present had a separate and individual grievance and wanted to express it. Every denunciation of the premium evil was received with applause. Many delegates stated that they refused to handle the goods of firms that gave premiums and that they suffered nothing from the stand taken. A strong stand was taken and the association pledged itself to use every means to fight the premium system.

Parcel Post.

Department stores, mail order houses and the proposed parcel post law were

inextricably mixed up together in the minds of the retailers present and all were enthusiastically consigned to outer darkness. The evil wrought by these institutions has been marked in some quarters of the United States and the convention were determined that it should not be extended by a further development of the parcel post system. A delegate from Southern California reported that the mail order houses had been successfully met in his state by the retailers refusing to handle the goods of any firm that supplied the mail order houses.

Mutual Fire Insurance.

Organization has become so well established among the trade in some of the states that they have been able to establish mutual fire insurance companies. The reports go to show that the system has been very successful. Not only has it strengthened the organization but the trade have been able to get their insurance at a much lower rate than from other companies.

Net Weight.

A matter that has been agitating the trade of late across the line has been that of the net or gross weight in packthat of the net or gross weight in package goods purporting to contain a given amount. After a hard fight the association has secured the agreement of the National Biscuit Co. to put a pound net in every one of their pound packages hereafter. The association went on regarded the second of the contains t cord as demanding that this principle be made universal.

Rate Cutting.

A resolution that secured enthusiastic support demanded that manufacturers of proprietary articles establish the prices at which their goods are to be sold to the retailer, and to refuse to sell to those who cut rates. This resolution was aimed principally at department stores, it being the custom of these institutions to cut rates on well known grocery specialties in order to draw crowds, trusting to making up the differ-ence on lines not so well known.

While in Niagara Falls the delegates were practically the guests of the Natural Food Company, and right royally were they treated. The fine large assembly room of the company was placed at the disposal of the association for the convention, and every attention shown them. Tuesday evening with their wives they were the guests of the Natural Food Co. to a theatre party at the In-ternational theatre. Wednesday they were indebted to the hospitality of the same company for a trip around the Gorge route and on their return were tendered a most elaborate dinner in the Natural Food Conservatory, where nearly 1.000 plates were laid, followed by a ball continued to the way small bours. ball continued to the wee sma' hours.

The menu was as follows:

Salt Sticks. H. J. Heinz Pickl Chille Shredded Wh

Blue La

Roast Creamed Pot Neapolitan Ice C To MacLare

Gold Seal Champa Ke

The toasts, dent Green, we as may be gat ail Grocer, Wm. Smedley, Like to Sell S Grav. of Brook Eat Shredded editor the Nev non; "All Fla Me," P. G. Ha Grocers Ever Robert E. Lee General Merch the Grocer Bel ter He Reads i

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MENU

Blue Label Chicken Soup.
Salt Sticks. Celery Hearts.
H. J. Heinz Pickles. Condiments and Sauces.
Chilled Fresh Salmon.
Sauce Tartare.

Shredded Wheat Patties a la Montglas.
Roast Stuffed Turkey.
Cranberry Sauce.

Creamed Potatoes. Russian Salad.
Neapolitan Ice Cream. Assorted Cake.
Toasted Triscuit.

MacLaren's Imperial Cheese.
Coffee.

Gold Seal Champagne.

Key West Cigars.

The toasts, presided over by President Green, were of a fine, breezy flavor, as may be gathered below: "The Retail Grocer, the Salt of the Earth." Wm. Smedley, of Philadelphia; "Why I Like to Sell Shredded Wheat," William Grav. of Brooklyn; "Why the Yankees Eat Shredded Wheat," A. C. Dowse, editor the New England Grocer, Boston; "All Flaked Foods Look Alike to Me," P. G. Hanson, of Minneapolis; "Do Grocers Ever Read Trade Papers?" Robert E. Lee, editor Eli Grocer and General Merchant, St. Louis; "Does the Grocer Believe the Trade Paper After He Reads it?" Julian Capers, editor

the Retail Merchant, of Dallas. Music by the Natural Food Company orchestra.

The trade press, it will be observed, came in strong, and the recognition received by the several editors must have convinced Mr. T. A. De Weese, advertising manager for the Natural Food Co., that the trade press is indeed the trade's press.

Canada was represented at the convention by Messrs. Higgins, Moyer and Trowern, of the Toronto Retail Grocers' Association, Mr. D. B. Gillies, of The Canadian Grocer, Mr. B. H. Blakeslee, of the Egg-o-see Cereal Co., and Mr. John Hewitt, Canadian manager of the Shredded Wheat Company. The Canadians were very warmly received on every hand and extended every courtesy throughout the course of the meetings.

The delegates had a good time, but more than that, they went away filled with enthusiasm for their trade and their association. They were encouraged in their fight against grievances and will go back to their homes better, brighter and bigger business men than when they left.

The Grocer will welcome a movement for the first Dominion convention of retail grocers. Who will start the ball rolling?

that a very slight amount of proteid todies is thrown down. If glucose had been employed in its manufacture, however, a dense white precipitate separates, and after a time settles to the bottom of the liquid.

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In addition to the form of adulteration to which jellies are subject, jams are sometimes manufactured from the exhausted fruit pulp left after removing the juice for making jelly. When this is done, residues from different fruits are sometimes mixed. Exhausted raspberry or blackberry pulp is sometimes used in making "strawberry" jam, and vice versa. Some instances are reported of various small seeds being used with jams made from seedless pulp.

With the aid of a small magnifying glass such forms of adulteration may be detected, the observer familiarizing himself with the seeds of the ordinary fruits.

Many of the artificial colors employed with jellies and jams may be detected as follows:

One or two teaspoonfuls of the product are dissolved in a half teacupful of warm water, the solution heated to boiling, after adding a few drops of hydrochloric acid and a small piece of white woolen cloth or a few strands of white woolen yarn. The wool should first be boiled with water containing a little soda, to remove any fat it may contain, and then washed with water. The wool is washed first with hot and then with cold water, the water pressed out as completely as possible, and the color of the fabric noted. If no marked color is produced, the test may be discontinued. Otherwise the fabric, which may have taken up coal tar colors, some fereign vegetable colors and (if a fruit product is being examined) some of the natural coloring matter of the fruit, is boiled for two or three minutes in about one-third of a teacupful of water and two or three teaspoonfuls of household ammonia, freed from liquid as much as possible by pressing, and removed.

The fabric will usually retain the greater part of the natural fruit color, while the coal tar color usually dissolves in the diluted ammonia. The liquid is then stirred with a splinter of wood and hydrochloric acid added, a drop or two at a time, until there is no further odor of the ammonia, and the liquid transferred to the tongue by means of the splinter with which it is stirred has an acid (sour) taste.

A fresh piece of white woolen cloth is boiled in the liquid and thoroughly washed. If this piece of cloth has a distinct color, the food under examination is colored artificially.

This color may be a coal tar derivative, or it may be one of the vegetable colors (prepared from certain lichens) now largely used with foods. If of the latter class the dyed fabric is usually turned blue or purple by ammonia.

TO DETECT ADULTERANTS IN JELLIES AND JAMS

The present generation has seen a great increase in the number and diversity of prepared foods that may be obtained on the market.

Many foods that were formerly prepared chiefly or entirely in the home, may now be secured of the grocer ready for the table. A great burden has thus been lifted from the shoulders of the housewife, but responsibilities have not been lessened.

A study must be made of the subject of prepared food if the table is to be supplied with foods of the same quality as those that "mother used to make."

Home-made jellies are made from fruit juice and granulated sugar, and jams from the pulped fruit and sugar. Some manufacturers aim to produce an article that is equal to the home-made in every respect, while others supply the demand for cheaper goods by using lower priced substitutes for the fruit or sugar or both.

Thus apple juice, or a solution prepared from dried apple cores and peelings, is often used where higher priced fruits are understood to be employed, and glucose is frequently used in place of sugar.

Jellies and jams are both commonly adulterated with preservatives (usually salicylie acid and benzoic acid), coloring matter and glucose. Artificial coloring matter is frequently employed, sometimes to give a fictitious appearance to relatively cheap goods, sometimes with a high-grade article, in order that the color may be permanent when exposed to light for long periods of time on grocers' shelves.

The tests described above may be employed in the kitchen by one who has

had no chemical training, and will serve to point out some of the forms of adulteration practised with those products. These tests are simple, but must be used with judgment. They require considerable practice from the operator before satisfactory results can be obtained. Dr. W. D. Bicelow, U. S. Bureau of Chemistry.

Starch may be detected as follows: Dissolve a teaspoonful of jelly in a half teacupful of hot water, heat to boiling and add, drop by drop while stirring with a teaspoon, a solution of potassium permanganate until the solution is almost colorless. Then allow the solution to cool and add a single drop of tincture of iodine. If starch is present a clear blue color is produced. Artificially colored jellies are sometimes not decolorized by potassium permanganate. Even without decolorizing, however, the blue color can usually be seen. Both potassium permanganate and tincture of iodine can, of course, be secured at any drug store.

For the detection of glucose, a teaspoonful of the jelly may be dissolved in a glass tumbler or bottle in two or three tablespoonfuls of water. The vessel in which the jelly is dissolved may be placed in a vessel of hot water if necessary to hasten the solution. In case a jam or marmalade is being examined, the mixture is filtered to separate the insoluble matter. The solution is allowed to cool, and an equal-volume, or a little more, of strong alcohol is added. If the sample is a pure fruit product, the addition of alcohol causes no precipitation, except

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.

HOW ADVERTISEMENTS MIGHT BE IMPROVED

I. Space and Wording.

J. A. McGregor, Appleton, ran a 65-line double column ad in the Carleton Place Herald to announce special prices on sugar and tea. Outside of a "want" line on butter, etc., and the name at top and bottom, there was no other matter in the ad.

Ostensibly, too much space was used for the amount of matter. Forty-five lines, double column, would have been sufficient space.

"J. A. McGregor, Appleton," at the top of the ad is superfluous when the same appears at the close; and, while a grocer may argue that this repetition helps to fix the name on the minds of the readers, I think it mars the ad.

People are interested, not in you, but in your goods. If what you advertise measures up to what the people are looking for, they will soon find who you are and where your store is—they will find it all at the bottom of the ad.

Have You Tried Our Japan Teas?

We have special teas at 25c per lb. that we claim is the best ever offered in Canada—that covers a large space—but we shall be pleased to give you a sample for to try, and we shall be satisfied with your good judgment.

The above interrogatory and declaratory sentences are ambiguously connected and one is clumsily worded. Are the "special teas at 25c per lb." Japan teas? "That covers a large space" is a poor way of qualifying one's utterances. Why not say "a big statement," "rather broad declaration," etc.?

There is no need for two prepositions preceding "try." In fact, the whole three words might be omitted without any loss of meaning. A sample is usually given "to try."

Ben Madden, of Dresden, Ont., advertises in 35 lines, double column, half of which he devotes to a few general statements about groceries.

When a merchant carries more than one class of merchandise, like Mr. Madden, his advertising has to be handled with especial care. I think the best plan in such cases is to divide over two parts of the paper space which under ordinary circumstances would be utilized in one

position. There would then be announcements on single themes.

Buy Groceries Here

We have a clean, up-to-date stock of groceries of all kinds and solicit your patronage.

When a grocer says "Buy groceries here" doesn't he "solicit your patronage" and wouldn't a few enumerations be in season? Mr. Madden must have some grocery items that are worth calling attention to.

Forty-five lines, double column, is allotted to a 30-word ad of Forbes & Whitelaw, Woodstock, which is inundated with white space and encloistered in a heavy border. White space is nearly always acceptable when in harmony with dimensions, but no merchant should ever think of having more white space than reading matter.

If he does, the people will begin to reason that he has nothing to advertise. White space performs the function of giving individuality to a particular ad in a crowd of other ads.

The text of Forbes & Whitelaw's adruns as follows:

Fresh Groceries

If not satisfied with the quality of your groceries

Try Ours

Everything fresh and strictly pure. Stocks complete. Orders promptly filled.

Using so much space to say so little was injudicious. In 30 lines double column I could have said the following:

Fresh and Pure Groceries Obtainable at our Store

If you are dissatisfied with the goods you are getting come and see

First-Class Grocerles

If you are satisfied, come and see us anyway. If we cannot supply you with better groceries we may be able to fill your orders just a little more promptly.

The second thought in the above is introduced for a particular purpose. There are so many people who are satisfied

with "their grocer" that if you desire to increase your custom you must have a stronger drawing card than one which if interpreted literally means "stay at home if you are satisfied." Your policy is to convince the people that you are the only grocer whose goods and service will satisfy them.

The Maple Leaf Grocery, Fort William, Ont., devote about 30 lines of a 55-line single column space to "cream candies." In comparatively small type there is a brief reference to groceries. The case should have been reversed. The only parallel I can find for publicity of this kind is the incident of the druggist who filled his store window with corks—something he could make about twenty-five cents a month on.

A A B

COMPANIES INCORPORATED.

The Dyson Vinegar Co., Winnipeg, has been incorporated for manufacturing pure spirit vinegar in bond under the supervision of the Government. The chartered members are: Thomas Lock, G. N. Jackson, Jas. D. Windrum, W. R. Mulock, D. J. Dyson. The company's authorized capital is \$50,000, of which the greater portion has been subscribed for and paid up. The management will be under the supervision of Mr. D. J. Dyson, who has had a long experience in the manufacture of vinegar and pickles.

Ontario charter has been granted to the Western Ontario Fish Company, Limited, to fish, and to deal in and sell all kinds of fish. The share capital of the company to be forty thousand dollars divided into forty thousand shares of one dollar each, the head office of the company to be at the town of Kenora and the provisional directors of the company to be George Herbert Draper, Newton Higbee and Henry Edward Hook.

Under the Ontario Companies Act, His Honor the Lieutenant-Governor-in-Council has, by supplementary letters patent under the great seal of the Province of Ontario, bearing date the 19th day of January, 1906, been pleased to confirm a by-law of the Cowan Company, Limited, providing for the increase of the capital stock of the company from the sum of two hundred and fifty thousand dollars, by the issue of one thousand five hundred shares of new stock of one hundred dollars each.

Ontario charter has been granted to the Toronto Show Case Company, Limited, to manufacture, buy, sell and deal in wooden, earthen and glassware and novelties. The share capital of the company to be thirty-five thousand dollars divided into three hundred and fifty shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be James Gowan Kent, William Matthews Peterkin, Robert Watson McClain and Harry Chinn.

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who said "Be it ifted mankind. ial ethics versu ers can drive a the most rigid ommercial eth merchants of V and the counti world than any ligion. The upi the strongest n munity. He exe not precept. The of successful bus the same. Busi principles canno ful. The results best antidote. not as high as is inclined to the at least as this are concerned. tices fraud seld the profession. can only be bui capital nor sma against lack of not too much t houses of Can very high star recognize that dealing is their business affair commercial into maintains the c

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IDEAS FOR THE INDUSTRIOUS CLERK.

BUSINESS HONESTY.

It was the banker James H. Eckels who said "Be it enacted" never yet up-lifted mankind. He advocated commerrial ethics versus statute ethics. Lawvers can drive a coach and four through the most rigid statute ethics. But the commercial ethics established by the merchants of Venice, the British guilds and the counting houses of the world have done and are doing more for the world than any other force except religion. The upright moral merchant is the strongest moral force in any community. He exerts influence by example, not precept. The fundamental principles of successful business life remain forever the same. Business based upon wrong principles cannot permanently be success ful. The results of wrong-doing are its best antidote. It is sometimes asserted that the standard of business honesty is not as high as it once was. The writer is inclined to think this an error so far at least as this and the mother country are concerned. The merchant who prac-tices fraud seldom gets very high up in the profession. Large business interests can only be built up on a sound reputation for honesty. Without this neither capital nor smartness can hold out long against lack of public confidence. It is not too much to say that the wholesale houses of Canada as a whole have a very high standard of honesty. They recognize that a reputation for square dealing is their best asset and in business affairs uphold a standard of commercial integrity which invites and maintains the confidence of other men.

A BULLETIN ON GOOD SERVICE.

Gerald Byrne, of the Simpson-Crawford grocery department. New York, be-lieves that it pays well to familiarize the salespeople with the best methods of placing the goods before the purchaser To that end he issued recently a bulletin as follows

"1. The first requisite is to look cheerful; always greet customers with a

"2. Don't ask, 'Are you waited on?' Remark politely 'Something you wish, madam?' or 'Can I assist you, madam?' Never refer to customers as follows Something you want, lady or gentleman ? Always address a customer 'madam' or 'sir.'

"3. Don't ask a customer who has purchased one item. 'Is that all?' Such remarks have a tendency to make a purchaser feel cheap, and that we are un-appreciative. Address such customers: 'Is there anything else you wish?'

"4. Don't allow any person to attract your attention (excepting when we are very busy), until the customer you are serving receives her package and change. Always give customer a gracious smile and 'Thank you; please call again.' These attentions are expected by cusgive customer a gracious smile tomers and are greatly appreciated by them

"5. Explain to the best of your abil-

ity the merits of the goods, and at all times show your willingness to help the customer to decide on the article When will prove the most satisfactory. a customer points to an article and asks, 'What is that?' don't reply in an abrupt manner, 'Breakfast food' or 'Chocolate Be more explicit, and state it is Malt Breakfast Food and the price is 14c. per package, \$1.65 per dozen or it is Baker's Premium Chocolate, at the same time stating the peice and other information pertaining to the item referred to.

"6. Persistent application to your duties, cheerfulness, with a pleasing smile, and a willingness to cater to the wishes of all patrons, are the most es sential elements to bring success to the salespersons, and to insure an increasing clientele for the model grocery store.

IDEAS OF A FAMOUS GROCER.

Keep the key of your store yourself. Buy your own goods and see that the quality and quantity is what you paid

Make every price made in your establishment the absolute and fixed retail

When wholesale prices are to be made, follow your own judgment.

See that your customers get what they buy at the price and time agreed on.

Teach your clerks the cost, quality and value of your goods. To do this, you must first know them yourself.

Lead your help, don't drive them. One good pair of eyes is worth six pairs of hands.

Industry together with knowledge will give you a clean store.

Keep a voung lady to do vour detail work and let you know every day what has been transacted in cash, credit, total sales and purchases.

Keep in touch with your clerks, your customers, your stock and what is going

Know, do not guess

Remember, knowledge and industry is the price of success

System is the carrying out of a set of Necessity causes the creation of these rules. Any rule that is not required by necessity is foolish and a hindrance in your business instead of a help

Don't mistake activity for usefulness. You can disorganize men more in 10 minutes in the morning than you can build up all day

Give your employes only pre-digested knowledge

A merchant should know the following things: First, how he can buy intelligently; second, how he can conduct his business and make of his employes good citizens and honorable men and women; that he must extend loyalty he expects to receive it; fourth, that if he tries to do more business than his capital will warrant, he will fail.

THINGS TO QUIT.

Gossiping.

Fidgeting.

Grumbling. Hairsplitting.

Saying fate is against you.

Finding fault with the weather. Going around with a gloomy face.

Faultfinding, nagging and worrying.

Taking offence where none is intended. Dwelling on fancied slights and wrongs.

Talking big things and doing small ones

Scolding and flying into a passion over trifles

Boasting of what you can do instead

of doing it. Thinking that life is a grind, and not

worth living.

Talking continually about yourself and vour affairs. Depreciating yourself and making light

of your abilities. Saying unkind things about acquaint-

ances and friends Exaggerating, and making mountains

out of molehills. Lamenting the past, holding onto dis-

agreeable experiences Pitying yourself and bemoaning your

lack of opportunities. Comparing yourself with others to

your own disadvantage

Waiting around for chances to turn Go and turn them up.

Writing letters when the blood is hot, which vou may regret later.
Thinking that all the good chances and opportunities are gone by.

Thinking of yourself to the exclusion

of everything and every one else. Carping and criticizing. See the best rather than the worst in others.

Dreaming that you would be happier in

ome other place or circumstances. Belittling those whom you envy because you feel that they are superior to vourself.

Dilating on your pains and aches and misfortunes to everyone who will listen to you

Gazing idly into the future and dreaming about it instead of making the most of the present

Longing for the good things that others have instead of going to work and

earning them for yourself. Looking for opportunities hundreds or

thousands of miles away instead of right where you are.-Success.

THE ART OF REMEMBERING.

To remember a man's name when youmeet him is one of the greatest any business man can have. To be able to call a customer by name when he enters vour store or vour department makes him feel that he is really important, and if, when he has given an order for goods to be delivered, you can put down his address without asking him what it is you will score a hit every

BUSINESS NOTES.

A. Sanders, confectioner, Winnipeg, Man., burnt out.

Mrs. John White has opened a grocery business in Lanark.

The Metropolitan Bank has opened a branch at Guelph, Ont.

The Northern Bank has opened a branch at Regina, Sask.

Wm. Fraser, general merchant, West McGillivray, Ont., deceased.

A. and F. Vansickle, general merchant, Swan River, Man., bakery branch burnt out.

The Traders' Bank of Canada is opening branches at Massey, Ont., and Webbwood, Ont.

The Western Bank of Canada has opened branches at Tiverton, Ont., and Victoria Harbor, Ont.

The James Innes Milling Co., of Hartney, Man., have orders from Quebec for 10,000 bushels of seed wheat.

Two schooners have been purchased by local parties as the nucleus of a fleet which will engage in the coastal and bank fishery from Sydney, Cape Breton. Other parties are now negotiating for the purchase of a steamer to engage in the similar work.

The equipment will be modern in every respect and when completed Waterloo County will have one of the largest cold storage plants in Canada, those in Montreal and London alone exceeding its capacity. The cost, it is understood, will be in the neighborhood of \$20,000.

It is announced that Mr. R. A. Welsh. of Vancouver, has purchased the cannery and fishing equipment and plant of the Washington Packing Co., South Bellingham. The plant was operated last season by Mr. Welsh, Mr. G. I. Wilson and others and was a success financially. It is understood that the figure was \$10.500.

It is the intention of the manufacturers to advertise Wilson's fly pads much more largely during the season of 1906 than heretofore. The increase in sales for 1905 was 45 per cent., and Mr. Wilson is satisfied that liberal and judicious advertising will result in similar extensions of the demand for some years to come.

The Rolla L. Crain Co., Limited, of Ottawa, are meeting with the success that the merits of their Crain continuous ledger deserves. Among their latest customers are the Northern Bank of Winnipeg, for savings and deposit ledgers for their branches; and the Bank of New Brunswick of St. John, for complete outfits for all their various branches in St. John and other points in the Maritime Provinces.

The Daisy D cheese factory situated about two miles west of Norwood, Ont., was destroyed by fire on Jan. 17. The origin of the fire is a mystery, although it is believed in some quarters to be of incendiary origin. The farmers of the district made a big attempt to save the factory, but their efforts

were futile, as the fire had made strong headway before it was discovered. The factory was owned by Mr. D. Oakley, of Norwood, and the loss is about \$2,000 partly insured. The factory was one of the best in the Peterboro district.

The sixth annual meeting of the Canadian Association for the Prevention of Consumption and other forms of Tuberculosis will be held in the Railway Committee room of the House of Commons, Ottawa, on March 28 next. Hon. Senator Edwards will preside in the afterroon. In the evening a public lecture will he delivered in the lecture hall of the Normal School by Dr. Arthur J. Richer, of Montreal, which will be illustrated with steriopticon plates showing the stages of consumption and some of the appliances now in use to check and cure the disease. The chair will be taken in the evening by His Excellency Earl Grey.

The Port Huron Herald publishes the annnouncement that the Marine City Sugar Co. has given notice to the stockholders that the company had been compelled to suspend, on account of the great cost of Canadian sugar beets and the drop in the price of sugar, leaving a profit insufficient to meet expenses and pay dividends. Many well-to-do Marine City men are losers, W. F. Sauber and M. Sieken being amongst the heaviest. The factory, which was recently built at a cost of many thousands of dollars, shut down after the longest run in one season of its history. The failure will affect none of the local banks.

The Napanee Poultry, Pigeon and Pet Stock Association are to be congratulated on the success of their first annual poultry and pet stock show, held in the town half on 16th, 17th and 18th ult. A large number of entries crowded the hall, and the probability is that a larger building will have to be secured for next year's show. A decided impetus will he given to the raising of first-class fowl in the town country, a large number of spectators having expressed their intention of raising some thoroughbred stock next season, and numerous inquiries are being received by exhibitors as to price of eggs and stock. To the indefatigable efforts of the president, Mr. M. H. Fratick; the secretary, Mr. Geo. Walters; the committee, Messrs. A. F. Chinneck, H. Meng, A. Steacy and G. Degroff, and the members of the society, much of the success of the show is due.

TRADE INQUIRIES.

The following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries, with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Departing Trade and Commerce, Ottawa: Department of

39. A Leeds firm of provision merchants desire communication with manufacturers and wholesale dealers in cheese and butter in Canada.

41. A large firm of provision mer-

business in Canadian butter, cheese and eggs, and desire to get into communication with manufacturers and dealers in

42. A Leeds firm of provision dealers desire to buy Canadian cheese and lard

43. A Yorkshire firm of provision merchants desire to get into communication with manufacturers and dealers in Canada in cheese, butter and eggs.

44. A Leeds wholesale provision merchant desires to get into communication with sellers of Canadian apples.

45. A large Yorkshire firm of wholesale provision merchants desire to get into direct communication with manufacturers and dealers in Canada of Canadian bacon, ham, cheese, butter and

46. A Yorkshire firm of provision merchants with large opportunities for trade, desire to get into communication with Canadian dealers in butter and eggs.

51. An important manufacturer of canned goods in Bordeaux wishes an agent to introduce his products in Can-

52. An important manufacturer of biscuits in Dijon desires active agents in Ontario and Northwest Territories.

53. Two French firms dealing in olive oils in Aix and Bordeaux ask representatives in this country.

66. A firm of Wiltshire bacon curers are prepared to appoint suitable Canadian agent to sell their bacon and tinned goods.

68. A firm of egg and butter importers in Wales have asked to be furnished with the names of reliable Canadian shippers of eggs.

69. A Yorkshire firm of importers dealing in poultry asked to be referred to shippers in Canada with whom they can establish business relations.

70. A Swiss firm points out that theirs is a good market for fat young oxen from Canada, and have requested to be placed in touch with first-class live stock exporters in the Dominion.

71. A Bordeaux house inquires for names of Canadian firms wishing to be represented in Southwest France for any kind of goods salable in that market.

MOLASSES.

Most recent news from Barbadoes indicates that the crop there will be an exceedingly early one this year, and prospects are for crop of about same quantity or possibly a little more than last year, but a greater portion will be put into fancy molasses than usual. First shipments of this were made about the 26th of December, and first quotation on molasses was on the 13th inst., when price was cabled as 13c. puncheon included, first cost. Although we understand that business was cabled on this basis, we have not heard of any being confirmed for prompt shipment, crop will not be moving in quantities until towards the end of February, and in view of the low prices, planters are disposed to hold their product, hoping for a better market later. This quotation would figure about 25%c. landed Montreal as compared to 34c. or 35c. last year, at which price the bulk of the purchases were contracted for.

chants in Leeds desire to extend their

Brooms and Brushe Woods, Walter, & Co

Biscuits, Confection
Bode's Gum Co., Mo
Canadian Shredded
Falls, Ont.
Cowan Co., Toronto.
Imperial Biscuit Co.
Jacob, W. & R., & C
McLauchlan, Sons
Mooney Biscuit. &

Canadian Canners, H Manitoba Canning Man. Turner, James & Co.,

Cash Registers. Cheese Cabinets.
Walker Pivoted Bir
Co., Toronto.

Cigars, Tobaccos, A American Tobacco O Empire Tobacco Co., McDougall, D., & Co Payne, J. Bruce, Gra Sherbrooke Cigar Co Tuckett, Geo. E., & S Clothes Lines. Hamilton Cotton Co

Cocoas and Choco Baker, Walter & Co. Cowan Co., Toronto. Dunn, Wm. H., Mo. Epps, James, & Co., Lowney, Walter M., Mott, John P., & Co. VanHouten's—J. L.

Computing Scales. Gillett, E. W., Co.,

Consulting Chem Crockery, Glasswa Campbell's, R., Son Cassidy, John L., C Gowans, Kent & Co

Financial Institu Bradstreet Co.

Adam, Geo. & Co. Adamson, J. T., & Albert Soaps..... Allison Coupon Co American Pure Foo Baker, Walter & Co Ballour & Co..... Bate, H. N., & Son Bidwell, W. E.... Bickle, John W., &

CLASSIFIED LIST OF ADVERTISEMENTS.

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

McLarens, W. D., Montreal.

Siscusts, Confectionery, Brc.
Bode's Gum Co., Montreal.

Canadian Shredded Wheat Co., Niagara
Falls, Ont.
Cowan Co., Toronto.
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Jacob, W. & R., & Co., Dublin, Ireland.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
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Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

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

Cash Registers. National Cash Register Co., Dayton, O. Cheese Cabinets.
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Co., Toronto.

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American Tobacco Co., Montreal.
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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 & Soott, Toronto

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Computing Scale Co., Toronto. Gillett, E. W., Co., Toronto.

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Orighton, Alexander, Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
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Little, Geo., Manchester, Eng.
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Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Latisnume, Montreal.
Smith, E. D., Winons, Ont.
Stringer, W. B., & Co., Toronto.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.

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Lambe, W. G. A., & Co., Toronto.
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Wethey J. H., St. Catharines.
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Pass Books, Ric.
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Capstan Mig. Co., Toronto.
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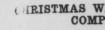
INDEX TO ADVERTISERS.

| Adamson, J. T., & Co. | 2 |
|---|------|
| Albert Soapsinside front cov Allison Coupon Co | er |
| Allison Coupon Co | 59 |
| American Tobacco Co | 67 |
| Auer Light Co | |
| Baker, Walter & Co | |
| Raitour & to | 21 |
| Ballour & Co. Bate, H. N., & Son inside back cot Bidwell, W. E. Bickle, John W., & Greening | er |
| Bidwell, W. E | 2 |
| Bickle, John W, & Greening | 57 |
| Biermann, E., & Co. Blue Ribbon Tea Co. | 99 |
| Bowser, S. F., & Co. | 19 |
| Boyd, Thos., & Co | 59 |
| Bradstreet's | 19 |
| Bradstreet's | 71 |
| Brantford Starch Works | 8 |
| Campbell's, R., Sons | 8 |
| Canada Paper Co | 56 |
| Canada Sugar Refining Co | |
| Canadian Canners. | 3 |
| Canadian Canners | |
| inside back cor | rer |
| Canadian Salt Co | 28 |
| Capstan Manufacturing Co | |
| Carman, Joseph | |
| Cassidy, John L. Co | 57 |
| Cevlon Tea Association | 4 |
| Chase & Sanborn | 9 |
| Clark, W | ver |
| Codville & Co. | 42 |
| Codville & Co | 16 |
| Colson, C. E., & Son outside back co | ver |
| Computing Scale Co | 16 |
| Connors Bros. | 60 |
| Cox, J. & G | 63 |
| Crain, Rolla L. Co | 20 |
| Crichton, Alexander | 59 |
| | |
| Davidson & Hay | 7 |
| Dawson Commission Co | 55 |
| Dilligio & Stewart | - 2 |
| | 11/2 |

| Distributors Co |
|--|
| Eby, Blain Co |
| Egg-O-See outside front cover Egg-O-See 53 Empire Tobacco Co. 67 Enterprise Mfg. Co 17 Ewing, S. H. & A. S. 13 Ewing, S. H. & Sons. 15 |
| Fairbank, N. K. Co. 10 Fearman, F. W., Co. 44 Fisher, A. D., Co. 18 Fletcher Mfg. Co. 16 Frontenac Oereal Co. 50 |
| Gaitskell, J. H. 59 Gibb, W. A., Co. 54 Gilliard, W. H., & Co. 20 Gilliett, E. W., Co., Ltd. 12 Gorbam, J. W., & Co. 22 Gowans, Kent & Co. outside back cover Gray, Young & Sparling Co. 42 Greig, Robt., Co. 15 Griffin & Culverwell 4 Grimm Mfg Co. 62 |
| Hail, R. C., & Co 59 Hamilton, Wickes & Co 59 Hannah, R. W 2 Haszard, Horace 2 Holbrook & Co 19 Hughes, A. J 2 Hughes, Albert inside back cover |
| Imperial Extract Co. |
| Kaufmann, W. P. 59 Kenney, T. & Son. 52 Kingston "Gleaner" 20 Kinnear, Thos., & Co 7 |

| Kirouac, Nap. G., & Co | 2 |
|---|--|
| Lambe, W. G. A. Lamont, Corlins & Co. Lethem, John, & Sons. Little, Geo. Lucas, Steele & Bristol. Lytle, T. A., Co. | 59 21 12 |
| McDougall, D., & Co | er 44 2 63 52 54 68 |
| Montreal Maple Co Mooney Biscuit and Candy Co Morse Bros Mott, John P., & Co | 6 44 59 59 2 64 61 10 60 |
| National Cash Register Co National Licorice Co. inside front cov Neubeck & Schipmann Nicholson, Bain & Johnston Nicholson & Bain Nicholson & Brock | 59 42 51 47 |
| Oakey, John, & Sons | 80 |
| Page, Carrol S. Park, Blackwell Co. Patrick, W. G., & Co. Payne, J. Bruce. | 2 66 |
| Queen City Oil Co | 56 |

| Rapp, Herman & Co. 59 Rattray, D., & Sons 14 Robinson, O. E. 56 Rose & Lafamme 14, 70 Rutherford, Marshall & Co. 47 Ryan, Wm., Co. 47 |
|--|
| "Salada" Tea Co. 12 Salter & Stokes 59 Scott, David, & Co. 59 Smith. E. D. 56 Southwell & Co. 62 Sowerbutts, A. E., & Co. 4 Stevens, H. J. 2 Stewart Co. 61 St. Lawrence Starch Co. 11 Stringer, W. B., & Co. 55 "Sugars" Limited 61 Sutcliffe & Bingham 13 Sutcliffe Muir Milling Co. 51 Sutton, G. F., Sons & Co. 20 |
| Thompson, G. B |
| Walker, Hugh, & Son 56 Walker Pivoted Bin and Store Fixture Co. 18 Warren Bros. & Co. 13 Watson, Stuart 2 Watson, Stuart 2 Wats, J. L. & Scott 62 Wethey, J. H. outside back cover white & Co. White & Co. 55 Windsor, J. W. 57 Whiteley, Muir & Co. 59 Woods, Hamilton & Co. 19 Woods, Walter, & Co. 42 |



February 2, 1906

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The recent pro tivity of the Gove given to the fact market many food adultered with eausing a good d rightly so.

It is a necessity ance that the he rigidly guarded food laws be only can these detected and mad mishment which shall be administ ers, and not fall who may or may transgressor.

There is no d generally speaking answer for in re tion. Every man one better than every dealer wants his neighbor, an measures are reso i production.

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CANADIAN TRADE WITH ITALY.

Visiting Canada at the present time, on an important mission as the embassy of the Italian Government, is the Marquis Doria, a young nobleman of particularly pleasing appearance and manner.

Marquis Doria, while here, is interviewing the Canadian Government, boards of trade, and prominent business men, and making an effort to interest them in the establishment of a direct steamship line between Canada and the ports of Italy.

He points out that vessels coming to this country from Mediterranean ports can always obtain cargoes, but returning they have more difficulty. This, he claims, is not as it should be, for there are many products which Canada is able to supply, and which Italy now imports in large quantities from other countries that could be just as well obtained here, thus opening up new markets to our Canadian producers, and also enabling vessels to carry on this trade at a pro-

For instance, it is no secret that the dried fish industry of Canada has not

been what it should be during the past few years. The Italian people are among the largest consumers of this class of food of any country in the world. Last year they imported no less than 8,700 tons of dried fish from Sweden and Norway; 8,100 tons from Great Britain; 7,000 tons from France, but only 2,000 tons from Canada.

Marquis Doria is of the opinion that these figures might be very materially increased should we have more direct means of communication. There are dozens of other commodities which the marquis is also confident could be exported in paying quantities should we but have the proper means of transpor-

He also pointed out that the building of the Grand Trunk Pacific, and other railways, would necessitate an extra amount of this class of labor coming into the country, and as this is done to a great extent by Italians there was no reason why steerage passengers should not be carried in addition to the freight business done.

HIS CAPITAL WAS CHARACTER.

A business man in Toronto failed a few years ago. When he had settled with his creditors he was without any money whatever and to all appearances shut out of a business career.

While in business, however, he had been honest as well as industrious and had established a reputation for these qualities. The cause of his failure was adverse circumstances over which he had no control, and when it appeared that he would have to become an employe instead of an employer some of the wholesale houses came to his relief and sold him goods on credit and without any security in order that he might have a chance to get on his feet again. One wholesale house alone gave him credit to the extent of \$10,000. To-day he is a prosperous merchant.

This man's chief capital was his character, and reminds one that after all, in spite of the cynical who think otherwise, "honesty in the best policy" for employers as well as employes.

DECLINE IN HOG PRICES.

It was not to be expected that the high prices which have been ruling for hogs could continue. As pointed out by The Grocer in a recent issue, prices were altogether out of proportion to The immediate cause of the present drop of 25c on live hogs is primally due to the weakening of the European market, and an indisposition of that market to maintain the high prices for Canadian products.

An interesting and important case has

TRAVELERS MUST GET ORDERS

SIGNED.

just been decided at Osgoode Hall which demonstrates very clearly the great need for accuracy in every detail of business transaction.

A traveler when taking an order from a customer is usually satisfied to write down the order in front of his customer and to hand him a duplicate copy, the general idea being that this constitutes a legally binding order. This is not the case, however. If the order goes through, well and good, everything is all right; but if for some reason or other the customer refuses to accept delivery, why, then the situation changes. Who is to bear the inevitable loss which follows? At first sight one would say the would-be purchaser, but the law says no.

In the case under review, defendant said that he countermanded the goods before they reached him, and then refused to accept them, and he pleaded the statute of frauds. Plaintiffs' traveler took the order from defendant; there was no signature by defendant, and defendant contended that there was no evidence to support a finding that plaintiffs' traveler was authorized to sign the order for defendant.

Plaintiffs contended that the order in writing defining the goods, the invoice of the goods sent, and the subsequent letters refusing to take the goods and recognizing the order were sufficient to satisfy the statute, and also that the order written by plaintiffs' traveler was in itself sufficient.

The upshot of all the cases as quoted at the trial is that the traveler or salesman of a wholesale dealer is presumably not authorized by the persons who buy from him to sign a contract for them as purchasers. And the presumption is not rebutted by the memorandum of the order being made up in the purchaser's presence in duplicate, one part being given to the buyer and the other part forwarded to the wholesale house.

In cases where travelers are calling at short intervals, say weekly, the point is not a very momentous one, as little difficulty is likely to occur which could not be dealt with on the next journey. But where a traveler calls only once or twice a year it is of great moment. He may take orders which require special treatment for an individual customer, and if that customer is permitted to just go back on his order, simply by virtue of the technicality that the salesman is not the buyer's agent, the wholesale dealer is placed in an awkward predicament.

Now that this point has been demonstrated it is clear that the only course to adopt is for travelers to secure signatures to all the orders they collect.

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GRISTMAS WINDOW DRESSING COMPETITION.

The awards for this competition have been given as follows:

First Prize—Gibbons Bros., Toronto. Second Prize—I. F. Pelan, St. Thomas,

areat credit is also due to those sent in by Aaron Graeb, Hespeler, Ont., and I. H. Gafiney, Brockville, Ont.

stany of the photos sent in showed stans of great merit as far as window display went, but were necessarily ruled one by reason of the photo being incapable of reproduction, a qualification which was pointed out as essential.

THE PURE FOOD QUESTION.

The recent prominence which the activity of the Government inspectors has given to the fact that there are on the market many food products, more or less adultered with foreign sebstances, is causing a good deal of excitement, and rightly so.

It is a necessity of paramount importance that the health of the public be rigidly guarded, that the laws be food such that can these adulterations only detected and made public, but that the mishment which becomes necessary shall be administered to all the offenders, and not fall upon one party alone, who may or may not be an innocent transgressor.

There is no doubt that competition, generally speaking, has a great deal to answer for in regard to this adulteration. Every manufacturer wants to go one better than his competitor, and every dealer wants to buy one better than his neighbor, and thus, questionable measures are resorted to to reduce cost of production.

We understand it was stated by one of the inspectors who has been active in the recent prosecution in Vancouver, that analysis had proved it to be a common practice among manufacturers to use a targe quantity of vegetable pulp in the sum they make, an ingredient harmless in itself, but necessitating using other foreign ingredients to cover the deception. The time has now arrived for definite action on this question, and none are more capable of tackling the question than the army of retailers themselves.

Canada is a young country, growing ast, and she cannot afford to waste ime experimenting this issue. Let her carn from the examples of older countries.

We do not want to become a nation of faddists who, when they get started on their hobby, do not know when to stop. A good illustration of this is the fining of United States retailers for selling the old reliable Lea & Perrins' Worcester sauce, and Crosse & Blackwell's mushroom catsup because the formulas contained salicyclic acid. The proprietors in both cases have backed up the grocers by paying their fines, which in the aggregate ran up into a large sum of money. In the case of the former, the old sauce has been withdrawn from the market and a new sauce without the preservative substituted. In the case of the catsup it is said to be impossble to get anything that will take the place of salicylic acid to prevent the goods from deterioration.

Nor, on the other hand, do we want to become an open market for any mixture branded a taking name and flavored to popular palate.

In Britain an excellent system of inspection has grown up and, while it cannot be claimed that nothing injurious as food is there sold fraudulently to the public, any yendor who makes false representations or fails to truly state the nature of the goods he sells, incurs the risk of prosecution and punishment. The law should be so designed and enforced that every purchaser would know the extent to which adulteration was practised.

There is a measure of uncertainty as to whether or not some of the adulterants in common use are injurious, but a strict law with regard to labelling would enable the purchaser to decide for himself as to their use. The law should also require that where the bulk of any package is broken by the retailer, its actual contents be announced to every purchaser.

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 install-

ing his 'phone. Here was a case of direct morey 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 instances, 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 clar confer on them no greater benefit than a sound training in this most desirable habit.

HIS SALARY RAISED AT 72.

There is a commercial traveler in Canada who is a standing rebuke to Dr. Osler's old age theory. He is seventy-two years of age and has been on the road for about fifty-five years.

He is still considered one of the best travelers on the road, and that his principals still have confidence in him is evidenced by the fact that at the beginning of the new year an increase of \$300 was made to his salary.

As he is still vigorous and is likely to maintain his vigor for some time we may look for another advance in his salary at the beginning of next year.

This gentleman, it might be said, represents a large manufacturing firm with factories both in Canada and the United States.

WHOLESALE GROCERS' DIRECTORY.

We just received a copy of Thacker's New Wholesale Grocers' Directory of U. S., for 1906. This is the twelfth edition and is right up to date.

Mr. Thacker shows great painstaking, and appears to be possessed of the best facilities for getting information in regard to changes from time to time. The 1906 directory will show nearly four hundred changes compared to the 1905 edition. In fact it is said to be absolutely correct to date. The price is \$1 per copy, or six copies for \$5.

To any one requiring such a list it should be a great boon. It can be obtained from Mr. Orrin Thacker, Columbus, Ohio.

February 2, 1906

Canned Goods oods market is e s nothing of in miries are of a and principally almon, lobsters, narters it is an hich have been ore freely than the better ret dvance shortly.

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as not of the b that country merc of the condition consequent stagns ders are light. and the conseque the roads has ha trade. Reports f ley and lumberin are not encourag rule, look forward the Spring. It is ber of large lur forced to lay off their hands, clain of the snow and made it difficult rivers and lakes. small ones, howev jobbing trade, be for rather more f ant or desirable. of 10c. per hund seem to have ha feet on the marke buying. In all o trade is only no visions, the high tended to hold u larly in hams ar to the mild weat have eased off an been buying mor

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BACON HOG PRODUCTION.

If the bacon trade of Canada is to continue to improve it is necessary that hog raisers adhere to the class of animals most suited to the requirements of the British market.

In the production of hogs of the lard type Canada cannot compete successfully with the United States. A visit to the Chicago Stock Yards and to western cattle feeding centres affords ample evidence of this. A large proportion of the cattle are fed on snapped or shelled corn. Herded with these are hogs that thrive and fatten on the undigested corn left by the steers. These hogs constituting a by-product of cattle feeding are produced at a cost much lower than pork can be raised in Canada. All United States hogs are not fed in this way but a large proportion of them have, at least, the advantage of cheap corn, than which there is no better feed for producing fat hogs of the lard type. Let the Canadian farmer go back to the thick, fat type of hog, as some talk of doing because they feel they have a grievance with the packer, and it will not be long before the price of Canadian bacon will have fallen to a level with the United States product, which is usually from ten to fifteen shillings per hundred and twelve pounds lower than the quotations for Canadian Wiltshire

It seems to be very generally sup, osed that pork is more cheaply and easily produced from hogs of the thick, short American breeds than from the three English breeds which are favored for bacon production. Why such a belief should be so general is difficult to understand as repeated tests conducted at various experiment stations have shown that hogs of the Yorkshire, Berkshire and Tamworth breeds produce pork as cheaply as those of the Poland China, the Chester White or the Duroc Jersey breeds. In the opinion of Prof. Day, of the Ontario Agricultural College, who is foremost among authorities on bacon production, the lusty, growthy pig of the bacon type is the most economical pork maker we have, especially when reared, as bacon hogs should be, largely on such foods as roots, soiling crops and dairy offal.

There is much difference of opinion regarding the cost at which hogs fit for market can be produced, and there is probably as much difference between the cost to one feeder and the cost to another as between these opinions. Under general conditions the production costs in the neighborhood of five dollars per hundred pounds on an average. In Summer under favorable conditions the cost may be somewhat lessened, but in Winter pork can hardly be produced at the

figure mentioned. As in all other lines of production the cost will vary according to the character of the animals fed and the amount of intelligence exercised by the feeder.

Taking one year with another the Canadian farmer on good land who understands crop growing and hog raising can undoubtedly raise hogs as cheaply as the figures quoted, and probably for less. He will keep only such sows as produce large, lusty litters of the right type. He will grow such pasture and soiling crops as clover, alfalfa, rape, vetches, mangels, sugar beets and such coarse grains as yield the greatest number of pounds of hog feed per acre. In other words, he will manage his operations in such a way that will return him the greatest return in hogs per acre of land, and in so doing will learn to reduce the cost of raising hogs of the best type to a minimum.

THE STARCH MERGER.

Letters patent have been granted to the Canada Starch Company, Limited, with a capital of \$1,250,000 of 7 per cent. non-cumulative preferred stock and a similar amount of common stock.

The incorporators are Messrs. George Frederick Benson, William Strachan and Charles Rudolph Hosmer, of Montreal, James John Warren, of Toronto, and Joseph Ruddy, of Brantford. From this it will be seen that this is an amalgamation of the Edwardsburg and Brantford Starch Companies, but the new company will also absorb the Imperial Starch Company, whose plant at Prescott has been closed down for the past four months.

Those interested consider that better results can be obtained by the proposed arrangement, the cost of production decreased, and savings made in the distribution of some of the company's lines

No details with regard to management have been settled yet, and none of the new officers appointed, but an organization meeting is to be held in Montreal on February 2 to pass the by-laws and elect directors.

Of the new directorate we understand that the Edwardsburg Company are to have five directors, the Brantford Company two, and the bondholders of the Imperial Company two, making a board of nine, directors.

The head office of the company will be at Cardinal, Ont., but no radical changes are contemplated with regard to the terms of doing business or in the .personnel of the Edwardsburg and Brantford companies.

The disposition of the preferred stock, we are informed, is in the proportion of

of bonds on the property. We understand that it is not the in tention of the new company to operate the plant at Prescott, as those who should know say that glucose and syrun can be manufactured very much more cheaply in the works of the Edwards burg Company at Cardinal, this plant

\$675,000 to the Edwardsburg share

holders, \$136,500 to the Brantford

shareholders, and \$175,000 to the bond

holders of the Imperial Company. The

shareholders of the Imperial Company

will receive some common stock amount

ing to 50 cents on the dollar on the particular

value of their preferred stock, and 5

per cent. of what they paid for the

common stock. It is well known that

the latter company has not been

money-maker, and the shareholders and

considered fortunate to get any of the

new stock, in view of the large amount

having taken care of practically all the glucose and syrup business of the Dominion last Fall, during the three busiest months of the year, when the Prescott plant was out of operation and while the St. Lawrence plant was also closed down in this department while making certain repairs and alterations

The Brantford Company has a good starch business in the west, and it is considered that very satisfactory results can be obtained by co-operation between the Edwardsburg and Brantford plants

to their plant.

in the starch business.

STANDING STILL IS GOING BACK WARD.

In these strenuous days the world of trade is constantly going forward, so that the merchant who stands still is relatively going backward. You must progress to retain your mercantile equilibrium.

Have you ever stepped on a moving platform? You had to face in the direction it was going, or take the chances of being thrown; or if you stood outside and looked on, you were no part of the show.

The merchant who is not stepping forward with the other forward-steppers in trade is slowly but surely being pushed back into the idle crowd of loafers that line the edges of the procession. He has no place among the quick-thinking men who give character and expression to modern affairs. He is advertising himself as a present or prospective "has been." His standing still is a confession that the pace is too swift for him. But the procession shows no mercy to lagards and the lingerer sneaks from the ranks into oblivion. You must go forward and keep going forward, to keep your feet. Once down you are "down and out."

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ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

Eugar-Declined 10c.

Sugar-Declined 10c.

Quebec Markets.

GROCERIES.

Montreal, Feb. 2, 1906.

The conditions of trade are reported as not of the best. Travelers report that country merchants are complaining of the condition of the roads and the consequent stagnation of business. Orders are light. The absence of snow and the consequent poor condition of the roads has had a serious effect on trade. Reports from the Ottawa Valley and lumbering districts of Quebec are not encouraging and dealers, as a rule, look forward to quiet trade towards the Spring. It is reported that a number of large lumber firms have been forced to lay off a goodly proportion of their hands, claiming that the lightness of the snow and the heavy rains have made it difficult to get the cut to the rivers and lakes. A number of failures, small ones, however, are reported by the jobbing trade, but renewals are asked for rather more frequently than is pleasant or desirable. In groceries, the drop of 10c. per hundred in sugar does not seem to have had any appreciable effeet on the market, nor has it stimulated buying. In all other lines of groceries, trade is only normal. As regards provisions, the high price of live hogs has tended to hold up the markets, particularly in hams and bacon. Eggs, owing to the mild weather that has prevailed, have eased off and the retail trade has heen buying more freely. Butter, also, is somewhat easier and considerable more turnover is noted for local consumption.

Canned Goods- The local canned oods market is extremely dull, and there s nothing of interest to report. Inquiries are of a sorting up character, and principally for odd lines of fruits, almon, lobsters, and haddies. In some narters it is anticipated that tomatoes, hich have been going into consumption ore freely than last year on account the better retail selling prices, will dvance shortly. We quote

oup No. 1 comprises—
"Canada First," 'Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also a'l private brands.
up No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion,"
"Thistle," and "Grand River" brands.

No. 3 comprises— lobe," "Jubilee," "White Rose," and "Deer" FRUITS

Currants

Red, heavy syrup

Red, preserved

Black, heavy syrup

Black, preserved awberries—
2's, heavy syrup.
2's, preserved.
Gallons, standard..... VEGETABLES

Sugar-The sugar market since the decline of 10c., made by refiners last Friday, is unchanged. Business is Friday, is unchanged. Business is quiet in the jobbing trade, while refiners also report that the demand has slackened off somewhat. Inquiries for yellows have been larger than usual at this season of the year, but the reason for this is not apparent. It has been reported that several lots of Scotch sugars have changed hands around \$3.85 to \$3.90. We quote:

Syrups and Molasses— The molasses situation shows no change. The opening of the market in Barbadoes for new erop is reported somewhat lower than last year, but the trade do not seem to be overly keen to place orders and are looking for a modification. Local stocks are practically cleared out, as noted in The Grocer last week and holders of any are disposed to shade prices a trifle. The general situation, however, remains unchanged and the jobbing trade has made no concessions, and our quotations, as under, still rule.

Tea-The tea market shows little of interest; the main characteristic is firmness in practically all lines. Local brokers report inquiries for China greens, principally gunpowder, pinheads and pea leaves, as somewhat better. In Ceylon green the advance noted lately is maintained and all advices from London and Colombo indicate a very firm market. Ceylon blacks are also firm, in sympathy with greens. In Japans, little business is doing, and stocks, which are light, are held firm. In China blacks there appears to be a somewhat better inquiry. The jobbing trade re-port business from country points as light in teas. We quote:

FISH

February 2,

| Ceylon-Broken Pekoe | 0 25 | 0 38 |
|---|-------|------|
| Pekoes | | 0 20 |
| Pekoe Souchongs | 0 15 | 0 20 |
| Indian-Pekoe Souchongs | 0 15 | 0 18 |
| Ceylon greens-Young Hysons | 0 16 | 0 18 |
| Hysons | 0 144 | 0 15 |
| Gunpowders | 0 134 | 0 14 |
| China greens-Pingsuey gunpowder, low grade. | | 0 15 |
| " nea leaf | | 0 24 |
| " " pinhead | 0 28 | 0 32 |
| Congous-Moning, finest | | 0 40 |
| " choice | 0 25 | 0 30 |
| " fine | 0 18 | 0 25 |
| " good common | | 0 15 |
| Pakling,-boxes | | 0 20 |
| fine | | 0 30 |

Coffee-The coffee situation is unchanged, the firmness in prices being well maintained. Local grinders and and dealers report business fair. Latest New York reports indicate the market steady with a firm undertone. We quote:

| Jamaica | 0 10 | 0 11 |
|---------------------|------|------|
| Java | 0 18 | 0 22 |
| Mocha Rio, No. 7 | 0 00 | 0 10 |
| Santos | 0 10 | 0 11 |
| Maracaibo | 0 11 | 0 13 |

Foreign Dried Fruits-Foreign fruit trac'e is quiet. Valencia raisins are moving somewhat better and particularly layers and selected fruit, of which there is a good stock available. Currants are unchanged since last report. Dates, which advanced as noted in last issie, are selling somewhat better this weel. California raisins continue easy, while prunes are firm, with some inquiry for best brands. We quote:

| Valencia I | | | | | | | |
|----------------------------------|--------------------|-----------|----------|--------|---|-------|--------------|
| Fine off-sta | alk, per lb | | | | | 0 04 | 0 044 |
| Selected, p | er lb | | | | | 0 041 | 0 05 |
| Layers, Dates- | | | | | | 0 00 | 0 009 |
| Dates, Hal | lowees, pe | r lb | | | | 0 04 | 0 041 |
| California | a Evarorat | ed Ern | itg | | | | 0 101 |
| Apricots, I | er lb | | | | | | 0 131 |
| Peaches, Pears. | " | | | | | | 0 13 |
| Malaga Ra | aisins— | | | | | | |
| London la | yers | | | | | | 2 00 |
| "Connoiss | eur Cluste | 1-hove | | | | | 0 80 |
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| California | Daiging_ | | 18 | | | | 1 30 |
| Loose muse | catels, per | lb | | | | 0 071 | 0 08 |
| " | " seede | ed. in 1- | lb. pac | kages. | ! | 0 08 | 0 09 |
| | Z Cro | | | | , | | 0 06 |
| | 2 CLO | | | | | | 0 061 |
| | 1010 | | | | | 2000 | - |
| Prunes- 30-40s | | | | | | Per | |
| 40-50s | | | | | | | 0 08 |
| 50-60s | | | | | | | 0 07 |
| 60-708 | | | | | | | 0 06 |
| 70-80s 80-90s | | | | | | | 0 06 0 05 |
| 90-100s | | | | | | | 0 05 |
| Oregon pru | nes (Italia | n style | , 40-508 | 3 | | 1 | 0 08 |
| " | | | 50-60 | 8 | | | 0 07 |
| Oregon pru | nes (Frenc | h style |), 60-70 | 8 | | | 0 06 |
| ** | | ** | 100-120 |)g | | | 0 04 |
| Currants- | | | | | | | |
| Filiatras, u | | | | | | | 0 04 |
| Fine Filiat | ras, per 1b. | . in cas | es | | | 0 044 | 0 05 |
| | | | | | | | 0.00 |
| Finest Vos | tizzaa " | | | | | 0 061 | 0 071 |
| Amalias | " | | | | | | 0 06 |
| Sultana Ra | isins— | | | | | | |
| Sultana rai | sins, per li | 0 | | | | 0 065 | |
| Eleme Tab | | carcon. | | | | | 0 09 |
| Six crown, | extra fanc | y, 40-lb | . boxes | | | | 0 13 |
| Four crown | , fancy, 10 | -lb. box | ces | | | | 0 09 |
| Three crow | n | liter mo | - han | | | 0 07 | 0 074 |
| Glove boxe Fancy wash | ned figs. in | hasket | s. per | asket | | | 0 11 |
| " pull | ed figs, in | boxes, | per box | | | | 0 22 |
| " pull " stuff 12-oz. boxe | led figs, | " | ** | | | | 0 28 |
| 12-oz. boxe | 8 | | | | | 0 064 | 0 07 |
| | | | | | | | |

Rice and Tapioca-There is nothing new to report in the position of the rice narket; the characteristic feature, however, is firmness. In tapioca the market is decidedly strong and with holders few prices are firm and likely to be higher. We quote:

| | 3 05 |
|----------------------------------|--------------|
| | 3 15 2 95 |
| C rice. in less than 10 bag lots | 3 05 |
| Tapioca, medium pearl 0 054 | 0 06 |

Spices-The spice market is firm all along the line. A slight weakness in nutmegs is reported from New York markets, but insufficient to affect present quetations. Gingers are held firmer. with pepper steady and quiet. Local business is about as usual, and not of any great volume. We quote:

| | | Per lb. |
|-----------------|---|---------|
| Peppers, black | 0 | 16 0 22 |
| , white | 0 | 25 0 30 |
| Ginger | | |
| Cloves, whole | 0 | 17 0 32 |
| Cream of tartar | | |
| Allspice | | |
| Nutmegs | | |

Honey-There has been no change on the honey market, although business is reported considerably improved. It is noticeable that retail grocery stores are pushing these goods, as is evidenced by the numerous window displays of honey throughout the city. Prices remain unchanged as under.

| White clover, extracted tins | 0 (| 8 | 0 | 09 |
|------------------------------|-----|-----|---|-----|
| " kegs | 0 0 |)7k | 0 | 08 |
| " comb,new | 0 1 | 13 | 0 | 14 |
| Buckwheat | 0 0 | 77 | 0 | 074 |

Beans-The bean market is still quiet and somewhat weaker. This is due to the fact that the market is well supplied. Dealers, however, are not anxious to push sales, owing to the fact

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Feb. 1, 12.30 p.m.

BUTTER—Market easy. Receipts light, but ϵ qual to requirements. Finest creamery, 224c. to 224c. Dairy, 19c. to 204c. 22c. Dairy, 19c. to 20fc.

CHESSE-Steady market, but dull. No change in prices - 13c. to 13fc.

EGGS Tone of market easy. Eggs coming in freely. Fresh eggs selling 2fc. to 25c., and selected 2fc. to 25c. Cold storage and limed, 17c. to 18c.

PROVISIONS — Market firmer and looking up more. Bacon, ham and lard ic. to ic. stronger. Live hogs scarce and packers complaining.

that growers and operators in the western bean districts are reported as pretty well cleaned up. The ruling price is \$1.65 per bushel on track, and \$1.70 in a jobbing way.

 Choice prime beans
 1 70 1 75

 Lower grades
 1 60 1 65

Evaporated Apples-The market continues firm at \$10.25 to \$10.50, with but a limited demand. These high prices have considerably restricted buying on part of the jobbing trade, despite the fact that evaporators are very firm in their demands and convinced that higher prices should be obtained. Stocks are reported small, and this has a tendency to confirm holders in their strong den and. We quote: Winter var'et'es

Maple Products-Business in maple products, during the week, has been dull. Very few sales were made, and these only for fancy stock. Blenders seem to be well supplied for all requirements, and are not looking around or keen to buy, owing to the proximity of the new crop. We quote:

| Maple syrup, in wood, per lb | 00 | 051 | 00 | 06 |
|------------------------------|----|-----------|----|----|
| Pure Townships sugar, per lb | 00 | 07 081 | 00 | 07 |

Fish-The demand for fish of all kinds

is improving, the harder weather for the past few days having stimulated the demand, and the trade look for improved business. Stocks of the different varieties, with the exception of large frozen herring and tom cods, are ample for present requirements. There is, however, no over-stock. As soon as the tom cods return from the spawning beds, which will be shortly, it is expected that stocks will be plentiful and prices easier. In western fish, the demand for dore, white fish and trout is about as usual at this season of the year. same applies to salmon and halibut. The quality of these fish is excellent and they are ready sellers. Good salt herring and green cod are scarce, and dealers look for higher prices as Lent approaches. In prepared and smoked fish there is only the usual demand. Shell oysters are practically out of the market, with bulk in fair demand. We quote:

| Fresh fish— Fresh haddock, per lb | 0 031 | 0.04 |
|---|--------|--------------|
| " market cod, per lb | 0 03 | 0 04 |
| " steak cod, per lb | 0 (4) | 0 05 |
| Frozen fish— | | |
| B.C. salmon, per lb | | |
| Qualla. salmon | 0 1 81 | 0 08 |
| Dore, per lb | 0 (6) | 0 07 |
| Whitefish, per lb | 0 084 | 0 09 |
| Sea trout, per lb | 0 08 | 0 08 |
| Lake t out " | 0 (8) | 0 69 |
| Striped bass, per lb | 2 00 | 9 90 |
| Medium | 1 50 | 1 6) |
| Smel s, No. 1, per lb | | 1 09 |
| Mackerel | | |
| Tomcods | | 2,00 |
| Smoked fish— | | |
| Haddies, 15 and 30-lb. boxes, per lb Kippered herring, per box | | 0 064 |
| Bloaters, 100 in box, per box | | 1 25 |
| Yarmouth bloaters, 60 in a box | | 1 25 |
| New herring, in small boxes, per box | | 0 12 |
| Oysters and Lobsters- | | |
| Hand-picked Malpeque oysters, per bbl | 11 CO | 12 00 |
| Standards per imp gal | | 1 40 |
| Ov-ter pails pints per 100 | | 0.50 |
| Oy-ter pails, pints per 100quarts, | | 1 25 |
| Prepared fish - | | 1 20 |
| Winterport, 1-lb. bricks, cod | | 0 09 |
| Golden, 2 " " Boneless cod, favorite | | 0 08 |
| fish, 1 and 2-lb. bricks, per lb | | 0 06 |
| " fish. 25-lb. boxes, per lb | | 0 044 |
| Skinless cod, 100-lb. cases, per case | | 6 00 |
| Salt and pickled fish- | | |
| No. 1 Labrador herring, per bbl | | 5 50 |
| per half bbl | | 3 00 |
| per pail | | |
| salmon, tierce | | 13 00 |
| " in a bbls | | 7 50 |
| " B.C. salmon, bbls | | 12 50 |
| " half bbl | | 7 00 |
| | | 10 00 |
| " lake trout, per keg " mackerel, per pail | | 2 0) |
| " large green cod, per bbl., 200's | | 9 10 |
| " meuium, " " " | | 8 00 |
| " mackerel, per pail. " large green cod, per bbl., 200's " meuium, " " " " " small, " " " | | 6 50 |
| Pollock, msd., green | | 6 50 |
| Haddock | | 7 00 |
| Salt eels, bbls | | 0 U7 5 50 |
| Obtained condition to the section to the | **** | 0 00 |
| | | |
| | | |

OTTAWA NOTES.

Mr. J. T. Cuddy, representing the Montreal Packing Co., Limited, was met by The Grocer in Ottawa last week. He reported business as good and extending in Ottawa and the Ottawa Valley.

Mr. Geo. Mann, representing John L. Cassidy Co., Limited, Montreal, was a caller upon the Ottawa trade during the past week.

Mr. L. J. Levy, Toronto, who covers Eastern Ontario in the interests of the United Factories, Limited, Toronto and Newmarket, Ont., was noticed among the trade in Ottawa last Friday.

Mr. Hugh Convery, of Fleischmann's Yeast fame, was as usual spreading geniality and yeast among the Ottawa grocers and bakers.

Onta

The gener been disappo ing with mo lines, such have shown generally sp dull. Sugar cline of 10c fruits are mand is sle but there In other lir reported.

Canned G review deno It is eviden to buy on n merly, thus the market holiday tim warranted, into the ma

We quote Group No. 1 con "Canada Fir shoe" and "

Group No. 2 com "Lynnvalley, "Thistle," as

Group No. 3 com "Globe," " brands.

Apples, standard, preserved standard,

Blueberries— 2's, standard 2's, preserved Gals., standa

Chernes—
2s, red, pitte
2's, '' not p
2's, black, pit
2's, '' not
2's, white, pit
2's, '' not
Gallons, stan

2's, black, H. Gals., black,

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0 80 1 25 25 box 0 12

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TES.

Ontario Markets.

February 2, 1906

GROCERIES.

Toronto, Feb. 2, 1906.

The general conditions of trade have been disappointing; trade has been moving with more or less uncertainty; some lines, such as canned goods and staples have shown a measure of activity, but generally speaking, business has been dull. Sugar has shown a further decline of 10c., and is still weak. Dried fruits are holding very firm, but demand is slow and no change reported, but there is every possibility of one. In other lines no feature of interest is reported.

Canned Goods-Reports since our last review denote good trade in these lines. It is evident that retailers are inclined to buy on more moderate lines than formerly, thus keeping steady buyers on the market. The heavy trade at the holiday time seems to have been fully warranted, and buyers are now coming into the market for re-stocking.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all 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. Group Groups

| FRUITS. | No. | i | 21 | and |
|--|-------------------------------|--------------------------------|-------|--|
| Apples, standard, 3's | | | | 1 00 1 25 2 50 |
| Blueberries— 2's, standard. 2's, preserved | . 1 4 | 124 | 1 | 90 40 50 |
| Chernes— 2s, red, pitted 2's, " not pitted 2's, black, pitted 2's, not pitted 2's, not pitted 2's, white, pitted 2's, white, pitted 3's, " not pitted Gallons, standard, not pitted " pitted | 1 5 2 6 1 5 2 7 6 | 71 021 571 221 821 | 1 2 1 | 55 00 55 20 80 00 50 |
| Ourrants— 2's, red, H.S | 16 | 50 | 1 | 571 |

| 2's, red, preserved 1 80 Glals, red, standard 4 773 "solid pack 7 024 2's, black, H.S. 1 774 2's, "preserved 2 074 Glals, black, standard 5 021 "solid pack 8 024 "solid pack 8 024 | 1 771 4 75 7 00 1 75 2 05 5 00 8 00 | |
|--|--|--|
| Grapes— 2's, white Niagara 1 42s 2½ s, white Niagara 1 77s 3's, white Niagara 1 97s Gal., white Niagara 3 52s | 1 40 1 75 1 95 3 50 | |
| Gooseberries— 2's, H. S | 1 87½ 2 10 6 00 8 00 | |
| Lawtonberries— 1 77½ 2°s, H.S. 1 77½ 2°s, preserved 1 95 Gals., standard 5 52½ | 1 75 1 924 5 50 | |
| Peaches— 17%, yellow (flats) 1 70 2 s, yellow 1 90 2½ s, yellow 2 60 3 s, yellow 2 85 3's, yellow 2 85 2's, white 1 75 2½ s, white 2 50 3's, white 2 70 3's, pie 1 27i Gal., pie, poeled 4 52i Gal., pie, not peeled 3 57i | 1 67 1 1 87 1 2 57 3 2 82 1 2 35 1 72 1 2 47 1 2 67 1 1 25 4 50 3 55 | |
| Pears— 2's, Flemish Beauty 1 65 2's, Flemish Beauty 1 97t 3's, Flemish Beauty 2 12t 2's, Bartlett 1 80 2's, Bartlett 2 17t 3's, Bartlett 2 33t 3's, Bartlett 2 33t | 1 634 1 95 2 10 1 774 2 15 2 30 | |

| Plums, Lombard— 2's, light syrup | 971 | 0 95 1 20 |
|---|----------------------------|--------------------------------------|
| 24 s, heavy syrup. 3 s, heavy syrup. Gal., standard | 1 521 | 1 50 1 75 3 15 |
| Plums, greengage— 2s, light syrup. 2s, heavy syrup. 2s, heavy syrup. 3s, heavy syrup. Gal., standard. | 1 27 1 1 52 1 1 82 1 | 1 00 1 25 1 50 1 80 3 45 |
| Plums, egg— 2's, heavy syrup. 2's, heavy syrup 3's, heavy syrup. | 1 824 | 1 52½ 1 80 2 10 |
| Raspberries, Red— 2's, L. S. (Shafferberries) 2's, H. S. 2's, preserved Gala, standard "solid pack | 1 67 1 1 87 1 5 27 1 | 1 40 1 65 1 85 5 25 8 25 |
| Raspberries, Black— 2 s, black, H. S. 2 s, preserved. Gals. standard. | 1 775 | 1 60 1 75 5 00 8 25 |

| " solid pack | 8 25 |
|---|------------------------------|
| aspberries, Black— 2 s, black, H. S. 1 62½ 2 's, preserved 1 775 Gals., standard. 5 02½ " solid pack 8 72½ | 1 60 1 75 5 00 8 25 |
| VEGETABLES. | |
| 2's, tipe | 2 50 |
| eets— | 0 85 |
| 2's, aliced, sugar and blood red 0 875 2's, whole, 0 875 3's, sliced, 0 975 3's, whole, 0 975 | 0 85 0 95 |
| 38, whole, U 3/2 | 0 95 |
| 2ans— 0 82½ 2's, refugee. 0 85 3's. 1 27½ Gals. 3 377½ 2's, crystal wax. 0 95 2's, red kidney. 1 0 2's, Lima. 1 12½ Gals. 4 52½ 1's, Baked, plain. 0 40 1's, 'comato sauce. 0 45 2's. plain. 0 70 2's. plain. 0 70 2's. chili sauce. 0 75 3's. chili sauce (flat or tall). 0 95 3's. chili. " (flat or tall). 0 95 3'bbage— | 0 80 0 824 |
| 2's, rerugee | 1 25 |
| 2's, crystal wax 0 95 | 0 991 |
| 2's, red kidney 1 024 2's, Lima | 1 00 1 10 4 50 |
| Gals, standard | 4 50 |
| 1's, " tomato sauce 0 45 | |
| 2's, " plain 0 70 | |
| 2's, " chili sauce 0 75 | |
| 3's, " plain (flat or tall) 0 87½ 3's. " tomato sauce (flat or tall) 0 95 | |
| 3's, " chili " " 0 95 | |
| abbage— 3's | 0 85 |
| 2's 0 92j | 0 90 |
| 3'8 1 024 | 1 00 |
| auliflower— 2's 1 424 | |
| 38 1 829 | |
| orn— 2's 0 85 | 0 821 |
| Gal., on cob | 4 50 |
| aranips— | 90 1 00 |
| | 1 20 |
| eas— Extra fine sifted, 2's 1 22s Sweet wrinkle 0 82t Early June 0 70 2's, standard 0 62s | 0 80 0 671 |
| 2's, standard 0 621 | 0 60 |
| umpkin— 3's 0 80 Gal 2 52i | 0 771 2 50 |
| hubaro- | |
| 2's, preserved | 1 15 1 90 |
| pinach— | 2 621 |
| 2's 1 42à 3's 1 82à Gals 5 02à | 1 40 1 80 |
| Gals 5 024 | 5 00 |
| uash — 1 024 | 1 00 |
| 2's | 1 15 |
| 3's 0 95 | 0 921 |
| Gai 3 02) | 3 00" |
| 3's | 1 00 |
| SAUCE, ETC. | |
| | |

| Portuguese fa P. & C., fa P. & C., fa Domestio, fa Mustard, fa. size, case Haddies, per doz. Haudies, per case. Kippered herrings, domestio. Herrings in tomato sauce, dor | s 50 tins, per 1 | 0 14 0 23 0 28 0 10 0 25 0 27 0 35 0 38 0 034 0 04 00 3 75 4 50 1 105 1 15 4 00 4 50 1 145 1 504 |
|--|---|---|
| Beef, corned ls, per doz | 'S, ETC. | |
| Beef, corned 1s, per doz 2s, " 6s, " | *************************************** | 2 50 7 80 17 50 |
| Beef, corned 1s, per doz 2s, " 6s, " | *************************************** | 2 50 |

Sugar-The important feature which we have to report is the decline of 10c. per 100 lbs. on all sugars, since our last issue. It is difficult to give a reason for this drop. The market has had a weak tendency for some time, and no confidence has been felt; at the present time buyers are slow movers. The foreign markets continue uncertain, with a little stronger forward tendency. Willett and Gray's latest report speaking of raw sugars, says: The future course of the market will depend to a considerable extent upon the offerings from nonprivileged cane producing countries. Based on the actual consumption of 2,632,216 tons in the United States last year, plus the average increase for a series of years, nearly 5 per cent., we may expect the consumption in 1906 to amount to, say 2,745,295 tons, against which the estimated erop of Louisiana, Texas, domestic beet, Porto Rico, Hawaii, Philippine and Cuba, less local consumption in the islands, should give supplies of privileged sugars amounting to 2,522,000 tons, leaving only 223, 295 tons to come from non-privileged countries, plus any fall short in crops, and plus any part of the Philippine crop of 125,000 tons, which may go to China, Japan, or other outside markets. year 438,383 tons were required from non-privileged countries. beet sugars are not likely to come here in quantity, the competition to supply this small deficiency will be between such cane-producing countries as West Indies, Brazil, Peru and Java. It is probable that Java, with its cheap labor, can compete with Cuba more successfully than other countries.

In refined sugars throughout the week the market has been dull, with a per-ceptible falling off in demand. The American and Howell advanced their list prices for all soft grades 10 points and Confectioners' A 5 points, leaving granulated and other hards unchanged. These refiners, however, are shading their list 10 points to basis of granulated at 4.50c. less 1 per cent. cash.

Arbuckle Bros. reduced their list to their prompt shipment selling prices, basis of granulated at 4.50c. less 1 per

 Chili sauce same as tomato sauce.
 0 55 0 90

 Catsups, tins, 2's.
 4 50

 "gal.
 4 50

 "jugs.
 7 70 12 00

cent., and are not offering to give 30 days' privileges.

Federal still quote granulated at 4.40c. less 1 per cent. eash for prompt shipment and are receiving the greater portion of the new orders coming in.

The unseasonably warm weather recently experienced in the United States, causing buds to start in many localities, followed by heavy frost, will result in some damage to fruit crops, the extent of which it is yet too early to estimate.

The tendency is for refined to follow the course of raws, slowly.

| Paris lumps, in 50-lb. boxes. | | 4 5 |
|--|-------|-----|
| St. Lawrence granulated, barrels | | 4 |
| | | 4 |
| Redpath's granulated | | |
| Acadia granulated | | 4 (|
| Berlin granulated | | 4 (|
| Phoenix | | 4 |
| Bright coffee | | 4 (|
| Bright yellow | | 4 (|
| No. 3 yellow | | 3 5 |
| No. 2 " | | 3 8 |
| No. 1 " | | 3 |
| Granulated and yellow, 100-lb. bags, 5c. less than | obls. | |

Syrups and Molasses—Whilst business has been showing more interest than previous report, still it cannot be said to be good. Syrups have been moving, and a fair trade in molasses for confectionery.

| - | | | | | | | | | | | | | | | |
|------------|----------------|-------|---------|------|------|-----------|------|-----|-------|-----|-----|---|-------|---|----|
| Syrups- | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | ň | 34 |
| Bright | | | | | | | | ••• | ••• | • • | | ň | 25 | ŏ | |
| Corn syru | | | 12 | | | | | ••• | • • • | | • • | ۰ | • | ŏ | |
| COLU BALL | | | | | | | | | | | | | | ŏ | 02 |
| " | -bbl | В | | | | | | | | | | | | ŏ | |
| | kegs | | | | | | | | | | | | | ĭ | 30 |
| | | | s, eac | n | | • • • • • | | | | • • | •• | | • • • | ő | |
| | 2 gal | | | | | | | ••• | • • • | ٠. | •• | | | ĭ | 90 |
| | Z-1D. | | (in 2 d | loz. | Case |) De | er c | 88 | е. | • • | • • | | | 2 | |
| | 5-lb. | | (in l | | | 1 | | | | | | | | 2 | 25 |
| | 10-lb. | - | (in) | | ., | 1 | - | | | | • • | | | 3 | 10 |
| | 20 -1b. | | in I | | | , | | | | | | | | 2 | 10 |
| Molasses- | | | | | | | | | | | | | | | |
| New Orle | ans me | diun | 0 | | | | | | | | | 0 | 30 | 0 | 35 |
| 11 | , | .6 | bbl | | | | | | | | | 0 | 30 | 0 | 35 |
| 41 | 004 | an ke | ttle | | | | | | | | | | | | |
| Barbadoe | | | | | | | | | | | | | | Ó | 50 |
| Porto Ric | | | | | | | | | | | | | 42 | | 48 |
| West In | | | | | | | | | | | | | 32 | ň | 35 |
| AL COL THE | шен | | | | •••• | | | ••• | • • • | | ••• | ٠ | - | ٠ | ~ |
| Maple syr | rup- | | | | | | | | | | | | | | |
| Imperial | | | | | | | | | | | | | | 0 | 87 |
| 1-gal can | | | | | | | | | | | | | | 0 | |
| 5-gal. can | | | | | | | | | | | | | | ĭ | 00 |
| Barrels, p | | | | | | | | | | | | | | ô | 75 |
| | | | | | | | | | | | | | | 4 | 50 |
| 5-gal. Imp |). Drano | | | | | | | | | | | | | 3 | |
| 1-gal. | | per | case | | | | | | | | | | | 5 | 10 |
| g-gal. | | | | | | | | | | | | | | 5 | 60 |
| Qts. | 48 | | | | | | | | | | | | | 6 | 00 |

Tea-Local trade has been particularly slow and uninteresting since our last report. Demand has been very halfhearted and buyers have a tendency to hold off. Latest foreign reports denote rather a weakening in prices. Recent sales in London were heavy, with offerings, in consequence of which, only the better grades were considered. In Indians the quantity on offer was rather too large for the trade to adequately deal with, and the tone was in consequence easier for nearly all grades. Medium leaf teas held their ground fairly well, a slight improvement in quality heing sufficient to keep rates steady, but where this was not apparent, bids were sometimes only within 1-2d per pound of previous quotations. Brokens throughout sold slowly, the best liquoring of each class alone meeting with active support, and a good many parcels of ordinary character were withdrawn between 5d and 8d per pound. The best tippy kinds, however, made satisfactory prices, the proportion on offer being

In Ceylons the sales were the heaviest put forward in any one week since last

August, and rates throughout showed a distinctly easier tendency. An actual decline is difficult to quote, owing to the variable and largely inferior character of invoices, but broken pekoes between 6d and 9d frequently dropped 1-2d per pound, while the prices of both common and fine kinds were marked by considerable irregularity. In comparison, leaf teas were steady, and only where quality showed a falling off were sellers obliged to accept lower rates in order to meet the market. For good liquoring descriptions demand was strong at an occasional advance. Withdrawals were more than usual. Under 5d there was no animation and the presence of some quantity of second-hand low priced tea did not tend to improve quotations. A feature of the auction was the active inquiry for medium dusts and fannings which were more difficult to buy.

Coffee—Local trade has been dull and uninteresting, but is considered by dealers as mainly due to too heavy buying at earlier dates. Willett and Gray in their most recent report, give some instructive notes of the general situation. They say:—

The trade is very properly giving closer attention to the merits of the actual position. It is this that will influence the course of the market more than anything else, and beyond doubt there is a substantial decrease in the world's visible for January.

The receipts for this month, especially in Rio, have been very light, and it must be surmised they have been retarded by some such causes as a break in the railroad or inclement weather, for otherwise, were the receipts to be taken to indicate the true state of the Rio crop the market would be entitled to a very smart advance, considering that a year ago the future was discounted on promises of a Rio crop 4 1-2 to 5 millions! The continued heavy discrepancies in Brazilian predictions of the future crops, either too large or too small, must convince the coffee world that to attempt to discount in January the coming Brazil crop is a totally unsound speculation for merchants to enter into. It is always safer to go by the facts of the actual situation as nine out of ten Brazil crop predictions have been

Current statistics show continued large consumption, far beyond production. This is so pronounced that it is already apparent the world's large consumption, in the face of diminishing supplies from the mild crops, would require a very large Brazil crop to obviate a further decrease of supplies next season. But such a crop in Brazil is by no means to be taken for granted, judging by the past three crops. Early estimates tried to guess the product on the trees, but the harvesting, year after year, proved the actual results were almost one-third less than predicted.

The total American visible supply of all kinds, made up to-day, is 270,000 bags less than the same date a year ago.

Foreign Dried Fruits—Trade has made little or no improvement since our last issue. Reports from primal markets all report continued firmness. In Valencias this is particularly marked, stocks being short. Shelled almonds are also very high on primal markets, and any well sized fruit is readily sold. Currants are also well maintained, and in view of the bank arrangements, are not likely to show any weakening. Nuts are uninteresting, the great season for nuts having now passed.

Per lb.

10.1006 50 lb boxes 0.013 0.064 50.700 50 lb boxes 0.021 0.024

| 90-1008,50- | | 0 064 | J 064 | 6U-7U8 | , 50-1b b | oxes 0 07 | 6 0 072 |
|----------------------|---------|--------|--------------------|--------|------------|------------|-----------|
| 80-90s | 11 | 0 063 | 0 07 | 50-60e | , " | 0 08 | 0 081 |
| 70-80s | ** | 0 07 | 0 071 | 40-50 | 8 " 8 " | 0 08 | 1 0 09 |
| | | | THE REAL PROPERTY. | 30-40 | . " | 0 10 | 0 101 |
| Candied a | nd Drai | ned P | eels- | | | | |
| Lemen | | 0 093 | 0 161 | Citron | | 0 10 | 8 0 18 |
| Orange | | 0 101 | 0 111 | | | | , 0 10 |
| Figs- | | | | | | | |
| Elemes, p | on 1h | | | | | 0.10 | |
| Tappote | er 10 | | | | | 0 10 | 0 14 |
| Tapnets, Apricots | **** | | | | | | 0 04 |
| Ualifornia | | d | i- 50 1 | h home | _ | 0.14 | 0.15 |
| Peaches— | n evapo | rateu, | 10 90-1 | n noxe | 8 | 0 14 | 0.19 |
| California | | | - 11 | | | 0 14 | |
| Pears— | u earbo | rated, | | | ******* | 0 14 | 0 15 |
| California | | | 11 | | | | |
| Currants- | n earbo | rated, | per II | | | | 0 13 |
| | | 6 OF1 | | W | | 0.00 | 1 0 001 |
| Fine Filia Patras | UE 000 | 0 00 | o der | A ORCI | 2288 | 0 07 | \$ 0 08\$ |
| Raisins- | | 0 00 | O OOB | | | | |
| | | | | | | 0.00 | 1 0 00 |
| Bultana | | | | | | | |
| 44 F | sucy | | | | | 0 10 | 0 14 |
| | | | | | | 0 15 | |
| Valencias, | Belecte | d | | | | 0 05 | 4 0 06 |
| Seeded, 1- | ib pack | ets | -1- | | | 0 11 | 0 124 |
| California | | | | | | | 0 071 |
| | | | | | | | |
| | n | | ***** | | | | 0 09 |
| Dates- | | 0 041 | 0.00 | W | | | 0 101 |
| Hallowees | ****** | 0 044 | 0 00 | Fards | new cho | icest U U9 | 0 10 |
| Rairs | | 0 04 | 0 044 | | new cho | 1ce | 0 09 |
| Domestic | evapora | ted ap | ples | | | | 0 10 |
| | | | | | | | |

| Foreign Nuts- | |
|---|--------------------------|
| Almonds, Tarragona, per lb | 0 12 0 124 |
| Walnuts, Grenoble, "Bordeaux, "shelled | 0 15½ 0 16 0 11½ 0 12 |
| Filberts, per lb | 0 14 0 17 |
| (The following quotations on peanuts are forgreen. For roasted add 2c.) | or sack lots, |
| Selected Spanish. A 1's, banners and suns | 0 08 |
| Japanese Jumbo's | 0 084 |

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

| | Per Il | 0. |
|-----------------|---------|-----|
| Rice, stand. B | 0 031 0 | 031 |
| Rangoon | 0 03 0 | 031 |
| Patna | | |
| Japan | | |
| Sago | 0 038 0 | |
| Carolina rice | 0 08 0 | |
| Louisiana rice | | |
| Fapioca, staple | 0 (| |
| | | |

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

| loney, | extracted clover, in 60-lb. cans, per lb | | 0 0 | 8 |
|--------|--|-------|-----|----|
| 11 | " in 5 lb. & 10 lb. cans, lb. | | 0 0 | 84 |
| 64 | sections. No 1. per doz | 2000 | 2 0 | 0" |
| 41 | sections, No 1, per doz | | 1 5 | ñ |
| 11 | Buckwheat, per lb | 0 044 | 0 0 | 5 |
| *** | " sections new dos | 1 00 | | |

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

| Beans, handpicked, | per bush | | 1 85 |
|--------------------|----------|------|-------|
| " Ima, per li | per bush | 0 07 | 0 071 |

Fish—Business continues dull and uninteresting. The extremely soft weather is detrimental to trade, and little improvement is expected until colder weather is reported.

February 2,

Hides-Th downward te try hides no The conditio tainty, and li by dealers. quantity, but quires. Repo sales denote either way. muskrat and racoon, lynx trifle firmer, down 10 per result. Hides, inspected, s

N. B

We are h weather; not the weather This affects ticularly tho season. very quiet. trade is alw it is by far year. Last snow, and quiet, as was very open we same effect. both need sn naturally litt ducts continu is one which ly Canada c the present outlook ? Ri though still for some for changed. Crebeing well be Trade has made since our last nal markets all

bruary 2, 1906

In Valencias d, stocks being are also very and any well Currants are in view of the likely to show

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ade continues rices firm, but nifest at press in good dem.

still reported are of impors remain un ions. Quality a good report.

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s dull and uny soft weather and little imuntil colder

Hides-The market has a still further downward tendency, but except in country hides no quotable change is apparent. The conditions are still those of uncertainty, and little confidence is expressed by dealers. Arrivals are still in fair quantity, but no more than demand requires. Reports from the London fur sales denote very little change in prices either way. Mink. red fox, cross fox, muskrat and wolf remain the same; and racoon, lynx, skunk and marten are a trifle firmer, while bear and weasel are down 10 per cent. Trading brisker as a

| Hides, | inspected, | steers, | No. | | | | | | | | | 0 | 11 |
|---------|--------------|-----------|-----|-----------|--------|-----|-----|---|------|-----|-----|---|-----|
| | ** | cows, | No. | | | | | | | | | 0 | 101 |
| ** | | " | No. | | | | | | | | | 0 | 091 |
| | y hides. fla | | | | | | | | | | | 0 | 09 |
| Calf sk | ins, No. 1, | selected | 1 | • • • | •• | ••• | • • | • | | | | 0 | 13 |
| Sheep | skins | | | | | | | | | | 20 | 1 | 30 |
| Horse | hides, No. | 1 | | | | | | | | 3 | 00 | 3 | 25 |
| Rende | red tallow, | per lb. | | | | | | | | . 0 | 041 | 0 | 041 |
| Pulled | wools, sup | er, per l | b | | | | | | | | | C | 24 |
| | " ext | ra " | | | | | | | | . 0 | 24 | 0 | 25 |

Fur Skins.

| | No. 1, | Prime | |
|---------------|--------|---------|--|
| Badger | \$0 60 | \$ 1 00 | |
| Bear, black | 7 00 | 15 00 | |
| " yearlings | 3 00 | 7 00 | |
| Fisher | 3 00 | 6 00 | |
| Fox. red | 1 50 | 2 75 | |
| " cross | 3 00 | 10 00 | |
| Lynx | 3 00 | 6 00 | |
| Marten, dark | 4 00 | 20 00 | |
| Mink, dark | 2 50 | 5 00 | |
| " pale | 1 25 | 3 25 | |
| Muskrat | 0 11 | 0 13 | |
| Raccoon | 0 90 | 1 40 | |
| Skunk | 0 80 | 1 65 | |
| Weasel, white | 0.20 | 0 50 | |
| Wolf, timber | | 2 00 | |
| " prairie | | 1 25 | |
| Wolverine | 3 00 | 5 50 | |
| | | | |

N. B. Markets.

St. John, Jan. 30, 1906.

St. John, Jan. 30, 1906.

We are having most unseasonable weather; not only have we no snow, but the weather has been extremely mild. This affects all lines of business, particularly those relating to the Winter season. In business in general it is very quiet. The wholesale grocery trade is always light during January; it is by far the quietest month of the year. Last year we had too much snow, and it was more than usually quiet, as was February. This year the very open weather has very largely the same effect. Lumbermen and farmers same effect. Lumbermen and farmers both need snow. In markets there is naturally little of interest. Pork products continue extreme. The situation is one which ought not to be. Certainly Canada can grow pigs. Then why ly Canada can grow pigs. Then why the present situation and the present outlook? Rice is, perhaps, not as firm, though still above the average price for some few years. Hops are unchanged. Cream of tartar is quite low, being well below the average. In spice,

ginger is higher; pepper hardly as firm; cloves still high, while nutmegs continue low.

The season of best demand for burning oil is over, but sales are still large. Prices are unchanged; they continue low. Linseed oil has been a surprise; present prices are high; considerable Spring business has been booked. Turpentine is still very high. Lubricating oils are being pushed at this season. Cod oil is held firm at full figures.

Salt.

In Liverpool coarse salt stocks not large; demand light; prices firm. Small lots are landing regularly, and there is quite an advantage buying ex ship's side. In fine salt, sales at this time not active.

Canned Goods.

While it is thought that corn and tomatoes are good stock, low prices are still quoted. Peas keep very low; sales at present not large. Gallon apples have improved sale. They are cheap when compared with green and evaporated apples. There is a fair stock of lobsters, but the high price means light business. Salmon plenty. Meats rule low. Oysters firmer. This is not a large line here. In domestic sardines fair stocks held. Haddies and kippers are in limited supply.

Green Fruits.

Apples move slowly. For best stock good prices obtained, but there are too many poor apples. Even some western stock, costing high, is turning out badly. Oranges tend rather easier. Valencias chiefly sold. Lemons also lower. Bananas more plenty this week, a fruit steamer arriving from Jamaica. Cranberries extremely high.

Dried Fruits.

There is a better demand than usual There is a better demand than usual at this season for Valencias. Prices are low. Muscatels sell slowly. Malagas chiefly held. They cost lower than even the present figure on Californias. In seeded the sale has been unsatisfactory, owing to the high price. Dealers all have some stock, on which because of the decline, they must make because of the decline, they must make a loss. It will be some time before the low priced goods are on the market. market is already again firmer. Small prunes scarce and higher. Apricots and peaches held at full figures. Currants are firm; a steady sale for package goods. Dates, while costing higher are still low. Evaporated apples are high; sale is light. Dried have a fair demand. Onions show little change; no large sale.

Sugar.

Prices are still at the low figure quoted last week. There is a fair sale. Some Scotch granulated continues to be received; it is quoted below Canadian

New Barbadoes here; fancy grades. The question is: Is it syrup or mo-lasses? Generally the trade feel it is molasses, and entitled to the low duty. Some, fearing the competition with Porto Rico molasses, favor the syrup idea. The decision of the customs is awaited with interest.

Fish.

There is a good sale for frozen cod and pollock, and fair supply. Frozen herring in demand but supply light. It is said there is a good catch of fish, but American buyers at the islands pay big prices and get the goods. Dry fish, while high, hardly as firm. Pickled herring scarce and high. Smoked hold firm. Prepared smoked fish are selling cuits freely. quite freely.

N. S. Markets.

Halifax, January 30, 1906.

The grocery markets are in a healthy condition and collections are good. The market is well supplied with all seasonable fruits. Malaga grapes are still on the market, and find a good sale. Some dealers are selling them at retail for 15 cents, while others quote them at 20. The quality is pretty much the same, and it seems rather difficult to understand how there is any money in them at the first mentioned price. Jamaica oranges are in good supply and the demand is good. The stock is first-class, and they are selling at retail for 25 cents per dozen, which price is considered very reasonable. They are quoted at \$5 per barrel repacked. \$5 per barrel repacked.

Fruits.

The demand for apples is rather light, the high price keeping the consumer from buying. Baldwins, Spys and Golden Russets are quoted at \$3.50 per barrel. The fruit is marked No. 1, but it is below the average. Many of the commission houses have large stocks on hand and some of the inherent have been found. and some of the jobbers have been forced to send the cullage to the auction rooms. It is stated that there are large holdings of Nonpareils in some of the storehouses in the Valley, but they will not likely be placed on this market before next month. Other varieties have been pretty well cleaned up.

Vegetables.

There is a good supply of vegetables on the market. Potatoes are a little firmer, as the vessels at the wharves have been closed for the Winter. Prince Edward Island Calicoes are now quoted at 38 and 40 cents per bushel, and New Brunswick at \$1.50 per bag. Turnips are 90 cents per bag of 150 pounds, carrots \$1.25 per bag, beets \$1.50, parsnips \$1.75. Cabbage is becoming a little scarce, and is now selling from 50 to 60 cents per dozen.

Produce.

The receipts of eggs and butter are improving slightly and the market is a little easier. There has been a drop in the price of case eggs, they being now quoted at 21 cents. Nearly all the case eggs on the market are from Prince Edged Laboratory and the case eggs of the market are from Prince Edged Laboratory and the case eggs of the market are from Prince Edged Laboratory and the case eggs of ward Island. The price of butter is still about the same. Prints are quoted at 25 to 26, small tubs the same, solids at 25. and rolls at 23. Cheese keeps very firm, and the tendency now is that it will advance still higher. The price quoted here is 13½ for large and 14 for quoted here is 13½ for large and 14 for small. The market is almost bare of fresh killed poultry. Dealers say that good stock cannot be procured at any price. There is a lot of poultry in cold storage here, but the price is high and the dealers do not care about handling it.

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WINDOW AND INTERIOR DISPLAYS

A FORT WILLIAM STORE.

The rapidity with which Canada is growing is fully exemplified in the advance made in the grocery trade. The small, untidy, indifferent looking store is fast giving place to the up-to-date store of to-day. Prominent among those towns which have gone ahead are the sister towns of Fort William and Port Arthur, conveniently situated at the head of the great lakes, and thus with undoubted opportunity.

Our illustration this week is of the interior of one of the older stores of the former town, and we are indebted to Mr. W. F. Hogarth for its production, who sent us the photo. This store is 27 by 25 feet and is lighted by electricity. It is 6 that up with most of the city. It is fitted up with most of the modern improvements for the economy of

Mr. Hogarth has been in the business for upwards of twelve years, and is now the possessor of a well established, substantial patronage. At the rear of the store is a 40x25-foot storeroom for re-serve stock, a room absolutely necessary for the proper conducting of a good

WINDOW ADVERTISING.

Try to dress the window in a style entirely different from that of every window display in the vicinity. If the grocers round about think that breakfast foods or crackers are the very nicest things to show, do not follow meekly in their tracks. If the others show pyramids, you show horizontal designs; if they display a flat arrangement of goods you make your display perpendicular. If cilities are so convenient as to save

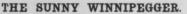
There is order and harmony combined with attractiveness throughout.

The store is clean and all food products are carefully preserved from contamination with dust and dirt.

This sanitary quality is so well appreciated that people are well content to pay a little more for their groceries in order to trade at the store whose goods always look well.

The story of there being no money in the grocery business is silly.

The real grocer who thinks with his head instead of his lungs knows better. He knows by running a modern store and with the quality policy added he can't help but make good.



Frank G. Carpenter in Minneapolis Tribune: I like these Winnipeggers. They are so pushing, strenuous enthuslastic and happy. They claim their city has the best climate on earth, and they would not exchange the biting winds of the prairie for the kissing zephyrs of New York, Boston or Washington. They prepare for the season. Just now every Winningsger who can a ford it has one Winnipegger who can afford it has on a grey overcoat made of coon skins. is long, and it stands out like the bristles of a hot hog. This doubles the size of the wearer. It makes him look at least a foot broader, and, as it is long, at least six inches taller. He adds long, at least six inches taller. He adds to his height by a fur cap, which can be pulled down over his ears. This makes him still bigger. Indeed, the town just now is peopled with furry giants, who are breathing out smoke, for the frost congeals the air from their nostrils, so that it rises like the vapor of an incipient volcano. The women here also dress in furs. Their cheeks are blushing under Jack Frost's amorous kisses, and the ozone of the atmosphere paints their eyes bright. They look too sweet to be the wives and daughters of the giants the wives and daughters of the giants beside them, but we doubt not the fact when they open their mouths and begin to talk about Great Winnipeg.

VISITING WINNIPEG.

J. Meredith McKim, who has during the last eight years been manager of the London (Eng.) office of the Maclean Pub-lishing Company, is in Winnipeg this week visiting the local office of the company, and getting in touch with trade conditions in the metropolis of Western Canada. He will be in Winnipeg for sev-eral days.—Winnipeg Telegram.

A canner exceedingly canny, One morning remarked to his granny, "A canner can can Anything that he can, But a canner can't can a can, can he?"



Interior of the store of W. F. Hogarth, Fort William

labor and utility of display, and is altogether a sample of a modern, progressive store.

The excellent arrangement of shelving for crockery stands prominently out im-mediately the customer enters, and at the same time is sufficiently back not to appear awkward. Crockery has become such an important feature in the grocery store that ample provision for this de-partment is an absolute necessity.

The double showcase on the right is also an excellent idea, and provides a secure show for finer class goods, one, say, for confectionery and one for to-bacco.

No room appears to be wasted in this illustration. Towards the rear of the store stands are provided for the handy and convenient display of more frequent

you have tried Autumn leaves and Autumn vines and flowers for a while, go suddenly to the other extreme and show a bare window as regards all trimmings and decorations, for it is necessary to avoid slavish copving of one's own successes as well as the successes of neighbors. Originality is the most necessary quality in advertising, and especially the window-dressing branch

MAKING THE GROCERY ATTRAC-TIVE.

There is a last word and it involves a strictly modern idea-good fixtures.

A grocery equipped with modern store fixtures is a store whose arrangement is a constant source of satisfaction to the dealer, his clerks and his trade.

The goods are well displayed and fa-

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PEGGER.

n Minneapolis Winnipeggers. nuous. enthus-aim their city irth, and they iting winds of g zephyrs of hington. They ust now every d it has on a n skins. The out like the is doubles the akes him look and, as it is aller. He adds

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POSSIBILITIES OF A GREAT INDUSTRY.

The oyster industry of the Maritime Provinces is capable of being developed beyond any other branch of the fisher-With laws which would permit the enlistment of capital, the present paltry production of less than \$200,000 annualwould, in five years, increase into

In the bays which indent the coast line of the three provinces along the Strait of Northumberland and the Gulf of St. Lawrence, is a vast area of the finest oyster producing bottoms in the world. From the extreme north of New Brunswick down the coast to the most eastwick down the coast to the most east-erly point in Cape Breton, as well as in the great bays which bisect Prince Ed-ward Island, oyster producing territory abounds, as well as in many of the es-tuaries in other parts of the province. Here Nature produces unaided an oyster which excels in flavor and commands the highest market price.

When the writer was in New York last winter it came to his notice that the Waldorf-Astoria, the finest hotel on the continent. was importing the famous Malpeques at a cost of \$22 a barrel. When it is remembered that New York is the centre of the oyster industry of the United States, where the celebrated Blue Points can be had for seven or eight dollars per barrel, it will be seen that the Canadian oyster must have very superior qualities.

In the year 1903, the last for which official figures are at hand, the total quantity of oysters produced in the Maritime Provinces was 96,571 bushels of a value of \$160,785. Of these the greater quantity, 54,999 bushels, value \$91,665, were produced in Prince Edward Island, the production in the other provinces being: New Brunswick, 37,410 bushels, value \$62,350; and Nova Scotia, 4,062 bushels, value \$6,770. As showing the wide distribution and great extent of the natural oyster beds quantity in barrels gathered in 1903 in the several localities is of interest.

The production in Nova Scotia at the several places was as follows: River Dennis 260 barrels, Little Narrows 43 bbls., Baddeck Bay 6 bbls., East Bay 8 bbls., Tracadie 108 bbls., Tatamagouche 200 bbls., Malagash 619 bbls. In New Brunswick there were produced at Caraquet 650 bbls., Shippegan 100 bbls., Miscou 60 bbls., Neguac 1,250 bbls., Bay du Vin 3,008 bbls., Chatham 1,200 bbls., Richibucto 860 bbls., Buctouche 2,200 bbls., Cocagne 6,000 bbls., Shediac 1,500 bbls., Botsford 2,000 bbls., Sackville district 1,000 bbls., total 12,470 bbls. In Prince Edward Island in the same year were produced at Narrows 1,800 bbls., at Grand River 950 bbls., Richmond Bay The production in Nova Scotia were produced at Narrows 1,800 bbls., at Grand River 950 bbls., Richmond Bay 2,800 bbls., Summerside 250 bbls., Travelers' Rest 3,150 bbls., Carleton 200 bbls., Malpeque 2,250 bbls., Brae 298 bbls., Bedeque 910 bbls., Lots 5 and 6 340 bbls., Wellington 400 bbls., Tracadie 3025 bbls. New London 100 bbls. 3,025 bbls., New London 100 bbls., Point Prim 350 bbls., Wheatley River 150 bbls., Lot 65 1,150 bbls., Bay Fortune 10 bbls., total 18,333 bbls.

That the yield should be as great as the above shows what a foundation

the above, shows what a foundation exists for the creation of a vast indus-

It must be remembered that the above oysters were produced by nature unaided by cultivation, and absolutely without outlay by capitalists. It should also be remembered that the natural oyster is as inferior to the cultivated in like waters, as the wilderness apple is to the products of the well cared for orchard, and that the yield of oyster bottoms can be increased by culture in the same man-ner that the straggling native apple trees of the valley have been supplemented by almost continuous orchards with their large annual production. In the State of New York there are few natural oyster beds, the product being almost entirely the result of planting and cultivation. Yet last year the waters of New York State—which perhaps, do not exceed in extent the available grounds in P. E. I.—produced seven million dollars' worth of oysters.

It is not an exaggeration to say that, given the necessary capital and the necessary legislation, in 30 years' time the oyster industry of the Maritime Provinces would be as extensive and as valuable as the codfishery. This is the one industry in which there is no uncertainty as to a market. Canada imports annually over a quarter of a million dol-lars' worth of bulk oysters from the United States. With the rapid increase in population, the home requirements must steadily enlarge. The English market is open for an unlimited export

Oyster planting is the placing of small or "seed" oysters upon bottoms which are favorable to their growth. Planting adds greatly to the value of the oysters as they grow more rapidly, and are of better quality when thus scattered, than they are upon the natural beds. In a recent experiment, \$13 worth of small oysters yielded, after they had been planted two years, oysters which were sold for \$114. Oyster culture consists of the cleaning of water areas, and distributing over them large quantities of old oyster shells which catch the "spat" floating in the water from the natural beds and propagate and grow upon the old shells. At the present time no old shells are laid down and the greater part of the "spat," having nothing of a suitable nature to attach to, floats into the ocean and never becomes productive.

In talking this matter over not long since with a leading citizen of Summer-side, Prince Edward Island, he said: "If the Provincial Government will give me the exclusive right to the oyster beds of Bedeque Bay, I will form a company to cultivate them, and will pay annually for the privilege a sum equal to the to-tal revenue of the province." Until the local legislatures of the several provinces take action and pass measures under which property rights may be acquired in lands under water, the oyster industry will be prosecuted in the present desultory, ineffective and ruinous manner.

"Do you keep fresh eggs?"
"Yes sir."

"Well, you'd better keep these and sell the fresh ones."

PERSONAL NOTES.

Mr. H. P. Eckardt left Toronto on Thursday on a trip to the Mediterran-ean. Mr. Eckardt is accompanied by his family and expects to be away till May.

J. E. Linihan, of Buffalo, N.Y., president of Egg-o-see Cereal Company, was in Toronto last week visiting the trade in company with Mr. B. H. Blakeslee, Canadian manager. Mr. Linihan ex-pressed himself as being very much pleased with the outlook in Canada.

Mr. W. P. Downey, Montreal, left Montreal Thursday, February 1, for Europe, sailing via Halifax Monday per steamship Parisian to Liverpool. Mr. Downey, who represents a number of prominent English manufacturers of grocers' and confectioners' specialties, will visit Liverpool, Gloucester, Bristol, also Paris and Nice, France.

TRADE CONDITIONS IN KENTVILLE

This has been a queer Winter. We had four weeks good sleighing in December and only four inches of snow. Merchants, however, all report a good trade. This month has been, as you know, too much Summer and I am afraid bad for future hay and fruit crops. To-day the ground is bare of snow, while a year ago there was so much snow that we had neither trains nor mails.

Many of the Boards of Trade hold their annual meetings this month. Our local board is still alive and Mr. Creed, the secretary of the Maritime Board of Trade, is doing good work for that organization and is as active as ever.

Business in the town is rather quiet just now on account of local causes, but the outlook for the future is all right. In the Vallev times are good and everything is in good shape.

M. G. De W.

HE KNEW ONE THING.

They call him "Barney the Blunderer" because he made so many mistakes. He had been working for a coal dealer about six months, and was an earnest, honest soul, but he did not seem to learn anything concerning the details of the business.

One morning, after having delivered to two wrong addresses, he was rather short and crusty in answering a regular customer, so the proprietor discharged him, saying "Go to the office and get vour money. I've been as patient with you as I could be, but you are too thick-headed to ever learn anything.

"All roight, sir," answered Barney Mebbe Oi'm t'ick-headed, as yez say. but

Oi've learned wan t'ing, annaway."
"If you have really learned one thing, and learned it well, I'll not discharge you," said the proprietor banteringly. "Now tell me what you have learned."

"Oi've learned, sor, that siventeen hundred makes a ton in this place,' plied Barney, and he went back to work.

FATE OF A FAMOUS MILL.

The famous old mill at Corfe Mullen, near Dorchester, England, which is men-probably been worked ever since, has ground its last sack of flour. In future it is to be used for pumping water through the mains which supply Poole.

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.

General interest is being manifested by dealers throughout the country in the approaching annual meeting of the Retail Merchants' Association of Western Canada. It is now almost a year since the association was formed in the Trades and Labor Hall, Winnipeg, almost in fear and trembling, and perhaps not the most sanguine merchant present at those first meetings really expected that the next annual meeting would show the substantial progress which has been made during the year. Practically the entire trade of Manitoba outside of Winnipeg and Brandon has been enlisted, and a secure footing has been gained in the two new provinces. Undoubtedly the membership list is larger than was expected one year ago,

But the work has not been confined merely to the enrolment of new members, although that is the necessary preliminary. The secretary has organized many portions of the west into separate association sections, each with its own officers, and separate arrangements as to handling of produce and prices of staple lines in which cutting had formerly been prevalent. In this way the carious sections have been shown a method of helping themselves and settling their own difficulties in their own way.

A few unreasonable complaints have been received by The Canadian Grocer and by the secretary of the association from merchants who fail to realize the extent of territory which Mr. Coulson has had to cover. A merchant in Wellwood, Man., wrote Mr. Coulson recently, somewhat as follows:

Wellwood, Man., Jan. 10, 1906. "Mr. W. A. Coulson, Winnipeg.

"Dear Sir,-Some time last August we paid you \$5.00 for membership fee in the Retail Merchants' Association on the understanding that this district would be organized some time in the near future. So far there has been no move in that direction, although districts on all sides of us have been organized. We still believe in the organization as a move in the right direction and we would like to know when you are going to organize this district. If you have no intention of doing so we would like you to remit us our \$5.00 at an early date. Why can't you organize this district before going west?

"Yours, etc."

Now The Canadian Grocer makes no pretensions to special knowledge of the particular circumstances of this case. It is a matter between Mr. Coulson and the complainant, but it might be well at this juncture to point out that there is a limit to what any one man can do. Mr. Coulson has messages from dealers in all parts of the west, and he cannot possibly respond to all the Macedonian calls for help. Sections have been organized in places where the dealers were most ready and willing to render assistance. The secretary is doing the work of three or four men and it is inevitable that some places should be apparently overlooked. Immediately the annual meeting the parts of Manitoba yet unorganized will be visited by the secretary in order to put them in

CONVENTION DATES.

Remember the Convention dates. Manitoba Hall, Winnipeg (opposite Eaton's), February 13, 14 and 15; 2:30 and 8 p.m.

line to handle the Spring produce to advantage.

The association has also grappled courageously, and in most places with an encouraging measure of success, with the long credit problem. It would not he correct to say that in all places the recommendations of the association respecting the closing of all accounts on Nov. 1 and the absolute refusal of credit until April 1, have been carried out in their entirety; but it is undoubtedly the case that in the majority of towns and villages where the merchants have been organized, a marked improvement has been already experienced. The best possible proof of this has been furnished Mr. Coulson by the merchants in a number of Manitoba towns. Complaints had been received that they were not keeping their agreement. Their answer was to submit their books for inspection by the secretary. Surely no stronger proof could be desired.

NEW YORK GROCERS' OUTING.

Frank W. Meyer, president New York Retail Grocers' Association, was among the many delegates at the National Retail Grocers' Association at Niagara Falls last week. For some years past Mr. Meyer's association has made an annual trip to Canada, their trip to Ottawa two years ago being a notable one. Mr. Meyer informed the representative of The Grocer that he had just completed arrangements for their trip in 1906, which will include a visit to Toronto and the Ontario highlands.

ABBREVIATED MARKET NOTES

WHINIPEG.

Sugar—Declined 10c,
Evaporated Apples—Advanced ½c, per lb.
Dried Apples—Advanced ½c, per lb.
Starch—Advance of ½c. in laundry starch and ½c, in corn starch.
Hallowee Dates—Advance ½c, per lb.

Manitoba Markets

(Market quotations corrected by telegraph up to 25 a.m. Thursday, February 1, 1906.)

General grocery business is quiet this week and values show little change. Continued mild weather has had an effect on business the reverse of beneficial, and the movement of goods is very light. Sugar dropped last week 10c. for all grades and all points, but the change came on Friday, too late for publication. Some lines of starch have been advanced and details will be found below.

Canned Goods—There are no new features in the canned goods market and values are steady at the figures last quoted. Prices are:

| | | No. 1. | Groups No 1 & 2. |
|--------------------------------------|--------|------------------|---------------------|
| FRUITS. | | | |
| Apples- | | | |
| gallons, per doz | | . 2 60 . 2 13 | 2 55 2 08 |
| Cherries red pitted, per 2-doz. case | | . 4 33 | 4 28 |
| Currents- | | | 0 40 |
| | | . 3 48 . 3 83 | 3 43 3 78 |
| Gooseberries | | . 4 08 | 4 03 |
| Lawtonberries - | | | 0.00 |
| | | . 3 83 | 3 78 |
| | | | 3 53 |
| 3'8, " " | | 5 09 | 5 04 |
| Peaches - | | 100 | |
| 2'8 " | | . 4 08 | 4 03 |
| 3'8 " | ****** | 6 14 | 6 09 |
| Plums- | | | |
| Damson, 1's " | | | 2 08 |
| Lombard, I's " | | | 2 18 |
| Greengage, 1'a" | | 2 33 | 2.28 |
| Pumpkins | | | |
| 3'8 " | | 2 09 | 2 01 |
| Pineapples- | | | |
| 2's, sliced, 2 doz. cases, per case | | | 4 25 |
| 2's, whole, " | | | 37, |
| 21's, whole, " | | | 4 50 |
| 2's, grated, " | | | 4 50 |
| Raspberries- | | | |
| red (new) " | | | 3 58 |
| black (new) " | | 3 53 | 3 48 |
| Strawberries- | | | |
| new " | | . 3 33 | 3 28 |
| VEGETABLI | E8. | | |
| Beans- | | | |
| | | | 1 88 |
| refugee, " | | . 1.98 | 1 93 |
| Beets- | | | |
| 3'8 " | | 2 39 | 2 34 |
| Corn- | | | |
| 2'8 " | | 1 98 | 1 93 |
| Peas- | | | |
| (No. 4) 2's " | | 1 53 | 1 48 |
| (No. 3) 2's " | | . 1 68 | 1 63 |
| Succetash- | | | |
| 2'8 " | ****** | 2 63 | 2 58 |
| Tomatoes- | 7.5 | | |
| 3's " | ••••• | 1 98 | 1 93 |

River s
Red Spr
humpbs
cohoes,
Clover

Pork and beans (

Soups (Van Cam
Boneless chicker
turkey
ducks

Canned chicken
turkey (

"turkey (

"turkey (

"duck (A
Corned beef

Veal loaf (Libbe
Ham loaf
Chicken loaf
Lunchtongue (Ca
Sliced smoked be
Chipped
Sliced bacon,
Corned beef (Cla

Roast beef (Man.

Potted meats, ‡'s

Sugar —I
ewt. for al
west. We
Montreas granul
"yellow,

Syrups
are reporte
is little de
are quoted
syrup "Orown I

"Kairomel" sy
"Barbadoes mols
New Orleans mols
Porto Rico mols
Blackstrap, in b

Cocoa at the steady. W

years past s made an eir trip to ; a notable ie represenie had just their trip a visit to hlands.

TES

per lb.

starch and 1/4c.

rkets

h up to 25 a.m.

s quiet this tle change. had an eff beneficial, s very light. 0c. for all the change publication. en advanced ow.

no new feamarket and figures last

Group Groups No. 1. No 1 & 2.

.. 3 58 3 53 .. 5 09 5 04 .. 4 08 4 03 .. 6 14 6 09

.. 2 09 2 01

.. 3 33 3 28

... 1 93 1 88 ... 1 98 1 93 ... 2 39 2 34

.. 1 53 1 48 ... 1 68 1 63

... 2 63 2 58

| Salmon, l | Frager F | liver so | nkava | . per | case. | | | 6 25 |
|------------|---|-----------|---------|--------|--------------------------|---------|-------|-------|
| | keena l | | 11 | 11 | - | | | 6 00 |
| " 1 | River's I | nlet. | | | | | | 5 90 |
| 11. | Red Spri | no. | | - 11 | | | | 5-75 |
| | humpba | | | 44 | | | | 3 75 |
| | cohoes, | um, | | | | | | 4 85 |
| ** | Clover I | cat We | lab II | warm | 1 to | | | 6 30 |
| ** | CIOAGLT | zear, re | HI GOL | TAOLA! | 5 to 6 | cases. | **** | 6 20 |
| Pork and | booms (| VOD | Cal | l'a no | | | **** | 1 25 |
| POPK and | Deans (| V.U.I. | CO. h | 2's, | it dos. | | | 1 90 |
| ** | | ** | | 3'8. | 44 | | | 2 60 |
| | | | | 100 m | | | | 1 25 |
| Soups (V | an Camp |) 8), per | doz. | | | | **** | 2 75 |
| Boneless | cnicken | , ID. tu | ns, pe | r dos | | | **** | 3 25 |
| | | ** | | ** | | ****** | **** | 3 25 |
| | ducks | | | | | | **** | |
| Canned o | hicken (| Man. (| an, C | 0.) pe | er doz | | | 3 25 |
| · · | urney | | | | | | | 3 25 |
| 11 0 | hickon (| Aylme | r), pe | r doz | | | | 3 30 |
| ** | urkey (| Delhi). | | ** | | | | 3 20 |
| " t | urkey (A | vlmer |) | | | | | 3 30 |
| ** | " (| Delhi) | | | | | | 3 20 |
| " d | uck (As | | | | | | | 3 30 |
| ** | | lhi) | | | | | | 3 20 |
| Corned b | | - 11 | 2 | | | | | 2 75 |
| 11 | | ** | ī | | ** | | | 1 55 |
| | | a | - 1 0 | - | 3 | | | es 65 |
| Roast be | | | | | | | ***** | 1 50 |
| ** | (Clark | 's), 1's, | per de | oz | | | | |
| | | | " | | | *** *** | | |
| Potted m | eats, † s | , per do | Z | | | ****** | | 0 55 |
| Veal loaf | (Libber | 'al 1 11 | . per | doz. | | | | 1 25 |
| 1. | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | 111 | , , | 14 | | | | 2 50 |
| Ham loa | , ,, | 11 | | 18 | | | | 1 25 |
| 11 | ** | fi | | 11 | | | | 2 50 |
| Chicken ! | onf " | 11 | | | | | | 1 85 |
| CHICKOL | 11 | fii | | 14 | | | | 3 50 |
| Lunchton | ome (Cl | | | | | | | 3 00 |
| 1AIIICE CO | A | ylmer), | 1'a | | | | | 2 90 |
| Sliced sm | okad ha | of (Lib | hov'al | 1.1h | | | | 1 80 |
| Suced am | lokeu be | er (run | ney sh | 1 16 | tins, | et dos | | 3 10 |
| | ** | | ** | | glass, | | | 3 35 |
| OL | ** | | ** | 1-10. | glass, | ** | | 1 45 |
| Chipped | | | | 1 11. | tins, tins, glass, | 44 | | 2 50 |
| | ** | | | 1-10. | clins, | ** | | 3 05 |
| | | | | 1-ID. | Kinas, | ** | | 3 10 |
| Sliced ba | con, | | 11 | 1-ID. | tins, | | | 3 25 |
| | | | | | | | | |
| Corned b | eef (Cla | rk's), 1- | lb. tir | s, pe | r doz. | | | 1 50 |
| ** | ** | 2- | lb. ' | • | ** | | | 2 65 |
| Lobsters | (new), 1 | -lb. flat | s, per | 8-do | z. case | | 1 | 6 00 |
| 11 | " " | lb. tal | ls, per | 4-da | Z. Case | | | 10 25 |
| ** | " i | -lb. tall | | ** | 4. | | | 14 50 |
| | | | | | | | | |
| Sug | ar-P | rices | ha | ve e | lecli | ined | 10c. | per |

February 2, 1906

ewt. for all grades and all points in the west. We quote revised list as follows:

| Montreat granulated, in bbls 4 | 85 80 |
|--------------------------------|----------|
| " in sacks 4 | |
| " yellow, in bbls 4 | 45 |
| " in sacks 4 | 40 |
| Wallaceburg, in bbls 4 | 75 |
| | |
| Berlin, granulated in bbls 4 | 75 |
| " " sacks 4 | 70 |
| cing sugar in bbls 5 | 45 |
| | 65 |
| | |
| | 05 |
| Powdered sugar, in bbls 5 | 25 |
| " in boxes 5 | 45 |
| " in small quantities 5 | 70 |
| in sman quantities | 55 |
| | |
| " in 1-bbls 5 | 70 |
| " in 100-lp cases 5 | 55 |
| Raw sugar 4 25 4 | 50 |
| DOM BITRUE 300 A | 500 |

Syrups and Molasses-Corn syrups are reported in good demand, but there is little demand for molasses. Prices are quoted as follows:

| Syrup "Cro | wn Brai | nd." 2- | lb tin | s, per 2 | doz. | ase | | | 15 |
|------------|----------|---------|--------|----------|---------|------|----|-----|-----|
| | ** | 5-1 | b tin | s, per 1 | ** | | | | 60 |
| 44 | ** | | | , per | ** | | | 2 | 50 |
| ** | ** | | | per i | 11 | | | 2 | 40 |
| ** | 14 | | | per lb. | | 2.00 | | 0 (| 031 |
| | *** | Sus | Br sv | rup, pe | r lb | | | 0 | 031 |
| " Kairome | " syrup | , 2-lb. | tins, | per 2 d | oz. cas | ie | | 2 : | 20 |
| | ** | 5-lb. | ** | ** | ** | *** | | | 35 |
| " | ** | 10-lb. | ** | ** | ** | | | | 40 |
| ** | 44 | 20-1b. | ** | +6 | ** | | | 2 | 45 |
| Barbadoes | molasse | s in 1- | bbls, | per lb. | | | | | 04 |
| New Orlean | as molas | ses in | 1-bbi | s, per l | b | | | | 023 |
| " | 46 | in | barre | ls | | | | 0 (| |
| Porto Rico | | | | | | | | | 041 |
| Blackstrap | in bbls. | , per g | al | | | | | 0 | |
| " | 1 " | ** | | | | | | | 33 |
| | 5 gal. | bets., | each | | | | | 2 : | 25 |
| Coffe | A_I | eal | cof | fee | trad | A | is | ani | et |

and sales are of average volume. We quote as follows:

| Quote as follows: | 0 104 | 104 | 104 | 104 | 104 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | Local Blends:—
Mocha and Java in 2-lb. tins, per lb. 0 23
" 1-lb. 0 24

Cocoa-There is a good demand for cocoa at the present time and prices are steady. We quote as before:

| Cowan' in 10-lb tins, per lb | 0 19 0 15 0 25 2 85 0 42 |
|--|--|
| Menier, † a, per lb | 0 36 0 35 0 34 0 22 0 22½ |
| Marmalade — We quote: Marmalade (C. & B.), 1-lb. glass, per doz | 0 09 0 10½ 0 50 1 20 |
| Jam—Prices continue as follows C. & B. jams in 1-lb tins, assorted, per doz. """ strawberry, """ sapberry, """ """ sapberry, """ """ """ sapberry, """ """ """ """ """ """ """ """ """ " | 1 65 1 85 2 00 2 05 2 40 2 20 0 12 0 134 |
| Congous, M. 12, half chests, per lb. " and M. 14, half chests, per lb. " S.C.P. and M. 14, half chests, per lb. " A.A.N., in cads, per lb. " J.A.P. No. 1. Ceylon, bulk, per lb. " Pekoe P.H.T., in § chests, per lb. " broken Pekoe, No. 62 in chests, per lb. " No. 414, and 418, " No. 57, " Gunpowder, in quarter chests, per lb. Young Hyson, in § chests, per lb. Scented Orange Pekoe, in cads, per lb. | 0 15 0 16 0 19 0 25 0 18 0 18 0 18 0 20 0 22 0 25 0 26 0 26 |

Foreign Dried Fruits-Some changes will be noticed in the prices quoted below. Hallowee dates have been advanced 1-2e, per lb. The prune list has been revised and changes will be noted in the quotations of pears, apricots and peaches. We now quote as follows: Sultana raisins, bulk, per lb 0 64 cleaned 0 08

| | 094 |
|--|-----------|
| Table reising Conneigners clusters per case | 60 |
| Table raisius, Connoisseur clusters, per case | 40 |
| " Royal Buckingham, " | 00 |
| Imperial Russian | 25 |
| " Connoisseur clusters, I lb pkgs, per | 95 |
| Connoisseur clusters, 1 lb pkgs, per case (20 pkgs) | 80 |
| Connoisseur clusters, I lb pkgs, per case (20 pkgs). Connoisseur clusters, boxes (5½ lbs). Valencia raisins, f. o. s | 50 |
| " " selected 1 60 1 | 75 |
| " layers 1 70 1 | 85 |
| California raisins, muscatels, 2 crown, per 10 | 1 001 |
| | 10 |
| " choice seeded in ‡-lb.packages | |
| | 091 |
| " fancy seeded in ‡-lb. packages | 001 |
| per package to hold a factor of the factor o | 038 |
| per package | 114 |
| " fancy seeded, 1-lb. packages, | |
| per package u | 14 |
| Prunes, 90-100 per lb | 064 |
| ** 80-90 ** 0 | 071 |
| " 60-70 " 0 | 074 |
| " 50-60 " 0 | 081 |
| | 084 |
| " choice silver, per Ib 0 | 104 |
| uncleaned, loose pack, per lb. 0 Currants, uncleaned, loose pack, per lb. 0 "dry cleaned, Fillatras, per lb. 0 "wet cleaned, per lb. 0 "Fillatras in 1-lb pkg. dry cleaned, per lb. 0 | 05) |
| " dry cleaned, Fillatras, per lb 0 | 06 |
| " wet cleaned, per lb 0 | 062 |
| " Filiatras in 1-lb pkg. dry cleaned, per lb 0 | 07 06à |
| | |
| Figs. cooking in tans and sacks | 041 |
| Hallowee dates, new per lb. 0 Figs, cooking in taps and sacks 0 "boxes 0 | 04 |
| Apricots, choice, in 25-lb. boxes, per lb 0 | 131 |
| Apricots, standard in 25-lb. boxes, per lb 0 | 121 |
| reaches, choice, per lo | 12 |
| Pears, choice (halves), per lb 0 | 16 |
| Figs, cooking in taps and sacks "boxes. Apricots, choice, in 25-lb. boxes,per lb. 0 Apricots, standard in 25-lb. boxes, per lb. 0 Peaches, choice, per lb. 0 "standard" Pears, choice (halves), per lb. 0 "standard" "Umus, choice (dark pitted) per lb. 0 Nectarines, choice. 0 | 15 |
| Plums, choice (dark pitted) per lb 0 | 12 |
| | 14 |
| Candied Peels-Trade is quiet r | low |
| at unchanged prices. We quote: | |
| Lemon, per lb | 11 |
| Orange " 0 | 114 |
| Oitron " | 18 |
| | 30 |
| Nuts-We quote: | |
| Almonds, per lb. 0 | 124 |
| " (ahelled), per Ib 0 | 30 |
| Filherts 0 Peanuts 0 Jumbos 0 | 111 |
| Tumbos | 14 |
| *************************************** | |

| Walnuts, new, Grenobles, per lb | 0 154 |
|---------------------------------|-------|
| Pecans, per lb | 0 16 |
| Brazils, per lb | 0 15 |

Starches-An advance has been announced in several lines of starch. Commen laundry starches have been advance ed about 1-2c. per lb. and corn starch has been marked up 1-4c. per lb.

Spices-Prices are quoted as follows:

| Pepper, black, in 10 lb boxes, per lbwhite, "5 | | | 01 |
|---|----|-----|---------------------------------|
| Cayenne pepper, in 2 and 5 lb. tins, per lb | ** | ** | 0 2 |
| Cayenne pepper, in 2 and 5 to. tins, per to | ** | * * | |
| Cloves, in 5 lb. boxes, per lb | ** | | 0 2 |
| Cassia, " " " | ** | | 0 1 |
| Cassia, " " " Allspice, " " " | 5 | 114 | 0 1 |
| Ginger, In 10-lb. boxes, per lb | | | 0 1 |
| Mixed spice, in 5-lb. boxes, per lb | | | 0 2 |
| Mace, in 5-lb, boxes, per lb. | | | 0 7 |
| mace, in 5-10, boxes, per 10 | ** | | 0 1 |
| | | | |
| WHOLE SPICES. | | | |
| Black pepper, per lb | | | 0.1 |
| White pepper, per lb | | ** | 0 2 |
| | | | 0 1 |
| | | | |
| Cinnamon (ordinary), per lb | | | |
| Cinnamon (ordinary), per lb | | | 0 2 |
| Cinnamon (ordinary), per lb | | | 0 2 |
| Cinnamon (ordinary), per lb | | | 0 2 |
| Cinnamon (ordinary), per lb . Cinnamon (extra choice), per lb . Nutmegs, per lb . Cloves according to quality). | 0 | 141 | 0 2 0 2 |
| Cinnamon (ordinary), per lb Cinnamon (extra choice), per lb Nutmegs, per lb Cloves according to quality). | 0 | 141 | 0 2 0 2 0 2 0 1 |
| Cinnamon (ordinary), per lb. Cinnamon (extra choice), per lb. Nutmegs, per lb Cloves according to quality). Ginger, por lb. Allspice, per lb. | 0 | 141 | 0 2 0 2 0 2 0 1 0 1 |
| Cinnamon (ordinary), per lb Cinnamon (extra choice), per lb Nutmegs, per lb Cloves according to quality). Ginger, por lb. Allapice, per lb. Mace, per lb. | 0 | 141 | 0 2 0 2 0 1 0 1 0 7 |
| Cinnamon (ordinary), per lb. Cinnamon (extra choice), per lb. Nutmegs, per lb Cloves according to quality). Ginger, por lb. Allspice, per lb. | 0 | 141 | 0 2 0 2 0 2 0 1 0 1 |

Rice, Tapioca and Sago-Prices are steady at the figures quoted last week. We quote:

| Rangoon Patna | rice | , per | lt | ١. | | | | | | | | | | | | | , | | 0 | 1 | 134 | 0 | 03 |
|------------------|-------|-------|----|----|-----|------|----|---|--|--|----|--------|----|--|----|---|-----|----|---|---|-----|-----|----|
| Patna | | | ** | | * * | * | * | * | | | | | | | | * | | | | | | 0 | 04 |
| Tapioca, | per | cwt. | | | | | ė, | | | | ., | | ٠, | | ., | * | * 1 | | * | | | 5 | 50 |
| Sago, per | r lb. | | | è, | i. | | ٠. | | | | | ٠. | ٠. | | | | | ٠. | | | | - 0 | 04 |

Pot and Pearl Barley-No change in prices, which are as follows:

| Pot barley, p | er sack | | | | | 2 20 |
|---------------|---------|-------------|--------|-----------|------|------|
| Pearl barley, | per ha | If sack (49 | lbs) | | | 1 65 |
| | 880 | K | ****** | ********* | **** | 3 30 |

Evaporated and Dried Fruits-Evaporated apples have been advanced to 11 3-4c. per lb. in 50-lb. boxes and 12 1-4c. per lb. in 25-lb. boxes. New dried apples in 50-lb. boxes are quoted now at 9c. per lb.

Beans- New white beans are still quoted at \$2.00 per bushel.

Woodenware-We quote:

| ** OCUCII | 1 410 - 11 (| e quote. | | |
|-----------------|----------------|--|-----|--------------|
| Butter tubs, wo | | in nest, per nest. | | |
| Butter wire hoo | ps, 2 hoops in | nest, per nest | *** | 0 63 |
| | er do | | | 1 95 |
| Wash tubs, com | mon and wire | hoop, per nest of 3 | | 2 00 |
| | | No. 0, per doz. No. 1, per doz. | | 8 75 |
| | | No. 2, per doz. | | 7 50 5 40 |
| Dotter bases as | Nests of | Nos. 1, 2 and 3 | | 1 90 |
| " | " 2, tol | hold 14, 28 and 56 lb hold 14 and 28 lb | | 0 26 |
| | | per doz | | 1 85 |
| | | | | - |
| nonev- | We quot | e: | | |

| Clover noney 1-10 glass, 2 doz. in case, per doz | | 2 00 |
|--|-----|------|
| " 5-lb tins, 1 doz. in case, per tin | | 0 50 |
| " " 10-1b tins, 8 in case, per tin | | 1 00 |
| " " 60-lb tins, per lb | | 0 07 |
| Fancy comb honey, 2 doz. to the case, per doz | | 2 50 |
| " per case | | 4 75 |
| New honey, 5-lb. tins, 1 doz. in case, per case | | 6 75 |
| " 10-lb. tins, 6 in case, per case | | 6 40 |
| " 60 lb. tins, per lb | | 0 10 |
| Glass Pruit Tars Drives for | +ha | 000 |

son of 1905-06 are quoted as follows:

| mand | still | at | foll | ow | ing | | pr | ie | ee | s: | | | |
|-----------------------|------------------------|--------|----------|------|-----|----|-----|----|----|----|------|-----|----------|
| Durkee's Royal, st | , per 2-d nall, per | oz. ca | | | | | | | | | | 7 2 | 00 85 |
| Vinegar | rge. [C. & B.] | , bot | tles, pi | nts, | per | do | ž., | | | | | 1 | 75 |

Sauces-Quoted as follows:

| Worcestershire, | Lea & Perrins | à pinta, | per doz | \$3 | 65 |
|-----------------|------------------|----------|---------|---------|----|
| | White's | pints, | ** | | 90 |
| | | pints | | | 90 |
| ** | " | pints | 44 | | 75 |
| ssence of anch | ovies (C. & B.), | per doz | | . 3 | 00 |

have p

have b

there

may no

Wine

GOOD TRADE FOLLOWS GOOD COFFEE

There is no other line in your store which requires more of your attention than your coffees. A particular customer will soon discover you if your coffee is the best.

We can help you build up your coffee trade. We buy only the finest qualities of green coffees, roast them right and ship you exactly what you order and ship it to you fresh roasted.

Gold Standard Java and Mocha, "The Chaffless Coffee," in one and two pound tins, is one of our Write for prices blends. now.

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WINNIPEG AND BRANDON MANITOBA

EASTERN MANUFACTURERS AND SHIPPERS

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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.

Buckwheat—Quoted as before at \$1.70 per half sack.

Breakfast Cereals-Prices are steady at last week's quotations. We quote:

| Rolled Oats, 80-lb. sa | cks, p | er cwt . | 2 15 |
|------------------------|--------|----------|----------|
| 40-lb. | ** | ** | 2 2) |
| 20-lb. | ** | ** | |
| 8-lb. | ** | | |
| Cornmeal, in sacks | | | |
| " in a sacks. | | | 1 80 |

Fish and Oysters-We quote:

| T . b . C | | | | | | | 0 09 |
|---|------------|-------------|--------|--------|----------|------|-------|
| Lake Superior | trout | | | | | **** | 0 03 |
| Gold eyes | | | | | | | 0 18 |
| Blue fish | | | | | | | |
| Mackerel | | | | | | | 0 12 |
| Red Snapper | | | | | | | 0 15 |
| B C. Salmon | | | | | | | 0 03 |
| Halibut | | | | | | | 0 08 |
| Halibut Wh te fish (L. | Winnipeg | g), per lb | | | | | 0 07 |
| Pickerel | | | | | | | 0 (5 |
| Ja-knsh | | | | | | | 0 03 |
| Finnan haddie | | | | | | | 0 08 |
| "Ha fax br | and salt | cod, fish | cake | s 24-1 | 's | | 0 071 |
| " Acadia" | 11 | ** | ** | 2 -1 | · | | 0 18 |
| Finnan haddie "Ha fax 'br. "Acadia" "Bluenose" "Acadia" | 66 | 44 | 44 | 20-1 | 'g | | 0 07 |
| " Acadia " | 66 | 9-11- | hox | 69 | | | 6 09 |
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| Salt mackerel, | in 20 or 3 | 90-10. pa | 118 | | | **** | |
| Smoked halibu | t sirils. | | | | | | 0 11 |
| Kippered gold | yes, per | doz | | | | | 0 45 |
| Yarmouth blog | | | | | | | 1 50 |
| Lobsters, fresh | | | | | | | 0 25 |
| Caviare, extra, | small ja | rs, per ja | r | | | | 0 40 |
| Frog legs, 6 do | z in box, | per doz | | | | | 0 40 |
| Oysters, selects | , per kal. | | | | | | 2 25 |
| Standards, per | gallon . | | | | | | 2 00 |
| | n- | 7 | · | 4.0 | | | |

Green Fruits.

Bananas are beginning to come in regularly now and they are quoted at \$3.00 to \$3.50 per bunch. Mild weather is facilitating shipments of all kinds of fruits. We auote:

ORANGES AND LEMONS.

| Fancy California navels, 126's, per case | 4 | 50 00 00 |
|--|----------|----------------|
| ONTARIO WINTER APPLES. | | |
| Northern spies. XX, per bblXXX | \$4 6 | 50 00 |
| Russets, per bbl | 6 | 50 |
| Winter pears (B.C), per case | 12 | 50 |

Vegetables.

We quote:

VEGETABLES.

| Valencia onions, (large cases) . | |
|----------------------------------|----------|
| Spanish onions, per case | |
| Native onions, per lb | 0 03 |
| | |

CONDENSED OR "WANT" **ADVERTISEMENTS**

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittances to cover cost **must** accompany all advertisements. In **no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

ARTICLES WANTED.

S MALL quantity of Indian grass wanted.
price. Box 107, CANADIAN GROCER.

AGENCIES WANTED.

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

EXPERIENCED traveling salesman is open for C position; desires territory west of Winnipeg on account of business connections in Alberta; experience mostly in grocery line; best of refer-ences. Address, P.O. Box R. R., Edmonton, Alberta.

BUSINFSS CHANCES.

FOR SALE-General stock, including horses, rigs and fixtures in a prosperous town 3 500 inhabitants, Eastern Ontario; a good, smart grocery business; well established; stock, \$7.000; turnover, \$23,000, Address, Box A, THE CANADIAN

AGENTS WANTED.

BY an Alberta wholesale grocery house, a specialty man for teas, coffees, and spices; ground. Alberta and part of B. C.; a large salary to a gilt-edged man. Apply with copy of testimonials (no other letters answered) to Drawer Z.



The GRAY, YOUNG & SPARLING CO., Limited

Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM Established 1871

ARE YOU

GETTING YOUR SHARE

of the

LARGE BUSINESS OFFERING in ALBERTA?

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers

OALGARY, ALTA. RICHOLSON & BAIN, WINNIPES, MAN.

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cluding horses, rous town 3 500 d, smart grocery t, \$7.000; turn-THE CANADIAN [7]

D.

cery house, a es, and spices; a large salary copy of testit) to Drawer Z.

50 Years the People's Choice.

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the Laundry

OUBLE RENGTH

Sold in hing Top Boxes.

wyer's Cryslue gives a tiful tint and res the color ten, laces and that are and faded.

goes twice ar as other

ue Co.

N, Mfrs. Agents

i CO., Limited

WINGHAM

ARE

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services. ondence Solicited.

OHNSTON and Brokers

Gem Jars

The prices which we quoted in last week's Grocer have proved quite interesting, and as a consequence we have booked a very large business. However, we think there are more orders coming to us yet, and lest some may not have seen our offer, we again repeat:

Crown Brand

Wine pints, \$5.50 gross Imp. pints, \$5.75 gross "quarts, 6.00 " quarts, 7.00 "

1/2 gals. 8.00 " 1/2 gals., 10.00 "

For shipment now. Terms, net cash 15 days.

Salmon

Here's another line that should command the attention of buyers, because we can assure you that good Salmon at this price will not be plentiful two months hence, even if there is a little of it lying around to-day.

Choice quality pink Salmon, tall 18 - - - - - } 90c.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts., - TORONTO

Smoked Hams Smoked Backs English Breakfast Bacon Rolled Bacon

With the close of the poultry season, smoked meats now in good demand.

Our Mild Cured Meats give best of satisfaction and are trade holders.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS

LIMITED

TORONTO

TELEPHONE M 3960

BUTTER

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

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

DAIRY or CREAMERY ROLLS or SOLID

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

F. W. FEARMAN CO.,



Brains Rule This World, Packers with Brains

Grande Pointe

Manitoba

CORNED and ROAST BEEF

BONELESS CHICKEN BONELESS TURKEY

1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

— PACKED BY —

THE MANITOBA CANNING CO., LIMITED

GRANDE POINTE, MANITOBA

NICHOLSON & BAIN NICHOLSON, BAIN & JOHNSTON Winnipeg, Man. Qaigary, Alta.

Sole Western Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

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

OUR MOTTO:

Prompt shipment and one quality, namely, the best

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

73-75-77 Celborne Street

Toronto.

C

tainly interfered There is cheese. orders, but the so very strong th in the market demand at prese months of nonand it is calcula ly more than a cheese unsold in mand coming on sorb this. Of ec about 200,000 h about 170,000 be ped out; but e mere trifle for t in the U. K., es stocks in first h and the light ho are taken into d plies are certainl and this may cur a considerable e needs to be curta famine. There i rise in prices of other goods may er and, therefore ing power of the

Meanwhile, the a very strong or that the holders supplies will get their goods at a

Good work is

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One of the m brought before th striction of small un by incompete sus of opinion w injured the trade cress of the indus animously express steps should be ment to prevent tories by incompe men. A resolution mending that the tioned to pass a neorporation of d and licensing chee

Mr. J. A. R Dairy Commission ing account of his described the cond lustry in the vari d. Canadian but 1 dispose

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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The elections in Great Britain certainly interfered with the business in cheese. There is still a total absence of orders, but the situation this year is so very strong that there is no weakness in the market in spite of this lack of demand at present. We have still three months of non-production ahead of us and it is calculated that there is hardly more than about 30,000 boxes of cheese unsold in Canada; any new demand coming on would very quickly absorb this. Of course there are probably about 200,000 boxes still here, or say about 170,000 boxes sold, but not shipped out; but even this quantity is a mere trifle for the regular consumption in the U. K., especially when the light stocks in first hands in Great Britain, and the light holdings of retailers there are taken into due consideration. Supplies are certainly short, prices are high and this may curtail the consumption to a considerable extent, but consumption needs to be curtailed or there will be a famine. There is certainly a limit to a rise in prices of any article of food, as other goods may take its place, if cheaper and, therefore, within easier purchasing power of the great masses of consum-

Meanwhile, the situation on cheese is a very strong one and it is not likely that the holders of the small available supplies will get nervous and part with their goods at a sacrifice.

Good work is being done at present at the different dairymen's conventions.

The twenty-fourth annual meeting of the Province of Quebec Dairy Association was held at St. Lin, Que., a few days ago and proved decidedly success-

One of the most important matters brought before the meeting was the restriction of small, unsanitary factories ian by incompetent men. The consensus of opinion was that these factories injured the trade and retarded the progress of the industry. The farmers un-animously expressed the desire that steps should be taken by the Government to prevent the operation of factories by incompetent and inexperienced men. A resolution was adopted, recommending that the Government be petitioned to pass a law authorizing the ncorporation of dairy produce factories and licensing cheese makers.

Mr. J. A. Ruddick, the Dominion Dairy Commissioner, gave an interestg account of his trip to Europe, and escribed the condition of the dairy inastry in the various countries he visitd. Canadian butter, he said, stood next in reputation in England to the Danish, which was considered as the highest standard. In some instances Canadian butter had sold as high as the Danish product. An interesting fact, which he had noticed, was that some countries, which used to compete with Canada in supplying butter to England, now had to import supplies themselves as a result of changed conditions. This left a larger market for Canadian goods, and Canadians should see that they got their full share of the extra business

Mr. Ruddick also called attention to the fact that improvement in the butter trade meant improvement in the cheese trade as well. It had been proved that when prices for butter were high, there was less cheese made than usual. This had the effect of strengthening the cheese market and bringing higher prices to the farmers.

Next week an interesting convention is to be held at Cowansville. This district is getting more and more a butter centre, and pastures are fine, and the farmers are undoubtedly progressive, and, as hogs are sorely needed to build up our Canadian provision trade, it is easier to raise them in a butter producing section, and the Eastern Townships are handy to the Montreal market. The once famous Eastern Townships cheese may give way to the more famous Eastern Townships creamery butter, and the district may at the same time supply the much needed Canadian hog.

THE PROVISION SITUATION.

There has been very little development in the provision situation since our last report. Trade has been anything but satisfactory; demand has not been by any means excessive.

The class of hogs coming to hand is considered most unsatisfactory, and do not warrant the high prices now ruling. It is clearly evident that the pork pack ing industries are in a somewhat awk ward fix at the present juncture. Trade will naturally recover itself very shortly and what will be the result is easy to see. With the export trade good and the large packing houses using all they can control to keep that market supplied, the home trade will have to suffer considerably.

There is a dark prospect before the packing industries, unless some radical change takes place promptly. Already the output is seriously curtailed, besides which the present cost of hogs practically precludes any development of export trade. The market in England has already reached a point for Canadian bacon which removes it from popular demand. The farmers' side of

the question, important as it no doubt is, has practically blinded the eyes of the Government to the great and im-portant issues as stated on the commercial side of the question.

OUR LONDON LETTER.

By Our Own Corresponden

January 20, 1906.

Butter. The past week has been a very unsatisfactory week in every respect. The market has developed from a very weak to a positively stagnant one, and holders are endeavoring to effect sales at considerably reduced prices. In spite of this concession, however, buy-ers are apparently convinced that importers can still be forced down to lower offers, and are therefore disinclined to accept at the present quotation. The demand having thus collapsed, sellers are finding themselves hampered by considerable stocks, of which they would be glad to dispose if they could. Apart from this question of price, the general elections have adversely affected the trade by keeping many members from the butter markets.

Under these circumstances, it is not surprising to find that Australian choicest has gone down 3 shillings this week, finest 2 shillings, New Zealand choicest 3 shillings, finest 2 shillings. The Danish committee has lowered the Copenhagen quotation by a further six

Cheese.-The features of the market for cheese during the past few days have been very much the same as at the time of our last report. One or two sellers have shown an inclination to accept one shilling less, but on the whole they are holding out in the confident expectation that the demand will wake up somewhat before long. Inquiry amongst the retail trade, however, seems to show that that branch of the business have sufficient stocks on hand, although they certainly have been buying very cautiousof late, to keep them going for a week or ten days to come. It is clear that they object to the high prices now ruling—11s. per cwt. dearer than at this time last year-and it remains to be seen whether they or the importers will be forced to give way.

The demand for Canadian cheese has been very slow, owing, it is said, to the fact that large supplies were purthe fact that large supplies were pur-chased early in January. To-day (Jan-uary 20) choicest Canadian is realizing 64 and 65 chilling and 65 shillings, choice 62 and 63 shillings.

Bacon. In the matter of price, this market continues on a firm basis, supplies still being exceedingly short. he middle of the week Canadian fed bacon went up in price 4 shillings all round, bringing it to 62 shillings. It is noticeable, however, that the demand is growing weaker as time goes on, owing to the fact that the consumptive demand is not at all good, a fact which buyers do not altogether regret, as bacon is affording but little profit to them. The consumer, too, is being ask-

February 2, 190

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Eggs are also

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Eggs, fresh

Twins have prices asked. Cheese, per lb.....

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quality has been high prices have Danish eggs demand, and s promptly each prices for the

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concerned, owin ing in the Sprii away, and prickept up throug mand has been

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to be the case.

September,

The past seas

ed a very tall price. Both Irish and continental killings have been small, and this fact has led sellers to believe that

they can force prices still higher. It is difficult to believe, however, that such a policy will be a success.

mild weather has had the effect of increasing the supplies of country butter offering.

Lard.

| we q | uote | prices | as | last | week | | | |
|-----------------|------------|----------|--------|---------|--------|-----------|---|-----|
| Tierce bas | sis, per l | take the | follor | wing ad | vance: | • • • • • | 0 | 103 |
| 50-lb. tin (| cans, per | lb | | | | | | 001 |
| 10-lb. 5-lb. | ' in | 60-1b. | " | | | | 0 | 007 |
| 3-1b. ' | | | ** | | | | 0 | 01 |
| 20-lb. net | wnite w | | per | | | | U | OOM |

Cheese.

| AII | grades | are | In | goo | a a | eman | 1. | We |
|--------|-------------|------|----|-----|-----|------|----|----|
| juote | as foll | lows | : | | | | | |
| Finest | Ontario, la | rge | | | | | 0 | 14 |
| ** | Manitoba, | | | | | | | |
| ** | ** | | | | | | | |
| | | | | | | | | |

Cured Meats.

We quote

| | | SMO | KED | ME | CATS | | | | |
|--------------------|-------|--|--|---------------------|-----------|-----|------|------|------------------------------|
| houlders, acon, | reur | red, asso heav asso bres Wil spic | orted s y , 20 orted s akfast kfast tshire ed roll | bell bac side | lies,kses | | | | 0 10 09 |
| " r | olls, | bonele | | | | | •••• | | 0 11 |
| | | DRY | SAL | T | MEA | TS. | | | |
| acon, dry | salt | long cle | smok | less | | 8, | | | 0 11 0 12 0 12 0 08 |

BARREL PORK.

| Heavy mess pork, boneless, per bbl | 17 | 00 25 | |
|---------------------------------------|--------|----------|--|
| Standard mess pork, per bol per 1 bbl | 9 | 00 | |
| PICKLED GOODS (COOKED). | | | |

Eggs. Produce houses are paying 26c. per dozen for strictly fresh eggs.

ST. JOHN, N.B. Provisions.

In barrel pork, market is very firm, but sales are light. Beef shows a range in price; it is quite freely offered, but there is little demand. Smoked meats are very firm at full figures. Canadian pure lard about out of the market; it is not to be had; American supplies the n arket; price keeps high. Refined lard, while showing a small advance, is still low, and has a good sale.. In meats, beef continues low; business is dull. Lamb and mutton quite firm. Veal is little seen; when offered it brings a good price. Pork is still high. quote

| Mess pork, per bbl . | | | | | | | | | | . \$19 | 00 | \$20 | 00 |
|-----------------------|---|------|------|------|--|----|--|------|---|---------|-----|------|------|
| Clear pork, " | | | | | | | | | · | 18 | 00 | 20 | 00 |
| | | | | | | | | | | 13 | 00 | 14 | 00 |
| Domestic beef, per l | b | | | | | | | | | . 0 | 05 | 0 | 061 |
| Western beef, " | | | | | | | | | | . 0 | | 0 | 094 |
| Mutton. " | | | | | | | | | | . 0 | (6) | 0 | 07 |
| Veal. " | | | | | | | | | | | | 0 | 08 |
| Lamb, " | | | | . , | | | | | | . 0 | 119 | U | 10 |
| Pork, " | | | | | | | | | | . 0 | 09 | 0 | 1.84 |
| Hams, " | | | | ٠. | | | | | | | | 0 | 14 |
| Rolls, " | | | | . , | | ٠, | | | | | | 0 | 13 |
| Lard, pure, tu s, " | | | | | | | | | | . 0 | | 0 | 12 |
| " pails. " | | | | | | | | | | | 12 | 0 | 124 |
| Refined lar i, tubs . | | | | | | | | | | . (| | 0 | |
| " pails | | | | ٠. | | | | | | . (| 08 | 0 | 09 |

Butter.

Prices are rather lower and market, generally, easier. For best stock, full

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market shows a firmer The provision market shows a firmer tone this week. Owing to the continued and increasing scarcity of live hogs packers have been forced to advance their prices. Dressed hogs, fresh abattoir killed, are quoted at \$10 to \$10.25 per 100 lbs., while country dressed are \$8.75 to \$9.50. Hams have been advanced \(\frac{1}{2}c \), per lb. and lard is also firmer. Poultry is selling moderately well and though the weather is soft there is little though the weather is soft there is little complaint of damaged stock.

| Lard, pure tierces | 0 | 10% | |
|--|------|------|---|
| " 56-lb. tubs | 0 | 11 | |
| " 20-lb. pails, wood (10%) | | 113 | |
| " cases 10-lb, tins, 60 lbs. in case | | 111 | |
| " 5-lb. " | | 118 | |
| " 5-1b. " | | 113 | |
| 3-10. | | - | |
| Lard, Boar's Head brand, tierces, per lb | | 073 | |
| " \frac{1}{2}-tierces, per lb | 0 | 08 | |
| " 60-lb. fancy tubs | 0 | 08 | |
| Cases, 20 3-lb. tins, per lb | 0 | 084 | |
| " 12 5-lp. tins " | 0 | 08\$ | |
| " 12 5-lb. tins " 6 10-lb. tins " | 0 | 081 | |
| 20-lb. wood pails, each | 1 | 65 | ě |
| 20-1b. tin pails, each | | 55 | |
| Wood net, tin gross weight— | - | - | |
| Canadian short cut mess pork | \$20 | 00 | |
| American short cut clear | | | |
| American short cut clear | 21 | | |
| American fat back 19 60 | 0 | | |
| Breakfast bacon, per lb | | | |
| Hams 0 12½ | 10 | 135 | |
| Extra plate beef, per bbl 11 50 | 12 | W | |
| | | | |

Butter.

Butter market though dull is steady, owing to the renewed spell of mild weather. Business is quiet, as is usually the case, and dealers do not look for any marked improvement for some weeks. Holders are not disposed to sell freely in consequence. Stocks are fairly good and equal to local requirements. In the export way trade is dull and some exporters are offering local dealers.

| Choice creamery | 0 | 23 | |
|----------------------------|---|-----|--|
| Finest creamery 0 224 | 0 | 225 | |
| Good to fine creamery 0 21 | 0 | 22 | |
| Western dairy 0 20 | 0 | 205 | |
| Manitoha dai v 0 19k | 0 | 20 | |
| Fancy Townships | 0 | 234 | |
| Fresh dairy tubs 0 20 | 0 | 201 | |
| Fresh rolls 0 21 | 0 | 211 | |

Cheese.

The cheese market shows no change. Firmness is the underlying tone of the market. Exporters are looking forward to renewal of foreign demand, but owing to the weak condition of the United Kingdom market prospects for an early improvement are not bright. Quotations are still around 13 to 13 c.

Eggs.

The mild weather has produced a good supply of eggs and a consequently easier market. Stocks generally appear to be larger than was at first estimated. Prices this week are around:

| Cold storage | 0 | 17 | 0 | 18 |
|------------------------|---|-----|---|-----|
| Pickled | 0 | 171 | 0 | 184 |
| Selects | 0 | 21 | 0 | 23 |
| Fresh laid, guaranteed | 0 | 25 | 0 | 27 |
| | | | | |

TORONTO. Provisions.

Since our last report there is little change to note in the prevailing condi-Arrivals are still slow to hand, and quality not over fine. Actual trade done seems to be of limited volume, although demand has an active tendency. There has been an advancing tendency on afl readily selling lines, and quotations are revised accordingly. Hogs are difficult to procure and continue firm at quotations

| Long clear bacon, per lb | 0 11 | |
|--|-------|--|
| Smoked breakfast bacon, per lb | 0 14 | |
| Roll bacon, per 1b 0 11 | 0 12 | |
| Small hams per lb | 0 134 | |
| Medium hams, per lb | 0 13 | |
| | 0 12 | |
| Large hams per lb | 0 101 | |
| Shoulder hams, per lb | 0 16 | |
| Backs, per lb | | |
| | 18 00 | |
| Short cut, per bbl | 21 50 | |
| Shoulder mess pork, per bbl | 15 00 | |
| Lard, tierces, per lbtubs | 0 10 | |
| tubs " | 0 103 | |
| " pails " | 0 11 | |
| " compounds, per lb 0 07½ | 0 073 | |
| Plate beef, per 200-lb. bbl | | |
| Beef, hind quarters 6 50 | 8 00 | |
| ti front quarters | 5 50 | |
| " front quarters 4 50 | 7 00 | |
| choice carcases 6 00 | 5 0) | |
| common | | |
| Mutton 0 08 | 0 09 | |
| Spring lamb 0 11 | 0 111 | |
| Veal | 0 10 | |
| Hogs, street lots 9 00 | 9 25 | |
| " dressed car lots 8 50 | 8 75 | |
| arconog, our rotorrillititititititititi o av | | |

Cheese.

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

| 1 | Per lb. |
|---------------|---------|
| Cheese, large | 0 131 |
| " twins | 0 14 |

Butter.

There is no new feature to report. Arrivals continue to be satisfactory and many factories are well settled down to straight work. Demand has been good and prices remain firm at previous quo-

| | | r ID. |
|------------------------------|------|---------------|
| Creamery printssolids, fresh | | 0 25 0 231 |
| | | |
| Dairy prints | 0 21 | 0 22 |
| " in tubs | 0 18 | 0 21 |
| " large rolls | 0 20 | 0 201 |

Eggs.

Egg stocks are being drawn upon heavily. New laid have been coming in much more freely, although not sufficient to give any marked feature in the situation. The warm weather has materially stimulated production. Demand continues good for new laid, with a falling off in storage and pickled, stocks of which are showing depletion.

| New laid Fresh | eggs, | 11 | (nominal) | 0 10 | |
|-------------------|-------|----|-----------|------|--|
| Pickled | ** | 66 | | 0 10 | |
| Fickled | | | | 0 10 | |

WINNIPEG. Butter

Prices for first-class creamery butter are very firm, but there is little demand for the poorer qualities. The really fancy article is commanding a good price. We quote prices to the retail trade as follows:

| Finest | fresh creamery. | in | 56-lb. | boxes | 0 | 25 | 0 | 26 | |
|--------|-----------------|----|--------|--------|---|----|---|----|--|
| ** | | | | hoxes | | | | | |
| ** | | | | boxes | | | | | |
| ** | ** | | | hricks | | 98 | | | |

Produce houses are quoting from 19c. to 20c, per lb. for No. 1 dairy delivered in Winnipeg. The fancy article will command even higher prices, but the market is glutted with the poorer qualities. The

effect of inountry butter

week: dvance: 0 103

demand. We

tK.

COOKED). lbs. 20 lbs. 00 1 60 50 4 00 50 2 50

laying 26c. per eggs

N.B.

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reely offered, but Smoked meats igures. Canadian of the market; it rican supplies the gh. Refined lard,

I advance, is still sale.. In meats, business is dull. ite firm. Veal is ered it brings a still high.

lower and market, or best stock, full

er.

rice still asked. The difficulty is to et first-class stock. We quote:

February 2, 1906

| Creamery butt Best dairy but Good dairy tub Fair | ter . | | | | | | | • • | | • • | | | | • • | | | | | | | 0 | 25 22 20 18 | 0 | 24 22 | |
|---|-------|--|--|--|--|--|--|-----|--|-----|--|--|--|-----|--|--|--|--|--|--|---|----------------------|---|----------|--|
|---|-------|--|--|--|--|--|--|-----|--|-----|--|--|--|-----|--|--|--|--|--|--|---|----------------------|---|----------|--|

Eggs are also lower; supplies coming in more freely. It is thought we have seen the highest prices. We quote:

Cheese.

Twins have the local demand. Full prices asked. Stock light. We quote: Cheese, per lb...... 0 13 0 13

THE WORLD'S EGG SUPPLY.

The Irish egg trade of the past season has been a very satisfactory one. The quality has been exceptionally good, and high prices have ruled throughout.

Danish eggs also experienced a good demand, and shipments were cleared promptly each week at remunerative prices for the shippers in Denmark.

As far as the Canadian egg business is concerned, owing to the high prices ruling in the Spring, fewer pickles were put away, and prices for fresh eggs were kept up throughout the year. The demand has been exceptionally good, and no surplus stocks were left over from week to week. The quality has been the week to week. The quality has been the best experienced for some years back.

The past season in Russian eggs will generally be looked upon as an excep-tionally unsatisfactory one, as doubtless exporters as well as importers have in many cases deficits to show on the sea-son's transactions. Owing to the great heat in Russia last year the quality of the eggs deteriorated considerably. The reaction in the business was hastened on by the strike of the dock and railway men in August. Numerous complaints of bad quality and the apprehension of further disturbances brought about a complete slump in the demand. In the autumn trade dragged on very unsatisfac-torily and unprofitably until the end of September, when the quickly diminishsupplies of Russia caused several advances to follow in quick succession in the London market. Finally the great scarcity of grain, owing to the bad vest, has to be taken into consideration, as real corn eggs were practically never

OUR BUTTER EXPORT.

Canada's trade agent in Manchester states that the exports of butter from Montreal for the season just closed amounted to 573,449 packages, being an increase of 83,449 packages over 1904 and 235,172 over 1903. Good prices were realized right through the season, the average advance over the year previous being twelve to fourteen shillings per cwt. A much better market for Canadian creamery butter has existed this year than ever before. The quality has been satisfactory, and at no time in the season has there been so much butter stored as in former seasons. Some creameries are still shipping bufter of lower grade than ought to be the case.

Exercise and Good Eating

build up bone and muscle.

Clark's Pork and Beans with Chili Sauce

contain all the natural food elements in proper proportion for body building.



Save Your Money

Nicholson's Mince Meat

Five lines you ought to stock up

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

NICHOLSON & BROCK

9 Jarvis St.,

TORONTO, ONT.

SALT SALT

C. R. COOPER TORONTO SALT WORKS TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

SAUSAGE

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

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

BUYERS and SELLERS

Correspondence solicited from ONTABIO. MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co. TORONTO.

Butchers, Merchants and Hide

Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now, for delivery later,

it will Pay You

Hamilton and Winnipeg.

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

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

BUSINESS AND ASSOCIATION MEETINGS

NORTH SYDNEY.

At the annual meeting of the Board of Trade the following officers were elected for the ensuing year: President, Hon. J. N. Armstrong; vice-president, E. J. McCollough; secretary-treasurer, J. W. Mann. Members of the executive—J. P. Brennan, Robert Musgrave, J. W. Ingraham, F. L. Kelly, J. C. Robertson, C. W. Lovett, J. J. Dooley.

A vote of thanks was passed to the retiring officers and executive, special reference being made to John Vooght, who has been seriously ill in England. On motion of F. L. Kelly a resolution was passed similar to that of the Halifax board asking for a Government bonus for steel shipbuilding.

PETROLIA.

The Petrolia branch of the Retail Merchants' Association held its first annual meeting in the council chamber on Wednesday, January 17. President Geo.
Primmer was in the chair. After reading minutes of last regular meeting, which were adopted, the secretary read several communications, which on tion were ordered received and filed.

It was then moved by Mr. G. S. Pit-kin, seconded by Mr. A. McDermand, that the committee appointed at last regular meeting to interview the mayor re early closing by-law, be further empowered to wait on the new council relative to securing enforcement of the law. Carried. The committee is com-posed of Messrs. Mann, Snively and

The treasurer's report was read and adopted, and a general discussion then took place on the work done by the Dominion association during the past year.

The election of officers resulted as follows: President, Geo. Primmer; first vice-president, H. Mann; second vice-president, C. R. Polley; treasurer, G. S. Pitkin; secretary, R. S. Ford.

After appointing a committee to col-lect the fees from members, the meeting adjourned.

OTTAWA.

The annual meeting of the Ottawa Board of Trade was held on the 24th ult. in the Board of Trade rooms. Mr. Denis Murphy, the president, presided. The various annual reports were read and the election of officers for the ensuand the election of officers for the ensuring year took place, and resulted in Mr. Denis Murphy, president; Mr. J. W. Woods, first vice-president; Mr. P. Whelen, second vice-president, and Mr. Whelen, A. Douglas, treasurer, being re-elected by acclamation.

The reports were read and adopted. There was considerable discussion over the report of the civic committee. This committee. of which Mr. J. R. Reid is chairman, in their report called atten-tion to the lack in Ottawa's industrial development. The belief was freely expressed that if Ottawa made as much of an effort to get industries to locate here and offered equal inducements, the city would develop much more rapidly. Par ticular attention was desired to be called to this at the time when Mayor

Ellis' proposal for a greater Ottawa was fresh in the public mind.

Several present disagreed with some the views expressed in the report, contending that Ottawa could not get many industries no matter what induce-ments were offered. Mr. J. W. Woods stated that Ottawa was bound to be-come the Washington of the north in every respect, but it would never become an industrial centre. The fact of the an industrial centre. The fact of the Government being centred here and spending \$60,000 each year in beautifying the city would raise the value of property for residential purposes, but at the same time prohibit the location of large industrial concerns. A mere monetary inducement or free sites or exemption from taxation would not attract large concerns, because Ottawa is not a city of artisans or cheap labor. Again, he argued that the great develop-ment of the west called the companies to locate more westward, as in most cases the goods manufactured would be to a great extent shipped to the Canadian west.

The report, with a very slight amendment, was adopted.

Before the meeting concluded the officers present who were elected by ac-clamation expressed their thanks for the honor again conferred upon them.

The meeting then adjourned.

SASKATOON.

The annual meeting of the Board of Trade, held on the 22nd ult. in Cairn's Hall, was marked by a strong determination on the part of the hundred members present to be equal to the large opportunities which are looming up before Saskatoon in 1906.

Considerable interest centred in the election of a president for the board. Mr. F. R. Oliver and Mr. W. A. Coulthard were the nominees; on the ballots being counted Mr. Oliver was declared elected by a majority of eight votes. Harrison was made vice-president, M. Brown secretary, A. E. Young

The council were instructed to consider ways and means for a commissioner of the Board of Trade who should devote his entire time to the work of serving

On a motion of W. A. Coulthard the board decided to ask the council for \$2,-000 for 1906 to be used in furthering the general interests of the town.

general interests of the town.

Criticism was made of the high freight rates charged by the C.P.R. on the Prince Albert line. Mr. Alex. St. Laurent on behalf of the company said that on through freight the C.P.R. gave a rate of 20 cents a hundred to the east coast whereas the C.N.R. charged 24 cents from Langham. He advised the board to interview Mr. Lanigan this week in regard to matters in general. A week in regard to matters in general. A deputation was appointed in accordance with the suggestion.

WELLAND.

The following have been elected members of the Welland Board of Trade for this year: President, Geo. C. Brown;

vice-president, Geo. H. Burger; secre-O'Neal. Council—John Goodwin, W. H. Crowther, Geo. W. Sutherland, O. H. Garner, J. J. Sidey, C. H. Hanson, J. H. Crow and Mr. Duff.

BANQUET OF THE O. V. G. AS-SOCIATION.

It was a festive company that gathered around the tables in the dining hall at Webb's last night. The annual banat Webb's last night. The annual ban-quet of the Toronto branch of the On-tario Vegetable Growers' Association was the lode stone which brought together the most representative gathering of the members in the history of the as-

George Syme, ir., president Toronto branch Ontario Vegetable Growers' As-sociation, presided, while seated to the right were Hon. Nelson Monteith, Minister of Agriculture; Mr. Emery, president Ontario Vegetable Growers' Association; George Syme, sr.; Herman Simmers; H. B. Cowan secretary, and Tom Rennie.

To the right of the president were W. F. Maclean, M.P., Hon. J. W. St. John, Archie Campbell, M.P., and Joseph

Rush.

Among the vegetable growers present were Thomas Delworth, W. Hamilton, W. Elford, Jas. Alford, R. Steel, T. Barton, J. G. Brown, Jos. Rush, jr., Jas. Allen, H. Hurrell, S. Leggatt, E. Seeley, W. Mosely, Mr. Lankin, W. Cruickshank, J. McKay, R. McKay, R. Summers, Robert Barker, G. Nicholson, W. H. Lucas, R. Reid, J. Hoskins, W. J. Jennings, A. Shuter, W. G. Carter, R. Punnett, J. C. Callicott, E. Mead, J. E. Guthrie, J. Williamson, and R. H. Guthrie.

Responding for the Dominion Parliament Mr. Maclean entered into a discussion of the relative merits of an advalorem as compared with a specific duty with special reference to the wants of market gardeners. With a high protective duty to the south it was imperative that the industry be guarded in a moderate degree. The duty of the Government at Ottawa was to frame a duty to suit the changing conditions with respect to the arrival of fruits and vegetables. A sliding scale could be adopted which would meet all the exigencies of the case, while inflicting no loss upon the country.

Mr. Campbell opposed the imposition of specific duty on vegetables as inimical to the best interests of the country. The Government would afford some measure of relief at the approaching session.

"Ontario Vegetable Growers' Associa-tion," proposed by Frank Reeves, was responded to by H. B. Cowan, Mr. Emery and Thomas Delworth.

"Provincial Legislature," proposed by Mr. Hamilton, was responded to by Hon. Mr. Monteith and Hon. Mr. St.

Co-operation, declared the Minister of Agriculture, was the keynote of the sit-The association was one of the most successful offsprings of the new Government. The Minister made the important statement that the Government were considering and would shortly establish an experimental station in a more suitable location than Guelph.

Hon. Mr. St. John urged co-operation, and assured the association of every as-

sistance in the ment.

"Municipal II plies from Re Councillor Geo

February 2, 19

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"Municipal Institutions" brought replies from Reeve George Syme and Councillor George Henry.

"Our Guests" was coupled with the names of Herman Simmers, Tom Rennie and Joseph Rush. The committee in charge were M. Hamilton, E. Elford, T. Delworth, George Syme, jr., and Frank Reeves.

N. B. WHOLESALE GROCERS'

A meeting of the Wholesale Grocers' Guild of New Brunswick was held in the Board of Trade rooms, St. John. The matter of delegates to a meeting of the Dominion guild was left with a committee, and there was discussion of matters which might be brought before the Dominion guild. Other business of the meeting was private. Among those present were A. H. F. Randolph, of Fredericton, and J. F. Edgett and J. H. Harris, of Moncton.

White & Co., Limited, Toronto and Hamilton, wholesale fruit and produce importers and auctioneers, held their first annual meeting of shareholders at their offices, 64 Front East, Toronto, Jan. 25. The report presented covered a period of seven months, being the elapsed time since their incorporation, and was most gratifying to the shareholders. At a subsequent meeting of the directors Mr. James Langskill, Toronto, was elected president, Mr. George Acheson, Goderich, vice-president, and W. H. Despard, manager and secretary-treasurer.

The company have enjoyed a most successful season. Mr. Anderson, manager of the Hamilton branch, was also present at the meeting.

HOLBROOKS, LIMITED.

On January 5, after the annual conference of the representatives of Messrs. Holbrooks, Limited, the annual dinner of the managers, travelers, and clerical staff took place at the Acorn Hotel, Birmingham, England. The company numbered about seventy.

Mr. A. H. Thompson, managing director, presided, and Mr. Callard, director, also attended.

After the loyal toast a capital musical programme was gone through, most of the items being rendered in first-class style. In the humorous portion Mr. Sands evoked much merriment by the exceedingly funny manner in which he presented the characters represented.

Mr. Callard, in proposing the toast "The Travelers," extended a hearty welcome, and remarked how oleasant it was to meet them all at this festive season, coming as they did from every part of the country.

Mr. Bridgens responded, and in a humorous speech showed that although a traveler's life might not be all sunshine and smiles, there was a good deal outside of the prosaic to be obtained by those who, in moving about, kept themselves fully alive as to what was going on around them.

The company dispersed after having spent one of the most enjoyable meet-

ings since the institution of these Christmas gatherings.

During the evening it was remarked that in the company present there were twelve persons whose connection with the company averaged a period exceeding 25 years, a fact upon which the gentlemen referred to are to be congratulated.

GREEK CURRANT SITUATION.

The following review of the currant situation has come to hand from Hancock & Wood, Patras, Greece, and is of special interest at the present moment:

"In consequence of the charter granted last July to the Privileged Company for the Protection of Currant Production and Trade, business in the article in this country has been carried out under novel conditions. It will be remembered that, in return for several important concessions granted to it, the company guaranteed minimum prices for the various growths which, according average exchange ruling during the last six months, are equivalent to 13s. 6d. in quarter-cases for the kinds, 14s. 6d. for the medium sorts and 15s. 6d. for finest quality; these prices the company is compelled to pay to anyone tendering said description of currants and is debarred from exporting them excepting in the shape of wine or alcohol, unless circumstances admit of their being resold locally to exporters at of drachmae 160 per which at to-day's exchange is equivalent to 17s. f.o.b. in quarter-cases. In addition, the company is compelled to advance four-fifths of the guaranteed prices to anyone depositing good merchantable dry currants into its warehouses, which are established in all the currant districts, charging only 6 per cent. per annum interest; said fruit is returnable to the depositor on payment of the advance, but he has the option, before the crop is harvested, of declaring that he wishes the company to retain it at the guaranteed price of the growth to which it belongs. It will be readily understood that many growers have avail-ed themselves of this privilege, for it enables them to cover their immediate financial requirements, still retaining possession of their fruit, which they have the option of selling on the open market or to the company.

"At the end of December, 30,800 tons had been handed over to the Privileged Company in return for the retention warrants; the company pays nothing for this fruit, but it is not allowed to export it excepting in the shape of wine or alcohol, and this, of course, is one of its principal assets; 28,000 tons had been deposited against advances, and 4,600 tons had been sold outright at the guaranteed prices, about 75,000 tons have been exported to various consuming markets, leaving 25,000 to 30,000 tons still in growers' hands, or say 53,000 to 56,000 tons still disposable.

"Owing to the novel conditions prevailing there has been, throughout the season, no pressure to sell and prices have undergone but slight fluctuations, the decline in the rate of exchange being principally responsible for any changes there may have been. The company's charter covers a period of 20 years and dealers in the article are assured, as long as it exists, that currants cannot be sold profitably from this country un-

der the guaranteed rates and that any important fluctuations are unlikely."

BUSINESS PERSONALS.

Mr. Wm. B. Stewart, representing the Hamilton Cotton Co., Hamilton, Ont., is in Montreal this week.

Mr. John Bowers, formerly of T. B. Escott & Co., is now with Edward Adams & Co., wholesale grocers, London, Ont.

Mr. Chas. Butler, of the purchasing department of Chase & Sanborn, Boston, was a visitor to the Montreal branch during the week.

Mr. David Grierson, of the Wee Mac-Greegor Co., Toronto, was a caller upon the trade in Montreal this week. Demonstrations of his company's products are being made in several of the leading stores.

Mr. J. B. Haviland has resigned his position as superintendent of the Mooney Biscuit & Candy Co.'s factory, Stratford. He will leave the city to engage in the wholesale and retail confectionery business in Port Huron, Michigan.

Mr. R. S. McIndoe, one of Toronto's Lest Inowa grocery brokers, was met by The Grocer on St. Paul street, Montreal, last Tuesday. Mr. McIndoe reports good business and favorable prospects in all lines, notably Wm. Clark's and Boyril.

W. T. Howard and Geo. Howard, grocers, Isabel street, Winnipeg, have left for their old home, Garrison House, Rothdowny, Queens county, Ireland, where they intend to spend three months looking up relatives and old acquaintances, after an absence of twenty-four years.

John Horne, who for several years has been sales manager for Campbell Bros. & Wilson, of Winnipeg, was transferred last week to Calgary to assume the management of the branch in that town. Paul Johnson succeeds him in Winnipeg. Mr. Johnson will have charge of the buying department in addition to his new duties as general sales manager.

Mr. George W. Cameron, Ottawa, late of the A. K. Mills Company, has been appointed western representative for J. Hirsch & Co., cigar manufacturers, of Montreal. He will make his headquarters at London, Ont. Mr. Cameron is one of the best known young men of Ottawa and very popular, his genial manner having gained him hosts of friends. An ardent lover of athletic sport, especially hockey lacrosse and football, he is known as one of the best informed men on affairs of those branches in Ottawa and for years has seldom missed an important game.

Mr. E. E. Olding, manager of the Kohola Sugar Co., in Kohola, Hawaiian Islands, is in Pictou county visiting friends and relations and is at present the guest of his sister, Mrs. John T. McQueen. It is nineteen years since Mr. Olding left the farm at Pine Tree, a young man with the western fever. He went into the sugar business, making a careful study of the growing and manufacturing, and is now looked upon as one of the masters in the trade. From his good appearance one would judge that life in the Sandwich Islands was particularly to his taste.

START RIGHT NOW

"Have you Orange
Meat?" Often that question is asked in grocery
stores only to receive the
"I-have just-run-out" or "Iwill-be-getting-some-nextweek" replies.

The intermittent way of ordering supplies is not the successful way.

Start right now to inculcate the **Orange Meat** habit. Just treat **Orange Meat** as you would sugar, butter, etc.—have a goodly quantity in stock all the time.

Orange Meat is here to stay. Be sure of that. Orange Meat will continue to be the best breakfast food on the market. Be sure of that, too.

It is to your interest to sell all the **Orange Meat** you can.

So start right now to be a regular buyer.

The habit is a profitable one.

Agents in Montreal: R. B. Hall & Sons.

Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.

Limited KINGSTON, ONT.

FLOUR AND CEREAL FOODS

We cannot report great things by any means during the week under review; trade has been of only moderate interest. The general conditions throughout the Dominion since the holiday season have been those of uncertainty and inactivity.

activity.

There has been a slightly better demand from the eastern provinces, and although the business is not nearly so good as is generally looked for at this time of the year, the slight improvement is regarded as an indication of a better demand later on.

The export trade has again fallen flat. Prices on the English market have considerably weakened, and fallen to a point at which offers are distinctly unremunerative and in consequence dealers are refusing trade.

The domestic trade continues fair and quite what is expected at this season. Many firms carried heavy stocks for the holiday season, which they are naturally anxious to work off, the continued weakness of the market being a pregnant feature in making hesitating buyers.

The very mild Winter, the record for December being the highest temperature in over twenty years, and the light fall of snow have awakened inquiry as to the condition of the growing crops. A prominent man who is familiar with the best wheat districts of Ontario gives it as his opinion that no harm has been done so far. There has not been sufficient severe frost to injure the growing plant. The heavy fall of snow which appeared to be general throughout Ontario the latter part of the week will afford more protection to the growing wheat than it has had so far this Winter.

A report from Winnipeg is received to the effect that the condition of Fall wheat in Alberta is first-class. The acreage is reported as being largely increased as compared with that of 1905 and the progress of the plant is good in every instance.

PRICE SCHEDULE WITHDRAWN.

The Oatmeal Products Millers' Association has come to an end, having been unable to meet the competition of two or three large millers who remained outside the combination. The announcement of the breaking up of the association came in the form of a brief telegram which was sent out to all the members from the head office in Toronto. The message read:

"Price schedule has been cancelled until further orders."

This means that the members of the association are once more at liberty to sell to anyone at any price they may choose and in any way they may choose.

Before the inauguration of the association there was so much cutting of prices in the rolled oat trade that many millers found it hard to make a profit and at best the business was a very uncertain one. The smaller millers in the country who had their supplies of oats

driven right up to the doors of their mill by the farmers could easily undersell the larger firms who bought their supplies by the carload and had to pay freight and other incidental expenses. In years when the export trade was dull some of the larger millers could hardly make enough to keep their establishments running on account of the keen competition for the local trade and the cutting of prices down to the smallest margin of profits.

The association was founded to protect the larger millers about three years ago. The plan of organization was very cleverly worked out, attention being given to every detail of the business. Its failure was caused by the fact that several large firms were unwilling either to enter the combine or be bought up.

The number of oatmeal milling companies in Canada at the time of the formation of the combine was about thirty. The combine included about ten of these. The remainder with the exception of two or three were paid a fixed rate per annum, according to the capacity of the mill, to manufacture no oatmeal products whatever. The combine virtually rented these mills and closed them up, though the millers were allowed to manufacture patent breakfast foods or cornmeal if they wished to do st

AMERICAN CEREAL CO'S NEW STOREHOUSE.

With the completion of the new addition to the American Cereal Company's plant, the home of Quaker Oats at Peterboro has an increased floor space of an acre, and the storage facilities are greatly enlarged.

The estimated cost of the work is placed at \$30,000. The new building is five storeys in height, and its dimensions are 100 by 83 feet. It is of a most substantial character throughout, and is in every way adapted to the purpose intended, i.e., for storing the products of the cereal and flour mills. The floor space is about one acre, and even this big addition will not be found too much as ithe demand for the mill products, and, consequently, the output, is increasing daily.

In addition to these big departments, the American Cereal Company will, in a short time, commence the manufacture of puffed rice, a new product that will be made with the carefulness and skill that have made famous other articles turned out by the company, and that should achieve the popularity gained by Quaker Oats. The machinery for its manufacture will soon be ready for use.

About 500 employes are at work in the various departments at the present time, and the interior of the buildings presents a very busy spectacle.

With the new addition, the amount of

With the new addition, the amount of ground covered by the buildings is nearly two acres, and the total floor space is estimated by Contractor Langford at ten acres. The department used for storage purposes is 240 feet by 80 feet. The mill is 135 by 90 feet, the dry house 60

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"MADE IN CANADA"

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

Shredded Whole Wheat

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

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

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

The Canadian Shredded Wheat Go., NIAGARA FALLS CENTRE, ONT.

Just a Trial Order

That's all we want. If you will give your customers

Gold Crown" Flour

once, they will ask you for it again. It is a trade winner.

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



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in 1/4 gross cases

2-lb. Pails, 2 doz. in Crate 1/4 " 1/2 " 25-lb. Pails. 75-lb. Tubs. 1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for It

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

Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CAN-ADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat. Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

GODERICH. MONTARIO.



Eastern

Western **Buyers**

Car Lots ROLLED OATS

PILOT MOUND, MAN.

Wire or write us for prices on

The reliable and well-known

BUFFALO BRAND

Clean and Sweet

THE DOW CEREAL & MILLING CO. Pilot Mound, Manitoba

NICHOLSON & BAIN, Winnipeg, Man.

by 90 feet, and the engine room is 50 by 80 feet. In addition to these buildings, there is the elevator, which is 150 by 80 feet, and the cleaning house, 50 by 80 feet. The buildings range from five to eight storeys in height.

The office staff of the company will

The office staff of the company will have fine new quarters in the south-east part of the new addition. The dimensions of the offices will be 85 by 32 feet, and they will be furnished and equipped in a most modern manner.

THE BEST ADVERTISEMENT

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

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

THE TILLSON COMPANY

TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited Stratford, - Ontario.

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

NAP. G. KIROUAC & CO., QUEBEC

FLOUR, GRAIN, MILL FEED, SALT
and FRESH FISH

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

MAPLE SYRUP AND SUGAR

Something everybody enjoys. Our

STONY CREEK and ROYAL brands

are becoming more popular every day, because they lead the world in quality and price. For sale by

Imperial Fruit and Produce Co. Winnipeg, Man.

Provost & Allard
Ottawa, Ont.

Forbes Bros.

T. KENNEY & SON.

Hallerton, Que.

At a banquet given at Peterboro by Warden Johnston, Mr. Robert Stewart, treasurer of the American Cereal Co., was quoted as authority for the statement that if the company were sure that the Trent Canal would be completed within a few years, they would erect in Peterboro a flour mill with a capacity of 5,000 barrels per day. Cheaper carrying rates by water, direct from Fort William, of wheat, and of the finished product to tidewater, are factors in determining the company's action.

MONTREAL MARKETS. Flour.

More than the usual dullness has characterized the week's trade. Inquiries have been few, and sales small, so that dealers seem to be justified in their assertion that trade is almost at a standstill. Prices have remained stationary, and, aside from its sluggishness, the market shows no feature.

| Winter wheat patents | 4 | 40 | 4 7 |
|-------------------------------------|---|----|-----|
| Straight rollers | 4 | 00 | 4 2 |
| Extra | | | |
| Straight rollers, bags, 90 per cent | 2 | 00 | 2 1 |
| Royal Household | | | |
| Glenora | | | |
| Manitoba spring wheat patents | | | 4 7 |
| " strong bakers | | | 4 2 |
| Buckwheat flour | | | 2 1 |

Grain.

Things are very quiet in the grain market this week, except for the good demand for oats. This is perhaps the one bright spot of the situation in a season which is notoriously slow. All ex store:

| No Aborton | 0. 473 | |
|---------------------------------------|-----------|--|
| No. 4 barley | 0 414 | |
| No. 2 white oats | | |
| No. 3 white oats | 0 394 | |
| No. 3 yellow corn | | |
| No. 2 peas, basis 78 per cent. points | 0 80 | |
| | | |

Rolled Oats.

Conditions are, if anything, more disappointing than last week. Goods are moving very slowly so that even at a season which is always dull, sales are scarcely up to expectations. Prices are unchanged.

| | bags 2 20 2 30 meal, bags 2 30 2 40 2 20 2 25 |
|--------------|---|
| Rolled oats, | " 2 25 2 30 |
| " 90 | -lb. bags 5 10 |
| " 80 | lb. bags 2 45 |

Feed.

Bran is very hard to get, and this condition will probably not be relieved for a month or more. Other lines are extremely sluggish, scarcely any demand being shown. Dealers have not amended their prices since our last report.

| Ontario b | ran | | | | 17 | $00\ 1$ | 50 | |
|-----------|----------|------|------|------|------|---------|------|--|
| Ontario s | horts | | | | 20 | 00 2 | 1 00 | |
| Manitoba | shorts | | | | 19 | 50 2 | 0 00 | |
| ** | bran | | | | 18 (| 00 18 | 3 50 | |
| Mouillie. | | | | | | | | |
| " | straight | | | | | | | |
| | | | | | | | | |

A. A. McFALL

Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices

Hay.

The hay market is unchanged. The feeling is easy and supplies are plentiful and offerings liberal. No. 1 and good No. 2 are firm at our quotations. The local demand is good, while export is somewhat easier.

| No. 1 | 8 50 | 9 00 |
|--------------|------|------|
| Clover mixed | 7 25 | 7 50 |
| Clover, pure | 5 50 | 6 00 |

TORONTO MARKETS.

Flour.

There is little improvement to report in trade conditions; demand is slow and uninteresting. Some competition has been going on in selling prices, apparently with the idea of stimulating trade, but the only apparent effect has been to give lower quotations. Export inquiries have been good, but few sales have been effected. The Liverpool market has set itself against present quotations, and prices offered are much below what dealers are prepared to accept.

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

Grain.

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

| All on tra | | | | | | | | | 0 86 |
|---------------|--------|---------|-----|----|------|------|------|-------|-------|
| " | ** | ** | No. | 2. | | | | 0 83 | |
| ** | 46 | 11 | No. | 3 | | | | 0 81 | 0 82 |
| Red. | " per | bushel. | | | | | | | 0 751 |
| White, | | • | | | | | | | |
| Mixed | ** | | | | | | | | 0 78 |
| Barley | ** | | | | | | | 0 43 | 0 49 |
| Oats, new. | | | | | | | | 0 351 | 0 36 |
| Peas | ** | | | | | | | | 0 79 |
| Buckwheat | ** | | | | | | | | 0 53 |
| Rye, per bush | hel, " | | | | | | | | 0 70 |

Breakfast Cereals.

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

| | | | | ulated, carlots, on | |
|--------|-------|-----------|----------|---------------------|--------------|
| tra | ck, p | er bbl | | | 4 80 |
| Rolled | whe | | | 8 | 2 25 1 25 |
| Rolled | oats, | standard, | carlots, | per bbl., in bags | 4 55 |
| ** | ** | *** | | " in wood | 4 75 |
| ** | 11 | 44 | ** | for broken lots | 4 95 |

ST. JOHN, N.B.

Flour, Feed and Meal.

In flour, a steady business. There seems rather less confidence in the market. Outmeal is somewhat lower and very dull. Outs unchanged. Cornmeal is lower. Beans are firm, white beans ranging higher than yellow eyes. In seeds, there is some interest; prices will be high this year. American timothy and Canadian clover chiefly sold.

Fi

RETAI

2 for

February 2, 1906

RETAILS AT

15c.

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RKETS.

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N.B.

I Meal.

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Figure it out for yourself

"Full weight in every package"

EGG-O-SEE, the green package cereal, is the highest grade cereal food in the world. It gives the consumer what he pays for and leaves the retailer the profit he should have.

Just because Egg-O-See is a straight business proposition, no Coupons, no Premiums, no deals of any kind.

PER PACKAGE 2 for 25c.

RETAILS AT 15c. PER PACKAGE

Our price to the retail trade:

\$3.60 per Case of 36 Packages Ex. Jobber's Store, in single case lots.

\$3.50 in 5-Case Lots or Over

Freight paid to any point in Ontario, Quebec or Maritime Provinces.

Order through your jobber

EGG-O-SEE CEREAL CO. 43 SCOTT ST., TORONTO

B. H. BLAKESLEE, CANADIAN MANAGER



Are prepared to quote

Special Prices

Domestic Onions

If you are interested write-

Fresh Arrivals, CELERY.

BANANAS, LEMONS.

CALIFORNIA NAVELS. MARMALADE ORANGES. MEXICAN ORANGES, LETTUCE, SPINACH, SWEET POTATOES.

25-27 Church St., TORONTO

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and 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

Oakville Basket Co. Oakville, Ont.

GREEN FRUITS AND VEGETABLES

A week of extreme quietness has been ne condition ruling. No feature of parthe condition ruling. ticular note is reported.

In the Maritime Provinces the leading feature has been the apple trade, and that is reported as falling slow. complaint seems to be of inferior fruit. The local fruit has not been up to the standard, and western fruit is said to be turning out badly, and not at all equal to prices paid. Any really good fruit is fetching high prices.

Montreal reports very little activity. Grape fruit has been a little exciting on account of arrivals not keeping pace with demand and a consequent stiffening of

Cranberries are pretty well depleted and any arrivals at whatever points are fetching high prices. The vegetable sit-uation is unusually dull. It is expected to be quiet at the close and opening of the year, but should begin to move quickly after. At present, however, life is absent. Some imported cabbage have come on the market and are showing good quality.

WRAPPING APPLES IN PAPER.

The apple shipments from Ontario and Nova Scotia points continue this Winter in somewhat increased quantities to previous seasons and almost every steamer leaving St. John for London, Liverpool and Glasgow carries away several car loads (about 180 barrels to the car).

The packers of apples in Ontario at this time of the year seem not to be much rushed and have leisure to wrap each apple in paper, and as they reserve the choice of their orchards for this style of shipping the goods prove very attractive when in nice clean boxes. One steamer left Halifax a few days ago with 10,000 barrels of Nova Scotia apples.

FRUIT-GROWERS RESOLVE.

At the annual meeting of the New Brunswick Fruit Growers' Association Association in Fredericton on the 26th, instructive addresses were delivered by President John C. Gilman, Prof. Macoun, of Ottawa, and others. A resolution was passed recommending that the Ontario barrel be made the standard for Canada.

The committee recommended for discussion at the fruit growers' convention to be held at Ottawa, the extension of cold storage and refrigerator car systems

That express companies be brought under the supervision of the Railway Commission.

That the use of barrels below legal size be prohibited.

That the Department of Inland Revenue take steps to prevent the adultera-tion of fruits and jellies.

That nurseries be inspected for dangerous scales and insects.

That the Federal Government be urged in every way to safeguard and develop our export trade.

It was decided to make a fruit exhibit tion the annual feature in connection with meetings.

INSPECTORS FOR DOMESTIC MARKETS.

The Retail Merchants' Associatio of the city of Toronto, sent a deputation to see the Board of Control with a request that council appoint fruit inspector for the city, whose business it would be to attend at the man ket and inspect fruit arriving in the cit to see that the classification was right and that the fruit on the top of the package was a fair sample of it all the way through.

They had with them A. McNeil, chief Dominion fruit inspector, who explained that the Government looked after inspection of fruit for export and locally at distributing centres. To appoint in spectors locally, such as the retail mer-chants wanted, would involve an immense cost.

The board decided to get a report from Dr. Sheard before coming to a de-

EFFECT OF MILD WEATHER ON FRUIT.

W. H. Bunting, president of the Niagara Fruit-Growers' Association, and Robert Thompson, a leading grower in the Niagara Peninsula, report that while hopeful regarding the fruit outlook. were free to admit that conditions Kere critical in the extreme. It is thought no actual damage to the buds has so far developed, but a continuance of warm weather would necessarily be attended with disastrous results.

Advices from over the fruit area indicate great anxiety among the growers consequent upon the remarkably mild weather.

A ROYAL DECORATION FOR U. S. FRUIT DEALER.

Joseph Digiorgio, as he is known in the land of his adoption, or Giuseppe Di Giorgio, as the Italians know him, has received official notification fron Rome that he has been decorated by King Victor Emmanuel with the order of the Chevaliers of the Crown of Italy the most coveted distinction in the gift of the Italian ruler.

The decoration is the direct gift of the king and is in recognition of the distinguished commercial success of Mr. Digiorgio in America. No amount of wealth or influence can obtain this honor for any who may eye it with greedy intentions. Deeds pay the price, and the decoration has in the past most general ly been bestowed for valorous conduct or particularly high diplomatic achieve-ment. Blood and birth are of no avail for the prize.

Mr. Digiorgio came to New York 15 years ago when a mere boy. He applied himself to the fruit business, and so

n istered its deta he was entruste a ency of a large 1 95 he located h ti nore.

Iwo years later unental Fruit C a plied her tests ship at sea. countered difficult arrival and the l planned to offset oher arrangemen upset and he was most discouraging

He had confider and there were ot in him, and they ed the Cantanza Co. This prost enormous busines the big Atlantic the forefront of prominent part i inited Fruit Co has company is n The Atla liance. The Atla sels which ply be the West Indies. 31 years of age.

MONTRE Gree

Trade is very q is next to nothin tions remain mi week, the only ch Jamaica oranges 75 cents per bari fruit, which is This is accounted with small receip that the next ar the same price. (Mexican oranges probably sell at i the quality is go ples were made from \$2.25 to \$3.

Oranges, Florida, case ...
Tangerines ...
Navels ...
Dates, per lb ...
Eananas ...
Cocoanuts, per bag of 100 ...
Pineapples ...
Jamaica grape fruit, per Apples ...

lamaica grape fruit, per Apples ... Lemons, per box ... Lemons, per box ... Lemons, per box ... Lemons, per box ... Fancy ... Choice ... Cape Cod, ... Cape Cod, ...

Business is very ragging. Comm well as the Bons re feeling a slack to the weather maller extent, t ind just now. ne vegetable mar bruary.

We quote: ratoes, per bag
arsley, per doz. bunches
age, per doz.
avory, per doz
reen peppers, per basket
ome-grown cabbage, pe
matoes, Florida
banish Onions, cases
crates. d onions, brl...... rnips, bag.....ater cress, per doz... and Rapids lettuee,

ABLES

nake a fruit exhib ture in connection

OR DOMESTIC

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WEATHER ON

Association, and leading grower in report that while fruit outlook, it conditions fore It is thought no buds has so far inuance of warm rily be attended

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he is known in a, or Giuseppe Di is know him, has notification from en decorated by with the order Crown of Italy action in the gift

direct gift of the on of the distincess of Mr. Di-No amount of obtain this honor with greedy inee price, and the ust most general lorous conduct or omatic achieveare of no avail

o New York 15 boy. He applied usiness, and so n istered its details that within a year he was entrusted with the American a ency of a large Sicilian fruit house. In 1 95 he located his headquarters in Baltimore.

I'wo years later he organized the Monumental Fruit Co., and then adversity a plied her tests to him. First he lost a ship at sea. Then other vessels encountered difficulties which delayed their arrival and the lost time was sufficient to spoil the fruit in their cargoes. He planned to offset these disasters with other arrangements, but the plans were upset and he was confronted with the most discouraging conditions.

He had confidence in himself, however, and there were others who had confidence in him, and they got together and formed the Cantanzaro-Digiorgio Importing Co. This prospered and built up an enormous business. About a year ago the big Atlantic Fruit Co. found him in the forefront of its ranks. He took a prominent part in the battle with the inited Fruit Co., with which concern his company is now said to have an allance. The Atlantic has some 15 vessels which ply between coast ports and the West Indies. Mr. Digiorgio is but 31 years of age.

MONTREAL MARKETS. Green Fruits.

Trade is very quiet, and, indeed, there is next to nothing doing. Market conditions remain much the same as last week, the only changes of note being in Jamaica oranges, which have advanced 75 cents per barrel, and Jamaica grape fruit, which is up 75 cents per box. This is accounted for by a good demand with small receipts, and it is expected that the next arrivals will be sold at the same price. One of the leading commission firms will have two cars of Mexican oranges this week. They will probably sell at from \$2.25 to \$2.50, as the quality is good. Good sales of apples were made early in the week at from \$2.25 to \$3.40.

| Oranges, Florida, case | | 4 50 | |
|--|----|-------|--|
| Tangerines | | 3 00 | |
| Navels | | 3 00 | |
| Dates, per lb | :: | 0 04 | |
| Bananas | 75 | 4 00 | |
| Pineapples | 50 | 5 00 | |
| Apples 2 | 25 | 5 00 | |
| lemons, per box | | 5 25 | |
| Grapes. Almeria, extra fancy Longkeepers | | 7 00 | |
| Fancy Choice | | 6 00 | |
| ranberries, N. S., nominal | | 20 00 | |
| Cape Cod, | | 2 75 | |
| | | | |

Vegetables.

Business is very dull, with everything ragging. Commission merchants, as well as the Bonsecours market dealers, re feeling a slackness that is due largely to the weather, but also, though to a maller extent, to the municipal elections, which are engrossing the public and just now. No stir is expected in the vegetable market until the middle of ebruary.

SHIPPERS

of DAIRY PRODUCE using this market. Don't overlook us. We have trained, experienced men in charge of our

Butter, Egg and Poultry Department

thoroughly in touch with the best trade to obtain best results.

MODERATE RATES OF COMMISSION CHARGED

TRY US WITH YOUR NEXT CONSIGNMENT

WHITE & CO., LIMITED

Wholesale Fruit and Produce

Branch at HAMILTON

TORONTO, ONT.

W. B. STRINGER

J. J. McCABE

They'll last a lifetime

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

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

FRESH CAR CABBAGE. \$2 50 brl.

Full lines Fruit. Fish and Oysters.

Reduce Express and Freight Charges by ordering Fish, Oysters and Fruit jointly.

The F. T. JAMES COMPANY, TORONTO
33 Church St., 76 Colborne St.

CALIFORNIA CAULIFLOWER — Carload just received, \$4.00 per crate.

CALIFORNIA CELERY — Another carload, \$4 50 to \$4.75 per crate.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

FANCY CALIFORNIA CELERY.—\$5.00 case.

SPANISH ONIONS—Large case, \$3.00.

" Small " 1.00.

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

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

LET THAT LABEL BE YOUR GUIDE

You haven't got \$25.00 to waste on fines; neither have you any customers that you are particularly anxious to lose.

When ordering Jams, etc., just see that you specify clearly,

E. D. S. BRAND

When you get the goods be sure "E. D. S." is on the Label, and if it isn't don't take them. "E. D. S." on the label is "safety." It means the Jams, Jellies, etc., are pure, pronounced so by the Government analyst, guaranteed by E. D. Smith.

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





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

FRESH ARRIVALS THIS WEEK

Car Fancy Bananas

Car Extra Fancy Lemons

Car Extra Fancy Navel Oranges

Car Fancy Sweet Sonoro Oranges right, and the quality too.

Never mind what the other fellow's prices are. you can depend upon WALKER'S to be

HUGH WALKER & SON, WHOLESALE Guelph, Ont.



"CRYSTAL BRAND" VEGETABLE PARCHMENT TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN
JUST RIGHT FOR BUTTER WRAPPERS

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO. TORONTO

Pratts Astral Lamp Genuine

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

WHOLESALE ONLY

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

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

| Boston lettuce, per doz | 1 00 | 1 25 |
|-----------------------------|------|------|
| Sweet potatoes, per basket | | 2 00 |
| per bbl | | 5 00 |
| Cele y. per crate | | |
| Spinach, per bbl | | 3 00 |
| Cucumbers, per doz | | 3 00 |
| New potatoes, per bbl | | 7 00 |
| Mushrooms, per lb | | 0 90 |
| Brussels sprouts, per quart | | 0 15 |
| Carrots. per bag | | 0 50 |
| Horse radish, per lb | | 0 15 |

ONTARIO MARKETS.

Green Fruits.

The market has been particularly slow since our last report. No feature of interest has developed, and no change of importance has transpired. Lemons have further recovered from the slightly downward tendency. California oranges are still arriving and showing better conditions. Valencias are easier.

| 0 000 | | |
|--|------|-------|
| Oranges, California, 96's to 200's, per box | 3 25 | 3 50 |
| " 250's to 288's " | | 2 75 |
| " Mexican, 96's to 250's, per box | 2 00 | 2 35 |
| " Florida, 96's to 216's " | 2 00 | 3 25 |
| " Valencia, 420's, 714's, per case | 4 95 | 4 50 |
| "Marmalade, 200's, per box | 1 20 | 2 50 |
| Lemons, Messina, 300's 360's, per box | 9 95 | 9 75 |
| Grapes, Almeria, per barrel | 6 00 | 6 50 |
| Chapes, Aimeria, per parrei | 0 00 | 0 00 |
| Cranberries, fancy Jersey's, per barrel, nominal | | 13 00 |
| " per case, " | | 4.50 |

Apples, fancy spies, per box "greenings, per box "Winter varieties, per barrel. 3 "cooking, per barrel. 1 Bananas, per bunch, firsts 1 Jumbos 2 Vegetables.

Particularly slow and unintereding has been the condition ruling on the wholesale market. Imported cable ges have been received and are quote at \$2.25 per barrel.

We quote:

HOW THE NUTMEG GROWS

The nutmeg is the seed kernel of the nutmeg tree which grows in the Malay archipelago, and is known to botanists as the myristica fragrans. This tree, which is from twenty to thirty feet in height at maturity, resembles the pear tree in the shape of its leaves and fruit. Its flowers are like those of the lily of the valley and exceedingly fragrant.

The fruit is about the size of the peach and is edible. It breaks open in halves when ripe and exposes the seed, partially enveloped by a bright searlet covering or arillus, which, when dried turns yellowish brown and is called mace. The seed proper has a thin shell and the kernel at first is smooth but becomes wrinkled in drying.

The nutmeg tree begins bearing about eight years after planting the seed, and continues to yield for seventy-five years. The average product per tree is about five pounds of nutmegs and one and a half pounds of mace.

While like many tropical trees, the nutmeg has ripe fruit upon it at all seasons, there are three principal periods of harvesting, viz., July, when the fruit is most abundant, though it yields thin mace; November, when the mace is thicker though the nutmegs are smaller; and March, when both nutmegs and mace reach the greatest perfection, though as this season is dry the production is not great.

After nutmegs are gathered and siripped of their outer coverings, they are placed upon gratings over slow fires and dried at a low heat (not over 140 degrees Fahrenheit) until the kernel rattles freely in the shell-an operation which takes about two months. The shells are then broken and the ke nels dipped in milk of lime to render them safe from the attacks of insects, as well as to destroy their power of germinating. They are then packed for export in tight casks which have been thoroughly soaked and coated on the inside with lime wash.

CUTLERY LAMP GO

Our to cannot be du

To Whol

is our Mot orders for

1 Oil Sare

1 Oil Sar

Mustard 1 Tomato

3 Mustard

Also Herri Herring, K Clams, etc. lists and i on request.

BLA

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NUTMEG GROWS

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CHINA CUTLERY LAMP GOODS

CROCKERY .

GLASS SILVERWARE EARTHENWARE

Unprecedented Values in the Finest Goods

Our travellers are now out fully equipped with the choicest range of samples on the market, many of which cannot be duplicated in Canada. Don't miss seeing them.

JOHN L. CASSIDY CO. LIMITED

To Wholesale Grocers of Canada

GET BUSY

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

\$\frac{1}{4}\$ Oil Sardines (Sanitary can) 100 tins to case \$\frac{1}{4}\$ Oil Sardines (Hand made) 100 " " \$\frac{1}{4}\$ Mustard " " 100 " " \$\frac{1}{4}\$ Tomato " " 100 " " \$\frac{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

BLACK'S HARBOR, N.B.



King Oscar Sardines

The Most
Delicate Flavor
and Purest
Olive Oil

-ASK YOUR WHOLESALE HOUSE-

JNO. W. BICKLE & GREENING HAMILTON, ONT.

Canadian Selling Agents.

In buying CANADIAN SARDINES

be sure and order the "GOLDEN RULE" brand.

Packed only by THE McDONALD PACKING CO., FAIRHAVEN, N. B.

Packed with the greatest care in the new solderless tins. Each and every can guaranteed. You take no risk, and your profit is good and sure. Every first-class jobber and retailer should have them. Insist on getting "The Golden Rule" brand.

J. W. WINDSOR, Sole Agent MONTREAL

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usiness corpe

PROGRESSIVE RETAILING

CARE OF EMPLOYES IN MODERN STORES AND FACTORIES.

In the great race for wealth, in the struggle of every day life to fill each moment to its utmost in order to accomplish many things, the average man of business rarely considers the little things that may mean a great deal of comfort to his employes.

In the large business houses of England it is customary to serve tea or coffee every afternoon at four o'clock. In Spain luncheon, and in some instances breakfast, is served to the workers, and they are permitted to enjoy a siesta of two hours in the middle of the afternoon, and though they work later to make up for the rest, still such a relaxation supplies them with a newly gathered force of energy with which to pursue their labors.

In New York several of the larger firms have begun to realize that, if only from a business point of view, it is profitable to minister as much as they can to the worker's comfort, and in several large factories there are some office accommodations that would make men of a few generations back open their eyes in surprise. Perhaps it is the employment of so many women and girls in a large business that has prompted this kindness.

In one of these buildings there is a charming little dining room for the use of the young women employed.

It is not compulsory that they take advantage of the kitchenette; they are at perfect liberty to have lunches elsewhere if they choose. As the "hash house" in the neighborhood of the company's building, however, is not desirable, and the restaurants are too expensive, nearly every one lunches in the building.

Lunch in these buildings is a sort of continuous performance from twelve noon until about three in the afternoon. The dining room is, of course, not overlarge, and as there are a number of young women in the company's service, they must take lunch in relays. In one corner of the dining room stands a small ice-box. On a warm day it is very nice to be able to open this box, just as you might at home, and take from it cold meat and fruit. The room is furnished in mission style, pleasing pictures decorate the walls, the table is rarely without flowers and the Venetian blinds, half drawn, lend a mellow, soft light that suggests rest and comfort and makes one quite detest the thought of a restaurant lunch. A three-burner gas stove makes it possible for the girls to have just about what they want to eat, and a well filled china closet is supplied with dainty service for the table.

Now, in some of the banking houses the employes are served with lunch by the institution, but the heads of one down town firm hardly thought it right to do this, for a young woman is rather proud and the service might be misinterpreted by some. As this is the case, every morning the errand boy "goes to market," buying just what each young woman wants for lunch.

The building stands near the river, and almost at any time of day you may find the roof cool and pleasant. Here a little frame Summer house with a canvas top has been built, and no matter how hot the day the breezes from the river make it a place of comfort.

Oftentimes the men eat their lunches up here, and spend the entire noon hour under the canvas, where they may read, talk, smoke and be fanned by the cool breezes that blow up the bay, seated in comfortable chairs.

In one of the William street office buildings tea and coffee after the English fashion are served every afternoon at four o'clock.

This tea and coffee making is a question of some importance to the clerks of the office, for when the custom was introduced it was decided that each man must try his hand in the culinary department for a week's time.

There are bread, butter, cheese and preserves served with the coffee and by the time four o'clock comes they are more than welcome to the tired employes.

The service in this office is not as elaborate as is that of another house; here it is a matter of men and business pure and simple, for there is but one woman in the office and she is kept busy at the telephone board. Sometimes the coffee boils over, sometimes the tea gets a little boiling, but on the whole it is pretty good, for the young woman at the switchboard has written instructions reading like this:

"One tablespoonful of coffee to each cup of water and one spoonful to the pot. Pour cold water over the coffee and let it come to a boil. Don't boil it.

"Boil water for the tea, and then to the pot put in about three teaspoonfuls of tea. Don't let it boil."

Perhaps it is in the large department stores that there has seemed to be a greater increase in consideration for the employes than in other places of business. Of course the great number of women employed in the stores has something to do with this, but ten years ago, or even within a shorter period, one did not find all the comforts that are now supplied for the saleswomen.

One of the stores in town has a unique arrangement—an emergency hospital—and many times it is put to use. This room is fitted up as comfortably as any bedroom in a private house. There is a well supplied medicine chest and a trained nurse is in attendance. There is also a house doctor, so in case of illness he is immediately called. In a store in which over two hundred women are employed it may be imagined that such a room is almost necessary, although in

days gone by employers seemed not to realize the real need of kindness to their help.

Here there is also a class for you, women who have been deprived of chance in life to learn certain thin about the care of their clothes, for the necessity for earning a living take away nearly all opportunity of learning many necessary things.

In the rest room, when the girls "goff duty," there is a woman who teach them to sew. This means that eagirl may bring her wearing appared the store, and there, when she has apportunity at noon, may learn, with the assistance of a skilled workwoman to make her own clothes and make them correctly.

An hour seems but a short time ilearn much, but in this time a girl accomplishes a good deal, and if she disires may come early in the morning and spend her time in sewing.

The New York Telephone Company is probably more careful to its women employes than is any other company in the city. For a woman to sit all the hours of a day at a telephone switchboard is wonderfully exhausting work, and for these girls everything is made as confortable and easy as possible. Each has her own private locker for her clothes, which affords her room to hang her street skirt, which is generally exchanged for a workday habit. There are rest rooms and retiring rooms for those who do not feel well and desire quiet and a total absence of voices. The dining room is furnished with polished top tables, a matron is in attendance and makes the tea, coffee and chocolate, which are supplied free by the company, while the girls bring their eatables.

The day of the cash boy and girl is almost over. Still, in a few of the stores of the city these little wage earners answer, more or less energetically to the call of "Cash!" and the rap of the saleswoman's pencil.

In one of the stores there is a chance for every boy and girl to obtain an education, at least a sort of schooling that will put their minds in training and help them to think.

In this store there are many little boys employed. A greater portion of these children have been denied a proper schooling, and the owner of the store realizes that without a proper amount of education, without a training of his young mind to methodical thought, it is pretty hard for the boy to work well when he becomes a man.

For this reason a morning school is opened in the store, and an hour and a half before the time of opening the door to customers finds every boy in his chair before the teacher.

In this school the boys are given lessons in arithmetic, writing, spelling reading and geography, and the interesting point of it all is that the boys seen exceedingly eager for their work, and though it is not compulsory that the attend, there is rarely ever a boy absent from the class.

Some of the business houses in the city are certainly bending every effort give their men and women a fair chancand in nearly every case the employed finds that his employes appreciate the kindly things done for them, for comes not as a charity, but merely a a help to the worker.

o its employed arge houses to feel more quietly in our other going on the rest road restaurantoise. It is, plan; the hea

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AKEY'S

JOHN OAL

Emery, Black Flint Clo

Wellington

JOHN FORM

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Agencies on Britain.—We ar signments of App kinds. Best refer experience. R. C. MONUMENT HOUSE LONDON, E.C.

JOHN LET LEITH, SCOTLAND with Manufacturer classes of goods Bakers and Fruite years over all Scotl of Scotland, Leith.

JAMES MARSHAL is always ready to Canadian produce, ing market. Won' trial? Others did continue shipping Prompt returns.

A. C. DOI Head Office, 20 F PROVISIO Invite consignme Butter, Cheese and Address: Avouch A.B.C. 4th and 5th Union.

WHITELEY

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a class for you. een deprived of arn certain thin eir clothes, for t ng a living tak ortunity of learning gs.

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"I do not doubt," said a member of a o its employes, "that in time all of the large houses will do this; the men seem of feel more refreshed after lunching quietly in our dining room, and then these going out for a walk or reading ther going out for a walk or reading the rest room, than if they frequented restaurants with their rush and the rest is, all in all, a comfortable plan; the heads of our firm, even, have their dining room, and prefer limbing. heir dining room and prefer lunching here rather than going outside."

Such are some of the little things done to lighten the load of bread winners, and a generous spirit seems spreading among employers, who see

OAKEY'S The original and only Genuina Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited Manufacturers of

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

Wellington Mills, London, England Agent:

JOHN FORMAN, - 644 Craig Street MONTREAL.

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

that it is only just to promote the comfort and happiness of those under them.

"I want to complain of the flour you ent me the other day," said Mrs. Newliwed, severely.

"What was the matter with it, ma'am?" asked the grocer.

"It was tough. My husband simply

wouldn't eat the biscuits made with it.

Shirriff's **Flavoring Essences**

stand for long experience, high quality, absolute reliability. They sell well now because they have been before the people for years.

Manufactured by

IMPERIAL EXTRACT CO. TORONTO

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.



If you have Money to Burn

Why! Go burn it. There Why! Go burn it. There is 10 times more satis-facttion in burn in g money than in losing in in driblets, through carelessness of clerks or disputed accounts. Who that has "pass book" customers has not had accounts disputed aud partially repudiated? The best way to avoid all compileations and misunderstanding is as follows.

IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

ALLISON COUPON CO., Manufacturers. Indianapolis, Indiana.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

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

A. C. DOUGHTY & CO.

Head Office, 20 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams,
Butter, Cheese and Poultry. Telegraphic
Address: Avouching, LONDON. Codes:
A.B.C. 4th and 5th editions, Al, Western
Union. Highest References.

DAVID SCOTT & CO.

Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections a references. Try us with a shipmen of CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,

Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US. 139 REDCLIFFE ST., BRISTOL, ENG.

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

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

Western Union Code.

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.

We sell cost, freight and insurance.

LONDON, LIVERPOOL, GLASGOW.

This space \$30 per year.

GEORGE LITTLE LIMITED

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

B. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A.B.C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,

15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.

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

This space \$15 per year

HAMILTON WICKES & CO.,

Canned Goods Brokers, EASTCHEAF, LON. DON, and VICTORIA STREET, LIVERPOOL-Reports and valuations made in Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.

11 and 12 Bedford Hotel Chambers,
Covent Garden,
LONDON, W.C. - ENGLAND
European representatives and
distributors, Earl Fruit Co.,
California, U.S.A.

SPECIALTIES, FRESH, DRIED and CANNED FRUITS

Codes, A.B.C. and Lieber's.

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

J. H. GAITSKELL & CO.

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

Salter & Stokes 20 King St. W. Smithfield, London, Eng 126-7 Central Market, E.C., London, Eng CHEESE, BUTTER, EGGS AND POULTRY.

Reference, London City and Midland Bank, West Smithfield. We buy outright

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February 2, 1

GIVE CONE

Nearly all a cry to a certa that they shou to into the lineart of the trut there are it far enough. Cer should not department o

Biseuits, ca which a groce Besides the or iety of sweet should be kep

In the lines er difficult for how far to go that the pick for the groce forethought.

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JACOBS' BISCUITS

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

Manufactured by

W. & R. JACOB & CO.,

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

PURE and WHOLESOME SPECIALTIES:

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

STEWART'S

DELICIOUS

Chocolates and Bon-Bons

STEWART COMPANY
TORONTO

CANADA:
No better
Country



MOTT'S: Ne better Checolate

If you carry in stock.

Mott's

CHOCOLATES

"Diamond" and "Elite" brands, you can offer your customers the BEST and MOST SATISFACTORY lines made.

They are ready sellers and are "MADE IN CANADA"

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

J. A. TAYLOR MONTREAL BELLING AGENTS: B. S. MOINDOE

JOS. E. HUXLEY WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk
Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED TORONTO

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TABLETS

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BISCUITS AND CONFECTIONERY

GIVE CONFECTIONERY A SURE PLACE.

Nearly all grocers handle confectionary to a certain extent, and it is proper that they should do so. Some, perhaps, to into the line too far, and thus usurp part of the true confectioner's business; but there are far more that do not go into far enough. To be up to date, a grocer should not neglect the confectionery department of his business.

Biscuits, cakes and candies are lines which a grocer should certainly handle. Besides the ordinary kinds, a good variety of sweet cakes and fancy biscuits should be kept in stock.

In the lines of candies, etc., it is rather difficult for the grocer to decide just how far to go; the varieties are so many that the picking out of the best lines for the grocery business requires some forethought.

The reason that a grocer should go more into confectionery is not only because of the profit to be derived out of the line itself, but because of the advantages it can be put to in a grocery store. In the first place, the appearance of a store can be greatly improved by a display in the confectionery line. A neat looking showcase displaying a few of the most staple lines of confectionery, placed in a prominent position, brightens up a store wonderfully.

Some grocers—perhaps not very many—go into the novelty line. They have a showcase in which are displayed sundry articles, such as pins, needles, lead pencils, pens, etc.

Now, would it not be far more appropriate to the grocery trade to devote that showcase to confectionery? Of course, it would; pins and needles are surely very foreign to the grocery business.

Besides the inappropriateness of it, the appearance is far from being good; a showcase of such goods seems to be out of keeping with the rest of the store. Another advantage of having a confectionery department in a grocery store is that, if the grocer gets a large order from some person, he may have something suitable to put in "for the chil-There is no better way of get. ting at the heart of the parent than through the child. That little bag of candies, or whatever it might be, has great influence with the mother; and being thus influenced she, in all probability, will go back to that store to make a similar purchase.

THE ART OF SAMPLING.

It is remarkable the results which will accrue by judicious sampling of a given

district. First and foremost the store-keeper must be certain of his article. It should be the best of its kind, no second grade goods. The giving of a poor article will kill trade, not make it. Second. It should be neatly and attractively gotten up. The first impression is the lasting one. Given an attractive sample, the recipient expects a good thing—the first move in the direction of success. Third. Do not fail to have the name, address, and price clearly upon it.

Suppose you try this with your confectionery. A good corner of the street at the busiest time of the day; a neat, tasty confection handed to the passer-by by an equally neat and well-dressed boy with a well-worded notice of the fact in your usual advertisement space in the local journal, and you will welcome the result. A successful candy dealer in the United States has built up a large business in this way.

A GOOD ADVERTISEMENT.

Private John Allen takes a deep interest in the advertising business. Advertisements that he deems exceptionally good he cuts out and pastes in a scrap book. As he was showing this scrap book to a guest one day he said:

"But the best ad. I know of is not in here. For it wasn't written, but spoken. It earned its originator some thousands of dollars, yet I can never show it. I can only describe it, and description fails to do it justice.

If 'It was the work of a clothier in Nashville. He had, with his partner, the first establishment in town, and the business of the firm was considered very prosperous. The two men had married sisters and their relationship was more than friendly. Hence the greatest surprise overtook Nashville when the junior partner suddenly took out a summons and hauled the senior into court.

"'The senior partner is ruining the business,' gossip said. 'He is getting softening of the brain, or paresis, or something of that sort. Now is the height of the Spring season, when they ought to be making money hand over fist, but the senior partner's cracked methods are spoiling everything.'

"So all Nashville took a tremendous interest in the case, and, on the morning it was called, the courtroom was crowded as in a murder trial.

"The junior partner's complaint was presented strongly and directly. He wanted an injunction to restrain the senior from selling below cost. He showed that goods were being sacrificed at a fraction of their value, and he asked

Tell Your Customers

There's nothing nicer than

PERFECTION CREAM SODAS

Canada's Prime Favorites

They are dainty delicacies for particular people.

They are made from the premier flour, cream and butter by the Mooney Process—the faultless process.



are all the name implies — PER-FECTION. No grocer tries to get along without them unless he wishes to miss custom.

ORDER A CASE.

Biscuit & Candy
Company,

Stratford, - Canada.





MAPLE SYRUP

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

ALL JOBBERS

Sugars Limited, Montreal



When you get a demand from your customers see that you have the genuine, absolutely pure and unblended

Grimm Pure Maple Syrup

Buy this Brand.

THE GRIMM MFG. CO., Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies

Montreal

Fortify yourself against inclement season.

VAN HOUTFN'S

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

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

What Makes Them Sell

Do you keep close tab on the way your sealed fruits, etc., sell? If you do, no doubt you find that with jams and marmalades the greatest demand is for sterling

Southwell's and Marmalades

have a reputation for being the purest and most delicious jams and marmalades possible to obtain. That reputation is always lived up to. Without the excellences which have made the reputation, Southwell's Jams and Marmalades would be like any other jams and marmalades. With the exellences they are different from any others-better.

FRANK MAGOR & CO. Canadian Agents MONTREAL

CABINET

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

6 1-gal. tins to cuse, wine measure, \$4.50 per case 24 pints to case, wine measure, \$2.50 per case

12 grt. bottles,

4.80 12 1/2-gal. 4.80 24 ¼ -gal.

5-gal. tin, Imperial measure,1 to case, 3.90

We prepay freight on lots of 3 cases or more.

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

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

February 2.

that this ru lest ruin ens "The defer low, secured weeks.

"On the journment th loud groan. rushed out li as he went, ' sacrifice must "I don't r husiness that weeks."-Exc

TORONTO V Owing to th were played Grocers' Hoch standing of th lows :

T Kinnear & Grocery Broke Canada Groce H. P. Eckard James Lumbe

HE G

The British on Saturday from Halifax as the ship h an amusing Clarke, a city a supply of g unable to get ship's grocer hauled in. He without his m sailor paid up dred yards fro ever, was not down the to overboard, an cheers of the pier.

W. G. GUILI

Crown Atto ilton, will pro Grocers' Guil charge is that E. Bristol, of idson, of Da Joseph F. E Toronto; Th Toronto; Th Kinnear & S Escott, of Lo Kingston, did in the city of bine, agree an other or other dian Sugar R the St. Lawn pany; the Apany; the St Brantford Sta Starch Works pany, Limited International Pacific Sellin Food Compan Company. Lir Company; C ed; Canadian coe Canners cers' Company Boulter Can Lalor; the Ea Limited, and tions to the ntreal

sealed fruits. at with jams for sterling

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be sure of

that this ruinous trading be stopped, lest ruin ensue.

"The defendant's lawyer, an able fellow, secured an adjournment for three

"On the announcement of this adjournment the junior partner gave a fond groan. He leaped to his feet, and rushed out like one demented, shouting as he went, 'Merciful heavens, then the sacrifice must still go on!'

"I don't need to tell you how much business that firm did in the next three weeks."—Exchange.

TORONTO W. G. HOCKEY LEAGUE.

Owing to the mild weather, no games were played in the Toronto Wholesale Grocers' Hockey League last week. The standing of the league to date is as fol-

| | won | Lost |
|-------------------------|-----|------|
| T. Kinnear & Co | 2 | 0 |
| Grocery Brokers | 1 | . 0 |
| Canada Grocers, Limited | 1 | 0 |
| II. P. Eckardt & Co | . 0 | 2 |
| James Lumbers | 0 | 2 |

HE GOT THE MONEY.

The British battleship Dominion sailed on Saturday afternoon, the 20th ult., from Halifax under sealed orders. Just as the ship hauled out into the stream an amusing incident occurred. James Clarke, a city grocer, who had delivered a supply of groceries to the ship, was unable to get a settlement with the ship's grocer before the gangway was hauled in. He refused to leave the ship without his money, and when the tardy sailor paid up the battleship was a hundred yards from the shore. Clarke, however, was not daunted. He clambered down the torpedo net guards, jumped overboard, and swam ashore, amid the The British battleship Dominion sailed overboard, and swam ashore, amid the cheers of the tars and the crowd on the

W. G. GUILD TO FACE THE MUSIC.

W. G. GUILD TO FACE THE MUSIC.

Crown Attorney Washington, of Hamilton, will proceed against the Wholesale Grocers' Guild on February 6. The charge is that H. C. Beckett and Geo. E. Bristol, of Hamilton; John I. Davidson, of Davidson & Hay, Toronto; Joseph F. Eby, of Eby, Blain & Co., Toronto; Thomas Kinnear, of Thomas Kinnear & Son, Toronto; Thomas B. Escott, of London, and W. L. Craig, of Kingston, did in the years 1898 to 1906, in the city of Hamilton, conspire, combine, agree and arrange one with the other or others of them, with the Canadian Sugar Refining Company; the Acadia Sugar Refining Company; the Acadia Sugar Refining Company; pany; the Acadia Sugar Refining Company; the St. Lawrence Starch Works; Brantford Starch Works; Edwardsburg Starch Works; Empire Tobacco Company, Limited; W. C. McDonald; the International Brokerage Company; the pany, Limited; W. C. McDonaid; the International Brokerage Company; the Pacific Selling Company; the Force Food Company; the Peterboro Cereal Company, Limited; the Canadian Salt Company; Crosse & Blackwell, Limited Canadian Cana Company; Crosse & Blackwell, Limited; Canadian Canners, Limited; Simcoe Canners Company; Canada Grocers' Company; Aylmer Canning Company; Trenton Canning Company; the Boulter Canning Company; Thomas Lalor; the Eastern Brokerage Company, Limited, and other firms and corporations to the complainant unknown.

INCREASED ASSESSMENT.

B. C. canners are much excited over a tremendous increase in assessment by the Provincial Government. The increase amounts to from five hundred to one thousand per cent. According to the canners, for nineteen canneries last year an average of \$10,000 was taken, the total assesment being \$990,000. The new assessment makes a total of over one million dollars, and one cannery alone is assessed for \$150,000. The canners charge that the new rate has been arranged right in a good year, when there is a large stock on hand.

YOUR CUSTOMER



May not know COX'S CELATINE

has been on the market for sixty years. If you tell her this, and add that

STRENGTH and PURITY

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

Canadian Agents:

C. E. Colson & Son, Mentreal

A. P. Tippet & Co.,

J. & G. COX, Gorgie Milis, **EDINBURGH**

45 HIGHEST AWARDS In Europe and America

Baker & Co., Ltd.

Largest Canufacturers of PURE, HIGH GRADE

Their Breakfast Cocoa is abs costs less than one cent a cup.

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

Their German Sweet Chocolate is good to ea and good to drink. It is palatable, nutritious and health tul; a great favorite with children.

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

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 st. Peter St., Montreal, Can.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

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



BUSINESS CHANGES.

John Daze, grocer, Arnprior, Ont., assets sold.

L. P. Pepin, grocer, Montreal, Que., assets sold.

Nap. Bouthillier, grocer, Montreal, Que., assets sold.

Eugene Picher, dairy supplies, Quebec, Que., assets sold.

Poupart & Laurendeau, grocers, Montreal, Que., registered.

Labrosse & Therien, grocers, Montreal, Que., have registered.

J. W. Meloche, general merchant, Montreal, Que., assets sold.

D. Gonley, cigars, etc., Montreal, Que., effects sold at bailiff's sale.

Hunter & Thomas, general merchants, Foster, Que., have dissolved.

Robert H. Gordon, grocer, Toronto, has sold out to A. Miller.

R. J. Near, agricultural implements, Atwood, Ont., has sold out.

V. Thibault, general merchant, Sayabec, Que., has compromised.

F. Bois, general merchant, St. Louis de Ha Ha Station, assets sold. J. S. Merkley, flour, feed, etc., Finch,

Ont., is offering compromise.

Alex. Draper, grocer, Toronto, Ont., has sold out to G. E. McKee. D. Ducharme, grocer, Magog, Que.,

Chartrand & Turgeon, curators. Lakeside Meat Co., grocers and butchers, Foster, Que., have registered.

F. W. Brown & Co., grocers, Calgary,

Alta., have assigned to E. G. Pescod. John Boligan, grocer, etc., Hamilton, Ont., has sold out to John Turnbull.

J. H. Maunder, general merchant, Cambray, Ont., is giving up business.

James Brickley, tobacconist, St. John, N.B., has assigned to C. H. Ferguson.

Frank A. Stephen, grocer, Montreal (St. Louis), C. A. McDonnell, curator.

Carter, Galbraith & Co., wholesale grocers, Montreal, Que., dissolved.

G. Lafortune & Co., provisions, Montreal, Que., dissolved, A. Lafortune registered.

Forest Freres, wholesale and retail to-bacconists, Montreal, Que., have registered.

Smith, Fischel & Co., cigar manufacturers, Montreal, Que., A. W. Bonham, curator.

J. Bilodeau, confectioner, Edmonton, Alta., has sold out to Maissoneuve & Terrault.

J. D. E. Lafond, general merchant, Frelighsburg, Que., has assigned to H. Lamarre.

H. W. Jacobs, eigars, Vancouver, B. has sold Vancouver business to W Wilzinski.

P. Massicotte & Co., grocers, Mont-real, Que., have assigned to Chartrand & Turgeon.

E. A. Tremblay, general merchant, St. Irenee, Que., voluntary assignment to V. E. Paradis.

Burrard Canning Co., Steveston, B.C., has been succeeded by Burrard Canning Co., Limited.

James Harris, grocer, Canterbury, N. B., stock advertised for sale by tender to 6th inst.

D. J. Davies, general merchant, Thamesville, Ont., has sold out to G. O. Gardner.

Albert M. Vail, general merchant, Newbury, Ont., business advertised for sale by tender.

W. J. Dodds, general merchant, Caledon, Ont., stock, etc., advertised for sale by tender.

P. Maheux, general merchant, St. George East, Que., V. E. Paradis appointed curator.

O. Desjardins, general merchant, Otter Lake, Que., has compromised at 35 cents on the dollar.

A. Desjardins, grocer and baker, St. Therese, Que., assets were to have been sold on the 31st ult.

E. W. Lewis, grocer, Wroxeter, Ont .. stock, etc., advertised for sale by auction on the 5th inst.

L. H. Thouin (est. of), grocer, Montreal, Que., meeting of creditors was to lave been on the 30th ult.

H. W. Legare, general merchant, Labelle, Que., meeting of creditors was to have been on the 31st ult.

P. Maher, general merchant, St. Guillaume Station, Que., assets were to have been sold on the 1st inst.

LeBlanc & Caza (estate), general merchants, Comber, Ont., stock advertised to be sold on the 25th ult. The Great West Trading Co., Limited,

general merchants, Yorkton, Saskatchewan, retiring from business.

A. McGowan, general merchant, St. Ours, Que., meeting of creditors was to have been on the 31st ult.

William Carter, grocer, Montreal, Que., absentee, meeting of creditors was to have been on the 1st inst.

Jos. Campeau, general merchant, St. Agathe Des Monts, Que., assets were to have been sold by the 1st inst.

Ant. Garneau, sr., general merchant, Pont Rouge, Que., has assigned to E. Paradis, provisional guardian.

Woolsey & Lefeaux, produce, etc. Revelstoke, B.C., have been succeeded by Woolsey, Lefeaux & Co., Limited.

Emile Dupont, general merchant, Notre Dame Du Lac, Que., assets were to have been sold on the 2nd inst.

Chas. Choquette, general merchant, Village Richelieu, Que., meeting of creditors was to have been on the 31st

Mrs. Solomon Rotman has registered under the style of Fisher Freres, gro-cers and dry goods dealers, Montreal,

E. Dumas, general merchant, Notre Dame du Lac, Que., has assigned. Lefaivre & Taschereau, provisional guardians.

The Vair Produce Co., Toronto, Ont., have dissolved partnership. James Vair retires and John C. Craig continues under same style.

Martin Hardy, grocer, Newmarket, Ont., has assigned to T. H. Brunton, meeting of creditors was to have been on the 27th ult.

Robert Brooks has sold his grocery business at Palmerston, Ont., to W. H. Nicholson, of Forestville, an old Palmerstonian, and possession will be given some time during February.

C. M. A.'s RESOLUTIONS.

Following are the resolutions which the Canadian Manufacturers' Association will bring before the congress of Chambers of Commerce of the Empire to be held in London, England, July 2.

Imperial Preferential Trade.

Whereas, resolutions adopted in recent years by important commercial bodies throughout the British Empire have declared their belief that mutual preferential trade measures between the component parts will effectually pro-mote the unity and prosperity of the Empire.

Whereas, this belief is strengthened by the conditions existing in international trade competition, by the growth of the British dominions as producing and consuming powers, and by their need for further development.

Therefore be it resolved, that this Sixth Congress of Chambers of Commerce of the Empire urges upon His Majesty's Governments in the United Kingdom and in all British dominions, the advisability of arranging at an early date, to their mutual benefit and satisfaction, reciprocal trade measures with the other portions of the Empire.

Fatents, Copyright and Insolvency.

That whereas, it is desirable for the promotion of trade and the safety of commercial interests within the British Empire, that the laws governing important features of commercial life should be harmonious and reciprocal.

Therefore be it resolved, that this Sixth Congress of Chambers of Com-merce of the Empire recommends that immediate steps be taken through a joint conference of Government repretaken through a sentatives to establish within the Empire uniform and equitable laws respecting copyright and insolvency.

Special Trade Representatives.

That whereas, it is desirable in the interests of British commerce and for the unity of the Empire that many of the goods now imported by British dominions from foreign countries should be purchased from British sources, and also that Great Britain should increase the amount of her purchases from the other portions of the Empire.

Therefore be it resolved, that this Sixth Congress of Chambers of Commerce urges upon His Majesty's Governments in the United Kingdom and in all British dominions, the necessity of appointing special trade representatives in every other important market within the Empire, to encourage the development of such reciprocal trade.

Weights and Measures and Currency.

That whereas, with the progress of industry and the development of trade throughout the world, the establishment of uniform systems of weights and measures, and currency, becomes more and more desirable and necessary.

Therefore be it resolved, that this Sixth Congress of Chambers of Com-merce of the Empire recommends the appointment by the Imperial Government of a Royal Commission, who shall investigate and if possible recommend uni-form systems of weights and measures and currency. to be adopted throughout the British Empire.

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JUSTICE OF ESTABLISHED PRICES

By O. A. Keyser, in National Hardware Bulletin.

('o-operation for profit—that expresses the underlying principle of all mercantile associations.

Every business man is in business to make money. If conditions become such that the money-making possibilities of a business are jeopardized, immediate steps are taken to remove those conditions altogether or to limit their harmfulness.

The worst enemy of profit is undue competition. When my competitor acquires such an advantage over me that my chances of making money are limited or imperilled, I must endeavor to overcome my competitor's prestige or remove myself from the sohere of his competition.

There are two sure ways by which the retail dealer can overcome unfair competition: first, by selling goods which his competitor cannot get; second, by selling goods which his competitor cannot sell at less than a certain fixed price.

Since the retailer must buy manufactured goods, it is evident that he must look to the manufacturer for assistance in keeping certain goods out of the hands of his competitors and for establishing fixed minimum prices. It is, therefore, evident that the retailer needs the co-operation of the manufacturer.

Right here it may be said that the manufacturer is not forced to distribate his goods through any particular channel. He may have reasons to place the distribution with one or more classes of trade. If he finds that course most advantageous to himself, he will doubtless continue in it. On the other hand, if the class of trade with which he had entrusted the distribution of his goods does not do the line justice or does not appreciate the privilege of distributing the line, the manufacturer s not compelled to limit his output that particular class. However, the manufacturer is only too willing to coperate with the distributor who will reciprocate by pushing his line.

As far as the retail trade is concerned, the manufacturer will be a friend or a foe—just as retailers in general fecide. If the retail storekeeper, for instance, appreciated the policy of a manufacturer who keeps his article out of the hands of catalogue houses and establishes minimum retail prices, it is natural that this manufacturer will continue his policy and co-operate with the retail storekeeper as much as possible.

In establishing prices, the manufacarer must bear several things in mind. He must price his line with respect to its intrinsic value. He must vary the price according to differences in freight tariff. He must fix prices that will insure a profit to himself and at the same time leave a good margin of profit for the dealer.

If the prices are just and fair according to these conditions, the dealer should at all times see to it that the prices are not violated either by himself or by his fellow tradesmen. Since minimum prices are established by the manufacturer for the protection of the retail dealer, it is only reasonable that the manufacturer should expect the retailer under all conditions to respect these prices. To violate a liberal policy is, to say the least, a small and ungrateful act. It belittles a dealer in his own eyes and in the estimation of his business associates.

Sometimes a dealer excuses his price-cutting on a certain article by saying that Bill Jones, up the street, offered that article below the minimum price. Such an excuse is a poor one and shows lack of thought on the part of the dealer who makes it. Why not write to your jobber or the manufacturer before meeting a cut price? Perhaps the matter can be soon adjusted. Your price-cutting doesn't remedy matters, but makes things worse.

For instance, Bill Jones, up the street, sells an article below the minimum price. Now, John Smith thinks that he has to meet this price. Bill Jones, not to be out-done, makes another cut. Then John Smith follows suit. Soon Bill gets his selling price down to cost and John has to sell at a loss to go him one better. Now wait, gentlemen. What good does it do? If you have to sell at cost or below, why not close up your shop and go into retirement before your savings are exhausted in this game of cut-throat competition.

Be reasonable. When a manufacturer will leave nothing undone to insure a profit for you, don't spoil the whole thing by slashing prices into smithereens. Ask the manufacturer to arbitrate the matter, and he will be only too glad to do so.

The manufacturer of a patented article has a legal right to enforce the maintaining of the prices which have been established by him. Patent rights are granted in order to encourage the making of useful inventions. The only profit that an inventor gets out of his invention is that which comes from having the sole right to manufacture and market it. If an inventor were not protected in this matter, he would not have any inducement to

think out problems and appliances that promote the welfare of humanity in general. The invenor is a public benefactor and deserves a reward for his effort.

Now, if everyone could manufacture a new invention as soon as it is placed on the market, what incentive would inventors have to think out new appliances? It is to place a premium upon invention that the Government gives the patentee of an invented article a monopoly as far as the making of that article is concerned.

Furthermore, of what value would this monopoly be to the patentee if he could not profitably market the article which he had invented? Suppose that the trade in general would slash the price until there would be no profit in distributing it to the public. What good would it do the patentee to manufacture his invention if its selling price has degenerated to the cost of production? It therefore stands to reason that the patentee's monopoly must include the marketing of his invention.

It has been decided by the U. S. courts that the manufacturer of a patented article has the right, by nature of his monopoly, to establish and maintain arbitrary prices on his patent. Whoever violates the established prices is an infringer and liable to a damage suit for infringement.

At first thought it may seem that such a law is a violation of the seller's liberty, but such is not the case. A dealer is free to distribute the patented article in the prescribed manner or leave it entirely alone. By accepting the agency for a patented article, the dealer accepts all the conditions along with it. If he does not like the conditions, he is at liberty to decide that he will not act as a distributor of the article.

This is no hardship. It is a protection. The dealer knows that his profit is assured by law, and, if his competitor violates the prices which have been established, recourse for satisfaction may be taken to legal procedure. The manufacturer is in this way empowered to make the handling of his product advantageous to the dealer who wants to do a straight business with clean profit.

The retail dealer who takes advantage of a manufacturer's co-operation is wise. Your strongest ally in settling questions now confronting the trade is the man who makes the goods which you sell for a livelihood. Don't lose sight of this fact. By your reciprocation, encourage the manufacturers whose liberal selling policy means coin in your till.

"Some makers call me a tobacco crank, but the men who smoke my cigars are thankful I am such."—J. Bruce Payne.

After all, the cigar-smoker is dependent on the conscientiousness of the cigar-maker as regards "cigar value."

Once a reputation is won and cigars are selling nicely, it is so easy to cut off a little quality here and a little quality there,—and receive more profit.

The man who makes his cigars as good to-day, when he has the people with him, as he made them in the days when he was trying to get the people with him, is the ideal cigar-maker, is he not?

Yet such is the policy I follow, and by such a policy the

Pebble and Pharaoh

Cigars are made. The tobacco used has to please me-my standard-and the cigars themselves have to suit me-my taste.

Do you wonder I am called a "crank"? Do you wonder why the best trade of the country has come to me? Do you wonder why, on the above evidence, I ask you to enlist as a Pebble and Pharaoh salesman."

"1000 of my cigars assorted on the best terms"-will you consider the offer?

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

The Powers Behind the Tobacco Throne

3. The way it is advertised.

If tobacco is advertised by the makers it will not have to be advertised by the retailers. That makes quite a difference in the division of profits, doesn't it? We advertise

T. & B.

throughout the country to create sales for you.

Smokers **ask** for **T. & B.** You have just got to keep up your stock and that is all. The preliminary work is done outside your store.

In other words, we take less profit and give you more sales.

Grocers who sell the best-known, best-liked tobacco—**T. & B.**—are provident grocers. Ask yourself why.

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

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well dressed doorway of one commerce, smok old gentleman w he saw an oppor sionary work ar sionary with: "I friend, may I s ment?" The you ed and was aske smoked in a day used from five to they cost you?" tieman. "Oh, from quarter each," w material for his Young man, do were to stop sm vest the money t you are my age these large buildi in surprise ask smoke?" "No, other as he thur upon the sidewal years old, and presmoked in my life of these buildings fellow. "No," w fellow. "No," w not." The young

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TOBACCOS, CIGARS AND ACCESSORIES

A SMOKE STORY.

A well dressed young man stood in the doorway of one of Chicago's temples of commerce, smoking a cigar. A benign old gentleman who was passing thought he saw an opportunity for a little missionary work and accosted the young fieldow with: "Pardon me, my young friend, may I speak to you for a moment?" The young man readily assented and was asked how many cigars he smoked in a day. He answered that he used from five to eight. "And what do they cost you?" continued the old gentleman. "Oh, from fifteen cents to a quarter each," was the reply. The old gentleman, thinking he had sufficient material for his argument, then said: "Young man, do you know that if you were to stop smoking, and properly invest the money thus spent, by the time you are my age you could own one of these large buildings?" The young man in surprise asked, "Did you never smoke?" "No, sir!" exclaimed the other as he thumped his walking-stick upon the sidewalk, "I am seventy-five years old, and proud to say I have never smoked in my life." "Do you own any of these buildings?" continued the young fellow. "No," was the answer, "I do not." The young man replied, "I do."

HEAVY CONSUMPTION OF TOBACCO

In the tobacco and cigar industry the United States has enjoyed a record-breaking year. The generally prosperous conditions of the country have been reflected in the steadily increasing consumption of cigars, cigarettes, manufactured tobacco, little cigars and snuff, and in the closing months of the year manufacturers of cigars and cigarettes have found it literally impossible to keep pace with the demand.

The increase in the production of cigarettes has been simply phenomenal. In spite of adverse legislation, which made the manufacture, sale and consumption of cigarettes illegal in certain states, the total output for the year promises to exceed by considerably more than a billion that of 1904, which had shown an increase of some 43,000,000 over the number produced in 1902

over the number produced in 1903. The cigar product of the United States for the first ten months of 1905 was 5,813,820,863, against 6,708,505,599 for the twelve months in 1904, but as the output for November, 1905, brings the total probably not far from the seven million mark, it is safe to assume that when the official returns are available they will show an increased production of many million cigars during the year 1905.

HONESTY AND UPRIGHTNESS WIN

The cigar business is a business to be conducted on business principles of honesty and fair dealing, writes W. F. Monroe in considering employments for hear who work. Gambling is no accessely to the conduct of a proper cigar store. No store of the kind ever built up

a solid business with the dice box or the slot machine. Rather, these have ruined many bright prospects. Naturally, they are likely to drive away the best type of customer by their associations, and more vitally still they attract the attentions of employer and employes until the customer waiting at the counter in front to make a legitimate purchase is overlooked and goes out, never to enter the place again.

To a great extent the prospective adventurer into the business should have been "born to it." It is doubtful if the best tea taster in the world can tell an intelligent layman how he tastes tea in judgment of its quality. It is much the same with the cigar expert. Yet the man of average intelligence can learn the business if he will, and learn it well. But before any young man goes into the cigar and tobacco business he should benefit by an apprenticeship to the business.

A QUESTION OF HABIT.

That smoking is but a question of habit and education, Mr. Walter A. Schiffer convincingly demonstrated before the U. S. Ways and Means Committee the other day by an illustration so apt that it deserves to be reproduced again. He said:

I attended a social function in Rome some three years ago, and after a very fine dinner, the host passed around a box of fine Havana cigars. My neighbor at my right, an American who had lived in Italy for a number of years, declined the fine Havana cigar, and took out of his

pocket an Italian Regie cigar, called a Virginian, made entirely of Kentucky tobacco, and informed me he was so used to smoking Italian cigars (which are notoriously bad) that he did not care to smoke anything else, regardless of quality, showing that smoking is a question of habit and education.

SWEET



CIGARETTES

STANDARD OPTHE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

A perfect article. Sell it. Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

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Quotations The follow inserting quotati

8izes. 10c. 6-oz 12-oz. 12-oz. 21b. 51b.

JERSEY CREAM BAI

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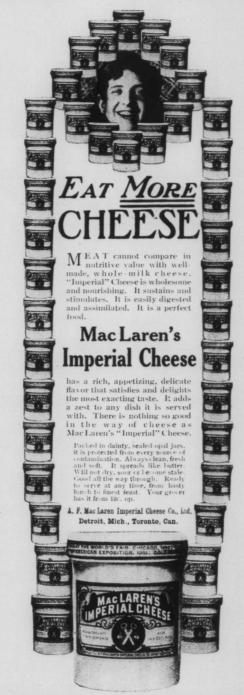
CLEVELAND'S BAKT

" VIENNA" BAKING



LIMITED

GOOD ADVICE



We sell every kind of cheese—Get our prices for Canadian Large Cheese, Flats and Stiltons (colored and white).

Direct importers of

Roquefort Limburger Camembert Gorgonzola Neufchatel Pineapple

Edam Gruyere Oka, Etc., Etc.

Head Office: TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

ff, will be found in the market reports in the centre of the paper. Quotations on staple article The following are prices of are supplied by the manufacturers or their agents. For charges for inserting quotations in this depart e Canadian Grocer, at our nearest office.

| inserting quotations in this depa | rt |
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| Feb. 1, 1906. | |
| enotations for proprietary articles, brands, er are supplied by the manufacturers or agents, who alone are responsible for their | 1 |
| as dracy. | 1 |
| Baking Powder. | 1 |
| Ammonia Powder— 6:e" brand, 48 Sc. pkgs., per case\$1 75 " 27 10c. pkgs., " 2 00 " 10 25c. pkgs., " 1 75 Cons's Friand—Per dos. | |
| Cook's Friend— Per doz. | |
| Size 1, in 2 and 4 doz. boxes | |
| 10, in 4 dos. boxes. 2 10 2, in 6 " 0 80 13, in 6 " 0 70 3, in 4 " 0 70 Pound tims, 2 dos. in case. 3 00 12-uz. tims, " 2 40 5-tib. " 14 00 | ľ |
| Pound tins, 2 doz. in case | ı |
| W. H. GILLARD & CO. | ı |
| | |
| Diamond | ŀ |
| IMPERIAL BAKING POWDER. Uases. Sizes. Per doz. | |
| 1 100 90 95 | B |
| 1-doz 12-oz 3 50 | B |
| 1 doz. 2 31b. 10 50 1 doz. 51b. 19 75 | |
| JERSEY CREAM BAKING POWDER. | |
| Size, 5 doz. in case | |
| 2 " " 2 25 | |
| Ocean Baking Powder, † lb., 4 doz \$0 45 | |
| 1 lb., 5 doz 0 90 | |
| Ocean Baking Powder, † lb., 4 doz \$0 45 " 1 lb., 5 doz 0 90 " 1 lb., 3 doz 1 25 Borax, † lb. packages, 4 doz 0 40 Cornstarch, 40 pks. in a case 0 78 Freight paid 5 p.0.30 days. | |
| MAGIO BAKING POWDER. | |
| Cases. Sizes. Per doz. 6 doz. 50, 80 40 | 8 |
| 2 6 0.75 | |
| MAG/C 4 " 6 " 0 75 8 " 0 95 4 " 12 " 1 40 | |
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| 2 " 6 oz. Per case | |
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| Sizes. Per Doz. Royal—Dime | 1 |
| Royal—Dime \$ 0 95 1 lb. 1 43 6 oz. 1 95 | |
| 11b. 2 55 12 0z. 3 85 | - |
| 1b. | 1 |
| Barrels—When packed in barrels one per cent. discount will be allowed. | Oh |
| CLEVELAND'S BAKING POWDER. Sizes. Per Dos. | (|
| Cleveland's—Dime | 1 |
| 6 oz | |
| " 12 oz. 3 70 " 1 lb. 4 65 " 3 lb. 13 20 " 5 lb. 21 65 | Lo |
| learels—When packed in barrels one per | Co |
| cent. discount will be allowed. | (|
| Per doz. \$2 25 tins, 4 doz. in box. \$2 25 tins, 4 doz. in box. 1 25 | (|
| tins. 4 doz. in box 0 75 | |
| "KING" BAKING POWDER. Dozen 2 cases, 2 doz | |
| 2. " 4" | Oh |
| Lot 5 cases, freight paid. | 1 |
| PARTE | 1 |
| BAGLE BAKING POWDER | i |
| Per dos. | Oox |
| Oases of 48-50. tins 30 45 | C |

" 24-25c, tins 2 25

| JNO | | Ur | | |
|---|--------------------------------|---|-----------------------------|--|
| s, prepared | by | our | own | staf |
| proprietary ment apply | to A | ticles | whi | ch M |
| mem apply | | | Lioning | 5 |
| 7's O-dd | | ue. | | - |
| Keen's Oxford, po In 10-box lots Scokitt's Square l Reckitt's Square l Hilett's Mammot Nixey's "Cervus," | in | se 12-lb. b 5 box le ross box quares, pags, pe pepper | per lb er gross boxes | 901 |
| SOME STATES | | J. M. 1 CO "Blue boxes 50 pkg each "Sapp boxes, per lb." Unid boxes, & 1-lb | s., 4 squ | ning nares r lb. 1 |
| | | Lead. | | |
| teckitt's, per box tox contains either gross, 2 oz., Reckitt's Zebr per gross. | or 1 gr or 1 g paste | ross, 1 o ross, 4 d d, 1-gro. | z. size; oz. boxes | \$1 1 |
| JAMES' | DOM | E BLAC | ĸ | |
| 6a siz 2a siz | e | Per gro | 80 50 | |
| AMERICAN P | | FOOD C | | NY. |
| Lot 7 case Conditions –2 | | | | 0 { |
| | eres | | | |
| heat OS, 2-lb. pk | gs., p | er pkg bags, p | er bag. | 0 08 |
| Chocolat | 08 A | nd Co | 0088. | |
| THE COW | | | | |
| Hygienic, 1-lb. tir " | ns ns, for urant ins, | soda | water per lb. | \$6 75 3 50 2 00 0 85 0 50 2 40 2 55 |
| ocolate— Queen's Dessert, | is a | nd is. | | 80 40 |
| Queen's Dessert, Mexican Vanilla, Royal Navy Rock Diamond. | 1'8 a | nd)'s | | 0 35 |

| | Dokes, \$ 10, pags. per lb | Ec Pr |
|---|---|----------------------------|
| | Black Lead. | 11 |
| | Reckitt's, per box | 11 |
| | JAMES' DOME BLACE LEAD. | |
| | Per gross 6a size\$2 40 2a size 2 50 | |
| | | Eli Pre Mo |
| | AMERICAN PURE FOOD COMPANY. Borax "Queen." | |
| | 0-oz. case, 4 doz | |
| | Cereals. Wheat OS, 2-lb. pkgs., per pkg 0 08 | Pre Vai Ger |
| , | Chocolates and Cocoas. | Bre Cra Car Car |
| | THE COWAN CO., LIMITED. Cocca— Hygienic, 1-lb. tins per doz. \$6 75 " | Solt 1-Van |
| | Chocolate | Bre: 12 6-1 12 6-6-1 |
| | Icings for cake— Chocolate, pink, lemon color, lbs\$1.75 Orange, white and almond, j-lbs 1.00 | 8we |
| | Confections | 6-1 12 6-1 12 |
| | FRY's. | Med 3-1 6-1 |
| | Chocolate | Milla 3-1 6-1 Van |
| | | 3-1 6-1 |
| | Concentrated 1's 1 dos in hor 9 40 | Tid- |
| | Oncentrated, ‡'s, 1 dos. in box 2 40 "" \$ 450 "" \$ 450 Homopathic, ‡'s, 14-lb. boxes | 6-11 |
| | ************************************** | Dian |

| | BENSDORP'S COCCOA |
|-------------------------|--|
| \$0 17 | A. F. MacLaren, Imperial Cheese Co., |
| 0 16 | Limited, Agents, Torento. |
| 0 16 | lb tins, 4 doz. to caseper doz., \$.90 |
| 1b. 0 16 | 1 " " 9 " " " 2.40 |
| xes, 0 02 0 10 | 1" " 1 " " " " 9.00 |
| 0 02 0 10 | SUCHARD'S CHOCOLATE AND COCOA. |
| GLAS & | Per box |
| undry nes. | Milka, 36's (36 tablets in a box) |
| - 10-lb. | " 24's (24 tablets in a box) 3 00 Velma, 24's (24 tablets in a box) 3 00 |
| squares | Per doz. |
| per lb. 161c "14-lb. | Milka Croquettes |
| b. pkgs. | Economique, in 1 and 1-lb. cakes 80 32 |
| -14-lb. | Premium unsweetened |
| gs., per | SUCHARD'S SOLUBLE COCOA. |
| | Per doz. |
| | lb. tins (4 doz. in a box) |
| \$1 15 | I lb. tins (1 doz. in a box) |
| ize; | JOHN P. MOTT & OO.'s. |
| res, \$10.20 | R. S. McIndoe, Agent, Toronto. |
| | |
| | DIAMOND |
| | CHOCOLATE |
| | RONN DIAM TEL |
| | |
| | Elite, ‡'s Per lb. \$0 30 |
| | |
| PANY. | Mott's breakfast cocoa, 1 s. 0 38 Mott's breakfast cocoa, 1 s. 0 38 No. 1 chocolate, 1 s. 0 30 Navy |
| | |
| 0 40 | Diamond chocolate, is and 6's 0 23 |
| s: net | "Confectionery chocolate, 21c. to 0 31 Sweet chocolate liquors20c. to 0 34 |
| | |
| | WALTER BAKER & CO., LIMITED. Per lb. |

| | DIAMOND |
|----------|---|
| 40 50 | Elite, † s. Per lb. Prepared cocoa, † s to † s . 0 28 Mott's breakfast cocoa, † s . 0 38 " No. 1 chocolate, † s . 0 30 " Navy Vanilla sticks, per gross 1 100 Diamond chocolate, † s and 6 s . 0 23 Confectionery chocolate, 21c to 0 31 Sweet chocolate liquors. 20c. to 0 34 |
| | WALTER BAKER & CO., LIMITED. |
| , | Premium No. 1 chocolate, 12-lb. boxes \$0 35 Vanilla chocolate, 6-lb. boxes 0 47 German sweet, 6-lb. boxes 0 26 |
| | Breakfast cocoa, ‡, ‡, i and 5-lb tims 0 40 Cracked cocoa, ‡-lb. pkga, 12-lb. boxes 0 33 Caracas sweet chocolate, 5-lb. boxes 0 37 Caracas sabelets, 100 bundles, tied 5 s, per box |
| | WALTER M. LOWNEY CO. |
| | Canadian Branch 530 St. Paul St. Montreal. Breakfast cocca— Per lb. 12-lb. boxes, 6 boxes in case, 1-lb, tins. 40c. 6-lb. boxes, 12 boxes in case, 1-lb, tins. 40c. 12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c. 6-lb. boxes, 12 boxes in case, 1-lb. tins. 42c. 6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44 |
| | Sweet chocolate powder— |
| | 6-lb. boxes, 12 boxes in case, 1-lb. tins32c. 6-lb. boxes, 12 boxes in case, 1-lb. tins. 34c. |
| z. | Premium chocolate— |
| | 6-lb. bxs., 12 bxs. in case, 1-lb. pkgs33c. 12-lb. bxs., 6 bxs. in case, 1-lb. pkgs33c. 6-lb. bxs., 12 bxs. in case, 1-lb. pkgs35c. 12-lb. bxs., 6 bxs. in case, 1-lb. pkgs35c. |
| | Medallion sweet chocolate— |
| b. | 3-lb. bxs., 24 bxs. in case, 1-lb. pkgs44c. 6-lb. bxs., 12 bxs. in case, 1-lb. pkgs44c. |
| ٥. | Milk chocolate— |
| | 3-lb. bxs., 24 bxs. in case, ‡-lb. pkgs 35c. 6-lb. bxs., 12 bxs. in case, ‡-lb. pkgs35c. |
| | Vanilla sweet chocolate— |
| | 3-lb. bxs. 24 bxs., in case, 1-lb. pkgs32c. 6-lb. bxs., 12 bxs. in case, 1-lb. pkgs32c. |
| E. | Tid-Bit chocolate— |
| | 6.1h hys. 12 hys. n case, 4-lb, pkgs. 30c. |

Condensed Milk. "Anchor" brand, cases 4 doz., per case \$5 00 evap. cream, op. 4d. " 4 65 BORDEN'S CONDENSED MILK CO. Wm. H. Dunn, Agent, Montreal & Toront Per box





| THE NA | EAST. |
|--|--------------|
| | |
| THE PRE PLANTS AND THE | |
| THE EBY, BLAIN CO., LIMITED. In bulk— | |
| Club House | Per lb. 0 32 |
| Royal Java and Mocha | 0 31 |
| Nectar | 0 31 |
| Empress | 0 28 |
| Duchess | 0.26 |
| Ambrosia Fancy Bourbon. | 0 25 |
| High Grade package goods- | 0 20 |
| Gold Medal, 2-lb. tins | 0 30 |
| Kin Hee, 1-lb, tins | 0 31 |
| Kin Hee, 1-lb. tins. Cafe Des Gourmets, ground only, 1- | |
| Ib. glass jars. English Breakfast, ground only l- | 0 30 |
| lb. tins | 0 12 |
| | |
| JAMES TURNER & OO. | Per lb |
| Meoca | \$0 32 |
| Damascus | 0 28 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 124 |
| E. D. MARCEAU, Montreal. | Per lb |
| d Crow" Java | 20 25 |
| " Mocha | 0 25 |
| " Condor " Java | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha. 1-lb. fancy tins choice pure coffee, 48 | |
| 1.lb fancy ting choice pure coffee 49 | 0 50 |
| tins per case. Madam Huot's coffee, 1-lb. tins | 0 20 |
| Madam Huot's coffee, 1-lb. tins | 0 31 |
| 100 lb. delivered in Ontario and Quebec. | 0 60 |
| Rio No. 1 | 0 15 |
| Condor I. 40-lb. boxes | 450. |
| " III, 80-lb, boxes | |
| " IV, 80-lb. boxes | 35c. |
| 8. H. & A. S. HWING'S. | |
| Mocha and Java coffee, in 1-lb tins, 30- | Per |
| Ib cases | 33 |
| Mocha and Java coffee, in 2-lb tins, 30- lb cases | 99 |
| | |
| Cheese. | |
| | |

white).

"Batger's"

Put up in a high-grade, and attractive looking glass jar, made from the finest English garden strawberries, retaining their natural form and flavour-such is Batger's Strawberry Jam. Include a case of 4 doz. in your next order from your wholesaler. You will be fully satisfied with the results. They will be interesting and profitable.

Whole Fruit

It Retails for 20c.

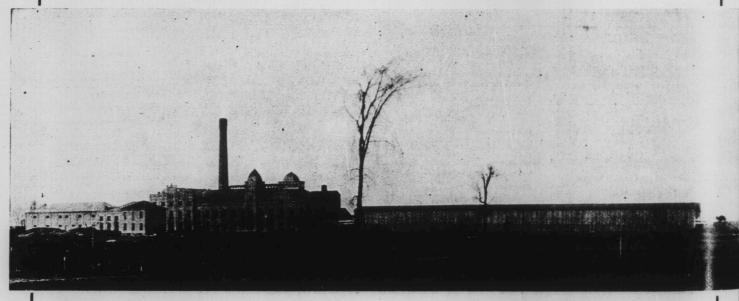
AGENTS:

Rose & Laflamme **Montreal and Toronto**

Strawberry Jam



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 Books

sale in Canada by Limited, Toronto.

Allison's Coupon

to \$3 00 books ...



Fly Pad

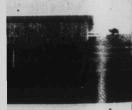


son's Fly Pads, in box packets, \$3 per box, 1









All Purposes

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 Ib. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your COFFEE BUSINESS, ALL OF IT, and are making the lowest possible prices for the high grade of goods handled We are direct importers, and know all the sources of supply.

Our specialty is HIGH-GRADE DRINKING COFFEES, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of BRAID'S BEST COFFEE.

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Coupon Books-Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto, C. O. Beauchemin &

| In lots of less than 100 books, 1 kind assorted. 100 to 500 books 100 to 1,000 books | 31c. | 4½c. 4c. 3½o |
|---|------------|--------------------|
| Allison's Coupon | Pass Book. | |

| \$ 1 5 | 00 | to \$3 | 00 | books | 3 | cents each |
|-----------|----|--------|----|-------|----|------------|
| 10 | 00 | 11 | | | 54 | ** |
| 15 | 00 | ** | | | 6 | ** |
| 20 | 00 | 11 | | | | ** |
| 25 | 00 | ** | •• | | | ** |
| 50 | 00 | ** | | | 12 | ** |
| | - | | | | | |



& Hay, Limited. Fly Pads.



son's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$3.40.

Infants' Food.

| Rob | nson's | patent | barley | l-lb. | tins | \$1 2 | 25 25 |
|-----|--------|--------|--------|-------|------|----------|----------|
| | 44 | ** | groats | I-lb. | ting | ī | 95 |
| | | ** | | I-lb. | tins | 2 | 25 |

Jams and Jellies.

| 801 | THWELL'S | GOODS. | Per doz |
|-------|------------|---------|---------|
| Frank | Magor & Co | Agents. | |

| Orange ma | rma | lac | le | | ٠. | | | ٠, | | | | | | \$1 | 50 |
|-------------|-------|-----|-------|---|----|--|--|----|------|---|---|---|---|-----|----|
| Clear jelly | mar | m | alade | e | | | | | | | | | | 1 | 80 |
| Strawberry | W. | F. | jam | | | | | | | | | | | 2 | 00 |
| Raspberry | 41 | | *** | | | | | | | | | | | 2 | 00 |
| Apricot | . 41 | | ** | | | | | | | | | | | 1 | 75 |
| Black curra | nt | | 4.6 | | | | | | | | | | | 1 | 75 |
| Other jams | | | | | | | | | | 8 | 1 | 5 | 5 | 1 | 90 |
| Red curran | t jel | ly | | | | | | | | | | | | 2 | 75 |

T. UPTON & CO.

| Compound Fruit Jams— 12-oz. glass jars, 2 doz. in case, per doz. a | 1 | 00 |
|---|---|-----|
| 2-lb. tins, 2 doz. in caseper lb. 5 and 7-lb. tin pails, 8 and 9 pails in | 0 | 07 |
| crateper lb. | 0 | 062 |
| 7 and 14-lb. wood pailsper lb. | 0 | 06 |
| 30-lb. wood pails " | 0 | 06 |
| Compound Fruit Jellies— | | |
| 12-oz. glass jars, 2 doz. in case.per doz. | | 00 |
| 2-lb. tins, 2 doz. in case per lb | 0 | 07 |
| 7 and 14-lb. wood pails, 6 pails in crate | | |
| per lb. | | 062 |
| 30-lb, wood pails" | 0 | 06 |
| Home Made Jams-absolutely pure- | | 7 |
| 1-lb. glass jars (16-oz. gem) 2 doz. in | | |
| caseper doz. \$1 45 | 1 | 60 |
| 5 and 7-lb, tin pails, 8 and 9 pails in | | |
| crateper lb. | 0 | 09 |
| 7, 14 and 30-lb. wood pails, 6 pails in | | |
| crateper lb. | 0 | 09 |
| Tienwise | | |

| MIDDITOR. | |
|---|--------------------------------------|
| NATIONAL LICORICE CO. | |
| 5-lb. boxes, wood or paperper lb. Fancy boxes (36 or 50 sticks)per box "Ringed" 5-lb. boxesper lb. "Acme" pellets, 5-lb. cansper can " (fancy boxes 40) per box | 1 25 0 40 2 00 |
| Tar licorice and Tolu wafers, 5-lb. cans per can icorice lozenges, 5-lb. glass jars " 20 5-lb. cans "Purity" licorice 10 sticks " 100 scicks | 2 00 1 75 1 50 1 45 0 73 |
| Dulce large cent sticks, 100 in box | |

Lye (Concentrated).

| GILLETT'S PERFUMED. | . Per case |
|--|--------------------------|
| case of 4 dozcases of 4 doz. | \$3 60 \$3 50 3 40 |
| Mince Meat. | |
| Wethey's condensed, per gross ne per case of doz. net | t\$12 00 3 00 |

Mustard.

COLMAN'S OR KEEN'S

| D.S.F., lb. tins per dos.\$ | 1 | 40 | |
|-----------------------------|---|----|--|
| | 2 | 50 | |
| I-lb. tins " | 5 | 00 | |
| Durham 4-lb. jarper jar. | 0 | 75 | |
| 1-ID. 187 | 0 | 25 | |
| 7. D., 1-lb. tinsper doz. | 0 | 85 | |
| " -lb. tins " | 1 | 45 | |

E. D. MARCEAU. Montreal.

| Condor, 12.10. DOLGS— | | |
|--------------------------|---|-----|
| }-lb. tinsper lb.\$ | | |
| 1-lb. tins " | | 35 |
| I-lb. tins | 0 | 324 |
| 4-lb. jarsper jar | i | 20 |
| 1-lb. jars | ò | 35 |
| Old Crow," 12-lb. boxes- | | |
| 1-lb. tinsper lb. | | 25 |
| -lb. tins | 0 | 23 |
| 1-lb. tins " | | 221 |
| 4-lb. jarsper jar | | 70 |
| 1-lb. jars | | 95 |
| s-ror lara | u | 80 |
| | | |



Orange Marmalade

THE EBY, BLAIN CO., LIMITED.

| orand | quart gem jars \$ 40 | |
|-----------|----------------------|--|
| T. | UPTON & CO. | |

| 12-oz. glass jars, 2 doz.caseper doz. § Home-made, in 1-lb. glass jars " In 5 and 7-lb. tins and 7-lb. pails, per lb. Golden shred marmalade, 2 doz. case. | 1 | 00 40 96‡ | |
|---|---|-----------------|--|
| per doz | 1 | 75 | |

Pickles STEPHENS'.

A. P. Tippet & Co., Agent

erebos salt, per doz. pkgs. (4 doz. in Sods.



| | | E OF Case |
|---------------|-----------------|----------------|
| No. 1, cases, | 60 1-lb. packag | res\$ 2 75 |
| No. 2, " | 120 1-lb. " | 2 75 |
| No. 3, " | 60 1-1b. " | } 2 75 |
| MO. O MINGIO | sorracasce to |)—10-oz. pkgs. |
| | | |
| COMBON | | 2 10 |

Brands that for purity, uniformity and hygienic perfection are unequalled in the world are

"EAGLE" BRAND CONDENSED MILK



BRANDS

They are no "skim milk" products-Always reliable and profitable-For sale by all jobbers-



"PEERLESS" BRAND **EVAPORATED** CREAM

WILLIAM H. DUNN,

Scott, Bathgate & Co., Winnipeg, Man.

MONTREAL AND TORONTO

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Per gross

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

| Maypole soap, colorspe | r gross\$10 | 20 |
|------------------------|-------------|----|
| d " black | " 15 | 30 |
| Oriole soap | " 10 | 20 |
| Cloriola soan | 11 19 | 00 |
| Gloriola soap | | 20 |



Babbitt's "1776" 6-oz.pkgs.\$3.50 per box. 5 boxesa freight paid and half box free. Babbitt's "Best soap, 100 bars \$4 10 perbox. Potash or Lye, bxs

WM. H. DUNN AGENT.



CHASER SOAP.

(Fairbank)

| 24 25c. packages |
|---|
| 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) |
| 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. |

| EDWARDSBURG STARCH CO., LIMIT | E | D. |
|-------------------------------------|---|------------|
| | | r lb. |
| No. 1 White or blue, 4-lb. carton. | 0 | 05 |
| No. 1 " " 3-lb. " | | 05 |
| Canada laundry | | U 5 |
| Silver gloss, 6-lb. draw-lid boxes. | | 071 |
| Silver gloss, 6-lb. tin canisters | | 071 |
| Edward's silver gloss, 1-lb. pkg. | | 071 |
| Kegs silver gloss, large crystal | | 061 |
| Benson's satin, 1-lb. cartons | | 071 |
| No. 1 white, bbls. and kegs | | 05 |
| Canada White Gloss, 1-lb. pkgs | | 051 |
| Benson's enamelper box 1 25 to | 3 | 50 |

| O | ulinary Starch— | | |
|---|---|---|-----------|
| | Benson & Co.'s Prepared Corn Canada Pure Corn | | 07 0t⅓ |
| | Starch— | | |
| | Edwardsburg No. 1 white, 1-lb. car. Edwardsburg No. 1 white or blue, | 0 | 10 |
| | 4-lb. lumps | 0 | 081 |

| AMERICAN | PURE | FOOD | COMPANY. |
|----------|--------|-------|----------|
| Ja | panese | Stare | h. |

| 1 case, 5 doz. 5 " 5 " Lot 5 cases, freight paid. | 85 (| 18e 10 35 |
|---|------|-----------------|
| CORN STARCH "ROYALTY." | | |
| 12-oz. case, 4 doz | 0 8 | 50 |

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec

| Ontario and Queneo. | | |
|--|----|-----------------|
| oundry Starches— Canada Laundry, boxes of 40-lb. | 20 | 041 |
| Acme Gloss Starch— | * | |
| 1-lb. cartons, boxes of 40 lb Finest Quality White Laundry— | 0 | 051 |
| 3-lb. Canisters, cases of 48 lb | 0 | 054 |
| Barrels, 200 lb | | 05 05 |
| Kegs, 100 lb | U | 00 |
| Lily White Gloss— | 0 | 071 |
| 1-lb. fancy cartons, cases 30 lb. 6-lb. toy trunks, 8 in case | | 071 |
| 6-lb. enameled tin canisters, 3 | | - |
| in case | 0 | 071 |
| Kegs, ex. crystals, 100 lb | 0 | 061 |
| Brantford Gloss— | | |
| 1-lb. fancy boxes, cases 36 lb Canadian Electric Starch— | | |
| Boxes of 40 fancy pkgs., per case | 2 | 50 |
| Celluloid Starch— Boxes of 45 cartons, per case | 3 | 50 |
| llinary Starches— | | |
| Challenge Prepared Corn— | 0 | 05 1 |
| 1-lb. packages, boxes 40 lb No. 1 Brantford Prepared Corn— | U | wi |
| 1-lb. packages, boxes 40 lb | 0 | 062 |
| Crystal Maise Corn Starch— | | |
| I-lb. packages, boxes 40 lb | 0 | 064 |
| 10c. pkges, cases 5 doz., per case | | 4 7 |
| ST. LAWRENCE STARCH CO., LIMI | | |
| Ontario and Quebec. | TE | υ. |
| llinary Starches— | 0 | 003 |
| St. Lawrence corn starch, 40 lb . Durham corn starch, 40 lb | 0 | 05 |
| | | |

| Durham corn starch, 4 | UID |
|---|---|
| Laundry Starches- | |
| No. 1 White, 4-lb. carto | ons, 48 lb |
| | ons, 36 lb |
| " 200-lb. bbl | |
| " 100-lb. keg | z8 |
| Canada Laundry, 40 to | 46 lb |
| Ivory Gloss, 8-6 family 1 | |
| " 1-lb. fancy, | |
| " large lumps, | 100-lbkegs |
| Patent starch, 1-lb. fan | cy, 28 lb |
| Akron Gloss, 1-lb. pack | ages, 40-1b. |
| Chimese Strack worth worth we !uh? NE !uh? ON D | OCEAN MII Ohinese a per case doz., \$4, per cent. |

MILLS.

se starch, case of 4 , \$4, less 5

J. & J. COLMAN'S, LIMITED.

| Rice Starch— Packed in cases of 56 lbs. each (cases fr No. 1. London— | ee) |
|---|-------------------------|
| | r Il |
| In papers of 4 to 5 lbs Blue, white or assorted. | 64 |
| In Pictorial Cardboard Boxes— 4 lbs. net weight. 1 lb. gross weight ½ lb. gross weight 4 lb. gross weight Buff Starch, for Curtains. Lace, etc., in Cardboard Boxes. 1 lb. gross weight | 810 810 90 100 |
| Stove Polish. | |

RISINGSUN For durability and for cheapness this preparation is truly unrivalled

| 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 |
|---|
| STHOM MAN ROTTERS AND TOP POLISH AND THE PROPERTY OF CHICAGO |
| DUSTLESS, LABOR SAVING. BEST IN THE WORLD. |
| W. H. DUNN, AGENT. |
| Enameline No.0 3 4, brs., ca. 3 dr. Enameline No.0 6 6, brs., ca. 3 dr. En a m et in e |
| liquid, bxs,ea.0 8 |

| MAMELLO | Blackene, 5-lb.0 10 |
|------------------------|---------------------|
| | cans, per lb |
| ameline stove dressi | ing, per doz 0 70 |
| Syrt | ip. |
| CROWN" BRAND PI | ERFECTION SYRUP. |
| | Per case. |
| melled tins, 2 doz. in | case 22 40 |
| in tins, with label- | |
| 21b. tins, 2 doz. in | case 1 90 |
| 5 11 1 11 | " 2 35 |
| 5 " 1 " | " 2 25 |
| 20 " 1 | " 2 10 |
| (10 and 20 lb. tins ha | |
| SMALL'S BRAN | |
| | |
| l. tins, per can | 9 90 |
| per case | 4 90 |
| | |

| ** | | per c | ase | 4 90 |
|-----|-------|-------|--|---------|
| 64 | 44 | ** | | 5 45 |
| | | | | 5 70 |
| | | | VORITE MELAGAMA 3J, 60 and 100 lb. boxe | |
| | | | Wholesale | Retail. |
| ack | . gre | en, m | ixed, 1 lb 0 18 | 0 25 |
| | 4. | | i lbs 0 19 | 0 25 |
| | ** | 44 | 1 lbs. & ts 0 20 | 0 30 |
| | | 16 | 1 lt s 4s & 4s. 0 28 | 0 40 |
| | 1.6 | ** | 1 lbs, & is. 0 35 | 0 50 |
| | ** | ** | 1 lbs. & 4s. 0 40 | 0 60 |
| | | | ys or 3 months. | |
| | | | | |





| STATE OF THE PARTY | | | | | | |
|--|--------|-----------|------|-----|----------|-----|
| Label 1.1 | h | otall at | ar. | | - | 10 |
| Label, 1-1 | b., 11 | DOMEST ME | 200 | | . 90 | 18 |
| abel, ret | | | | | . 0 | 200 |
| Label. | PIT 59 | 40- | | | | 22 |
| | | 400 | **** | | . 0 | 28 |
| abel | | DUC | | | . 0 | 35 |
| e Label. | *** | 60c | | 023 | . 0 | 42 |



| | Cases, each 60 1-lb |
|---|--|
| | LUDELLA CEYLON, 1'8 AND 1'8 PEGS. |
| | Blue Label, 1 s |
| | Wholesale, Retail |
| | Red Lacel, 1-lb. and is. \$ 0 35 \$0 50 Blue Label, 1-lb. and is. 0 28 0 40 Green Label, 1-lb. 0 19 0 25 Green Label, is. 0 30 0 25 Japan, 1s. 0 19 0 25 |
| 1 | E. D. MARGEAU, Montreal. Japan Teas— "Ondor" I 40-lb. boxes \$0 425 "II 40-lb. boxes 0 374 |
| , | " III 80-1b. boxes 0 32 |

| II 40-lb. boxes | | | | | 37 | |
|---|-----|------|-----|----|-----|---|
| III 80-1b, boxe | 38. | | | | 32 | |
| EMD AAA Japan, 40 lb "at. | ••• | ••• | •• | | 30 | |
| Blue Jay, basket fired Japan, | 70 | Th | :- | 0 | | J |
| "Condor" IV 80.1h " | ** | , ID | 0., | ö | | |
| "Condor" IV 80-lb. " V 80-lb. " | ••• | •••• | •• | ŏ | | |
| " XXXX 80-1b.bo | Te | 6 | •• | ŏ | | |
| " XXXX 30-1b. | 16 | | •• | | 22 | |
| " XXX 80-1b. | ** | | | | 19 | |
| " XXX 30-lb. | ** | | | 0 | 20 | |
| " XX 80-lb. | * | | | 0 | 18 | |
| " XX 30-lb. | ** | | | 0 | 181 | |
| " LX 60-lb. per ca | 80, | le | ba | | | |
| packets (251's an | d 7 | 0 1 | 8) | 6 | 25 | |
| "Condor" Ceylon black tea in | le | ad | pa | ok | ata | |
| Green Label, is, is and is, | | - | | | - | |
| 60-lb. casesretail | U | 25 | at | U | 20 | |
| Grey Label, is, is and is, | 0 | 30 | | • | 00 | |
| Yellow Label, is and is, | U | 30 | at | U | 23 | |
| fill cases wetail | 0 | 35 | | 0 | 90 | |
| 60-lb. casesretail Blue Label, is, is and is, | ۰ | 30 | | ۰ | 20 | |
| 50-lb. cases retail | 0 | 40 | at | 0 | 30 | |
| 60-lb. casesretail Red Label, is, is and is, | • | - | | • | - | |
| 50-lb. casesretail | 0 | 50 | at | 0 | 34 | |
| White Label, is, is and is, | | | | - | - | |
| 50-lb. casesretail | | | at | 0 | 40 | |
| Black Teas-"Old Crow" blend | 4_ | | | | | |
| | | | | | | |
| Bronzed tins of 10, 25, 50 and No. 1 | 18 | U-11 | 0. | 0 | 35 | |
| No. 2 | 923 | |). | | 30 | |
| No. 3 | | 11 | | | 25 | |
| No. 4 | | | | | 20 | |
| No. 5 | | | | | 174 | |
| Tobacco. | | | | - | -18 | |
| | | | | | | |
| THE EMPIRE TOBACCO CO. | | | | EI | | |
| moking_Empire 4s 6s and | 19. | | | m | AC | |

| | AUNGUUU. | |
|---------|--------------------------|-------|
| THE | EMPIRE TOBACCO CO., LIMI | TED. |
| Smoking | -Empire, 4s, 6s and 12s | 80 46 |
| ** | Amber, 8s. and 3s | 0 60 |
| ** | Ivy, 78 | 0 50 |
| . " | Rosebud, 7s | 0 51 |
| Chewing | -Currency, 12s, and 64s | 0 46 |
| ** | Old Fox, 128 | 0 48 |
| ** | Snowshoe, 64s | 0 51 |
| 16 | Pay Roll, 718 | 0 56 |
| ** | Stag, 10 oz | 0 45 |
| ** | Bobs, 6s. and 12s | 0 45 |
| ** | " 10 oz. bars, 64s | 0 45 |
| ** | Fair Play, 8s. and 13s | 0 53 |
| ** | Club, 6s. and 12s | 0 46 |
| - 11 | Universal, 13s | 0 47 |
| " | Dixie, 78 | 0 56 |
| | Vinegars. | |
| - | | - |

| Vinegars. |
|--|
| E. D. MARCEAU, Montreal. Per gal |
| EMD, pure distilled, highest quality \$0 32; Dondor, pure distilled |
| Special prices to buyers of large quantities |
| Yeast. |

February 2, 19

As an exam

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RLESS" AND ORATED EAM

toria, B.C.

0 35

#0 18½ \$0 25 10 19 0 25 25 20 28 0 40 26 28 0 28 0 40 27 28 0 28 0 40 28 0 28 0 40 29 0 0 0 60 WN" BRAND

Wholesale. Retail

md is. \$0.35 \$0.50 dis. 0.28 0.40 ... 0.19 0.25 ... 0.30 0.25 ... 0.30 0.25 ... 0.30 0.25

AU. Montreal.

80-lb. 0 18½
0-lb. per case, lead
ts(251's and 70½'s) 6 25
lack tea in lead packets
±s and 1s
....retail 0 25 at 0 20
±s and 1s
....retail 0 30 at 0 23 is and Is, ...retail 0 30 at 0 23
is and Is, ...retail 0 35 at 0 26
is and Is, ...retail 0 40 at 0 30
is and Is, ...retail 0 40 at 0 30
is and Is, ...retail at 0 40 at 0 70
is and Is, ...retail at 0 40
row" bland.

bacco.

BACCO CO., LIMITED. is, 6s and 12s.... \$0 46 s. and 3s..... 0 60 0 50

east. . pkgs. in case. . \$1 05 3 doz . . . 1 05 . ke, 3 doz. 50 . 1 00 . 3 doz. 50 . 1 00 . 3 doz. 100 . 1 80

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