

**PAGES
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March 2, 1906

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, MARCH 9, 1906.

NO. 10.

Keen's Oxford Blue



Should SELL
Everywhere
in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

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

The season for SYRUP is in full swing

Everybody uses more during LENT than at any other time of the year—

Have you bought a Syrup that will satisfy your customers?

For an absolutely perfect Syrup there is no equal to

PUT UP IN TINS

2-lb. tins—cases 2 doz.	Also in Brs. 1/2 Brs
5 " " " 1 "	Kegs and Pails.
10 " " " 1/2 "	
20 " " " 1/4 "	

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

"Crown" Brand Table Syrup



Made from the finest selected [corn, it is healthful, nourishing and ABSOLUTELY PURE.

Every Jobber sell it.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

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

“QUEEN'S LAUNDRY BAR”

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

**THE ALBERT SOAPS LIMITED,
MONTREAL**



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

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

and a complete line of
Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

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

Be A Winner!

Be a leader in your line. Leave your competitors behind. Tact—Courtesy—up-to-date business methods and always sell the best goods, will help you to be a winner in the business game.

Mathieu's Syrup of Tar and Cod Liver Oil

is a favorite family remedy—the best for all affections of the throat and chest. A good seller and a good profit maker.

Mathieu's Nervine Powders sell every day of the year and bring you profit every day of the year. Do you sell them?

The J. L. Mathieu Co., Props., Sherbrooke, P.Q.

Molasses

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

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

Dominion Molasses Co.,
LIMITED

Hallifax, - Nova Scotia

Agents

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

When in Doubt

as to what will please your customers,
then order

“CODOU’S”

Maccaroni, Vermicelli, Spaghetti and Fancy Pastry, such
as Letters, Figures, Animals, Stars, etc.

Buy Codou's

COX'S GELATINE

the old reliable, for making the purest table jellies.

Buy Cox's

“THISTLE” BRAND

Canned Haddies, Kippered Herring, Herring and
Tomato, the reliable standards of highest quality.

Buy “Thistle” Brand Fish

Arthur P. Tippet & Co.

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

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rs sell the best
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Syrup

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TORONTO
HAMILTON
LONDON
WINNIPEG

Manufacturers' Agents and Brokers' Directory

BARBADOES, W. I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins', Scott's and Private Codes.

REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. H.; Mitchell & Whitehead, Quebec; Rose & Lafamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQueane, Paspebiac.

CHARLOTTETOWN, P. E. I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

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

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers.

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Domestic and Foreign Agencies solicited.
Highest references.

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Long Distance Phones
OFFICE 715 HOUSE No. 1556

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Broker and Commission Merchant

OFFICE, 58 KING ST. E.

HAMILTON, ONT.

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A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street
Montreal.Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

H. J. STEVENS

126 Board of Trade, - Montreal

Wholesale Brokerage

Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778.

BOND 28.

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.

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents.

Established 1885.

W. E. BIDWELL

Broker and Commission Merchant
27½ FRONT ST. E., TORONTO

Calling on best Grocers and Mfg. Confectioners.

Could handle another first-class specialty for Manufacturers.

C. E. KYLE

S. HOOPER

KYLE & HOOPER

Wholesale Grocery Brokers and
Manufacturers' Agents

27 Front St. E., Toronto

Highest references Commissions solicited

A. F. MacLAREN IMPERIAL CHEESE CO.

Limited

AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale
Grocery Brokers.

Correspondence solicited. Address all communications to our head office.

28 Front St. East, Toronto

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.

D. STAMPER, Prop.

Wholesale Agents and Jobbers

Fruits, Groceries, Tobaccos, Cigars, etc.

Correspondence Solicited.

P.O. Box 238, MOOSE JAW, Sask.
Office, 8 Main Street.

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CALGARY STORAGE

In a new brick block centrally located

Dingle & Stewart

Winnipeg, Man. - Calgary, Alta.

COMMISSION BROKERS.

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers
Agent, Member Western Wholesale Brokers'
Association.

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Agencies. Correspondence Solicited.

STUART WATSON

Manufacturers' Agent and Wholesale
Commission Broker.

Winnipeg, - Man.

Highest References. Correspondence Solicited.

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

Correspondence solicited. Established over 12 years

George Adam & Co.

Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON

Wholesale Broker and Commission
Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

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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.

TORONTO

ESTABLISHED 1840

The Result of Sixty-five Years' Experience



A PERFECT CARPET BROOM

Our "Rose" Broom, made of finest quality Kansas "Dwarf Brush" (the kind with the full soft tips), selected white maple handles nicely decorated. Only the best of material and workmanship throughout.

Price, \$3.45 per Dozen.

Freight paid on six-dozen lots to any point on the railway in Ontario and Quebec.

H. W. NELSON & CO., LIMITED

Successors to The H. A. Nelson & Sons, Co., Limited

Office and Warehouse:
42 Scott Street

TORONTO

Factory:
King Street West

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RIAL CHEESE CO.

Limited
Department:
Wholesale
Address all com-
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AW.

T & PRODUCE CO.

t, Prop.
and Jobbers
accos, Cigars, etc.
Solicited.
MOOSE JAW, Sask.
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STORAGE

centrally located
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Calgary, Alta.

ROKERS.

ARMAN

and Manufacturers
Wholesale Brokers
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ATSON

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- WINNIPEG, MAN.
CAPSTAN."
spondence solicited

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the MacLean Pub-
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*Arguments in favor of
the use of*

JAPAN TEA

*are numerous
and forceful—*

*The most convincing
one is that where
your customers have
once used it, and enjoyed the thorough
fragrance and deliciousness of this tea
NO ARGUMENTS however plausibly put,
will get them to use any other—*

JAPAN TEAS

*are your most satisfactory and
profitable Teas to handle.*



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Hamilton, Feb. 26th, 1906.

Dear Sir,—

Last week we suggested that you call your customers' attention to Extra Fine Sifted Peas (Petit Pois), and no doubt you found yourself well repaid for your trouble.

We have another grade of Peas, Extra Sifted, labelled "Sweet Wrinkle", considered by some the choicest Pea Packed, and as the difference in price between our Sweet Wrinkle and the ordinary Standard Peas is slight, by taking a little trouble to explain the extra fine quality of these Sweet Wrinkle Peas you will be able to sell larger quantities, at the same time reaping a larger percentage of profit for yourself.

Our Sweet Wrinkle Peas should not be confused with those of other packers, as some of them label their ordinary Standard Peas as Sweet Wrinkle, whereas our Sweet Wrinkle Pea stands next in quality to the Petit Pois.

Our aim in packing Peas is to produce an article which when opened will present a bright, clean liquor, Peas evenly graded, uniform in color, tender sweet and attractive in appearance. Our Sweet Wrinkle Peas will be found up to this high standard of quality. Our Canned Peas are even more desirable than fresh Peas for the reason that they are thoroughly sterilized, and are packed within a few hours after picking, thus possessing a tenderness and sweetness that is usually lacking in Green Peas purchased on the market.

Don't forget our brands, viz.: "Aylmer", "Log Cabin", "Horseshoe", "Auto", "Little Chief", "Lynnvalley", "Maple Leaf", "Kent Lion", "Thistle", "Grand River" and "White Rose".

Yours respectfully,

CANADIAN CANNERS, LIMITED

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

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

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

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

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

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

Yo

Bran

You can drink it yourself

Probably the worst thing a grocer ever did, was to push a cheap low grade tea.

One dose of it is usually enough. Wouldn't it be if you had to drink it.

Does the man or woman who drinks it, have a pleasant recollection of the visit to your store ?

Don't do it. If you push tea, push one you know is good.

The percentage of profit may be smaller, but the gross profits in a year will be more, and you will be **building up** your business, **not driving it away.**

Push Red Rose Tea and the results may surprise you—

It is good tea—a tea you would **like to drink yourself.**

T. H. ESTABROOKS

ST. JOHN, N.B.

Branches : TORONTO, WINNIPEG.

A Great Tea Bargain

449 H-c over 36,000 lbs. nice sun dried and fancy leaf, choice liquoring Japan Teas at - - - 15c.

Consigned from Japan at a much higher price. Shippers to clean out the lot, for cash, sold at a sacrifice, and I was the lucky buyer. My offer at above price 15c., is for a quick turnover, and no such bargain has been seen this year.

Ask for samples and you will buy.

E. D. MARCEAU,

Wholesale Teas, Coffees, Spices and Vinegars,

281-285 St. Paul St., Montreal

The Modern, Up-to-date **20th Century**

Grocery Store

Has

everything arranged to save time in handling, weighing, measuring. Everything put up in package form, everything clean, bright and temptingly put up.

Why not handle

GILLETT'S

Pure
Cream
Tartar

put up in handsome

1/2 lb. and 1 lb. Screw-Top Cans—also
1/4 lb. and 1/2 lb. Paper Packages—the
handsomest packages, and the purest and most
reliable goods on the market.

They show you a splendid profit.
Ask your Jobber for them.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

Toronto, Ont.

Chicago,
Ill.

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



They please the most fastidious customers.

**STERLING
BRAND
PICKLES**

They tickle the taste of all sorts and conditions of people.

Sold by your Jobber

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

CANADA'S GREATEST PICKLE FACTORY

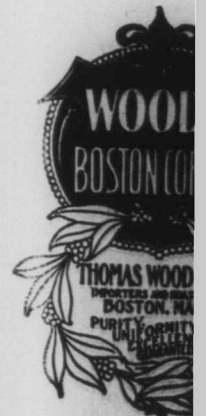
Your
Acco

When

A

MEN

Write for price



Your Bank Account

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

Windsor Table Salt

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

Windsor Salt is always all salt.

THE CANADIAN SALT CO, Limited,
Windsor, Ont.

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

Ask and Get "RAYON D'OR"

GROWN, MANUFACTURED, PACKED BY

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

Formerly SUAUT & CIE.

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

A Thousand Minds

seem at first glance to be a good many for a single Grocer to control.

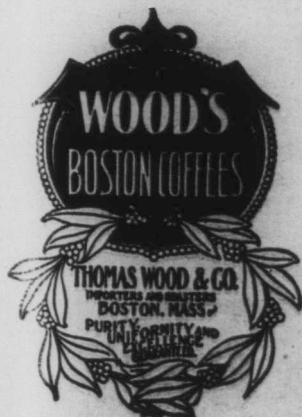
Yet there are thousands of towns, in every one of which there is that number to be powerfully influenced.

The system for concentrating the thousand minds on

WOOD'S COFFEES

is already prepared for you, and the concentration will hold.

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



MAPLE SUGAR

Largest Exporters of
**PURE
BEAUCE COUNTY
SUGAR**

D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA

A Fair Proposition



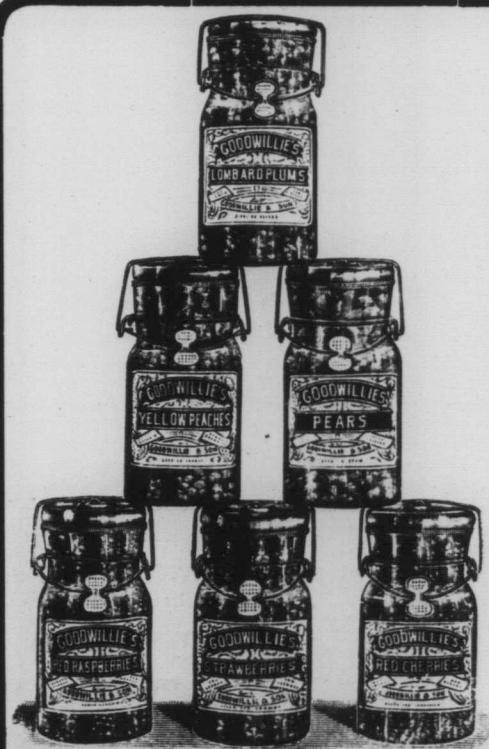
We want to
sell you some

**PATERSON'S
WORCESTER
SAUCE**

It sells well and
gives good profit.

Can we?

ROSE & LAFLAMME,
Agents, Montreal.



THEY

Sell
Well

Show
a Nice
Profit.

Give
Satis-
faction.

WHY?

Because they are
CANADA'S BEST

ROSE & LAFLAMME, MONTREAL

YOU

There is
complain
new life i

The fines
you a tin
CONVIN
who took
a reputati

S. H.

A Two Cent Mistake

Don't amount to much
in any business, but the
striking point is that
a clerk is just as liable
to make a mistake of
\$2.00 as he is of two
cents, and a few mis-
takes like this would
pay for enough of
Allison's Coupon Books
to last a year or more.
With these books mis-
takes are impossible.

IF A MAN

or \$10, give him a \$10
him with \$10, and there
if he buys a plug of t
off a ten-cent coupon—
his purchases up to li
BOOK. NO WRITIN
KICKING. There are o
but why not have th
free sample.

For Sale

THE EBY, BLAIN C
C. O. BEAUCHEMI
WH. T. SLOANE,
ALLISON COUP
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W. P. K

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Analyst & Con

Advice regarding
factice and techn
chemistry.

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Our
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Try u

96-104 KIN
Telep

YOU CAN IMPROVE YOUR COFFEE TRADE

There is absolutely no question about it—Possibly you are satisfied to go along in the same old RUT—“no complaints” and “so forth”—but the vital fact remains, that the wide awake merchant can stimulate and infuse new life into his Coffee Trade, by the use of

DIAMOND E. BLEND

The finest full-flavored, heavy-bodied Coffee we have placed on the market—Test this statement—We will ship you a tin on a 30 day trial basis, to be returned at our expense, “If THE TRIAL DOES NOT PROVE A CONVINCING ARGUMENT”—We are just in receipt of a repeat order from a customer (for 2x50-lb. tins,) who took a tin on a trial basis less than one month ago—WHY? It's a case of Genuine Merit, guaranteed by a reputation of over half a century. Write to-day.

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

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



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.
W. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

Oakey's 'WELLINGTON' KNIFE POLISH

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

JOHN OAKEY & SONS, Limited

Manufacturers of

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

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street MONTREAL.

To Manufacturers' Agents

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

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

Address, BUSINESS MANAGER,

CANADIAN GROCER,
Montreal and Toronto.

VICTORY DINNER RELISH



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

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross
LONDON, ENGLAND

A Delicious Cup of Coffee

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

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

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 523.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

THE BEST YET

STEPHEN'S PICKLES

Good vinegar, fine stock. We carry a full range. See our travellers for special prices for spring delivery.

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

CHASE & SANBORN'S High-Grade Coffees
are made from the choicest growths—nothing else—
They cost a little more to produce than ordinary
Coffee—but are worth twice as much to both grocer
and consumer.

Chase & Sanborn

The Importers, - MONTREAL

SALMON

We have good value in a Pink Cohoe Salmon, 1-lb. tall tins,
to retail 2 for 25c.

Thomas Kinnear & Co.

WHOLESALE GROCERS
TORONTO AND PETERBORO

"THE

Between

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a leader

any man

14,000,00

Agencies on Cor
Britain.—We are oper
agencies of Apples at
kinds. Best references,
experience. R. C. HAI
MONUMENT HOUSE, MO
LONDON, E. C.

JOHN LETHEM
LEITH, SCOTLAND, invita
with Manufacturers and
classes of goods suitab
Bakers and Fruiterers; c
years over all Scotland. I
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JAMES MARSHALL, Aber
is always ready to handle
Canadian produce. Aber
the market. Won't you
trial? Others did so, we
continue shipping. Per
Prompt returns.

A. C. DOUGHTY
Office, 39 Eastche
PROVISION IMP
Large consignments of
butter, Cheese and Poul
America; Avonshire, L
A. C. Doughty and 5th editio
Highest

W. WHITELEY, MUI
We han
sell cost, freight a
LOND

& F. Vinc
Telegraphic Ad
General Agencies var
evaluations made on fi
best attendance on co

"THE DIFFERENCE"

Between this and other brands so readily manifests itself on a "sales test" as to convince the most sceptical of its superiority as a leader in the tea department of any man's business.



BLACK



MIXED



GREEN

14,000,000 PACKETS ANNUAL SALE 

WRITE FOR WHOLESALE TERMS AND SAMPLES

"SALADA," Toronto, Montreal

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 LETHBRIDGE & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiters; 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. General Office, 39 Eastcheap, LONDON. PROVISION IMPORTERS in consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avquching, LONDON. Codes: A. B. C. 4th and 5th editions, A1, Western Union. Highest References.

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

F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs. Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes. General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats. Highest Bank References. Best attendance on consignments.

DAVID SCOTT & CO. Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO. Provision Merchants. 19 MATHEW STREET, LIVERPOOL. Liberal advances on consignments.

Telegraphic Address: "Fondants, London."
A. E. SOWERBUTTS & CO. PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield

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

This space \$30 per year.

HAMBURG. Kaiser Wilhelmstrasse 74-78. **Neubeck & Schipmann,** Commission Agents and Merchants.

This space \$15 per year


HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made in Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

This space \$30 per year.

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

J. H. GAITSKELL & CO. PROVISION MERCHANTS, LIVERPOOL, invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG. Large connection amongst best Wholesale Grocers and Bakers in Great Britain We also ship several British lines to United States and Canada. CORRESPONDENCE INVITED.



RETURNED
Dec/11/06
to Owner
Cut Book No. 58
Page No. 58

THE OLD RELIABLE
Pratt's Poultry Food
Pratt's Food for Horses & Cattle
are money-makers for thousands of merchants.
This is the season of the year for quick sales.
Our special advertising offer is very attractive.
THE ROBERT GREIG CO., LIMITED
TORONTO

Redpath

IS
CANADA'S STANDARD
FOR
REFINED SUGAR

Manufactured by
THE CANADA SUGAR REFINING CO.
LIMITED
Montreal

IF you are asked to recommend a good jelly, recommend the best.

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


In other words, recommend

above all—**"K KOVAH"**

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

Purnell's Sauce

England's Most Popular Worcestershire



Samples and Prices from our Agents:

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

ESTABLISHED 1750

Order s

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There is none
93 Half Che
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53 " "

P.S.— See ou
Wednesday, February

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Just a S

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and you will win
Blue Ribb

Order a trial case of
Mother's Favorite
"MELAGAMA" Ceylon Tea

There is none better for Quality and Profit. Put up in 30, 60, and 100 lb. boxes.

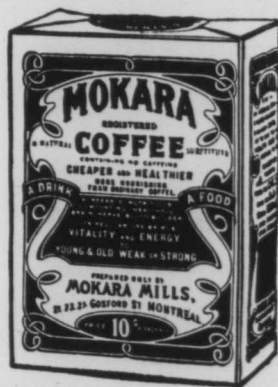
We offer a few specials this week in Bulk Teas:

- | | |
|--|--|
| 93 Half Chests Japans, 80 lbs. each, 16c. | 50 Chests B. Ceylon, P.S., 90 lbs. each, 12½c. |
| 40 " " Uncolored Ceylons, 50 lbs. each, 15c. | 47 " G. " " about 100 lbs. each, 15c. |
| 53 " " Young Hysons, 75 lbs. each, 13c. | 54 " Indian, P.S., 103 lbs. each, 12½c. |
| 40 Caddies Gunpowder, 38 lbs. each, 13c. | |

3 per cent. discount 30 days, or 3 months, F.O.B., Toronto.

P.S.— See our free prize of \$18.00 on the word ("Melagama") fully announced in the Star Tuesday, February 20th, and in the morning Mail and Empire Wednesday, February 21st.

MINTO BROS., - - TORONTO



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

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

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

Retalls at 10c. pkge.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

CONFIDENCE

The foundation of all success in business is confidence in the quality of the goods sold.

The success of Reindeer brand Milk Coffee and Cocoa and their wide spread distribution is because they are good and reliable.

The public know and appreciate them.

REINDEER

Brand

**Condensed Milk
 Coffee
 Cocoa**

JERSEY Sterilized Cream

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

Confidence is the Basis of Good Trade

Are you sure your customers will buy the same tea to-morrow that they bought to-day?
 If you haven't your customers' confidence you cannot be sure on this point.

Sell

**Blue Ribbon
 Ceylon Tea**

and you will win your customer's confidence. "Blue Ribbon" is the people's tea. It's record of sales is a splendid one. Blue Ribbon Ceylon Tea is always good tea. And "Red Label" is the best 40c. worth obtainable.

DON'T ALLOW YOUR STOCK TO GET DOWN LOW.



THE WELL KNOWN AND RELIABLE CAKE.

RISING SUN
STOVE POLISH

SUN PASTE
STOVE POLISH

TINS
GUARANTEED TO THE TRADE



OUR TRADE MARK

has been so well advertised and has been known to housekeepers for so many years as the brand of highest quality in Stove Polish

that you find the **RISING SUN Stove Polish**, in cakes, and the **SUN PASTE Stove Polish**, in tins, are like old friends to your customers as you pass the packages over the counter. These goods pay the retail dealer a good margin of profit, and you please a customer every time you sell a package of either. It pays you to push them both.

MORSE BROS., Props.,

Canton, Mass., U.S.A.

DINNERWARE

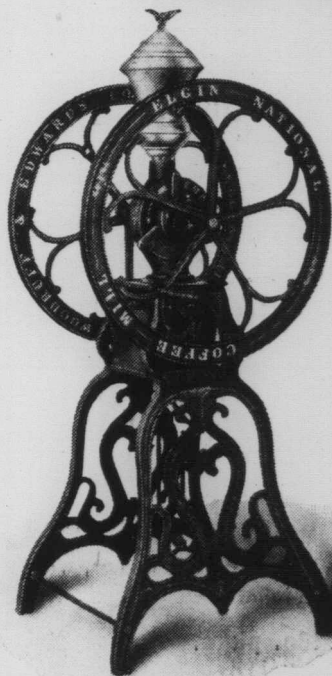
Every Crockery Dealer knows the importance of this line, and it pays to give it special attention. Our lines are new and attractive and we offer the largest variety in Canada for your selection. We have cheap sets and good sets to meet any requirements.

Our Stock Patterns in this line are good sellers and are always complete, enabling you to match up at any time.

Reserve your next order for us.

THE JOHN L. CASSIDY
CO., LIMITED,
MONTREAL

THE ELGIN NATIONAL



is **RETURNED**
the **BEST**
COFFEE
MILL
on the market

Has all the good points of all other mills—with some exclusive features of its own.

For prices, terms and full particulars, write

THE EBY, BLAIN CO., LIMITED
Sole Agents for Canada, **TORONTO**

*APR 10 1906
to own
cut Book
Page 6
W.S.*

The Opening Gun

in
Our Spring Special Campaign
will shortly be fired

In laying out your advertising appropriation don't forget to make provision for a page in this the finest edition of any trade newspaper published in Canada.

Reserve your space early.

The Canadian Grocer

Montreal Toronto Winnipeg

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,	Leading Canadian Accountants and Auditors		adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.
	This space \$30.00 per year.	This space \$15.00 per year.		JENKINS & HARDY. Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street Toronto, 52 Canada Life Building, Montreal.

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

ALCOHOLISM	The Belleville Business College, Limited
The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address: City Hall, Montreal, Que. Absolutely private treatment.	Business firms get the best results by applying to us 10 days before vacancies occur in their employ. See Catalogue pages 21, 27, 33, 41. J. A. Tousaw } BELLEVILLE, ONTARIO { J. Frith Jeffers, M.A. Secretary. } President.

THE UNDERWOOD

The Writing-in-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST, TORONTO and at 99 ST. FRANCIS XAVIER STREET, MONTREAL

HAMILTON LONDON OTTAWA QUEBEC ST. JOHN, N.B.

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LIMITED
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Don't Starve Your Business

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

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

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

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

The Canadian Grocer, Montreal - Toronto - Winnipeg

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.



No. 65

Single and Double Grinders

Pulverizing and Granulating

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

Our Grinders Wear Longest

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

GRINDING CAPACITY.
Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

COLES MANUFACTURING CO.

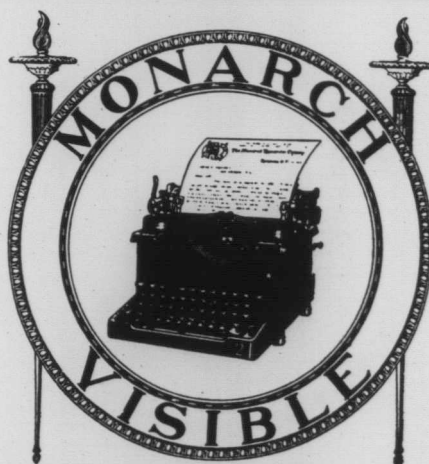
Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

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

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



The MONARCH TYPEWRITER COMPANY, Limited
TORONTO, ONT.

Gentlemen:—In enclosing you our order for another of your MONARCH VISIBLE Typewriters, we wish to state that the one we secured from you about a year ago has given us splendid satisfaction.

Yours very truly,

THE ONTARIO LUMBER COMPANY, Limited
(Sgd.) A. E. Cates, Secretary.

THE PERFORMANCE OF THE MONARCH VISIBLE WILL PLEASE YOU

The Monarch Typewriter Company, Limited

3 Toronto Street, Toronto, Canada

BRANCH OFFICES:

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

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THREE

CRAIN

Monthly Account System

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

Read what L. A. Bayley, general merchant, Sherbrooke, Que., says about it: "I have used The Rolla L. Crain Co. Monthly Account System for about a year and find it a very easy and convenient way of handling accounts. The fact of having your accounts always made out and ready is recommendation enough for business men, as it is a time saving system."



THE
ROLLA L. CRAIN CO., LIMITED, OTTAWA, CANADA

BRANCHES and AGENCIES:

- Toronto Office—18 Toronto St.
- Montreal Office—74 Alliance Bldg., 107 St. James St.
- Winnipeg Office—Sylvester-Willson Bldg.
- St. John, N.B.—Schofield Bros.
- Vancouver, B. C.—White & Bindon.

\$2000 Lost

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. R. 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

Tear off here and mail to us today

Name

Address

No. of men

... cured and ...
... mile walk to Broadway.

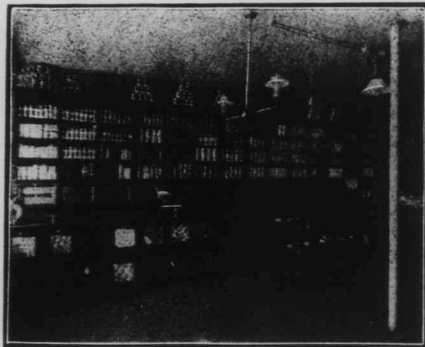
A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all 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. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at 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 rescued from this refuse. The proprietor's surprise can 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 one might wonder how it now holds together.

THREE NEW ORANGE 1000000



Walker Bin Interior.

CONSIDER THE LOSS

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

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

The Cost of Installing Walker Bin Fixtures

providing attractiveness, cleanliness and convenience IS SMALL IN COMPARISON.

They not only increase business, but give CHARACTER to it.
Write for Illustrated Catalogue. Spring is the best time

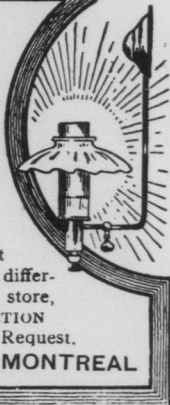
THE WALKER BIN AND STORE FIXTURE CO., LIMITED
BERLIN, - ONTARIO.

THE AUER GAS LAMP

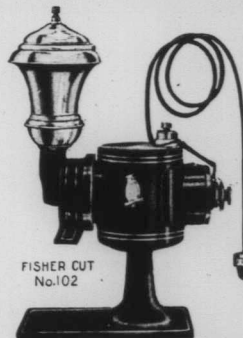
Delightful to read by.
Gives the light of 100 Candles and Costs less than Coal Oil.



No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.
AUER LIGHT CO., MONTREAL



ELECTRIC POWER COFFEE MILLS



FISHER CUT No.102

This cut shows one of the designs we are making.

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

Granulates 1-lb. of Coffee a minute.

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

Write us for Prices.

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

Messrs. Fruit and Vegetable Packers:

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

The Acme Can Works

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

Acme Can Works, - Montreal

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 View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

\$57.00

The "Dayton"

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED

164 King Street West, TORONTO

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HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER,

GET THE HABIT
of dropping us a card a few days before you start for Montreal or Toronto on a business trip telling us where you are going to stay. We want to print it in our Personal column.



Good Printing Cheap

THE KIND THAT BRINGS RESULTS
 Just for instance: 1,000 statements, \$1.50; 1,000 billheads, \$1.50; 1,000 letterheads, \$2.50; 1,000 envelopes, \$1.25; the lot for \$8.00.

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

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
 (The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80). Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

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

People

are in your store more than in yonder druggist's store. If they can get a cough cure like **SYRUP OF MALT**, and a tonic like **EXTRACT OF MALT** from you they will not make a special trip to the druggist's.

SYRUP OF MALT and **EXTRACT OF MALT** are put up for the grocery trade.

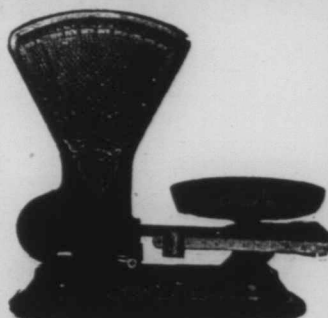
GEO. SLEEMAN, Guelph, Ont.



REFRIGERATORS
 FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

OFFICES IN CANADA

HALIFAX, N.S.
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HAMILTON, ONT.
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LONDON, ONT.
 ST. JOHN, N.B.
 WINNIPEG, MAN.

MONTREAL, QUE.
 TORONTO, ONT.

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

FOR OVER 70 YEARS

the choice of all refined palates!



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

"LEA & PERRINS"

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

J. M. Douglas & Co.

Montreal Canadian Agents

Syrup sells fast these days

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

Aurora Brand Corn Syrup

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

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

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

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS
HAMILTON

Seasonables for Lent

Empire Cod Strips,	Tinned Mackerel,
Halifax and Acadia Cod,	" Clams,
Halifax Shredded Cod,	" Crabs,
Bluenose Cod,	" Fishballs,
Behring Sea Whole Cod.	

Potter & Wrightington's canned Mackerel sauced also in Tomato.

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

Phone us at our expense.



TWO BIG SELLERS

Maple Cream Hearts

Twin Block Pure Maple Sugar

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

Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

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

Price per Case - **\$3.00**

Profit to Retailer in one

Case - **\$1.00**

BEWARE OF IMITATIONS

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

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

SPRING

Are you getting ready for the Spring enquiry for

BROOMS?

We have the best on the market, all weights and varieties.

OUR TRAVELLERS HAVE SAMPLES AND PRICES

JAMES TURNER & CO.,

Broom Manufacturers,

- HAMILTON, ONT.



**UPTON'S
Home-Made Jams**

are delicious, and are guaranteed absolutely pure and of the finest quality. Season 1906 Orange Marmalade is particularly fine, and all orders are being filled with new goods.

Tartan BRAND

Our stock of **Sea Trout** almost gone. A few kegs left, \$5.50.

A few cases **Behring Sea Whole Cod**, 50-lb. boxes.

Pure Cod Strips, 40-lb. boxes,
AND FULL LINE OF OTHER FISH.

We are still selling **Wagstaffe's Mince-meat** and **Marmalade**, in bulk and packages—guaranteed to keep in any climate. A big seller.

A new consignment of **bright amber Pure Sugar Syrup**, in half-barrels, to retail 50 cts. per gallon.

Phone 596, our expense, for further particulars.

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

TECHNICAL EDUCATION FOR THE GROCER

There will be established in the Technical High School, Toronto, at the opening of the next Fall term in October a course for the technical education of grocers and grocers' clerks. This important announcement is made by Dr. Packenham, principal of the school, and the undertaking is contingent only upon the grocery trade manifesting sufficient interest to make it worth while.

Technical education for grocers and grocers' clerks was suggested by The Canadian Grocer of two weeks ago. Dr. Packenham, as the highest authority in Ontario, probably in the Dominion, was asked by a representative of The Canadian Grocer for his views on the proposal. He took a day or two to consider it and has forwarded the following interesting article:

Trade Conditions.

More is required of the grocer's clerk to-day than was required fifty years ago. He must know more. Increase in wealth and comfort has involved an increase in the demands of the buying public and in the variety of the objects that go to satisfy those demands. Splendid improvements in transportation have made all corners of the earth tributary to the grocer's shelves. Discoveries in physics and chemistry have added to the number of food materials and created new ways of preparing and preserving these materials. Sharp competition has come upon the scene with good and evil in its train. On the one hand it has developed a host of questionable methods in the exhibition of food materials and a greater host of spurious or adulterated operations in the preparation and preservation of such materials. On the other hand it has developed a distinct type of business man in the grocer. He must be honest, alert, resourceful, and intelligent. He must understand the economics of his business, must buy wisely, exhibit well, and sell profitably. He must appreciate the modern demands of hygiene and sanitation in the administration of his business, and he cannot neglect, in the daily ordering of his shop, the growth of a new sense in the people—the artistic sense.

The Clerk's Position.

Working amid these conditions the grocer's clerk must know more, and yet his environment teaches him less. He is badly paid. Excessive competition may account for much of this. The unhappy tradition that any kind of youth may act the part of a grocer's clerk accounts for more of it. The pay is low, the work exacting, and the prospects, to a youth without capital, very uninviting. As a result the grocer's clerk is a bird-of-passage. He enters the grocery an immature youth and before he learns the rudiments of his business he passes out into another sphere of activity. Even if he remains in the grocery for years his opportunities for learning are few. His exacting duties leave no room for thought or study. His employer is too busy to instruct, and frequently, far too frequently, is incompetent to instruct.

Duty of Technical School.

If the shop fails to teach him all he should know the grocer's clerk must fall back upon the schools. The schools should do something for him. The Technical School in particular should do much for him.

It has tried to do something. It has provided classes in arithmetic which train in accuracy and rapidity of calculation. It has offered instruction in the dietetic values of different food materials, their preparation and preservation, in the commoner adulterations and their effects on the human organism, and in the simpler principles of marketing.

But on the whole these classes have not appealed to the grocer's clerk. They have not referred specifically to the clerk's daily work, and they have not received the endorsement of the grocer himself.

What is Proposed.

The Technical School now proposes to venture further afield, provided that it has the sympathy and support of the employing grocers. It proposes to organize for the session beginning in October next a series of lectures or classes for grocers' clerks to be conducted in the main by experts in the various branches of the city's grocery trade. These classes will be held in the evenings at the Technical School, will be practical so far as possible, and will be open to grocers and their clerks. Some of the subjects treated in these classes will be the following: Teas, coffees, chocolates, etc., their sources of supply, preparation, adulteration, etc.; meats, curing, preservation, sale, etc.; canned goods, kinds, preparation, adulteration, etc.; sugars; vegetables; economics of shop; exhibition of goods, etc., etc.

BUSINESS PERSONALS.

J. Dickie, Pickering, was in Toronto Friday.

W. Ellison, Penville, was in Toronto this week.

A. U. R. Atkinson, Caledonia, was in Toronto this week.

A. D. Carley, King, made a trip to Toronto within the week.

F. W. Hicks, Pine Grove, spent a day in Toronto within the week.

Mr. Scott, of R. Scott & Co., Mount Forest, paid Toronto a visit last week.

R. W. Oliver, of the R. W. Oliver Milling Company, Limited, is at present in Winnipeg.

S. Torrens, Oshawa, is giving up his grocery department and intends devoting his attention wholly to dry goods.

George Goff, for long a resident of Niagara-on-the-Lake, and in the grocery business there about a year, died last week.

H. R. Barnard, Canadian representative of Hunt & Co., Yokohama, is on a business trip to Toronto, Hamilton and

before returning will visit the Chicago branch.

Lieut.-Col. Hughes, of Newtonville, general merchant, was in Toronto last Friday attending the annual banquet and reunion of the Durham Old Boys' Association.

C. W. Gregory, lately with Snowdon, Forbes & Co., Montreal, has joined the traveling staff of the Blue Ribbon Tea Co., Toronto. Mr. Gregory's territory will be the Maritime Provinces.

Alex. Anderson, selling agent for Mr. Shaw T. Nishimura, of the Japan Central Tea Traders' Association, was on a business trip to Cleveland and other cities in Ohio during the past week.

Allison Trites, of St. John, N.B., has come west to become a member of T. H. Estabrooks' traveling staff in Ontario. His territory will be west of Toronto to Waterloo and north in the peninsula.

W. T. Chapman has joined the selling staff of T. H. Estabrooks and will represent Red Rose tea west of Hamilton. That district was formerly governed by the New Ontario manager, Geo. H. Campbell.

J. Drummond, representing Carter, Moey & Co., Yokohama and New York, was a caller upon the tea trade of Montreal during the past week. Mr. Hutchens, who is agent for Carter, Moey & Co., introduced Mr. Drummond to the trade.

T. Z. Webster, merchant, of Lakefield, met with a very painful accident a couple of weeks ago and is still confined to his room. He was making some alterations in his store and fell, striking his knee-cap. The leg has been in pretty bad condition since.

Mark Baggallay, representing Jardine, Matheson & Co., Yokohama, was a caller upon the Canadian trade during the past two weeks. Mr. Baggallay during his stay in Montreal made his headquarters with S. H. Ewing & Sons, Canadian agents, and called upon the trade in company with Mr. W. H. Halford. Both gentlemen visited Quebec, Ottawa, Toronto and other western centres.

Geo. Clavet, mayor of Port Arthur, of the firm of Marks, Clavet & Dobie, whose name is known as one of the largest and most progressive firms in Northern Ontario, visited Montreal during the past week. The Canadian Grocer met Mr. Clavet at the Windsor and found him one of the most optimistic merchants of that very progressive town and district. There is no place like Port Arthur, to Mr. Clavet's way of thinking, and he looks forward to the development of that lake port with pride. Himself a pioneer, he has seen it rise from struggling Thunder Bay, and now that a great future is assured for the port he is naturally more than proud. It does one good to talk to so sanguine a man as Mr. Clavet, and it is small wonder that with such men dealing with the destinies of a town that progress is sure.

The serious effect of "pure" in almost every bound sooner form.

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The Triumph of Pure Food in U. S. Senate

Full Text of the Law to Come in Force July, 1906.

The serious attention which the subject of "pure" food supplies is receiving in almost every part of the world is bound sooner or later to take definite form.

It takes a good deal of agitation to bring about stringent legislation, and many a movement dies off in the process.

The subject of pure food, however, is one of such vital importance, and the evil results of adulteration so very manifest, that protective measures are as sure as daylight follows night.

It has taken upwards of fifteen years of persistent agitation to bring forth the necessary measure of protection in the United States, but at last the Senate and House of Representatives have brought into being an enactment which is of a most solid and sweeping nature. The measure contains so much which will appeal to the grocery interests that we give the text in full for the consideration of those of our readers who have been devoting attention to this subject:

Full Text of the U.S. Bill.

An Act for preventing the manufacture, sale, or transportation of adulterated or misbranded or poisonous or deleterious foods, drugs, medicines, and liquors, and for regulating traffic therein, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that it shall be unlawful for any person, association of persons or corporation within any territory, district, or insular possession of the United States, to manufacture, sell, offer for sale, or deliver for shipment, or to cause to be delivered, shipped or transported from within any state, territory, district, or insular possession of any state, territory, district, insular possession, or foreign country any article of food, drugs, medicines, or liquors which is adulterated or misbranded, or which contains any poisonous or deleterious substance within the meaning of this Act; and any person, association of persons, or corporations who shall violate any of the provisions of this section shall be guilty of a misdemeanor, and for each offence shall, upon conviction thereof, be fined not to exceed five hundred dollars, or shall be sentenced to one year's imprisonment, or both such fine and imprisonment in the discretion of the court, and for each subsequent offence and conviction thereof shall be fined not less than one thousand dollars, or sentenced to one year's imprisonment, or both such fine and imprisonment, in the discretion of the court.

Sec. 2. That the introduction into any state, territory, district, or insular possession, from any other state, territory, district, or insular possession, or from any foreign country, or the shipment to any foreign country of any article of food, drugs, or liquors which is adulterated or misbranded, deleterious or poisonous, within the meaning of this Act, is hereby prohibited; and any person,

association of persons, or corporation who shall ship or deliver for shipment from any state, territory, district, or insular possession to any other state, territory, district, or insular possession, or shall export or offer to export the same to a foreign country, or who shall knowingly receive in any state, territory, district, or insular possession of the United States from any other state, territory, district, or insular possession of the United States, or from any foreign country, or who, having knowingly received, shall deliver in original unbroken packages, or shall offer to deliver to any other person, persons, or corporation any such article, shall be guilty of a misdemeanor and upon conviction for such offence shall be fined not exceeding five hundred dollars for the first offence, and upon conviction of each subsequent offence shall be fined not exceeding five hundred dollars or be imprisoned not exceeding one year, or both, in the discretion of the court.

That in the case of any violation of the provisions of the foregoing two sections by any corporation, the fines and penalties imposed therefor may be enforced against the officers of such corporation personally responsible for such violation, and any violation of any of the provisions of this Act by any corporation shall be deemed to be the act of the officer of such corporation directly responsible therefor, and such officer may be punished for such violation as though such violation was the personal act of such officer.

Regulations for Collection and Examination.

Sec. 3. That the Secretary of the Treasury, the Secretary of Agriculture, and the Secretary of Commerce and Labor shall make uniform rules and regulations for the collection and examination of specimens of foods, drugs, medicines and liquors manufactured or offered for sale in the District of Columbia, or in any other district, territory, or insular possession of the United States, or which shall be offered for sale in unbroken packages in any state other than that in which they shall have been respectively manufactured or produced, or which shall be received from any foreign country, or intended for shipment to any foreign country, or which may be submitted for examination by the chief health officer of any state, territory, district, or insular possession, or at any domestic or foreign port through which such product is offered for interstate commerce, or for export or import between the United States and any foreign port or country.

Sec. 4. That the examinations of specimens of foods, drugs, medicines and liquors shall be made in the Bureau of Chemistry of the Department of Agriculture, or under the direction and supervision of such bureau, for the purpose of determining from such examinations whether such article is adulterated or misbranded, or contains any poisonous or other substance deleterious to the health of human beings or domestic ani-

mals; and if it shall appear from any such examination that such specimens are adulterated or misbranded or contain any added poisonous or deleterious substance or ingredient injurious to human health when used in the prescribed or usual manner of use of such article, the Secretary of Agriculture shall cause notice thereof to be given to the parties from whom such samples were obtained, and after final judgment of the court public notice of facts shall be given by publication in such manner as may be prescribed by the rules and regulations of the Department of Agriculture. Any party who may be charged with violation of this Act shall be given an opportunity to be heard, under such rules and regulations as may be prescribed as aforesaid, and if after such hearing it is found that any of the provisions of this Act have been violated by such parties, then the Secretary of Agriculture shall at once certify the facts to the proper United States district attorney, with a copy of the results of the analysis or the examination of such article, duly authenticated by the analyst or officer making such examination, under the oath of such officer.

Sec. 5. That it shall be the duty of each district attorney to whom the Secretary of Agriculture shall report any violation of this Act, or to whom any health officer or agent of any state, territory, district, or insular possession shall present satisfactory evidence of any such violation, to cause appropriate proceedings to be commenced and prosecuted in the proper courts of the United States, without delay, for the recovery of the fines and the enforcement of the penalties as in such case herein provided.

Definitions.

Sec. 6. That the term "drug" as used in this Act shall include all medicines and preparations recognized in the United States Pharmacopoeia or National Formulary for internal and external use; also any substance intended to be used for the cure, mitigation, or prevention of disease.

Sec. 7. That the term "food" as used herein shall include all articles used for food, drink (other than malt, spirituous, or vinous liquors), confectionery, or condiment by man or domestic animals, whether simple, mixed, or compound.

Sec. 8. That the term "liquor" as used herein shall include all malt, vinous, alcoholic, and spirituous liquors and combinations of them used or intended to be used as beverages.

Adulterations and Misbranding.

Sec. 9. That for the purpose of this Act any article shall be deemed to be adulterated:

In case of drugs:

First. If, when a drug is sold under or by a name recognized in the United States Pharmacopoeia or National Formulary, it differs from the standard of strength, quality, or purity, as determined by the test laid down in the United States Pharmacopoeia or National

Formulary official at the time of investigation; provided, that no drug defined in the United States Pharmacopoeia or National Formulary shall be deemed to be adulterated under this provision if the standard of strength, quality, or purity be plainly stated upon the bottle, box, or other container thereof although the standard may differ from that determined by the test laid down in the United States Pharmacopoeia or National Formulary.

Second. If its strength or purity fall below the professed standard or quality under which it is sold.

That such drug shall be deemed to be misbranded:

First. If it be an imitation of or offered for sale under the name of another article.

Second. If the package containing it, or its label, shall bear any statement as to its constituent ingredients or the substances contained therein, which statement shall be false or misleading in any particular, or if the same is falsely branded as to the country, state, or territory, or place therein, in which it is manufactured or produced, or if the contents of the original package shall have been removed, in whole or in part, and other contents shall have been placed in such package.

In the case of confectionery an article shall be deemed to be adulterated:

If it contain terra alba, barytes, talc, chrome yellow, or other mineral substances or poisonous colors or flavors, or other ingredients deleterious or detrimental to health.

In the case of food an article shall be deemed to be adulterated:

First. If any substance or substances has or have been mixed and packed with it so as to reduce or lower or injuriously affect its quality or strength.

Second. If any substance or substances has or have been substituted wholly or in part for the article.

Third. If any valuable constituent of the article has been wholly or in part abstracted.

Fourth. If it contain any added poisonous or other ingredient which may render such article injurious to human health; provided, that goods intended for export shall not be deemed misbranded or adulterated when prepared and packed in accordance with specifications of the foreign purchaser, provided that no substance is used that is in conflict with the laws of the country to which the goods are to be shipped, when such country having laws upon the subject does not prohibit such process of preparation. Provided further, that when in the preparation of food products for shipment they are preserved by an external application applied in such manner that the preservative is necessarily removed mechanically or by maceration in water or otherwise, and directions for the removal of said preservative shall be printed on the covering of the package, the provisions of this Act shall be construed as applying only when said products are ready for consumption.

Fifth. If it consists in whole or in part of a filthy, decomposed, or putrid animal or vegetable substance, or any portion of an animal unfit for food, whether manufactured or not, or if it is the product of a diseased animal or one that has died otherwise than by slaughter.

An article of food shall be deemed to be misbranded:

First. If it is to be offered for sale under the name of another article: provided, that the term "distinctive name" shall not be construed as applying to any article sold or offered for sale under a name that has come into general use to indicate the class or kind of the article if the name be accompanied on the same label or brand with a statement of the place where said article has been manufactured or produced.

Second. If it be mixed, powdered, colored or stained in a manner whereby damage or inferiority is concealed, so that such product when sold or offered for sale shall deceive or tend to deceive the purchaser or user thereof.

Third. If it be labeled or branded so as to deceive or mislead the purchaser or user, or purport to be a foreign product when not so, or is an imitation, either in package or label, of another substance of a previously established name, or which has been trademarked or patented.

Fourth. If the package containing it or its label shall bear any statement, design, or device regarding the ingredients or the substances contained therein, which statement, design, or device shall be false or misleading in any particular, or if the same is falsely branded as to the country, state, territory, or place therein in which it is manufactured or produced.

Fifth. An article of food which does not contain any added poisonous or deleterious ingredients shall not be deemed to be adulterated or misbranded. In the case of mixtures or compounds which may be now, or from time to time hereafter, known as articles of food sold under their own distinctive names, and not included in definition first of misbranded articles of food in this section. Or in the case of articles labeled, branded, or tagged so as to plainly indicate that they are mixtures, compounds, combinations, imitations or blends: provided, that the same shall be labeled, branded, or tagged so as to show that they are of such character, and the amount of alcohol or of opium in any form, if any, contained in them; and provided further, that nothing in this Act shall be construed as requiring or compelling proprietors or manufacturers of proprietary foods, drugs, or liquors which contain no unwholesome added ingredients to disclose their formulas of production, except in so far as the provisions of this Act may require to secure freedom from adulteration or imitation and to show the amount, if any, of alcohol or of opium in any form contained in them.

In the case of liquors, an article shall be deemed adulterated if it contain any added ingredient of a poisonous or deleterious character.

Such liquors shall be deemed misbranded:

First. If it is blended or rectified, or consists of an admixture of different grades of the same liquor, or contains, or is mixed with, other substances, and the word "blended," "rectified," or "mixed," as the case may be, is not plainly stated on the package in which such liquor is offered for sale, or if the label or any written or printed statement accompanying the package in which such liquor is kept or sold contains any false statement as to the character of the contents of such package, or repre-

sents such liquor to be the product of any other country than that in which it was actually produced.

Sec. 10. That no dealer shall be prosecuted under the provisions of this Act when he can establish a guaranty signed by the wholesaler, jobber, manufacturer, or other party residing in the United States, from whom he purchases such articles, to the effect that the same is not adulterated or misbranded within the meaning of this Act, designating it such article. Said guaranty, to afford protection, shall contain the name and address of the party or parties making the sale of such articles to such dealer, and in such case said party or parties shall be amenable to the prosecutions, fines, and other penalties which would attach, in due course, to the dealer under the provisions of this Act.

Sec. 11. That every person, association of persons, or corporation who manufactures or produces and delivers for interstate or foreign shipment or transportation, or who receives from any state, territory, district, or insular possession or foreign country other than the state, territory, district, or insular possession in which it is produced, and any person, association of persons, or corporation who sells or exposes for sale in any territory, district, or insular possession any article of food, drug, or liquor, shall furnish within business hours and upon tender and full payment of the selling price, a sample of such drug, article of food, or liquor to any person duly authorized by the Secretary of Agriculture or the Secretary of Commerce and Labor to receive the same, and in any territory, district, or insular possession, to any officer or agent of such territory, district, or insular possession, respectively, charged with the inspection of food or drugs in such jurisdiction who shall apply to such manufacturer, producer, or person or association of persons, or corporation selling or exposing for sale as aforesaid such drug, article of food or liquor for such sample in sufficient quantity for an analysis of any such article or articles in his, or their, or its possession.

Sec. 12. That any manufacturer, producer, or dealer, who refuses to comply upon demand with the requirements of section eleven of this Act shall be guilty of a misdemeanor, and upon conviction shall be fined not exceeding one hundred dollars or imprisonment not exceeding one hundred days, or both. And any person, association of persons, or corporation, found guilty of manufacturing or offering for sale, or selling, any adulterated, impure, or misbranded article of food, drug, or liquor in violation of the provisions of this Act shall be adjudged to pay, in addition to the penalties hereinbefore provided for, all the necessary costs and expenses incurred in inspecting and analyzing such adulterated articles which said person may have been found guilty of manufacturing, selling, or offering for sale.

Sec. 13. That any article of food, drug, or liquor that is adulterated or misbranded within the meaning of this Act, and is being transported from one state, territory, district, or insular possession, to another for sale, or, having been transported, remains unloaded, unsold, or in original unbroken packages, or if it be sold or offered for sale in the District of Columbia or the territories,

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A SHORT RESUME ON PROGRESS.

Among the business enterprises growing up with the little village of Huntingdon, near Montreal, Que., there is one whose growth has been, to say the least, surprisingly rapid. This refers to the firm of John Hunter & Sons. It has such a standing, and is so long established, that a little sketch of its progress, and of the man whose energy up-built it, may prove interesting.

John Hunter began business on his own account in Huntingdon 46 years ago, in the Fall of 1860, opening a general store. His push and business integrity soon found recognition among his fellow citizens, and his business prospered until he found it necessary, in 1901, to build a new store much larger and more modern than the old building.

Mr Hunter also purchased a flour and grist mill and has built up an active trade in this line. The flour mill turns out three different brands of flour, which are known not only in the village, but in many outside localities as well. These brands, Gold Standard, Clover Leaf and Royal Oak, are all manufactured from Manitoba wheat. The mills also turn out large quantities of rolled oats, buckwheat flour, oat and corn meals and other products of like nature.

Besides the flour and grist mills, Mr. Hunter owns a sash and door factory and saw mill, which is doing a large business, and is rapidly expanding. The village and many private residences are lighted by electricity supplied by the electric plant which Mr. Hunter acquired from the Henderson estate.

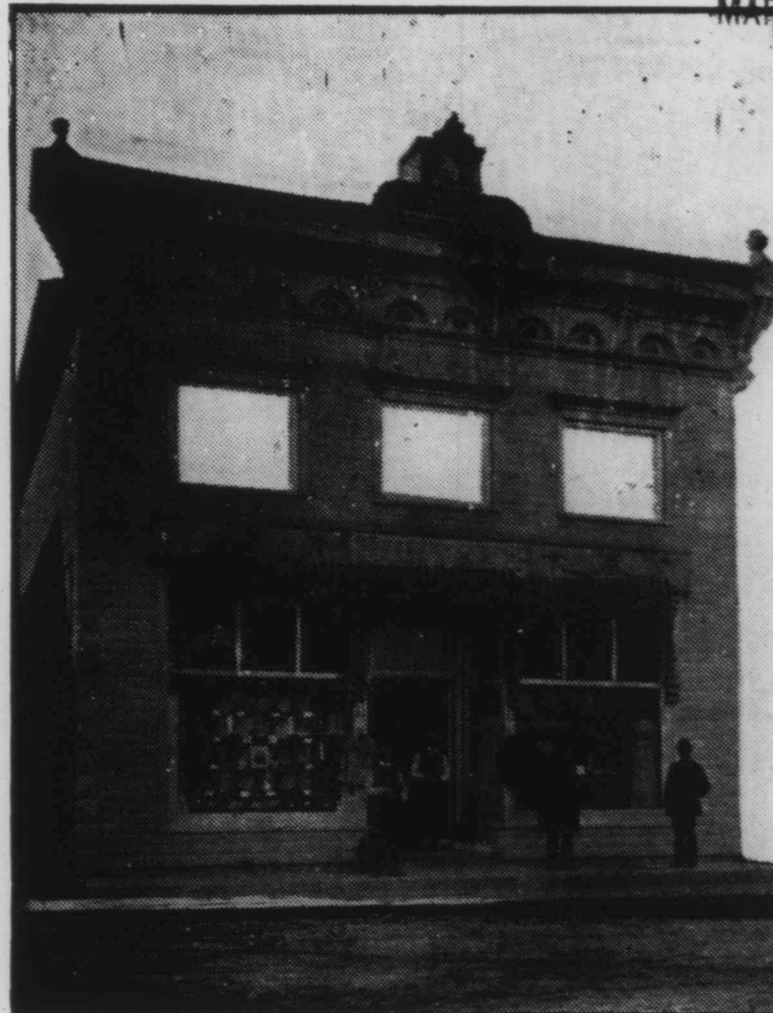
With all these business interests Mr. Hunter found it necessary to have some help to ensure proper management, and in 1903, took into partnership his three sons, George T., Arthur E., and Frank H., and since that time business has been carried on under the firm name of J. Hunter & Sons.

Mr. Hunter has a long and untarnished municipal record, having been a mem-

ber of the council for fifteen years, during which time he has done much to help along the commercial and other interests of Huntingdon. In educational

circles too, his hand has been felt, as, in the capacity of chairman of the Huntingdon board of school commissioners, he has proved himself a man quite worthy and capable of filling that responsible office.

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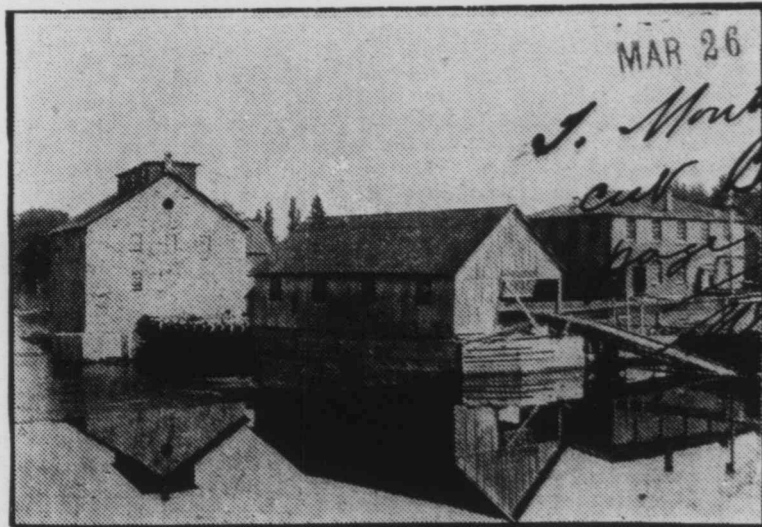


John Hunter & Sons' General Store, Huntingdon, Quebec.

RETURNED

MAR 26 1906

*J. Montreal
cut Book 47
page 97
W.P.C.*



Huntingdon Mills, Quebec—John Hunter & Sons, Proprietors.

Few men can point to such a long and honorable business record, which shows such perseverance and push in the many constantly growing commercial interests, and the municipality in which resides such a man, and in which are situated these varied industries, has indeed good reason to be proud of itself.

NEW WAREHOUSE IN PETERBORO

T. Kinnear & Co., wholesale grocers, Toronto, are so well satisfied with the outlook for their branch business at Peterboro that they have purchased a large lot on George street, in the business section, and will proceed with the erection of a fine new warehouse shortly. The lot has a frontage of 117 feet on George street and runs back 116 feet to the C.P.R. Plans and specifications for the new warehouse are now being gotten out. It is to be 30 feet by 75, three storeys with a basement and will be of solid brick construction. Chas. Rishoe is the firm's Peterboro manager. The new warehouse will be an attractive addition to the business section of the city.

WINDOW AND INTERIOR DISPLAYS

WINDOW DRESSING ADVICE.

Window dressing is undoubtedly attracting more attention from retailers of all varieties of goods than ever before, but even though that be true, it is quite as true that not enough retailers are practicing it, at least in the right way. After all that has been said upon the subject, after trade papers have for years been teaching the art and urging their readers to take it up with the purpose of making it of some importance, it is true that very many, probably a majority, still neglect it and their windows repel instead of attract. There is no excuse for this condition of affairs, excepting laziness or failure to comprehend the value of such work. Neither is it possible to understand why retailers and others should fail to appreciate the advantages which accrue to all who dress their windows properly.

Cleanliness a Necessity.

First of all the windows must be clean. Dead flies and spiders and bits of paper and string and such clutter must be forever banished. Perhaps each one of you will shake your heads wisely and declare that that doesn't apply to you. But maybe if you examine your windows you will discover something that will interest you. After one becomes familiar with a condition one overlooks some of the most repulsive features and it is to be feared that many dealers are in that position. They have seen their windows until they have become accustomed to them as they are now, and they do not realize just how badly they look to others. Therefore, it is repeated, clean your windows thoroughly. That is the first essential in attractive window dressing.

Paint Attractively.

Next, if the paint is scratched or broken, give it a good coat. It doesn't matter so much what color, though a neutral tint is better since it doesn't emphasize contrasts so strongly and serves as a satisfactory background for almost any sort of trimming one may care to put in. Sometimes the floor of a window is painted white, partly because it helps the light and partly because it assists in showing the goods to advantage. But there is another reason which should have weight. It is easier to see the dirt that accumulates on a white floor and it is much more likely to be kept clean. If the back of the window is solid paint it some neutral tint. If it is solid up only part way, it will stand a shade or two stronger tinting than it will under other conditions, but it isn't wise to make it white all the way up. It becomes too startling if that is done.

Shelving a Good Idea.

For most varieties of goods excepting dry goods, a set of shelves is essential in some trims, at least, and a sort of movable shelving is most desirable. They can be taken out and the window left without anything, if desired. It is better to make them of fresh boards, but if it is a question of expense, as it is in some instances, shelves made of old packing cases serve the purpose quite as well and cost nothing excepting the expense of putting them together, which would be extremely light. They can be made like steps without backs, and if the window is wide, in two parts. This will enable one to handle them easily, and sometimes it is desirable to have a trim with only a part of the window shelved. It isn't easy to say what one should do with such matters without understanding each specific case. Only suggestions are given here which can be modified and worked out to suit individual cases. One who is attempting to establish a scheme of decoration will find it comparatively easy to adapt these suggestions to his own particular requirements.

Look After the Floor.

After the window is ready the back and floor, if so desired, can be covered with crepe paper, which is inexpensive and very rich looking. Lacking that, plain white or tinted paper will answer but scarcely anyone but can afford crepe paper. It is cheap, durable and can frequently be used a number of times. It doesn't pay to attempt to make up decorations too cheap. They often fail of their principal purpose under such circumstances.

Make a Centre Attraction.

Sometimes a portrait of some national character will add to the finish. Let it stand on an easel in the middle of the window, facing slightly sidewise so as to get rid of the staring, set effect, and over and around it drape the national colors. The effect is pleasing, and at the same time is not such as will arouse anything but the noblest thoughts and feelings.

Show Seasonable Goods.

Having completed this arrangement, next put in such goods as you want to advertise. Sometimes it will be one thing, sometimes another, but the main thing to be remembered is that it should be seasonable goods which you offer. Make them applicable to the time and the season, otherwise your window and your decoration will appear incongruous. Seasonable goods, with neat price tickets attached will not fail to attract buyers.

Not Difficult at all.

Like almost all other things, window dressing is not as difficult as it looks. Frequently one takes it up for some special day like this and continues it because of the excellent results it brings. Trade is fickle to a certain extent, and all sorts of plans must be devised to secure the attention of buyers, but an enterprising dealer will bring buyers in plenty by adopting devices like this which will appeal to purchasers everywhere the same.

Use Opportunities.

Perhaps there is going to be some special celebration in your town this Summer, or in your vicinity. If there is, never fail to make use of such an opportunity. It will add to your prestige and will assist materially in advertising your business. Make your window decorations suitable for these special occasions and you will establish a reputation for enterprise which cannot be beaten.

Get busy and there will be many things which will be used with a good deal of profit by every dealer who begins the work in earnest. It is not so difficult as it looks, and the dealer who undertakes to do as well as he can, will end with doing much better than he expected and his business will improve accordingly.

WASHINGTON CLUB'S COMBINE.

Spokane, Wash., Feb. 28.—A federation of all the commercial clubs in the Spokane country has been perfected at a meeting largely attended by delegates from commercial corporations, boards of trade, and similar bodies from various small towns and cities.

It is believed this organization will be far-reaching in the work of developing the Pacific Northwest. An executive committee was chosen consisting of six members from as many different clubs. They will prepare constitution and by-laws; Spokane will be the headquarters of the association of Inland Empire Commercial Clubs, and a meeting will be held in Spokane each year on the first Tuesday of February, and also the last of September or first of October. It was provided that each commercial club or county shall provide for an exhibit of the resources of its district, which shall be kept in Spokane in connection with the Spokane Chamber of Commerce.

Nothing that worries you individually can be of equal importance to any one else.

BUSINESS

The Editor will be pleased to receive...

MONTREAL ASSOCIATION

The regular meeting of the Montreal Retail Association was held in their hall on Denis street on Monday night last. The chair was occupied by Mr. P. Daoust.

The secretary, Mr. J. L. Gauthier, reported that the minutes of the last meeting were read and approved. He also reported that the payment of the rent for the hall had been received. He also reported that the committee had received the report of the committee on the proposed changes in the constitution.

The Contract

The secretary reported that the retail grocers are approaching the manufacturers and wholesalers for a contract plan. He also reported that the prices would be lower and business more profitable. A number of the grocers had expressed their interest in the proposition to the manufacturers. He also reported that the manufacturers were willing to adhere to the proposition to be approached by Lever Bros., Ltd., John Taylor Starch Co., Ltd., and Model Food Co., Ltd. E. W. Gill.

The letter to the grocers follows:

We, the undersigned, who are the city of Montreal, are in favor of a price system in which the grocer is to do business for himself and for the benefit of the consumer.

We therefore request you to place your goods so that our customers with overcharge purchase your goods.

Trusting that you will request as early as possible.

The contract adopted is virtually the Canadian Vintners' Association and the Retail Merchants' Association.

In consideration of the fact that we become entitled to the benefits of the new manufacturing method, we hereby authorize our agents to acquire the same in stock at any price or howsoever or persons or persons, at less than the price provided in Schedule B.

BUSINESS AND ASSOCIATION MEETINGS

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

MONTREAL RETAIL GROCERS' ASSOCIATION.

The regular monthly meeting of the Montreal Retail Grocers' Association was held in their club rooms at 88 St. Denis street on Thursday, March 1. A goodly number of members were present. The chair was occupied by the president, Mr. P. Daoust.

The secretary, Mr. Beaudry, read the minutes of the last meeting, after which an animated discussion was held as to the payment of the expenses of the delegation that recently visited Quebec to interview the Government re the proposed changes in the license law.

The Contract Plan of Buying.

The secretary brought up the question of the retail grocers of the city approaching the manufacturers of grocers' specialties and certain well known and advertised staple lines, to place their goods in the hands of the trade on the contract plan; by this means cutting of prices would be done away with, and business more satisfactory all round. A number of the leading manufacturers had expressed their willingness to conform to the proposed plan providing the retail trade would see that the arrangement was adhered to. Among the firms to be approached are the following: Lever Bros., Limited, St. Croix Soap Co., John Taylor & Co., Edwardsburg Starch Co., Christie, Brown & Co., Limited, Model Baking Co., International Food Co., Pure Gold Manufacturing Co., E. W. Gillett Co.

The letter to the manufacturers is as follows:

"We, the undersigned retail grocers of the city of Montreal, believe that the one price system is the fair and proper system to do business upon, both for ourselves and for our customers, and that price-cutting is injurious to sound business principles.

"We therefore strongly urge upon you to place your goods on the contract plan so that our customers will not accuse us with overcharging them when they purchase your goods from a bargain counter.

"Trusting that you will grant us our request as early as possible, we remain, Yours truly,

The contract plan proposed to be adopted is virtually the same as that of the Canadian Wholesale Druggist Association and the drug section of the Retail Merchants' Association of Canada, and reads as follows:

"In consideration of the agreement on part of the — Company, under which we become entitled to purchase the preparations of the — Company that are now manufactured, or that may hereafter be manufactured by the — Company at the prices set out and provided in Schedule 'B,' we agree with the — Company not to sell directly or indirectly, by agents or otherwise, the preparations of the said — Company, whether now in stock and owned by us, or to be acquired after the date hereof, wheresoever or howsoever obtained, to any person or persons, corporation or corporations, at less than the prices set out and provided in Schedule 'E.'

"And for the consideration aforesaid, we further agree not to sell said preparations at any price, to any dealer or merchant who has not signed and conformed to the agreement with the said — Company to the same effect as this agreement.

"Provided that any of the said preparations of the — Company, supplied by way of bonus or at special prices or discounts, shall be otherwise subject to the terms of this agreement as if supplied at the prices hereinafter specifically stipulated or provided.

"And in consideration of the agreement above set out, the said — Company agree with the other party hereto, that the said party may purchase the preparations of the said — Company at the prices set out in Schedule 'D.'

"It is understood that this agreement shall remain in full force and effect until either party to it shall have terminated it."

Every member present (about thirty) was prepared to sign this petition.

It is readily conceived from reading the petition to manufacturers that the object is to prevent the sale of these special articles to the department stores and the cutting practiced by these institutions, a consummation devoutly to be wished.

The Pure Food Fair.

Mr. Beaudry drew the attention of the members to the proposed pure food fair to be held at Victoria Rink, Montreal, from May 14 to 29, inclusive. This fair is under the Montreal retail grocers' section of the Retail Merchants' Association of Canada. About 130 booths have been arranged for, and quite a number of the most prominent manufacturers have already taken space. It is expected that every booth will be taken up. Victoria Rink is well adapted for the holding of a fair of such pretensions; it is large, and conveniently located in the centre of the city, being immediately in the rear of the Windsor Hotel. Special excursion rates will be arranged for, to permit the country merchants and public to take advantage of the fair.

As this will be the first pure food show of any magnitude (outside of one departmental fair) the public will look forward with interest to the novelty. A vast amount of hard work is in store for the executive, but no effort will be spared to inspire confidence for another fair next season.

SACKVILLE. N.B.

The annual meeting of the Sackville Board of Trade was held recently.

Mr. Stewart, the secretary, read the report of the council, in which it was stated that the following matters had been dealt with satisfactorily, viz.:

(a) Urging the railway and shipping committee to take strong action on behalf of the board with reference to improved accommodation at the Intercolonial Railway station for both passengers and freight.

(b) Action had been taken with reference to the matter of wharf improvements.

(c) To appoint a member on the committee to secure a train on the N.B. and P.E.I. Railway to arrive each Monday morning. This committee reported through the chairman, Geo. E. Ford, that he had interviewed the president of the road, who was considering the matter. Since then the steamer "Stanley" had been placed on the Capes route. As a result the train arrives each day about noon.

Among the recommendations passed for consideration by the board were the following:—

(a) That the board take up the matter of freight rates on the I.C.R.

(b) To appoint a member of this board to the council of the Maritime Board of Trade.

(c) To appoint a member on the committee of the Maritime Board of Trade associated with the preserving of historical places in the Maritime Provinces.

The following officers were elected:— President, B. C. Rayworth; vice-pres., W. W. Fawcett, Jr.; treasurer, Thos. Murray; secretary, Chas. D. Stewart; members of council, Dr. Andrews, F. B. Black, C. W. Cahill, A. B. Copp, Geo. E. Ford, Thos. Murray, F. T. Tingley, A. E. Wry; representative on council of Maritime Board of Trade, C. C. Campbell.

The meeting decided to send a delegation to Ottawa for the purpose of pressing Sackville's claims for an appropriation to repair the wharves. Messrs. A. B. Copp and B. C. Rayworth were appointed.

KENTVILLE, N. S.

The 13th annual meeting of the Kentville Board of Trade was held in the court house, President W. E. Porter in the chair. F. C. Rand, secretary, presented his report. This showed the finances of the board to be in good condition, corresponding well with the reports of the four years which Mr. Rand has held his position.

President Porter then read a most comprehensive and encouraging report of the work of the board, and enumerated several matters which, in his opinion, the board should discuss. Thirteen meetings of the board have been held during the year and thirty-five new names have been added to the membership. Mr. Porter then spoke of the many natural advantages of Kentville for the location of manufactories, calling attention to the head waters of the Gaspereaux, which are within six miles of the town and will, when developed, give an unlimited amount of power for all purposes at the least expense, and so, with its easy transportation, central location, good social and moral conditions, Kentville should in the future be one of the most desirable places in the province for capitalists, and with its beautiful surroundings, as a residential centre it could not be surpassed.

The following officers were elected: President, G. E. Calkin; vice-president, D. J. Murphy; secretary-treasurer, F. C. Rand; auditors, B. Roscoe, S. L. Cross; council, W. P. Shaffner, H. D. Burns, W. E. Porter, C. O. Allen, R. C. Dickie, H. M. Bain, A. E. Calkin, J. W. Ryan, Jr.

THE TRIUMPH OF PURE FOOD IN
U. S. SENATE.

(Continued from page 26.)

or insular possessions of the United States, or if it be imported from a foreign country for sale, or if it is intended for export to a foreign country, shall be liable to be proceeded against in any district court of the United States, within the district where the same is found, and seized for confiscation by a process of libel for condemnation. And if such article is condemned as being adulterated or misbranded, or of a poisonous or deleterious character, within the meaning of this Act, the same shall be disposed of by destruction or sale, as the said court may direct, and the proceeds thereof, if sold, less the legal costs and charges, shall be paid into the Treasury of the United States, but such goods shall not be sold in any jurisdiction contrary to the provisions of this Act or the laws of that jurisdiction; provided, however, that upon the payment of the costs of such libel proceedings and the execution and delivery of a good and sufficient bond to the effect that such articles shall not be sold or otherwise disposed of contrary to the provisions of this Act, or the laws of any state, territory, district, or insular possession, the court may by order direct that such articles be delivered to the owner thereof. The proceedings of such libel cases shall conform, as near as may be, to the proceedings in admiralty, except that either party may demand trial by jury of any issue of fact joined in any such case, and all such proceedings shall be at the suit of and in the name of the United States.

Sec. 14. That this Act shall not be construed to interfere with commerce wholly internal in any state nor with the exercise of their police powers by the several states.

Sec. 15. That the provisions of this Act shall not apply to common carriers as such, or to their servants, agents, or employees, acting for said common carriers.

Sec. 16. That this Act shall take effect and be in force from and after the first day of July, nineteen hundred and six.

BUSINESS CHANGES.

P. Leblanc, baker, Daveluyville, Que., offering compromise.

Fraser & Co., bankers, Pilot Mound, Man., has sold out.

J. Wilfrid Cadiux, grocer, Montreal, Que., assets to be sold.

J. K. Cane, grocer, Caughnawaga, Que., offering compromise.

Hudon, Hebert & Co., Montreal, Que., have dissolved partnership.

Western Meat & Supply Co., Winnipeg, Man., have dissolved.

C. B. Julius, general merchant, Gimli, Man., asking an extension.

Ludger Marcoux, grocer, Weedon Station, Que., offering compromise.

Antoine Garneau, general merchant, Pont Rouge, Que., assets sold.

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

Wm. Galbraith & Son, wholesale grocers, Montreal, Que., have registered.

Orchard & Co., confectioners, Petrolia, Ont., business being closed out.

A. Mareelin, general merchant, Marcellin, Sask., has sold to J. R. Bell.

S. A. Raymond, general merchant, Snake Island, Man., has sold out.

Cheyne Bros., grocers, Windsor, Ont., dissolved, J. O. Cheyne continues.

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

A. Lindsay, general merchant, Renfrew, Ont., disposed of business.

J. A. A. Raizenne, general merchant, St. Eugene, Ont., offering compromise.

George Searls, grocer, St. Thomas, Ont., has sold out to George R. Rinn.

N. G. Pratt, grocer, Malakoff, Ont., has been succeeded by H. H. McCartney.

Chas. Benjamin, tobacconist, Wetaskiwin, Alta., has sold out to J. S. Herity.

Nanton Supply Co., Nanton, Alta., have assigned to John L. Fawcett, MacLeod.

L. J. Green & Son, grocers, Winnipeg, Man., has sold out to John Coltart.

Martel & Martel, crockery, Quebec, Que., assets were to have been sold on the 8th inst.

Joseph Naiman, general merchant, Chortitz, Man., has assigned to Henry Detchon.

P. D. Hives & Co., general merchants, Halbride, Sask., has sold out to A. M. McKay.

Angus McLean, general merchant, Ballyeroy, Ont., has assigned to M. G. Malcolm.

H. D. Taekaberry, grocer, Kemptville, Ont., assignment transferred to Wilbert L. Phelps.

E. W. McLaren, general merchant, Kenton, Man., has assigned to S. P. Wilson.

Clouthier & Crochetiere, grocers, Sherbrooke, Que., have dissolved partnership.

A. Serkau, general merchant, Niveville, Man., has been succeeded by W. Brunstone.

Gleason & Chesterfield, general merchants, Sweetsburg, Que., have dissolved partnership.

Phillip Wright, baker and confectioner, Winnipeg, has been succeeded by Brown Bros.

Thos. Coutler, grocer, Iroquois, Ont., meeting of creditors is to take place on the 10th inst.

Wm. H. Ruttle, baker and confectioner, Tupperville, Ont., has sold out to N. B. Lindsay.

J. E. Desmarais & Co., general merchants, Richmond, Que., Josephine Janelle registered.

Bilodeau & Cie, general merchants, Baillargeon, Que., Alf. Lemieux appointed curator.

J. W. Briggs, grocer and implement dealer, Carstairs, Alta., is giving up grocery business.

Long & Co., confectioners, Woodstock, Ont., meeting of creditors to take place on the 12th inst.

Preston & Reid, grocers, etc., Midland, Ont., meeting of creditors to take place on the 12th inst.

Wallace McKenzie, general merchant, Larose Station, Que., has assigned to John McD. Hains.

S. Laroche, general merchant, St. Marguerite, Que., assets were to have been sold on the 9th inst.

J. W. L. Forget, general merchant, Carillon, Que., assets were to have been sold on the 7th inst.

Simpson Bros., general merchants, Fordyce, Ont., meeting of creditors was to have been on the 8th inst.

Joseph Morand, grocer, Valleyfield, Que., meeting of creditors was to have taken place on the 1st inst.

Chas. Choquette, general merchant, Village Richelieu, Que., assets were to have been sold on the 6th inst.

The Dow Cereal Milling Co., Pilot Mound, Man., have sold lumber business to the Prairie Lumber Co., Limited.

Wm. H. Martin and Ralph W. Martin have registered under the style of Wm. H. Martin & Co., produce, Shefford, Que.

Nicholson, Bain & Johnston, wholesale commission merchants, Calgary, Alta., have been succeeded by Nicholson & Bain.

John Hickman has sold his grocery at 296 College street, Toronto, to J. E. Johnston, who formerly was located on Lippincott street.

Alex. Draper has sold his fine grocery at Huxley street and Dunn avenue, Toronto, to G. McKee. Mr. Draper will locate elsewhere in the city.

PURE FOOD FAIR FOR MONTREAL

The Montreal Retail Grocers' Association has decided that Montreal shall at last have a real food fair on a large scale. This was decided at a meeting of the association, and the dates for the fair will be from Monday, May 14, to Thursday, May 24, both days inclusive. Victoria Rink has been secured for the exhibition. The rink will be properly decorated for the occasion, and something like one hundred booths will be erected. These stands will be occupied by as many exhibitors. The display of foods, flours, cocoa, coffee, syrups, and numerous other sundries to be found in the grocery shop, will indeed be awe inspiring to the average man-on-the-street who is unaware of the extent of Canada's products in this line.

As is done at smaller food fairs, the various exhibits will be demonstrated so that visitors to the fair may satisfy themselves as to the merits of the different goods sampled. The fair will be under the auspices of the Retail Grocers' Association, which will do all in its power to make the first large food fair of this kind a tremendous success.

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

Biscuits, Confectioners.
Borden's Gum Co., Montreal
Canadian Shredded White
Falls, Ont.

Cowan Co., Toronto.
Jas. W. & R., & Co.,
Kinney Mfg. Co., Cincinnati

McCannan, Sons & Co.,
Moosey Biscuit & Candy
Mott, John P., & Co., Hamilton
National Licorice Co., B.
Stewart Co., Toronto.

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

Canned Goods.
Baker & Co., Hamilton
Canadian Cannery, Hamilton
Manitoba Canning Co.,
Man.

Tucker, James & Co., Hamilton
Cash Registers.
National Cash Register

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

Cigars, Tobaccos, Etc.
American Tobacco Co.,
Empire Tobacco Co.,
McDougal, D., & Co.,
G. Payne, J. Bruce, Granby
Sherbrooke Cigar Co.,
Tuckett, Geo. E., & Son

Clothes Lines.
Hamilton Cotton Co.,
H.

Coccos and Chocolate.
Baker, Walter & Co.,
D
Cowan Co., Toronto.

Dunn, Wm. H., Montreal
Epps, James, & Co.,
Lon
Lounney, Walter M.,
Co.
Mott, John P., & Co.,
H
VanHouten's—J. L. Wat

Computing Scales.
Computing Scale Co.,
T

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

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

Consulting Chemists.
Kaufmann, W. P.,
Toronto

Counter Check Books.
Allison Cupon Co.,
Indian

Crockery, Glassware
Campbell's, R., Sons,
H
Casey, John L., Co.,
J
Gowans, Kent & Co.,
To

Dairy Produce and
Clark, Wm., Montreal
Davison Commission
Co.
Fearman, F. W., Co.,
H
MacLaren, A. F.,
Imj
Toronto.

McLean, J. A.,
Produce
Park, Blackwell Co.,
To
Rutherford, Marshall &
Ryan, Wm., & Co.,
Tor

Financial Institution
Bradstreet Co.

Acme Can Works,
Adair Geo. & Co.,
Adams, J. T., & Co.,
Albert Soaps,
Allison Cupon Co.,
American Cereal Co.,
American Tobacco Co.,
Atwater, Duclos & Chau
Auer Eight Co.,
Baird & Co.,
Bate, H. N., & Son,
Bell Telephone Co.,
Bell Telephone Business Coll
Bibb, W. E.,
Blue Ribbon Tea Co.,
Broadstreet's,
Broad, Wm., & Co.,
British-America Assura
Campbell's, R., Sons,
Canada Maple Exchan
Canada Paper Co.,
Canada Sugar Refining
Canadian Cannery,
Canadian Press Clippin

Canadian Salt Co.,
Caplan Manufacturing
Carolan, Joseph,
Casey, John L., Co.,
Ceylon Tea Association
Chase & Sanborn,
Clark, W.,
Coburn-Georgeson Co.,
Consolidation Life,
Coles Manufacturing Co.,
Cowan, C. E., & Son,
Cunnors Bros.,
Cupland & Chatterton
Curtis Co.,
Curtis, J. G.,
Curtis, Stella L. Co.,

Dartmouth & Hay,
Davison Commission
Dunn & Stewart,
Distributors Co.,
Dunlop Molasses Co.,
Dunlop, A. C., & Co.,
Dunn, Wm. H.,
Eby, Blain Co.,

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Baking Powder.
Gillett, E. W. Co., Toronto.
M. Laren, W. D., Montreal.

Biscuits, Confectionery, Etc.
Belts Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingsly Mfg. Co., Cincinnati.
McLaughlin, Sons & Co., Owen Sound.
Money Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

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

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

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

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

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

Clothes Lines.
Hamilton Cotton Co., Hamilton.

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

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

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

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, E. C., & Co., London, Eng.
Latham, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George E., & Co., London, W.O.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Saiter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wicks, & Co., Hamilton, London, Eng.

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

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

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co., Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Sutcliffe-Muir Milling Co., Moosomin.

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

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D. Co., Toronto.
Grocers Engineering Co., London, Eng.
Maxams Machinery Co., Mt. Vernon, N.Y.
Keen's, Toledo, Ohio.

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

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

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

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

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

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

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Birwell, W. E., Toronto.
Carlman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Fellows & Fellows, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Hazard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLaughlan, Joseph E., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw, Man.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.

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

Oils.
Queen City Oil Co., Toronto.

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

Pass Books, Etc.
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Ozo Mfg. Co., Montreal.

Paterson's—Rose & Laflamme, Montreal.
Purnell, Webb & Co., Bristol, Eng.
Suat Co., London, Eng.

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

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

Potatoes.
Hannah, R. W., Toronto.

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Bate, H. N., & Sons, Ottawa.
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Eureka Refrigerator Co., Toronto.

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

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

Soda—Baking.
Church & Dwight, Montreal.

Starch.
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Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

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NEW ADVERTISEMENTS.

H. W. Nelson & Co., Limited, Toronto, Ont.
Leon Languay, Montreal, Que.

WHAT IT WOULD MEAN.

If the promoters of the Canada Tin Plate & Sheet Steel Co. are successful in their endeavor to impose a duty of 33 1-3 per cent. on all importations of goods which they intend to manufacture, it will mean a great revolution in the trade conditions of this country. So many branches of business would be affected by any change in the tariff relating to these sheet metals, that this duty would make a tremendous difference to consumer, retailer and manufacturer.

The consumer would be the chief sufferer. He would pay an advance of from 25 to 33 1-3 per cent. on present prices of all goods whose raw material is tin or tinned plates, black sheets, Canada plates, or sheet steel. Every kitchen utensil, every milk can and other dairy necessities would be made more expensive, and this would be more than a hardship. Every article of food which is done up in Canada, from salmon to

peas, corn, tomatoes, would cost more—in some cases fully a third more—for it is a well known fact that in many varieties of canned goods the cans themselves furnish the chief item in the cost of production. How will the housekeeper view the prospect of paying out more of her not too large allowance, for the food she buys?

There is another respect in which this duty would affect the consumer, especially in the far west, where lumber is so scarce—in that section of the country the number of metal roofs is increasing rapidly. Farmers are building barns of great capacity, and find it much more satisfactory to use metal roofs than those of wood. Metal laths, ceilings, etc., are also making good headway. What will the dwellers in the Northwest think of the proposal to raise the price of these goods by upwards of 33 1-3 per cent.

The retail hardwareman will, of course, be seriously affected. When an extra third is added to the price of tinware, he will find that customers will curtail their needs in that line. His paints, oils, varnishes and everything else that is handled in tins will be higher in price. The tinsmith will find it very difficult, if not impossible, to persuade his customer that a metal roof is better than one of wood, when the price is so much in advance of the present quotations. And the grocer will find his sales of canned goods persistently falling off, when he tacks on a few extra cents enabling him to make a profit on the advanced price he himself will be forced to pay.

As for the manufacturer, he will be hard hit, and, in some cases, put out of business. The manufacturer of tinware will undoubtedly be compelled to pay 33 1-3 per cent. more for his raw material than he is at present, as it is ridiculous to suppose that the Morrisburg concern will be able to produce tin plates at any lower price than that figure. Even if a corresponding duty be imposed on finished tinware, it would not relieve the manufacturer, so far as a curtailment of consumption is concerned. An increased price would undoubtedly decrease the demand.

The manufacturer of cans will be similarly placed, with the added difficulty that he will probably not be able to get the quality of tin plate he requires, from the Canadian mill. Especially in the matter of cans for lob-

sters, which contain a high percentage of ammonia, the very best tin plate is required and the Welsh mills are the only ones which have produced a satisfactory quality.

But, perhaps the manufacturer of metal roofing, ceilings, sidings, laths, etc., will feel the effects of the proposed legislation most keenly of all. This business has grown to splendid proportions, owing to the fact that the metal which is generally much more ornate than wood, besides being fireproof, is also almost as cheap. There are now several large factories in this country producing nothing but fireproof building material. Where will they find themselves if they have to add a third to the cost of manufacturing their goods? Even if the Canada Tin Plate & Sheet Steel Co. were able to produce their black sheets as cheaply as the Welsh mills (which is an absurd proposition) these manufacturers would still be compelled to buy most of their gauges and sizes in foreign markets. The Morrisburg mill will certainly not be equipped with a sufficient variety of rolls to meet all the requirements of such manufacturers.

Briefly, the only people who can possibly be expected to benefit by this tin plate concern, are the small group of promoters. The request for an imposition of a duty on the goods named, should be opposed by all classes, in all parts of the country.

ORGANIZATION THE CURE

Representatives of a hundred and thirty leading wholesale grocery firms in Delaware, New Jersey and Pennsylvania met in Philadelphia on March 1 and organized the Wholesale Grocers' Association of the states named, and 80 per cent. of the firms represented joined. Robert Burst, of Philadelphia, was elected president.

The principle discussion in the convention was on the relative positions of the manufacturers, jobbers and retailers, the same vexed question that has agitated the trade in Canada and which the Wholesale Grocers' Guild was organized to solve. There were quite a few representatives of the manufacturers at the meeting and they expressed themselves in favor of confining their sales to the wholesalers.

Most of the delegates were in favor of becoming identified with the national association to be formed in Buffalo next June.

The correspondents on the doubt of great moment, and one deal of thought a judgment could be had. The Canadian Grocer has an opportunity to view various times.

Mr. Robert Anderson to Mr. Hugh read with equal publications on the Canadian Grocer had taken from Mr. I of Mr. R. Anderson pressed himself a

"As you are a given for the price the 'Grocer,'" says, only dealt paper, which you before I receive direct.

"I was altogether it at all, and with practical aspect person does not the accuracy of as to the item being required to be related. His explanation as begging the you take the loss he admits, and related sugar, as sugar made from practically the same

"I am not in States tariff, or which the refine receive.

"The Canadian can make out, the conditions a protection he takes

Another prominent industry Grocer his view was as follows

"Regarding y done given by said that there convention, although has colored purpose considered, however, most desire to find a bonus manipulated matter through the central tariff, for channels of import the entire way into the price at a future date to hammer out

THE SUGAR TARIFF CONTROVERSY.

The correspondence which has been going on on the above subject is no doubt of great interest at the present moment, and one which requires a good deal of thought and study before a final judgment could be reached. The Canadian Grocer has sought to give full opportunity to ventilate the subject at various times.

Mr. Robert Anderson's letter as a reply to Mr. Hugh Blain would have been read with equal interest to our previous publications on the subject. The Canadian Grocer had an opportunity to obtain from Mr. Hugh Blain his opinion of Mr. R. Anderson's letter, and he expressed himself as follows:

"As you are aware my interview was given for the previous week's issue of the 'Grocer,' and as Mr. Anderson says, only dealt with one section of his paper, which you had kindly shown me before I received a copy from him direct.

"I was altogether too busy to criticize it at all, and what I dealt with was the practical aspect of the case. Mr. Anderson does not dispute my figures, nor the accuracy of my argument, except as to the item of 107 lbs. of raw sugar being required to make 100 lbs. of granulated. His explanation appears to me as begging the question, because when you take the loss of two per cent, which he admits, and the quantity of granulated sugar, and the quantity of soft sugar made from 100 lbs., the result is practically the same in dollars and cents.

"I am not interested in the United States tariff, or the relative protection which the refineries of the two countries receive.

"The Canadian refineries, as far as I can make out, is governed entirely by the conditions as to the per cent. of his production he takes."

Another prominent man in the beet sugar industry also gave the Canadian Grocer his views on the subject, which were as follows:

"Regarding your query as to the evidence given by Mr. Anderson, I can only say that there is too much truth in his contention, although he is an importer and has colored his material to suit his purpose considerably. The fact remains, however, that did the Government desire to give the Montreal refiners a bonus they could not have manipulated matters to better advantage than through the agency of the preferential tariff, for as they control all the channels of import and distribution nearly the entire preference has found its way into the pockets of the refiners and at a future date can be used as a club to hammer out of existence the beet

sugar industries which are now in operation in Canada.

"The suggestion to raise the duty on raw sugar would add to the revenue and also be a protection to the beet sugar industry, consequently I could not view with disfavor such a move. This in turn would leave a narrower margin for the refiner to work on, and consequently a better opportunity would be given Anderson to import refined sugars, the object he has in view.

"I would prefer to see the duties equal on both raw beet sugars and raw cane sugars. This would give a larger market to draw from, and if the beet refiners find they are unable to pay the present price for beets, could import raw sugar and refine, the same as the Montreal concerns, and in this way keep moving. The extraordinary high price of sugar last year has caused an enormous over-production, and the result is that we are now going through a period of depression, which is more severe than at any time in the past, with possibly one exception.

"Assisting the production of beet sugar at home either by means of bounty or tariff, will insure a supply of sugar on the average at more reasonable prices, I believe. This can be more easily understood when we recall the fact that the great raise in prices the past year was caused by a shortage in the beet crop in Germany, so that it is advisable for us to not be entirely dependent upon foreigners for our requirements of sugar."

Mr. Anderson in his letter makes serious complaints against the Halifax correspondent of The Canadian Grocer, apparently forgetting that our reporter's duty is merely to report the situation as he finds it with the general impressions of the conditions prevailing. He is not an expert at the many industries he has to review, neither could he be expected to be. We are pleased, however, to publish Mr. Anderson's remarks, whether they be regarding ourselves or others.

FOODSTUFFS AND EDUCATION.

Technical education has been a marked feature of industrial development in Europe during the past decade or two. Agricultural development in some of the northern countries of Europe, particularly Denmark, that has far surpassed anything known in Great Britain or America, may be said to have been based upon an educational propaganda. Agricultural education is firmly established in Canada, and has achieved very considerable results, especially in Ontario. Technical education for the industrial classes has begun in Canada, but it is

still feeling its way and is in a very formative state.

It has been considered right and expedient to include in the technical school curricula a course in commerce with special subjects to fit students to undertake office work. A very prominent feature of technical school work has been a course in domestic science, the main object of which has been to teach how better to select, care for and prepare foodstuffs.

The grocer handles practically the entire food supply of the country. Why should not technical education be provided for him? Sanitation, hygiene and dietetics are subjects of every domestic science course. If grocers, and especially grocers' clerks, could be thoroughly instructed in these subjects, a transformation of the average grocery would result. Then why should not grocers know something about the goods they handle, where they come from, how they are grown or manufactured, the conditions that affect the market? It would make every grocer a better salesman and a better buyer. The grocer would not benefit any more than would the public by cleaner and more intelligent service and more sanitary conditions for the storage of foodstuffs.

NO "CORNERS" IN FRANCE.

In France manipulation of prices for speculation in the necessities of life is a criminal offence. It has been so, says U. S. Consul Miller, at Rheims, in Daily Consular and Trade Reports, since 1793. So hard is the prohibition that it is an offence to allow merchandise of prime necessity to perish, including grain and its products, bread, meat, wine, vegetables, fruit, butter, vinegar, coal, wool and silk.

The penalties are fine and imprisonment, and the cost of police supervision of the offender's business for from two to five years. For a second offence the penalty is said to be so severe that almost any firm would succumb to it.

The French, as a consequence, have no "corners" in food stuffs.

FORCING TOO MANY GOODS.

A prominent reader of The Canadian Grocer wrote concerning the article in last week's number regarding the unnecessary assignment of W. J. McKissock, of Strathavon:

"I am very much pleased with the article on page 30 of this week's issue of The Canadian Grocer, and I think Colonel MacLean is doing good not only to the retailer but to the wholesaler. There is just such a thing as selling to a country storekeeper or forcing onto a country storekeeper too many goods, and in the next place there is such a thing as forcing a man into insolvency when he would not have failed but for that."

NO DUTY ON TIN PLATE

Is the Unanimous Demand of the Foodstuffs Trades of Canada.

The Canadian Grocer has so far as possible obtained the views of users of tin plate among the grocery, provision and canned goods trades throughout Canada in reference to the movement directed towards securing a duty of 33 1-3 per cent. on tin plate to encourage a factory being promoted at Morrisburg. If the Government in the face of such universal opposition as is everywhere manifested grants the protection asked it will assuredly be ill serving the great foodstuffs industries of this country.

The object of a protective tariff is to bar foreign competition and enable the producer to charge the consumer more. But that is not all; the consumer, who is the merchant, the artisan and the agriculturist, is supposed to receive some compensating advantage in increased trade, more work and enlarged markets.

Toronto Solid Against.

The objection to the proposed duty on tin plate is that it would increase the cost of many food staples to the consumer without any compensating advantage. That is the consensus of opinion held by representative manufacturers of Toronto who put up their products in tin cans. These men are protectionists, their undertakings are begotten of the tariff, but in this proposition they see only serious disturbance of business conditions affecting, in the aggregate, very large investments, an added burden for the consumer and in return a very remote possibility of any substantial advantage to the country. Practically all the tin cans used in Canada are made here. The industry is protected.

Let in American Goods.

"The proposed duty," said Warren W. Shoemaker, manager of Armour's, "would bring the Canadian manufacturer's cost up to the American's with duty paid."

The inference was that the Canadian tin can manufacturer's business would be gone unless additional protection were granted him. But that was not all. It was repeatedly pointed out that it would be impossible for any one mill or set of mills to supply anything like the variety of sizes of plate required for the tin can trade. If the tin can industries survived, the importations would have to go on, the result being the embarrassment of an established industry and nothing to show for it.

Help the Old Country.

A member of one of the large packing firms said:

"The consumer would pay. It would destroy the protection we now have. You take imports of tinned goods from Great Britain which get the preferential; it would place us at a disadvantage with British imports. While we are strongly in favor of protecting Canadian industries, we are strongly of the opinion that there is no prospect of Canada at the present time manufacturing tin plates. The arguments in favor of the proposed duty are therefore merely theoretical."

Why Not a Bounty.

This gentleman made the suggestion that if the Government desires to encourage the establishment of a tin plate industry in Canada it should be done by bounty or rebate. That would furnish assistance on the basis of actual performance and would not disturb established business conditions.

Pretty Serious Matter.

Geo. H. Macfarlane, assistant general manager of the E. W. Gillett Co., said: "This is a pretty serious proposition. Anyone can see it is going to be very serious not only to users of tin plate but to householders throughout the Dominion. The way we look at it is this: Some concern proposes to start business in Morrisburg and they have applied to the Government to remove tin plate from the free list. Suppose they get going, they cannot supply the trade here, nor one-tenth of it. Tin plate will still have to be imported, and why should every householder in Canada pay a tax simply for the purpose of allowing this company to start business? This tax would increase the cost of our packages 25 per cent."

Mr. Macfarlane represented his company in Western Canada a number of years and he is at home on the trade conditions of the prairies and the coast.

"This duty would hit the Northwest hardest," he said. "Were you ever in a grocery store in the west? About four-fifths of their stock is in tins."

Mr. Macfarlane stated that arrangements had been made for a deputation of interested manufacturers to wait upon the Government in regard to the matter.

Mr. Mitchell, of Todhunter & Mitchell, spice manufacturers, viewed the matter in practically the same light. He foresaw a serious disturbance of existing trade conditions and a considerable additional burden for the consumer without any likelihood of compensating advantage.

Hamilton Protests.

Probably no firm in Canada in the foodstuffs trade at least would be more affected by the proposed duty than the Canadian Cannery, Limited, with their 35 or 40 canning factories scattered all over the Province of Ontario and their consumption of tin cans that must run into something like 20,000,000 a year.

A representative of The Grocer called at the head office of the firm in Hamilton and interviewed the executive officers. He found them very strongly opposed to the proposition.

In the first place it was contended that the factory at Morrisburg would not be able to produce more than one-tenth of the volume or variety of plate required by the Canadian trade.

The result of the duty would be to raise the cost of 2-pound cans \$2.80 per thousand, of 3-pound cans \$3.75 per

thousand and of gallon cans \$7.00 per thousand. On an average year's pack this would mean an increase in the cost of their tins to the Canadian cannery of about \$107,000.

This increase must necessarily be added to the cost, the selling price and eventually be paid by the consumer in the way of higher prices for their corn and tomatoes. Higher prices would mean decreased consumption, and the loss reflected to a degree on the producer and all concerned.

Moreover, this company have at no small expense, opened offices at London, Glasgow, and Liverpool, and have worked up a large export trade in competition with the United States, France, Italy and other foreign countries. This trade is done on a narrow margin and any increase in the cost of their raw materials would injuriously affect this growing trade.

The importance of using the best grades of tin possible is fully recognized in the canned goods trade. Now the canners have the British and U. S. markets to choose from. Restricted competition might result in deterioration in the quality of plate that could be secured.

These conditions apply as well to the other canning companies in Ontario not included in the Canadian Cannery, Limited.

Our \$3,500,000 is invested in Ontario in the canning industry with an annual turnover of \$5,000,000. Over 6,000 farmers are engaged in growing fruits and vegetables for the factories, and 21,000 acres under cultivation.

It is a serious matter to disturb an industry of this importance for the problematical advantages of a tin plate mill.

The United States, with a consuming population of 80,000,000, had to impose a duty of 80 per cent. to establish the tin plate industry in that country, and they are still importing a number of lines on which the home mills can not compete.

Fowlers Canadian Co.

Mr. Walker, of Fowlers Canadian Co., Hamilton, was opposed to the duty. "It will increase the cost of our tins," he said, "and will consequently increase the cost to the consumer."

Tuckett Tobacco Co.

Mr. Lemereaux, of Tuckett's Tobacco Co., was not as deeply interested as the canners, but as the tariff would mean a considerable additional expense to them, he was opposed to it.

Mr. W. C. Breckenridge, president of

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The Norton Manufacturing Co., can manufacturers, had little to add to his exhaustive statement in The Grocer of February 23, except the very important fact that if a duty of 33 1-3 per cent. were placed on tin plate it would upset our whole tariff system. Tin plate is the raw material for an extraordinary large number of industries in the grocery, hardware and building lines. If you put a duty of 33 1-3 per cent. on the raw material of these industries you wipe out their protection and immediately there would be a clamor from all sides to have the tariff raised proportionally on the articles that are manufactured from tin plate. Otherwise, you protect the raw material and leave open to foreign competition all the industries above referred to.

Montreal Dissents.

Wm. Clark, the canned meat man of Montreal, said to a representative of The Canadian Grocer: "You may say for me that I am opposed to the imposition of any such duty as 33 1-3 per cent. on tin plate. My reason for this is that even if the proposed factory were established it would be utterly unable to supply the demand of Canadian manufacturers of tin goods. It would certainly mean that the price of all goods packed in tin for consumption by the grocery trade would be enhanced in cost very materially to the consumer, as every manufacturer would have to add the extra cost to his present prices. We are very large users of tin, and the extra cost to us would mean in the neighborhood of \$10,000 to \$15,000 per year."

Peter Laing, of the Laing Packing Co., also of Montreal, said: "I certainly do not approve of the imposition of the proposed duty, as it will mean higher cost of all goods put up by us. This cost would fall upon the consumer. We are large users of tin pails for lard, and tins for canned meats, and the extra expense to us would be very high."

John Anderson, of Chase & Sanborn, the coffee house, who, by the way, is on the committee having in hand the agitation against the imposition of the duty, was seen, and naturally expressed very decided disapproval of the proposed removal of tin plate from the free list. He stated that the extra cost to them per year would run fully over \$5,000. This cost in the case of themselves and similar concerns would in a large measure have to be borne by them, as coffee is an article upon which a radical advance could not be made to the consumer.

Canada Not Ready.

The Bloomfield Packing Co., who put up the "Quaker" brand of fruits and vegetables, briefly stated their views as follows: "Regarding the duty on tin plates we have nothing to say on the subject, believing that the consumer will have to pay the duty, as we believe it will be impossible to make tin plates in Canada to compete with English makers. The U. S. had a population of seventy millions before they attempted to establish tin plate industries."

Menace Canning Industry.

Geo. E. Fisher, president of the Burlington Canning Co., said when asked

his opinion of the proposed duty: "We think such a step would be disastrous to the canned goods trade, and have no hesitation in recording our objection. Anything that has a tendency to increase the cost to the consumer inasmuch as it lessens consumption is a serious menace to the business. We are continually aiming at cheap production, and do produce as cheaply as it is possible for us to do and maintain the quality of our goods. This is necessary to effect sales, for although the quality may be all that can be desired if the price is advanced the demand falls off at once, and if such an item as this proposed duty were added to the cost of cans the cost of the finished product would be so enhanced that not nearly so much would be required. We think this new company is quite in advance of the requirement of the country, and would very much prefer that no such industry be started in Canada at present."

A Fatal Blow.

The Belleville Canning Co. were equally pronounced in their view that the proposed duty would work a serious injury to the packing industry. They said:

"We are strongly opposed to such a measure. To the canners of fruits and vegetables such a proceeding would be most harmful, and the increased cost of manufacture from the imposition of such a tax would create a serious effect on the consumption of canned goods. While it is the consumer of the goods packed in tin packages that would really have to suffer if such a tax were imposed, yet any cause or interference that would tend to increase the price of such goods would certainly tend to impair trade, and the canning industry to-day, while it is progressive, would certainly receive a fatal blow should such a tax be placed on tin plate."

Sacrifice of a Great Industry.

G. A. Fraser, of the Thames Canning Factory, Thamesville, put the whole position of the canning industry very succinctly. He said:

"In regard to the proposed tin plate industry at Morrisburg, I may say that we have not given much attention to this matter, as the idea of fostering one premature industry at the expense of the development of the natural product seemed so unreasonable that we thought it impossible that such a proposition could appeal to the good judgment of the Tariff Commission.

"Tin plate containers at present represent about 40 per cent. of the total cost of canned vegetables, and as there seems great possibilities for the consumption of canned goods in foreign markets, as well as in the home land, and as there is unlimited possibilities for the production of these goods in this country, it would seem unreasonable to expect that the Government would sacrifice this industry even in the interest of a great manufacturing concern."

The Salmon Industry.

The salmon canners of the Pacific Coast would be placed in, if possible, even more unfortunate position. They secure their supplies by water from Wales. If the duty were imposed the freight rates would make it impossible to use the Morrisburg plate. They would still import from Wales, pay the

33 1-3 per cent. duty, and with no compensating result to anyone.

The Promoter.

J. Wesley Allison, the principal promoter of the Canada Tin Plate & Stamped Steel Co., the name of the proposed Morrisburg concern, is not unknown in Canada. He promoted the Cramp Steel Company at Collingwood, which, after heavy expenditures, was a sad fizzle. He operated in Montreal about two years ago to the regret of several prominent financiers, and he is even better known in the United States as a promoter. There, also, his undertakings have not been uniformly successful.

THE LATE F. W. FEARMAN, OF HAMILTON.

Frederick W. Fearman, head of the F. W. Fearman Packing Company, and one of Hamilton's oldest and most prominent citizens, died at an early hour of the morning at his residence, 90 Stinson street, on March 1.

He had been ailing a long time, but was taken seriously ill only a few days previously, having a stroke of paralysis on Monday, from which he never recovered.

Frederick W. Fearman was an Englishman of a fine type. He was born in Norfolk county in 1825. In 1833, when deceased was a boy of eight years, the family came to Canada and settled in Hamilton soon after their arrival, the then village impressing his father, the late Mr. William Fearman, as a place of great possibilities. Frederick W. was educated here, in the schools of the late Mr. Counsell and the late Dr. Tassie, although the family lived at York village, on the Grand River, from 1836 to 1840.

At the age of 22 deceased joined the crew of Captain Sutherland, then a prominent lake vesselman, and sailed the Canadian waters from 1847 to 1854. He retired from that life to begin business as a provision dealer in the latter year, and by business ability, care and industry laid the foundation of the great pork packing business which has for so many years been known by his name, and of which he was the head until he retired from active business a few years ago, leaving the management of so important an industry to his sons. Under his able direction the business soon became one of the most prominent in Canada, and the name was a household word from end to end of the Dominion.

Mr. Fearman was an ardent son of St. George and a lifelong member of St. George's Society, of which he was also president. He was a member of the Masonic fraternity, although it was not until quite late in life that he joined.

Deceased was married in 1851 to Elizabeth, daughter of the late Mr. Robert Holbrook. He is survived by his seven sons and one daughter. The latter is Mrs. Shearer, wife of Mr. H. A. Shearer, of Rochester, N.Y., and his sons are Messrs. F. Chester, Robert C., Harry H. and Frank D., who carry on the business; William J., of the Hamilton Gas Company; George D., accountant of the Cataract Power Company, and Edward, of New York. Deceased also leaves a widow—his second wife.

Spices—Fine	0 26	0 30
Medium	0 30	0 23
Good common	0 18	0 18
Common	0 13	0 15
Tea—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchong	0 15	0 20
Pekoe Souchong	0 15	0 18
Tea greens—Young Hysons	0 16	0 18
Hysons	0 14	0 15
Gunpowders	0 13	0 14
China greens—Pingsuy gunpowder, low grade	0 11	0 15
pea leaf	0 19	0 22
pinhead	0 28	0 32
Mongous—Moning, finest	0 30	0 40
choice	0 25	0 30
fine	0 18	0 25
good common	0 12	0 15
Packing—boxes	0 15	0 20
fine	0 25	0 30

Coffee—There is not a great deal to say about coffee. The prices remain as they were last week. The demand is not larger than is usual at this time of year, and supplies are large enough to meet all demands.

Watt, Scott & Goodaere, in their weekly report of March 6th says: "The past week was marked by further large decrease in the world's visible. Brazil has remained very firm owing to belief there in the success of the valorization scheme. Confidence therein, however, has not been sufficient to influence consuming markets materially. The statistical position has not been as strong for many years. Any one of numerous possibilities may arise to attract public interest, as an investment or a good gamble. Such interest would produce sudden and important advances."

Jamaica	0 10	0 11
Java	0 15	0 22
Mocha	0 15	0 19
Rio, No. 7	0 09	0 10
Santos	0 10	0 11
Marsaibo	0 11	0 13

Foreign Dried Fruits—Trade shows a little improvement over last week, although a firmness in the currant market in Greece has stimulated some buying in that article. Almonds of all kinds, shelled and unshelled, are held for higher prices in primary markets. Walnuts in the shell are sluggish, but the shelled variety show more life and we have to report, as predicted, quite a considerable advance in price. Dates, Valencia raisins, prunes and figs show no change.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04
Selected, per lb	0 04	0 05
Layers	0 05	0 05
Dates	0 04	0 04
Hates, Holloweas, per lb	0 04	0 04
California Evaporated Fruits		
Apricots, per lb	0 13	0 13
Peaches, "	0 10	0 10
Pears, "	0 13	0 13
Malaga Raisins—		
London layers	2 00	
"Connoisseur Clusters"	2 50	
boxes	0 80	
Royal Buckingham Clusters, "	1 10	
boxes	3 50	
"Excelsior Window Clusters, "	4 50	
is	1 35	
California Raisins—		
Loose muscatels, per lb	0 07	0 08
seeded, in 1-lb. packages	0 08	0 09
" 2 crown	0 06	
" 3 crown	0 06	
" 4 crown	0 08	
Prunes—		
Per lb		
35-40s	0 08	0 08
35-50s	0 08	
35-60s	0 07	
35-70s	0 06	
35-80s	0 06	
35-90s	0 05	
35-100s	0 05	
Oregon prunes (Italian style), 40-50s	0 08	
50-60s	0 07	
Oregon prunes (French style), 60-70s	0 06	
70-80s	0 04	
90-100s	0 04	
100-120s	0 04	
Currents—		
Filiatras, uncleaned	0 04	0 04
Fine Filiatras, per lb, in cases	0 04	0 05
cleaned	0 05	0 06
in 1-lb. cartons	0 05	0 06
Finest Vostizas	0 06	0 07
Amalias	0 06	0 06

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

Spices—Another advance is noted in ginger, but this, it is claimed, will not affect the local market materially, as the supply is fairly good. Dealers expect that there will be a scarcity of ginger in the near future, but it does not bother them very much yet.

Peppers, black	Per lb.	
white	0 16	0 22
ginger	0 25	0 30
Cloves, whole	0 16	0 24
Cream of tartar	0 17	0 32
Allspice	0 25	0 30
Nutmegs	0 12	0 15
	0 30	0 55

Rice and Tapioca—No change has occurred in the rice market recently. Prices are the same as they were last week. Tapioca has advanced and now commands 6c. The supply is rapidly becoming exhausted.

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

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 8, 1906.

BUTTER—Market steady, choice creamery selling 22c. to 22½c. Prices unchanged on other brands. Demand good.

CHEESE—No change in situation, fair trade in small lots. Prices unchanged at 13c. to 13½c.

EGGS—Market easing off. Sales being made at 18c. to 19c. for fresh. Dealers losing on held eggs, which are quoted at 14c. to 15c.

PROVISIONS—Lenten season has not curtailed local demand, hams, bacon, etc., selling quite freely. Dressed hogs unchanged. Abattoir dressed, \$10 to \$10.25; country dressed, \$9 to \$9.50.

Beans—The market is a little easier this week. Choice prime are quoted at \$1.65 to \$1.70, and lower grades from \$1.60 to \$1.65. Spot stocks are fairly large.

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

Honey—An improved demand is noticed for honey since the advance in prices. The stocks, however, are ample to take care of all orders.

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

Maple Products—The new syrup is expected to arrive in about a week. Dealers are anxiously awaiting the coming of this new crop. They report that they have had many calls for new crop goods. Owing to the scanty supply of new syrup expected this year, however, they will not be able to fill all these orders. Already in some points in Western Ontario new syrups are being used. Pure Townships sugar has experienced a slight advance and now calls for 8c. to 9c.

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

Evaporated Apples—There is a continued demand for evaporated apples at 11 1-2c., and dealers are at a loss to fill orders. The supply is becoming cleaned up very quickly. One dealer to fill a rather large order found it necessary to make an assortment of six different brands.

Fish—The recent cold weather has boomed the fish business considerably. Dealers report particularly good business all this week because of the three extra "fish days." Since the Lenten season came in there has been a noticeable increase in the demand for all kinds of fish, especially frozen fish. In salt fish green cod are a little easier in price, but salt herring are very scarce and prices are high. There has been a decline in prices in several lines since last week, as quotations will show.

Fresh haddock, per lb	0 05	
Fresh frozen fish—		
Single frozen haddock	0 03	0 04
market cod, per lb	0 04	0 04
steak cod, per lb	0 04	0 04
B.C. salmon, per lb	0 08	0 08
Qualla, salmon	0 07	0 08
Halibut, per lb	0 08	0 09
Gaspe salmon	0 12	0 13
Dore, per lb	0 07	0 07
Large whitefish, per lb	0 08	0 09
Small whitefish	0 05	0 06
Round frozen grass pike	0 04	0 04
Lake trout	0 08	0 08
Striped bass, per lb	0 15	
Large herring, per 100 fish	2 00	2 15
Medium	1 10	1 20
Smelts, No. 1, per lb	0 07	
Extra large	0 10	
Mackerel	0 10	
Tomcods	1 40	

Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb	0 05	0 05
Kipper herring, per box	0 70	
St. John bloaters, 100 in box, per box	1 10	
Yarmouth bloaters, 60 in a box	1 10	
New smoked herring, in small boxes, per box	0 13	

Oysters and Lobsters—		
Standards, per imp. gal	1 40	
Selects, per imp. gal	1 60	
Oyster pails, pinta, per 100	0 90	
quarts	1 25	
Live lobsters, per lb	0 15	
New boiled lobsters, per lb	0 12	

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

Salt and pickled fish—		
No. 1 Labrador herring, per bbl	6 00	
" " per half bbl	3 50	
" " per pail	0 80	
" salmon—		
in bbis	13 00	
in ½ bbis	7 50	
B.C. salmon, bbis	12 50	
half bbl	7 00	
lake trout, per keg	4 50	
mackerel, per pail	2 00	
large green cod, per lb	0 04	
medium, "	0 04	
small, "	0 03	
Pollock, med., green, per lb	0 07	
Haddock, per lb	0 03	

BUSINESS PERSONALS.

H. J. Stevens, of Montreal, was in New York the early part of the week.

B. F. Blakeslee, Toronto, representing "Egg-O-See," is a visitor to Montreal trade this week.

Shaw T. Nishimura, Canadian representative of the Central Japan Tea Traders' Association in Montreal, left for Japan on Wednesday, February 28. Mr. Nishimura journeys via Chicago and San Francisco, sailing from that port for Yokohama. His trip in Japan will be in the interest of his trade, looking after the orders of his clients and making personal selections from the plantations of the teas most suitable for this market. Mrs. Nishimura accompanies him.

Ontario Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

TORONTO.

Tomatoes—Are up 5c. and going up another 5c.
Acadia Sugar—Is up 15c., others 10c. Market strong.
Molasses—Are advancing.
Dried Apricots—Are getting scarce.
Spices—Market strong. Ginger up 5c., cream of tartar 3c.
 New catch of fish coming in higher.
 Butter market fairly firm; choice dairy scarce.
 Eggs up to 18c.
 Fresh vegetables getting cheaper.

GROCERIES.

The advances in sugar on the 2nd and 3rd inst. have brought with it some improvement in trade generally. It stimulated purchasing. Generally speaking, markets are firmer, and these are advances not offset by any declines.

Canned Goods—Tomatoes advanced another 5c. this week, and even a 10c. advance is being asked in places. The probability is they will go higher. It is thought not unlikely they will be \$1.25 before the new pack comes in. Canned fruits are going well into consumption, and prices are firm all round. Corn, too, is said to be getting into a better position.

A report from the Pacific Coast states that the California asparagus pack, which will begin this month, is estimated at 800,000 cases, and will be the first of any account in three or four years. It has all been sold in advance.

Group No. 1 comprises—
 "Canada First," "Little Chief," "Log Cabin," "Horse-shoe" 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.

FRUITS.

Apples, standard, 3s.	1 00	
" preserved, 3s.	1 25	
" standard, gal.	2 50	
Blueberries —		
2s, standard.	0 92½	0 90
2s, preserved.	1 42½	1 40
Gals., standard.	4 52½	4 50
Cherries —		
2s, red, pitted.	2 02½	2 00
2s, " not pitted.	1 57½	1 55
2s, black, pitted.	1 57½	1 55
2s, " not pitted.	2 22½	2 20
2s, white, pitted.	1 82½	1 80
Gallons, standard, not pitted.	7 02½	7 00
" " pitted.	8 52½	8 50
Currants —		
2s, red, H.S.	1 60	1 57½
2s, red, preserved.	1 80	1 77½
Gals., red, standard.	4 77½	4 75
" " solid pack.	7 02½	7 00
2s, black, H.S.	1 77½	1 75
2s, " preserved.	2 07½	2 05
Gals., black, standard.	5 02½	5 00
" " solid pack.	8 02½	8 00
Grapes —		
2s, white Niagara.	1 42½	1 40
2½s, white Niagara.	1 77½	1 75
3s, white Niagara.	1 97½	1 95
Gal., white Niagara.	3 52½	3 50
Gooseberries —		
2s, H.S.	1 90	1 87½
2s, preserved.	2 12½	2 10
Gals., standard.	6 02½	6 00
" " solid pack.	8 02½	8 00
Lawtonberries —		
2s, H.S.	1 77½	1 75
2s, preserved.	1 95	1 92½
Gals., standard.	5 52½	5 50
Peaches —		
1½s, yellow (flats).	1 70	1 67½
2s, yellow.	1 90	1 87½
2½s, yellow.	2 60	2 57½
3s, yellow.	2 85	2 82½
3s, yellow (whole).	2 37½	2 35
2s, white.	1 75	1 72½

2½s, white.	2 50	2 47½
3s, white.	2 70	2 67½
3s, pie.	1 27½	1 25
Gal., pie, peeled.	4 52½	4 50
Gal., pie, not peeled.	3 87½	3 85

Pears —		
2s, Flemish Beauty.	1 65	1 62½
2½s, Flemish Beauty.	1 97½	1 95
3s, Flemish Beauty.	2 12½	2 10
2s, Bartlett.	1 80	1 77½
2½s, Bartlett.	2 17½	2 15
3s, Bartlett.	2 32½	2 30
3s, pie.	1 27½	1 25
Gal., pie, peeled.	3 80	3 77½
Gal., pie, not peeled.	3 27½	3 25

Pineapple —		
2s, sliced.	2 32½	2 30
2s, grated.	2 57½	2 55
3s, whole.	2 72½	2 70

Plums, Damson —		
2s, light syrup.	0 92½	0 90
2s, heavy syrup.	1 17½	1 15
2½s, heavy syrup.	1 47½	1 45
3s, heavy syrup.	1 77½	1 75
Gal., standard.	2 97½	2 95

Plums, Lombard —		
2s, light syrup.	0 97½	0 95
2s, heavy syrup.	1 22½	1 20
2½s, heavy syrup.	1 52½	1 50
3s, heavy syrup.	1 77½	1 75
Gal., standard.	3 17½	3 15

Plums, greengage —		
2s, light syrup.	1 02½	1 00
2s, heavy syrup.	1 27½	1 25
2½s, heavy syrup.	1 52½	1 50
3s, heavy syrup.	1 82½	1 80
Gal., standard.	3 47½	3 45

Plums, egg —		
2s, heavy syrup.	1 55	1 52½
2½s, heavy syrup.	1 82½	1 80
3s, heavy syrup.	2 12½	2 10

Raspberries, Red —		
2s, L. S. (Shafferberries).	1 42½	1 40
2s, H. S.	1 67½	1 65
2s, preserved.	2 87½	2 85
Gals., standard.	5 27½	5 25
" " solid pack.	8 27½	8 25

Raspberries, Black —		
2s, black, H. S.	1 62½	1 60
2s, preserved.	1 77½	1 75
Gals., standard.	5 02½	5 00
" " solid pack.	8 72½	8 70

VEGETABLES.

Asparagus, California —		
2½s.	3 90	
2s, Canadian.	3 00	

Beets —		
2s, sliced, sugar and blood red.	0 87½	0 85
2s, whole.	0 87½	0 85
3s, sliced.	0 97½	0 95
3s, whole.	1 00	

Beans —		
2s, golden wax.	0 82½	0 80
2s, refugee.	0 85	0 82½
3s.	1 27½	1 25
Gals.	3 77½	3 75
2s, crystal wax.	0 95	0 92½
2s, red kidney.	1 02½	1 00
2s, Lima.	1 12½	1 10
Gals., standard.	4 52½	4 50
1s, Baked, plain.	0 40½	
1s, " tomato sauce.	0 45	
1s, " chili sauce.	0 50	
2s, " plain.	0 70	
2s, " tomato sauce.	0 75	
2s, " chili sauce.	0 75	
3s, " plain (flat or tall).	0 87½	
3s, " tomato sauce (flat or tall).	0 95	
3s, " chili.	1 00	

Cabbage —		
3s.	0 87½	0 85

Carrots —		
2s.	0 92½	0 90
3s.	1 02½	1 00

Cauliflower —		
2s.	1 42½	
3s.	1 82½	

Corn —		
2s.	0 85	0 82½
Gal., on cob.	4 52½	4 50

Parsnips —		
2s.	0 92½	0 90
3s.	0 92½	1 00

Peas —		
Extra fine sifted, 2s.	1 22½	1 20
Sweet wrinkle.	0 82½	0 80
Early June.	0 75	0 67½
2s, standard.	0 62½	0 60

Pumpkin —		
3s.	0 80	0 77½
Gal.	2 52½	2 50

Rhubarb —		
2s, preserved.	1 17½	1 15
3s.	1 92½	1 90
Gal., standard.	2 65	2 62½

Spinach —		
2s.	1 42½	1 40
3s.	1 82½	1 80
Gals.	5 02½	5 00

Squash —		
3s.	1 02½	1 00

Succotash —		
2s.	1 17½	1 15

Tomatoes —		
3s.	1 05	1 10
Gal., all kinds.	3 15	

Turnips —		
3s.	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1s.	0 50
" " 2s.	0 78
" " 3s.	1 00

Chili sauce same as tomato sauce.	
Catsups, tins, 2s.	0 75
" " gal.	1 20
" " jugs.	7 70

FISH.

Lobster, talls.	
1-lb. flats.	4 40
" " 1-lb. flats.	2 35
" " 1-lb. flats.	1 00
Mackerel.	
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Talls, 5 cases and over, per doz.	1 75
1-lb. " less than 5 cases, "	1 75
1-lb. Flat, 5 cases and over, "	1 75
1-lb. " less than 5 cases, "	1 75
1-lb. " 5 cases and over, "	1 75
1-lb. " less than 5 cases, "	1 75
Low Inlet.	
1-lb. Flat, 5 cases and over, "	1 75
1-lb. " less than 5 cases, "	1 75
Sardines, French 1½s.	
" " 1s.	0 43
" " Portuguese 1½s.	0 08
" " P. & C. 1s.	0 25
" " P. & C. 1½s.	0 35
" " Domestic 1½s.	0 03
Mustard, 1 size, cases 50 tins, per 100.	3 75
Haddies, per doz.	1 05
Haddies, per case.	4 00
Kippered herrings, domestic.	1 45
" " imported.	1 50
Herrings in tomato sauce, domestic.	1 00
" " imported.	1 40

MEATS, ETC.

Beef, corned 1s, per doz.	1 35		
" " 2s.	2 40		
" " 6s.	7 20		
" " 14s.	16 60		
	Aylmer	Simcoe	Delhi
	Kent	Lalor	
Chicken, 1s, boneless.	3 20	3 10	3 10
Turkey, 1s, "	3 20	3 10	3 10
Duck, 1s, "	3 20	3 10	3 10
Tongue, 1s, lunch.	2 85	2 75	2 75
Soup, 2s, tomato.	1 00	1 95	1 95
" " 3s.	1 45		
Pig's feet, 1s, boneless.		1 65	
" " 1½s.	2 40		

Sugar—The advance in sugar last week was based upon an increase in the price of raws. On March 2 Acadia advanced the price 5c., and on the following day all the refineries, including Acadia, added on 10c., making a total advance for Acadia of 15c. The market is firm at these prices and while further advances are not looked for immediately, it is thought the future holds a further upward movement. The advance put a little ginger into trade generally, because, as one old dealer put it, when prices begin to go up most people begin to hug.

Willett & Gray, New York, in their latest statement on the raw sugar situation, say:
 "A change for the better has come over the market. The principal refiners remained withdrawn as buyers, but other refiners, in looking for supplies, found that holders' views had advanced, and they were obliged to pay 1-32c. and, later, a further 1-32c., above the prices for distant sugars current last week. Cuban centrifugals for March shipment are now quoted firm at 2 1-16c. e. and f., equal to 3-42c. landed, at which a fair business has been done.
 "A cable from Brazil reports that rains have set in and that the output of crop will be much less than expected. Brazil sugars have recently been sold for shipment to United Kingdom at fully 1-8c. above the parity of the American market."
 The planting of sugar beets by farmers in Western Ontario will be greater this year than last. Mr. Hugh Blair has received from the agent of the Berlin refinery a statement regarding the farmers' contracts during last week. It says: "We received 91 contracts of 212 1-2 acres, making a total of 1,443 contracts, comprising 3,055 1-4 acres."

Tea—The London indicate supplies and quality is good. India tea has reopened above meantime the of Calcutta agents from show good teas are sea
Japans—The freely exhaust influence on not brisk at to a hand t
 Gow, Wil February 2: slight impr Indian tea, in the mark has not been inal advance in prices, t better liqu barjeeling, Boars dist better tone
 The expc year was a lbs., which more than t millions mo of the incre dom. The 26 lbs. to 69,934 lbs

We have this contracts and for the corre

Paris lumps, in 50 in 100
 Lawrence gran
 path's granulat
 Acadia granulated.
 Berlin granulated.
 Phoenix.
 Bright coffee.
 Bright yellow.
 No. 3 yellow.
 No. 2
 No. 1
 granulated and ye

Syrups at has become Mon. New (New York, a the advance Barbadoes a eney, but fa (Se., and fin generally rer

Syrups— Dark Medium Bright Corn syrup, bbl., p " " bbls kegs " " 3 gal. p " " 2 gal. " " 5-lb. th " " 10-lb. " " " 30-lb. "

Molasses— New Orleans, med " " open Barbadoes, extra Porto Rico. West Indian.

Maple syrup— Imperial qts. 1-gal. cans. 5-gal. cans, per gal. Barrels, per gal. 5-gal. Imp. brand. 1-gal. " 1-gal. " Qts. "

Tea—The London indicate supplies and quality is good. India tea has reopened above meantime the of Calcutta agents from show good teas are sea

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We have this year at this date 252 more contracts and 572 1-2 more acres than for the corresponding date of 1905."

Table listing various agricultural products and their prices, including items like 'Paris lumps, in 50-lb. boxes', 'Lawrence granulated, barrels', and 'Bright coffee'.

Syrups and Molasses—The market has become established in a firm position. New Orleans has advanced 2c. in New York, and as stocks here are light, the advance is being asked here by some.

Table listing prices for Syrups and Molasses, including 'Dark', 'Medium', 'Bright' syrups and 'New Orleans, medium' molasses.

Table listing prices for various types of Molasses, such as 'New Orleans, medium', 'Barbadoes, extra fancy', and 'Porto Rico'.

Table listing prices for Maple syrup, including 'Imperial qts.', '1-gal. cans', and '5-gal. cans'.

Tea—The cables this week from Ceylon indicate a continued shortness of supplies and a strong market. The quality is good. The Calcutta market for India tea has closed and will probably reopen about the first of June, and meantime there have been free offerings of Calcutta teas afloat and for reshipments from London.

Japans—The stocks in Japan are entirely exhausted. This has had little influence on the spot, as the demand is not brisk and buying is confined entirely to a hand to mouth process.

Gow, Wilson & Stanton, London, on February 23, state. "There has been a slight improvement in the demand for Indian tea, and the depression noticed in the market during the last few weeks has not been quite as marked. No actual advance, however, has taken place in prices, though the presence of some better liquoring teas from Assam and Darjeeling, as well as a few from the Mowars district, has imparted a rather better tone."

The export of tea from Ceylon last year was a record, reaching 172,629,960 lbs., which was 13 1-2 million pounds more than the export of 1904, and 23 1-2 millions more than in 1902. The bulk of the increase went to the United Kingdom. The total was divided: 112,620,926 lbs. to the United Kingdom; 60,009,934 lbs. elsewhere.

Coffee—Quotations continue unchanged, but the situation is firm. Willett & Gray say:

"It appears probable that the figures of the world's visible made up for March 1st will be two million bags less than the same date a year ago. The movement of the crops at Rio and Santos continue to run far below expectations and the statistical figures of the coffee position are becoming stronger from day to day. On the other hand, the coffee world is inundated with reports that the next Santos crop may be immense."

Brazil advices confirm that the coffee states have signed an agreement on the valorization project. It is also reported that the capital has been amply secured and the coffee states are now asking Congress to fix a standard rate of exchange at which the convertible notes will be redeemed. They realize that an advance in the currency price and in the rate of exchange cannot be established both at the same time. Coffee people cannot fail to appreciate the fact that the effect of the valorization law will be to afford financial assistance, so that the planters will not be obliged to sell their coffee as fast as it comes in, as they have been doing of late years."

Foreign Dried Fruits—Here again the markets are showing a tendency to advance. In currents the market abroad and also in the United States is quite firm, and the position is considered strong. The Valencia raisin stocks are exhausted in Spain, but the fruit continues to sell freely here without any advance in prices. Higher prices are expected for sultana raisins. The crop in Smyrna is nearly exhausted and the ber. Apricots are getting scarce, but ber. Apricots are getting scarce, but no advance is yet announced.

Table listing prices for Prunes, Santa Clara, including '90-100s, 50-lb boxes' and '60-70s, 50-lb boxes'.

Table listing prices for Candied and Drained Peels, including 'Lemon', 'Orange', 'Figs', 'Apples', and 'Raisins'.

Foreign Nuts—Shelled walnuts and almonds continue to advance in the primary markets and with an active consumptive demand here importations have been continued and purchases made freely at advancing prices from day to day.

There has been also a considerable advance in Sicily filberts in the primary

market, though it does not yet appear in the local quotations. Prices throughout the list are unchanged.

Table listing prices for various nuts, including 'Almonds, Tarragona, per lb.', 'Walnuts, Grenoble', and 'Pecans, per lb.'.

Spices—Eastern cables report a slowly advancing market in nearly all spices. Cables indicate a slightly stronger market in peppers. There has been a bear movement in pepper in London, Eng., which has forced the market down, but the demand of short sellers to cover in the past week has brought about an advance of about 3-8 of a penny.

James W. Phyt & Co. report the following shipments in tons from Singapore and Penang during the last half of February: Black Pepper—United States, 80; Great Britain, 30; continent, 125. White Pepper—United States, 20. Nutmegs—United States, 8. Tapioca—United States, 325; Great Britain, 275; continent, 150.

The following figures for five years have been received of the spice stocks in Holland. Nutmeg stocks are the lowest in five years.

Table showing Nutmegs, Mace, Cloves, and Pepper prices for the years 1901 through 1906.

The quotations for ginger locally has advanced 5c. For cream of tartar also the price is up with some more range.

Table listing prices for various Spices, including 'Peppers, blk', 'Ginger', 'Nutmeg', and 'Allspice'.

Rice and Tapioca—No further advances are quoted for tapioca this week. The market, though, is firm at the high price established, and tapioca is likely to remain a scarce article in Canada for many months yet.

The New Orleans Board of Trade is conducting a campaign against the lowering of the duty on rice from the Philippines as proposed by the Philippine tariff bill. It is asserted that while the change would ruin the rice industry in the Gulf coast country of the United States, it would not help the Philippines who import rice now. It would, however, encourage speculative export of the annual crop of 8,000,000 bags to the United States, and cheap Indian rice would be brought in to take its place.

Table listing prices for Rice and Tapioca, including 'Rice, stand. B.', 'Rangoon', 'Patna', and 'Tapioca, medium pearl'.

Honey—An active demand continues and the market is firm, but prices are unchanged for the week.

Table with 2 columns: Item description and Price. Includes Honey, extracted clover, in 60-lb. cans, per lb., sections, No 1, No 2, Buckwheat, per lb., sections, No. 2, per doz.

Beans—The market is slightly stronger on better demand, and prices have firmed up to last week's highest quotations.

Table with 2 columns: Item description and Price. Includes Beans, handpicked, per bush, prime, No. 1, Lima, per lb.

Fish—The new catch is beginning to come in in some lines. This applies to haddock and finnan haddies. The stock of frozen trout is about cleaned up, and the price will probably advance.

Table with 2 columns: Item description and Price. Includes Frozen halibut, per lb., Haddock, fresh caught, per lb., Fresh trout, per lb., Lobsters, boiled, per lb., Frozen B.C. salmon, per lb., Shrimps, per gal., Whitefish, per lb., Herrings, per lb., Pickeral, Oysters, standard, small pail, Finnan haddies, Ciscoes, Kippers, 60 to box, Bloaters, 60 to box, Mackerel, per lb., Labrador herring, salt, No. 1, half bbl., Frozen sea herring, per 100, Smelts, No. 1.

Dried and Cured Fish—Trade is good, without any change in quotations beyond a half cent reduction in cod fish bricks.

Table with 2 columns: Item description and Price. Includes Boneless fish, per lb., Cod fish, 1-lb. bricks, Onion-on-toast, per lb., Flitched cod fish, cases of 100 lbs.

Hides—The Chicago market is spasmodically weak, and prophecies of recovery are not fulfilled. Somewhat better prices are to be had for sheepskins. Half a cent more per pound is being offered for country hides.

There are some changes in the prices for furs. Mink and skunk are weak, reflecting the condition in Russia. The quotations show a readjustment according to size rather than an advance for prime badger.

Table with 2 columns: Item description and Price. Includes Hides, inspected, steers, No. 1, No. 2, cows, No. 1, Country hides, flat, per lb., No. 3, Calf skins, No. 1, selected, No. 2, Sheep skins, Horse hides, No. 1, Rendered tallow, per lb., Pulled wools, super, per lb.

Fur Skins.

Table with 2 columns: Item description and Price. Includes Badger, Bear, black, yearlings, Fisher, Fox, red, cross, Lynx, Marten, dark, Mink, dark, pale, Muskrat, Raccoon, Skunk, Weasel, white, Wolf, timber, prairie, Wolverine.

B. C. News.

Vancouver, Feb. 28, 1906.

A meeting of steamshipmen interested in northern shipping was held in the board room at the C.P.R. general offices here this week, to discuss the question of freight rates for the approaching season in the Yukon trade.

The fact that the White Pass & Yukon Railway, controlling the river transportation on the Yukon, as well as the rail line from Skagway to White Horse, was not inclined to stand in on any raise which might jeopardize the freight business over their route, had some influence on the steamship companies.

Preparations for the season have already begun, as there will be quite a movement of passengers bound to reach Dawson "over the ice."

Now that attention has been turned to the possibility of wheat and flour traffic for export trade from this port, coming to Vancouver from Alberta, projects for erection of flour mills are of ordinary moment.

Because the Chinese are boycotting American goods at the present time it is asserted that large quantities of flour are being shipped to the Orient, marked Canadian, which originated on the other side of the line.

ing out such a big order for immediate shipment.

Spring salmon are running, though the season is a little later than usual. As a rule fishing springs begins early in the year, sometimes even at Christmas.

The fishermen met at New Westminster yesterday and decided to ask 8c per lb. for red springs, 4c. for white springs; this price to hold till April 15, and from that date until the end of May, or of the run of Spring salmon, 5c. to be the price per lb. for red springs, and 2 1/2c. per lb. for whites.

The halibut run this season has been phenomenal. The New England Fish Company's steamers, New England and Kingfisher, have been reaching port with very large catches.

Some fresh frozen halibut has been sent down from Port Simpson for shipment east, the Wallace Bros., of Claxton, being engaged in freezing fish, as well as in curing and salmon canning.

W. D. Code, a wealthy Englishman who has large property holdings on Graham Island Queen Charlotte group, is said also to be contemplating engaging in fishing for halibut, making his place on Graham Island a base of operations.

Markets.—Features of trade are scarce this week with the exception of a little brisker buying by retail grocers on orders dated for first of the month.

Trade prospects never were brighter. The season is apparently opening up early, and so many industries show expansion, while new projects are being exploited, that the supply trade is likely to be very much larger this year.

Grocery prices show slight change or movement this week. The advance in sugar of 1/4th, noted last week, holds.

Sugar Refinery the Australian where the co plantations.

Produce market New Zealand wholesale market next shipment weeks. Some egg, and the creamery is kept.

Eggs have come. Local fresh on the New Westing lots. Some ton shipments and the price week.

In fruit the prices ruling fine quality.

Apples from received and though their chief recomm are small, daily off the r Lytton and o in the market. Prices are \$1.00 per bushel received pretty well they were rather preventing the

In vegetable new features. per crate, a moving slowly in prices.

N. S.

The grocer since last renders are common have not varying fairly snow during lus to the b side points l much more condition of the whole a

Eggs — C there is a f laid article. are likely to ers cannot. Generally th worked off out there is there as her storage eggs robbers who here will when the n a high price here quote l cold storage cents below her condition will not market.

Butter—Is calculations son that reach record realized no tario and (and the loc ly. The fa fresh butter than is usu quoted at 24 cents at 22c

Sugar Refinery, leaves to-morrow on the Australian steamer for Suva, Fiji, where the company has large sugar plantations.

Produce market is unchanged. The New Zealand butter moved out of wholesale hands very rapidly, and the next shipment is expected in about two weeks. Some eastern butter is arriving, and the supply of local fresh creamery is keeping up fairly.

Eggs have dropped down as predicted. Local fresh can be bought at 30c. on the New Westminster market, in jobbing lots. Some Oregon and Washington shipments continue to be received, and the price is about as quoted last week.

In fruit the orange market is active, prices ruling as last week and stocks of fine quality.

Apples from Washington are being received and selling at \$2.50 per box, though their fancy appearance is their chief recommendation. Local stocks are small, Coldstreams being practically off the market. Some apples from Lytton and other up-country points are in the market in a limited quantity. Prices are \$2 and \$2.25. The pineapples received ex Aorangi have been pretty well sold down, the fact that they were rather too ripe when received preventing their being held.

In vegetables the market shows no new features. Lettuce still brings \$1.75 per crate, and scarce. Potatoes are moving slowly, and no change is marked in prices.

N. S. Markets.

Halifax, March 7, 1906.

The grocery trade has improved some since last report. Jobbers say that orders are coming in more freely. Prices have not varied very much, all lines being fairly steady. A heavy fall of snow during the week has added stimulus to the business, persons from outside points being able to move about much more easily with the improved condition of the roads. Collections on the whole are very satisfactory.

Eggs — Continue in good supply, and there is a fair demand for the fresh laid article. The eggs in cold storage are likely to remain there, as the holders cannot market them at any price. Generally the surplus stock here can be worked off on the American market, but there is as great an over supply there as here, both as regards the cold storage eggs and the fresh laid. The jobbers who have these eggs in storage here will be hard hit. They bought when the market was strong and paid a high price for them. Some dealers here quote fresh laid eggs at 17c., while cold storage can be bought several cents below that figure. If the weather conditions remain the same there will not likely be any change in the market.

Butter—Is in good supply, and the calculations of those early in the season that the price for butter would reach record figures is not likely to be realized now. There are lots of Ontario and Quebec butter in stock here, and the local supply is improving greatly. The farmers are sending in more fresh butter at this season of the year than is usually the case. Creamery is quoted at 26c.; solids 24c. to 25c.; dairy tubs at 22c. to 23c.; rolls from 21c. to

23c. Some choice rolls bring as high as 25c. Cheese is steady at last quotation.

Sugar—The local sugar war for the time being seems to be at an end. There has been an advance here of 10c. per hundred pounds in the price of Austrian granulated, but other grades are about the same. The retail dealer who was selling this sugar at \$5.50 per bag of 100 pounds has removed the quotations from his window. The price quoted now by the wholesalers is \$3.70. Some of the retailers are still selling at former quotations, viz., 27 pounds for \$1, and the man who is going one pound better for the same money is still doing business at the same old stand.

Flour—The millers have reduced some grades of Manitoba flour 10c., but the cut is not general here. The dealers here were anticipating an advance, not a decline. The quotations here at present follow: Manitobas, \$5.50; seventy per cent., \$4.70; eighty per cent., \$4.60; ninety per cent., \$4.25; straights, \$4.15. Rolled oats are quoted here at \$4.75 to \$4.85.

Fruits—Good apples are scarce on this market at the present time. Northern spys and the best grades of russets are fetching \$4.50 per barrel, and some highly colored Baldwins (not better than good No. 2's) are selling at the same figure. There is a general complaint here about the packing and the marking of the apples, and there seems no redress. The nominal fine imposed by the inspectors does not appear to have any good effect hereabouts. The opinion here is that the grower should be well satisfied with \$4.50 per barrel for his apples. Evaporated apples are also advancing, and it is expected the price will go still higher as the market becomes free of green apples. They are now quoted here at 10½c. to 11c.

Naval oranges are quoted here at \$3.75 for all counts, and lemons at \$2.75 to \$3 per case of 300 count.

Grapes are scarce here, and those now on the market are quoted at \$7 per bag.

N. B. Markets.

St. John, March 8, 1906.

Business begins to show improvement after a rather quiet Winter. We have had one of our heaviest Winter storms during the past week. The snow was welcome, particularly by our lumbermen in some parts of the province, as for a great part of the Winter in some sections the ground has been bare. The lumber interest affects New Brunswick as nothing else.

The retaining of the I. C. Railway by the Government is a matter of present interest. There would seem some western influence is toward its being sold. The Maritime Provinces are a unit against such action. The boards of trade are taking the matter up. There are too many reasons against its sale to attempt to mention them here. One, and it should be a sufficient one, is that a Government road was a promise made to the Maritime Provinces at Confederation and to allow the road to pass to private control would be a breach of faith. The Government bear the expense of the maintenance of the canals and they are now free "even to American

commerce." A deficit, even if necessary, which we do not admit, is not a sufficient reason to sell the railroad.

Oil.—In burning oil there is still an active sale. Prices continue low. It has been a Winter of cheap oil, but still well above the prices in the U. S. Lubricatings have much attention and a good outlook for trade is reported. This is a line in which there is little change in values. Paint oils will rule quite high this year, linseeds being much higher than last season and turpentine even higher than the extreme prices then ruling. Cod oil has but a fair movement. Quite full prices rule.

Salt.—In Liverpool coarse salt this is rather a large market. The Winter is the quiet season. The outlook is little, if any, changed. Fair stocks held. In Canadian fine, dealers are beginning to get in Spring stocks, prices unchanged. There is very apt to be delay a little later in getting deliveries, in dairy salt in particular.

Canned goods.—There is nothing of interest. Vegetables continue low. Tomatoes while somewhat firmer are still sold below the cost of replacing. Fruits have but a limited inquiry, apples having perhaps the best demand. Salmon in good supply. Oysters are firm. Lobsters hold at the high prices which have ruled for some time. In domestic fish a fair stock of sardines; other lines somewhat short.

Dried fruit.—Some California seeded raisins at the lower prices have been received, but market is quite firm. There has already been an advance at the coast. In other lines of raisins but a fair business. Prunes are higher, particularly small sizes, stocks light. Apricots and peaches but a fair sale, prices quite firm. Currants are rather higher, but local prices little changed. Dates tend upward. In peels the outlook is for high prices, particularly citron. Onions dull. New Valencias are offered, quite full prices asked. Canadian onions Wintered badly. Evaporated apples high.

Sugar.—Prices still low and little change expected. A fair business only.

Molasses.—There is still interest in reference to the duty on fancy Barbadoes. The department, it is said, have decided that on the early importations duty will not be charged, but that after this duty will be collected. It is thought this will apply to any molasses testing 52 degrees and over. However, little if any molasses outside the fancy Barbadoes will do this. Prices are little changed.

Fish.—There is a fair business in fresh fish. Supply this season has been good and prices well maintained. In dry fish high prices still rule. Pickled herring are in light supply and full prices are asked. In smoked herring prices are still high. Finnan haddies rather dull. There is now quite a sale for prepared smoked herring.

NEW CANNING FACTORY.

A new canning company has been started in St. Dorothee, Que. It is known as the St. Dorothee Canning Co., Limited. The factory building, which is almost complete, is 100x150 feet and three storeys high. It will be one of the largest in the Province of Quebec. The company will make a specialty of tomatoes and apples.

THE GREAT WEST

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

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

Officers Retail Merchants' Association of Western Canada:

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

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

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

Secretary Coulson is sending the western trade this week the following circular letter:

Dear Sir:—Our annual meeting has come and gone and it is very gratifying to each of our members to know that in the very short time we have been organized our membership has increased to 600 with the prospect of an equally large increase in the year just entered upon. As the result of the work of the secretary and the local associations much good has already been accomplished, but much still remains to be done along the lines of curtailment of credit, discouraging and preventing the unnecessary and unreasonable multiplication of business places, preventing price-cutting, obtaining a more equitable assessment law and a cheaper rate of fire insurance by the establishment of a Merchants' Mutual Fire Insurance Company. There is also much to be done in preventing the wholesale trade from selling to consumers, in obtaining legislation to prevent misrepresentation both in the advertising and the stamping and labeling of goods and in inducing manufacturers to sell staples on the price contract plan, thus doing away with price-cutting in department stores.

In order that the Retail Merchants' Association of Western Canada may have the influence it desires and requires for the protection of its members it is necessary to secure the co-operation of all merchants, for the stronger we are the greater good we can do and the greater pressure we can bring to bear to accomplish our undertakings. To this end we have joined forces with the Retail Hardware and Stove Dealers' Association of Western Canada, who have a membership of about 300, thus making a joint membership west of Winnipeg of almost 1,000. We have also affiliated with the Dominion Retail Merchants' Association, who are very strong in Eastern Canada. We want retailers of all classes in our association and trust that each member

will do his best to assist the executive and induce others to join us.

Some are apt to become disappointed or discouraged if they do not at once see financial results, but it should always be remembered that the association is in good working order in many towns and that, as soon as the secretary can do so, he will do the same for all towns. Let us appeal to you to be patient and help the organization work along in your own town. The conditions which confront us were not brought about in a day or a year and it is not reasonable to expect the immediate settlement of all grievances. You can rest assured that the association intend to accomplish, and are endeavoring to accomplish, all they can and if we can not succeed when united in an association how much less are our chances of success from individual effort?

The wholesaler, the manufacturer and the Government will very seriously consider a request from an association with a membership so large and representative as ours, when they could afford to ignore an individual request. From the full report in The Canadian Grocer of the proceedings at the convention February 13, 14 and 15, you can readily see what the association has done in the past year, and what benefits have been derived by its members.

It is most necessary that district and local associations be organized to discuss and arrange matters pertaining to separate districts, and that such districts work harmoniously with adjoining districts and keep in touch with each other. If you have a grievance which cannot be righted locally, e.g. the consumer being supplied directly by the wholesaler, the selling of staples under cost, or any matter affecting the trade, please advise your secretary promptly, giving him full particulars. Respectfully yours,

W. A. COULSON.

An effective scheme for the collection of bad debts is now being put in operation by the secretary. Members of the association in good standing are being supplied by the secretary with blank forms from the credit, reporting and collecting department. When an association member has trouble in collecting an account from a dead-beat he fills out one of these letter forms which read as follows:

Dear Sir: Our account amounting to \$ _____ has not been settled yet, according to your promise. Unless we hear from you, and you adjust it in a satisfactory manner before the _____ we will hand it over to the credit, reporting and collecting department of the Retail Merchants' Association of West-

ern Canada, of which association we are members, and which include among its membership nearly all the retail merchants of all classes in the western provinces, and which is formed for self-protection. We would regret being obliged to do this, as the account thereby goes into the hands of a very strong and influential organization, and every member is informed thereof. We dislike to believe that you purchased the goods with the intention of not settling for them, so we expect you will not fail to call in and see us before the above date.

Yours respectfully,

• • •

The upper left-hand corner of this sheet contains the following:

This certifies that

_____ is a member of the Retail Merchants' Association of Western Canada Credit, Reporting, and Collecting Department, office, room 53, Scott block, Winnipeg, and is the proper person to receive this form, which is not transferable.

Bankers—Union Bank.

Solicitors—Rothwell & Johnson.

• • •

Attached to this sheet is a stub which may easily be torn off and on which is the following form to be filled out by the merchant when he sends out his letter and to be forwarded to the secretary in case the debtor does not pay promptly:

Office of _____ No. _____
The Retail Merchants' Association of Western Canada
Credit, Reporting and Collecting Dept.
Head office: _____
Room 53, Scott block, Winnipeg.
Phone 3206.

Member _____
Address _____

Failing to hear from the debtor in ten days, send this slip at once to the office of the association.

Amount \$ _____
Debtor's name _____
Occupation _____
Address _____
Date sent _____
Time expires _____

These forms are the property of the association, and are supplied to those members only whose names appear thereon, and are not transferable, and anyone allowing them to be used by anyone else will have all their privileges in the association cancelled.

W. A. COULSON, Secretary.

• • •

The secretary will furnish members with the names of the incorrigible dead-beats by circular letter and any dealers who supply them with goods on credit do so at their own risk.



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WESTERN AN Keep

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We sell Whole

Write or RICHOLSON

Wholesale B First-class s



Do You Sell Tea?

If you do you cannot afford to overlook the many merits of

Gold Standard Tea

"Guaranteed - the - Best"

Possessing a value far in excess of the price. The foundation of its popularity is built solely on its superb value.

Packed by THE CODVILLE-GEORGESON CO., LIMITED WINNIPEG, MAN.



EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants. Established 1882

First-class storage for all kinds of goods

Table listing market prices for Durkee's, Royal, Vinegar, and other commodities.

Sauces—

Table listing market prices for various sauces like Worcestershire, White's, and Paterson's.

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

Breakfast Cereals—Prices are steady since the recent advance. We quote:

Table listing market prices for Rolled Oats and Cornmeal.

Fish and Oysters—Holland herrings have been slightly advanced. We quote:

Table listing market prices for various fish and oysters.

CONDENSED OR "WANT" ADVERTISEMENTS

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

WANTED—A manufacturer, in grocers' sundries preferred, to occupy space 75x60 feet in modern factory...

BUSINESS CHANCES.

FOR SALE—Eastern Ontario Town — Established grocery and fruit business; stock, \$3,000; turnover, \$20,000; must be sold at once.

SITUATIONS VACANT.

WANTED—A respectable honest, live representative, thoroughly familiar with all the Nova Scotian apple growers and shippers...

AGENCIES WANTED.

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

SITUATIONS WANTED

SALESMAN, six years experience, groceries, boots, shoes and crockery, open for engagement in the West after March 15th; Regina preferred; best of references. Box 108, CANADIAN GROCER. [9]

WANTED a position of trust by a young, active business man, a university graduate and Canadian Barrister at Law. Might be willing to invest a small sum in a good sound manufacturing concern to secure junior partnership. Best of references as to character can be furnished. M., care of The MacLean Publishing Co.

AGENTS WANTED.

SUTCLIFFE & BINGHAM, LIMITED, Manchester, England, are open to appoint a sole buying agent in St. John, N.B., and in Halifax, N.S., for "Kkovah" jellies and other "Kkovah" specialties; liberal terms to those prepared to devote energy to pushing same. Write at once Mr. Sutcliffe, care of Sutcliffe & Bingham, Limited, 17 St. John street, Montreal.

Advertisement for Sawyer's Crystal Blue laundry detergent, featuring an image of the product box and descriptive text.

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

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

IF NOT Write us. Secure our services. Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON & BAIN Wholesale Commission Merchants and Brokers CALGARY, ALTA.

Mild Cured Hams
Choice Breakfast Bacon
Long Clear Bacon
Pure Lard

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

Canned Meats

Drop us a line for Price List.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED
TORONTO

TELEPHONE M 3960

ROLLED BACON

New, Sugar-cured, Boneless. This is one of the cheapest and at the same time one of the best lines we can offer you. Prices will be higher. Order now.

F. W. FEARMAN CO., LIMITED
HAMILTON



Brains Rule This World, Packers with Brains

— at —
Grande Pointe Manitoba

... Pack ...

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

BONELESS CHICKEN
BONELESS TURKEY
 1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

— PACKED BY —

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

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

The
J. A. McLEAN
PRODUCE CO.

Limited

Exporters and Wholesale Dealers

Butter, Eggs and Cheese

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

73-75-77 Colborne Street
TORONTO



CHI

The cheese market has changed. Prices are a steady demand are getting into. At present every Atlantic holding a ing regardless of ment is, we are in high. There is no tion, it is merely consumptive dema largely curtailed prices.

But, after all cheese are sold, th and it is likely make will start in what are at prese September and Oc

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The raising of t er important ques consider. The As a number of mill bacon bring or ketts over the Uni there is a big Canadian farmers is said to be a nu seems to be a sou

A very serious cream separators

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market remains about unchanged. Prices are very firm, there is a steady demand and available supplies are getting into a very small compass. At present everybody on this side of the Atlantic holding any goods feels like selling regardless of the future. The argument is, we are in March and prices are high. There is no incentive for speculation, it is merely supplying the present consumptive demand and this demand is largely curtailed by the prevailing high prices.

But, after all our present stocks of cheese are sold, there will be a shortage and it is likely that the new season's make will start in at higher prices than what are at present obtainable for finest September and October goods.

It is difficult to look into the future, but we have had a very peculiar Winter, very little snow, and the pastures may suffer on this account. Further, we are likely to start the new season's make with the old stocks all cleared, and a strong demand for the new goods.

Taking supplies and demand as a regulator of the trade or market, we are likely to face another season of fairly high prices, and, as far as the merchants are concerned, this may mean another unprofitable season.

In storing cheese for any length of time, the shrinkage in weight is a very material item, and, as we have pointed out before in these articles, the paraffining of the cheese will to a very large extent overcome this loss. The British retailer, cutting up the cheese for the consumer, claims he is losing in weight, and that is where the main objection to paraffined cheese comes from, but, taking cheese properly paraffined, it will cure better and become more palatable food, and if subjected to any outside moisture it will not be affected by it. Further, it will retain a clean surface and thus be more attractive to buyers. All these are good reasons why the paraffining of cheese should be more generally adopted and it is to be hoped that ere long every cheese will be paraffined before storing or shipping.

To farmers we wish to impress again the question of individual cow testing. Keep a clear record of the production of each animal, and get rid of those who do not pay for their keep. This is the age of close competition and we must look out sharply for all points of economy.

The raising of the bacon hog is another important question for our farmers to consider. The American hog has made a number of millionaires, the Canadian bacon brings a premium in British markets over the United States product, and there is a big chance for progressive Canadian farmers. The raising of hogs is said to be a nuisance, but it certainly seems to be a source of profit.

A very serious point is the adoption of cream separators by individual farmers.

This practice is growing in our most prominent dairy section of the Eastern Townships. Farmers in this section are proverbially progressive. Certainly they have been successful in establishing a reputation for producing the finest quality of butter of the Dominion of Canada, but by putting in these cream separators they are going a step too far.

The fact is that Ontario butter is not considered as good as butter made in the Province of Quebec, which is principally due to the "gathered cream" system, and if our farmers in the Eastern Townships will now go into the "gathered cream" system by putting in cream separators, they will put their product down to the level of Ontario creamery butter. This is suicidal policy. Carting cream, gathered two or three days, over rough country roads in hot Summer weather cannot possibly make as good butter as can be produced from fresh milk delivered daily to the creamery.

THE PROVISION SITUATION.

There is very little change in the provision situation since our last report. Business continues much in the same way as it has been going the last few weeks. Arrivals of hogs are getting small in volume and prices continue to rule high. It is usual to experience a drop in supplies about this time of year, but of course the present shortage is particularly felt on account of the full supply of the last few months being sadly below requirements. One large Toronto factory reports having received sufficient hogs at the close of last, and the commencement of this week to place their men on full time, a fact worth noting under the conditions of short time which have been ruling for some while.

Under usual conditions farmers should begin to market fair quantities of hogs early in April, but whether they will do so this year is yet a matter of conjecture; it is questionable whether they will have stock sufficiently mature for the purpose.

The position of the packer is not an enviable one; he is in reality the necessary medium between the farmer and the public for the placing of the farmer's product in marketable form, yet with the odds seriously against him, for whilst the farmer can hold back his supplies if the market does not suit his idea, the packer must take them when he can get them, and manufacture forthwith, whether demand is active or not. At no far distant date there will be several new factories in operation. The Gunn Bros.' factory is nearly completed at Toronto and the Wm. Davies Company at Montreal is in a near touch of completion, so that competition for hogs will begin in right down earnest. This, with short supplies, will mean high prices somewhere and it needs no great insight to see that the general public will be the sufferers.

OUR LONDON LETTER.

(By Our Own Correspondent.)

The improved demand for butter, to which reference was made last week, has happily continued. Choicest parcels of both Australian and New Zealand makes are doing well, the former realizing from 102 to 104 shillings, and the latter 106 to 108 shillings, these figures being within reasonable level of prices at this time last year. The inferior grades of colonial butter are not, however, selling with such freedom, and, indeed, when the quality is taken into consideration, the quotations, from 98 to 103 shillings, certainly seem high. Sellers are hoping that the demand will continue to be good, for, although arrivals for this week have been on a somewhat large scale, receipts due next week are to be considerably less.

No doubt Canadian shippers will be interested in the following paragraph from a contemporary:

"The president of the Board of Agriculture has promised to appoint a Select Committee of the House of Commons for the purpose of exhaustively threshing out the question of the blending and adulteration of butter, with the object of stopping the 'faking' and adulteration at present so extensively practiced. The appointment of the committee should meet with universal approval, as it is the best and most efficient way of dealing with the subject."

This will be good news to colonial exporters of butter, for, in the past, they have suffered to no small degree by the unfair competition of this cheaper and adulterated produce. Certain firms in Holland are said to be great offenders in this respect.

There is not much to report in regard to the cheese market, but what there is is satisfactory. Both Canadian and New Zealand makes are meeting with a readier sale, and prices have advanced 1s. per cwt. Prices now stand at 64s. to 65s. for choicest Canadian, with finest quality 2s. lower. This works out at about 12s. more than at this time last year.

In regard to stocks on hand, up to the present receipts have been on a somewhat small scale, and the demand is slowly, almost imperceptibly, surpassing the arrivals. On February 22 stocks in warehouse here in London stood at 91,155 boxes. Of course, over and above this, importers have a few thousand cheese in their own small stores.

The quality of Canadian cheese continues to be very fine; there are few complaints, and the packing is certainly better than last year.

Mr. C. W. Bowman, manager of the Montreal Packing Company, of Montreal, is at present recuperating his health at Bahama. Mr. Bowman hopes to be back in a few weeks completely restored to health.

March 9, 1906

chief sources of also shows a decline in 1904 to 1903.

used to bear out of Canada's supply, England, that in popularity American bacon.

IRY MARKET: IAL.

ns. in the local pro- hog market con- es are unchanged. are offered from lbs. Good steady in smoked meats. dressed hogs \$10 ressed, \$9.00 to

.....	0 104
50-lb. tubs	0 111
la. wood (104)	0 111
1,50 lbs. incase	0 111
"	0 111
"	0 111
sea, per lb.	0 077
per lb.	0 081
cy tubs	0 081
.....	0 081
.....	0 081
.....	1 68
.....	1 58
.....	\$20 00
.....	19 00 20 00
.....	19 00 21 00
.....	0 141
.....	0 121 0 134
.....	11 50 12 00

the strictly finest

1905.	1904.
Mch. 1.	Mch. 1.
34,500	30,000
17,000	8,000
10,000	12,000
2,000	1,000
2,000	2,500
\$1,500	11,500
3,000	1,200
5,000	3,000
1,100	1,800
500	500
96,600	71,500
85,000	50,000
181,600	121,500
86,397	58,324
25,597	21,419
3,645	1,725
7,207	13,157
2,915	1,290
7,469	6,934
10,378	6,634
.....
7,242	5,970
332,450	239,953

N K Fairbank Co.

getting rather scarce. l quantity of butter h is not the finest r sale. The market ther weak. A few ng made to outside

.....	0 23	0 24
.....	0 21	0 23
.....	0 19	0 20
.....	0 18	0 19
.....	0 20	0 21
.....	0 19	0 20

Cheese.

The price asked for the finest cheese is 12-12c. There is not a great deal for sale, but it is hard to get this figure. In some quarters it is claimed that the best good, colored, may be obtained for 12c. but this is rather low, and 13c. to 13 1-2c. is considered about the right price at present.

Eggs.

Eggs are steady. There is a very good demand for fresh laid at 20c. to 21c. per dozen, which is quite an advance on last week's quotations. Cold storage are obtainable at 14c. to 15c. Receipts are light, but it is likely that the market will ease off a little from now on-ward.

Cold storage	0 14	0 15
Picked	0 14	0 15
Fresh laid, guaranteed	0 20	0 21

TORONTO. Provisions.

Trade is brisk and the market is firm. The receipts of live hogs are light and present prices are considered stable for a time. Long clear is ranging a 1-4c. higher. The prices for beef are firm, which is usually the case at this season of the year, though Lent has somewhat checked consumption. Choice carcasses are 25c. higher. Not much more will be done in carlots of hogs this season, but the quotation stands as last week. Shoulder hams are 1-4c. higher.

Long clear bacon, per lb.	0 11	0 11 1/2
Smoked breakfast bacon, per lb.	0 11	0 14
Roll bacon, per lb.	0 11	0 12
Small hams, per lb.	0 11	0 13 1/2
Medium hams, per lb.	0 11	0 13
Large hams, per lb.	0 11	0 12 1/2
Shoulder hams, per lb.	0 10 1/2	0 10 1/2
Bacon, per lb.	0 16	0 16
Heavy mess pork, per bbl.	18 00	18 00
Short cut, per bbl.	21 50	22 00
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 10 1/2	0 10 1/2
" tubs "	0 11	0 11
" tubs "	0 11	0 11
" compounds, per lb.	0 07 1/2	0 07 1/2
Plate beef, per 200-lb. bbl.	12 00	12 50
Best hind quarters	7 00	8 50
" front quarters	4 50	5 50
" choice carcasses	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Yearling lamb	0 12	0 13
Veal	0 10	0 10
Hog, street lots	8 75	9 25
" dressed, car lots	8 75	8 75

Butter.

Creamery is a little scarce and so are dairy prints of choice quality. The English market continues somewhat soft should it harden sufficiently to absorb the surplus here, prices may be expected to remain pretty firm. Otherwise they must come down with increased production. Just now the industry is loitering at the opening of the season. Some factories are making large quantities, others not much. Of the less desirable grades of dairy butter there is too much. Some dealers say it has been kept too long by the country storekeepers, others that the country is eating its best and sending in only the rest. Some dealers are quoting creamery prints as high as 27 cents.

Trade is good; the last month having shown a marked improvement. There is a good demand for butter, eggs and meats.

Measured By Every Standard of Selling Value Clark's Pork and Beans in Chili Sauce are known to be absolutely the best



PEOPLE OF GOOD "TASTE"
always ask for
Nicholson's Mince Meat
All Grocers should sell it. The profits are inviting and the trade is sure.
Send us in an order to-day and make mention of
N. & B. JELLY POWDER N. & B. ICING POWDER
N. & B. PUDDING N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED
NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT
Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels. Land Salt.
G. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

SAUSAGE
Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you free, postpaid, from time to time, as issued, my *Hide Bulletins*, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crockings, etc.
C. S. PAGE, Hyde Park, Vt.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS
Order now, for delivery later,

it will **Pay You**
WALTER WOODS & CO.
Hamilton and Winnipeg.
Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

keeping

Retail Book-keepers.

the Copeland-Chat-
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land-Chatterton

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[A00]

ORANGE MEAT

must appeal to the grocer looking for a class of trade the certainty of which is assured.



This is how **ORANGE MEAT** appeals to Young and Caven, Aylmer, Ont.:

"We might add that we are very well pleased with our trade in **ORANGE MEAT**. When we explain to our customers the value they get compared with other cereals, they invariably take **ORANGE MEAT** without any hesitation. We will give this line our attention, as we believe we can cancel other lines and and save carrying extra stocks."

The opportunity to do a thriving **ORANGE MEAT** business is not confined to one grocer.

Seize your chance now

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

Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.

Limited

KINGSTON, ONT.

FLOUR AND CEREAL FOODS

The dull and uninteresting situation referred to in our last report still further developed itself after our going to press, and in the end reached a point where prices had fallen to an almost impossible basis for present holders. The Chicago market led, and quickly reached a 5c. decline. There was no course left but for the Canadian dealers to reduce proportionately, which was done. There has, however, been a partial recovery, and present quotations stand, at time of going to press, at about 1c. below quotations of a week ago.

This movement appears to be the effect of the heavy wheat supply on hand. The universal demand has fallen considerably short of the amount available, and foreign buyers have shown a firm disposition to cut prices below quotations. The apparent result has been to bring down the markets.

It would have been thought that when prices reached more nearly to the export basis that trade would have immediately jumped ahead. This, however, is not so. Export business is as dull as ever, and millers are showing no disposition to take hold, apparently believing still lower prices will rule.

The situation is evidently an interesting one and worthy of study. Stocks in U. S. appear to be gradually increasing, instead of decreasing, as the new season approaches. Whilst Russia is hurrying her wheat into every available market—she is probably using her available stock of wheat, which is believed to be large, as a financial proposition to create funds—the late war and internal eruption make no difference to her wheat resources. She apparently held immense reserves to use on emergency.

India has entered the field as a producer, and Australia is also a competitor to be counted upon. It will thus be seen that with the enormous supply of the Great West, which in itself is sufficient to supply the world, that the export buyer is in a more independent position, and that to a large extent he is master of the situation.

It is getting more difficult to close business in export flour. Enquiries continue good, but English importers are getting hard buyers; no new business of importance has been effected, the prices offered being too much below margins.

The domestic flour trade has shown improvement. Some of the best posted millers and flour dealers say that a good demand may spring up at any time now, as stocks are reported to be very light, both in Quebec and the Maritime Provinces, and this, combined with the demand which is always look-

ed for with the opening of navigation, may cause a good demand for flour shortly, and will strengthen the situation materially and probably cause a sharp advance in prices.

QUAKER OATS TO ISSUE NEW STOCK.

President Crowell, of the Quaker Oats Company, in his statement to the stockholders at their annual meeting, says the company was never in a stronger financial position. The income account, which includes all the subsidiary companies, shows total receipts of \$1,119,572, and a surplus of \$578,540 after the payment of \$541,032 as dividends and interests on bonds. This is for the year ended Dec. 31, 1905. There is \$80,529 cash on hand, and the surplus is \$959,433.

The real estate and plants of the company, together with the stock and securities in the subsidiary companies, are valued at \$11,026,682. There is due \$400,208 from the under companies, the inventory foots up \$2,783,587, and the accounts and bills receivable total \$1,691,344. Accounts and bills payable aggregate \$1,539,597.

In his report President Crowell says: The directors have decided to call in and cancel the bonds of the American Cereal Co., amounting to \$1,600,000. Notice is to be given on March 1 and the bonds are to be paid June 1, 1906. The retirement of these bonds leaves all the milling properties of the company unencumbered, subject only to claims of the preferred stock.

The directors have also decided to adopt the policy of issuing and selling new stock for the purpose of furnishing money for new construction and developments, instead of taking them out of the earnings, as has previously been done. They will issue a call for a special meeting in March to consider an increase of \$1,000,000 in the preferred stock and \$500,000 in the common stock. This is to be offered to shareholders at par. Since the company formed there has been expended out of earnings or capital about \$1,000,000.

The company expects to erect new mills during the present year. The company's mill at Cedar Rapids, Iowa, has been entirely rebuilt. This crippling of the company's capital made it necessary to ship products from mills not so conveniently located, reducing the usual profit. The company's development in foreign lands is advancing with rapid strides, and the outlook there is fully as promising as at home.

PASSOVER FLOUR.

Passover flour will probably never secure widespread importance as an article of commerce, but it forms an important factor in the present operations of an American mill at Shelbyville, Ind. The firm has taken the contract to furnish the Jews of Chicago 1,500 barrels

of Passover flour for the holidays which will come in April. In order to manufacture and ship the flour in the state of superlative cleanliness required by the Jewish religion, it was necessary to have the mill cleaned throughout and new bolting cloths placed on the bolting machines. Both the mill and the wheat had to be inspected by the rabbis, who pronounced the mill to be in entirely satisfactory condition and the wheat to be the best for the purpose they had ever seen. The entire work of grinding the 1,500 barrels of Passover flour will be done under the inspection of two rabbis.

MONTREAL MARKETS.

Flour.

Some houses report good business in flour at present, while other firms maintain that owing to the weak condition of the wheat market the flour business is very dull. Prices are about the same as last week.

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

Grain.

The grain market is very slack. No. 2 peas are down to 76c. Otherwise there

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

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

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

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

MYERS' ROYAL SPICE STOCK FOOD

HORSE AND CATTLE,

per 100 lbs.	
500 lb. Lots.....	6.15
250 ".....	6.15
100 ".....	6.15
50 ".....	6.15
25 ".....	6.15
5 lb. Sacks.....	7.38
2 lb. pkgs., cases 2 doz.....	5.54 per case

POULTRY.

25 lb. Bags.....	9.23
5 lb. Sacks.....	9.23
2 lb. pkgs., 360 lbs. in case.....	7.75 per case
½ lb. pkg., " ".....	8.86 "

Hog Powders (5 gross)..... 3.08 per gross

Less 5% for cash on all lines.

H. N. BATE & SONS, Limited, OTTAWA

is no change in prices, oats remaining the same as last week—39½c. to 40c. for No. 2 and 38½c. to 39c. for No. 3.

No. 4 barley.....	0 47½
No. 2 white oats.....	0 39½ 0 40
No. 3 white oats.....	0 38½ 0 39
No. 3 yellow corn.....	0 51
No. 2 peas, basis 78 per cent. points.....	0 76

Rolled Oats.

It is very hard to give correct quotations on rolled oats at present. Each mill has its own price. The market is in a very unsettled condition. The prices quoted hereunder may be taken as a fair average of what millers are asking.

Fine oatmeal, bags.....	2 20	2 40
Standard oatmeal, bags.....	2 40	2 50
Granulated.....	2 40	2 50
Rolled oats, 90-lb. bags.....	2 10	2 20
80-lb. bags.....	1 80	2 00
bbls.....	4 25	4 50

Feed.

There is a good demand for all feeds except feed flour. The supply of good bran and shorts, for which the demand is greatest, is rapidly decreasing. The only hope for a remedy is that the milling may become more active, otherwise the situation is not likely to improve until well on towards the end of Spring.

Ontario bran.....	19 50	20 00
Ontario shorts.....	20 00	21 00
Manitoba shorts.....	19 00	20 00
bran.....	18 50	19 00
Mouillie, milled.....	21 00	24 00
straight grained.....	25 00	28 00
Feed Flour.....	1 15	1 25

Hay.

The present demand for hay is very light. The prices continue low. Clover mixed sells for \$6 and clover pure from \$5.50 to \$6. These prices are considered very low for clover, but nothing better can be expected as long as the stocks remain as heavy as they now are.

Shipments of hay from this side to the United Kingdom show a falling off since last week. The market over there is at present rather quiet. It is expected that when the farmers get to work the middle of this month, prices will be better. At present the quotation in Liverpool is 57s. 6d. c.i.f. London is about the same.

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

TORONTO MARKETS.

Flour.

Domestic inquiry has been fairly active since our last report and prices are ruling firm at slightly advanced quotations. The market does not appear to be affected by the recent eccentric movements of the wheat markets; this is probably due to the fact that most of the stocks are held by millers, and whilst local demand at various points continues good there is little probability of them desiring to rush sales.

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

Grain.

The grain market has been a universally uncertain one during the week under review. In last report a downward movement was remarked with continued weakness. Since that, however, the weakness developed to a totally unexpected degree. In Winnipeg at one time a drop of 3c. was reported, whilst at points across the border the drop was equal to 5c.

Whilst the drop was to a large extent the outcome of a steadily declining market, still there is no doubt that the

movement to a certain extent was with an object to stimulate trade. Prices, however, have recovered from the low points reached, but still stand from 1c. to 1c. below last week's prices.

(F.o.b. elevator; 3½c. more N. Bay.)

Manitoba wheat, hard, No. 1.....	0 85
Northern No. 1.....	0 85
No. 2.....	0 85
No. 3.....	0 75
Red, " per bushel, 78 per cent. points.....	0 75
White, " " " ".....	0 75
Mixed, " " " ".....	0 75
Spring, " " " ".....	0 75
Goose, " " " ".....	0 75
Barley, No. 1, " " " ".....	0 48½
No. 2, " " " ".....	0 46
No. 3, " " " ".....	0 44
Oats, white, " " " ".....	0 31
mixed, " " " ".....	0 31
Peas, " " " ".....	0 77
Buckwheat " " " ".....	0 49
Rye, per bushel, " " " ".....	0 69

Breakfast Cereals.

The condition of the cereal market shows no change on our last report. Millers are offering at almost any price, in their endeavor to outwit one another. The trade altogether is in a most unsatisfactory condition. Previous quotations remain, but are to a large extent only nominal.

Oatmeal, standard and granulated, carlots, on track, per bbl.....	4 50
Rolled wheat in boxes, 100 lbs.....	2 25
50 lbs.....	1 20
Rolled oats, standard, carlots, per bbl. in bags.....	4 60
" " " " in wood.....	4 25
" " " " for broken lots.....	4 25

ST. JOHN, N.B.

Flour, Feed and Seed.

In flour no change since the decline of a few weeks ago. Feed keeps high and a fair demand.

Oats are firm. Oatmeal is rather low and sale is limited.

Cornmeal is easy.

Beans unchanged. Yellow Eyes continue low.

Seeds, chiefly red and mammoth clovers, are higher.

GENERAL STORE WRECKED BY EXPLOSION.

The explosion of a keg of gunpowder on the evening of March 1 wrecked the store of Aaron Wenger, in Ayton, Ont. One of the clerks, A. Wagner, was weighing out some powder and had replaced the lid of the keg. Some grains of the powder fell on it, and a customer suggested putting a match to them to test the powder. Young Wagner did so, but the powder did not burn. He lit another match and as he was about to apply it the explosion took place.

Wagner was hurled clear out of the store and was found on an embankment in the rear, his clothes on fire, himself frightfully burned, and so seriously injured that his recovery was despaired of. Three customers who had watched the attempt to test the powder, Messrs. Widmeyer, Votier and Hoemings, were badly burned, but escaped wonderfully well. Doctors were quickly called to attend the injured.

The interior of the store was badly wrecked and the windows, with sashes, were blown out. Fire started and though quickly extinguished, the loss by smoke and water was estimated at \$2,000. The shock of the explosion was felt through the town.

The man who signs any contract without reading it deserves what he usually has befall him—to get cheated. This is one of the bad habits of too many retail grocers. Thus, for instance, did you read the contract for futures that you signed?

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SYMINGTON'S

High Pressure
Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Cravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat,
Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., 1/2 lb., and small Tins.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 130 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT

WINNIPEG
GODERICH
BRANDON

OFFICES

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

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

Money in It

There is money for a grocer in handling first-class flour. The best Northwest wheat is used in

"Gold Crown" Flour

Our methods are scientific and we are not ashamed of the product.

WRITE FOR PRICES.

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



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

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer
for it or write us for prices

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

WHAT DO YOU READ?

Reading matter is a great gift to mankind. It is the choice inheritance of the age. Observation, reading, thinking; these three should go hand in hand and when they do, then the man who reads widely has a weapon placed within his hands before which the man who does not read may well tremble.

THE BUSY MAN'S MAGAZINE

contains the cream of the world's current literature condensed for busy people, besides giving its readers clever character sketches of the men who are developing the resources of the Dominion.

THE BUSY MAN'S MAGAZINE

IS A SUCCESS

Unsolicited comment from one reader—we have many similar letters. They arrive daily.

McDONALD & MURPHY, Saskatoon, Sask.

Plumbers, etc.

January 16, 1905.

I received copy of The Busy Man's Magazine for which please except thanks. I lost the blank order, so take this means of ordering it for one year. I think it is the best magazine I have seen. No truck in it.

W. MURPHY.

Send for Sample Copy

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

Latest advices from points of shipment

1 car California Celery
due early next week

1 car Mexican Oranges
See this week's price list

Florida Grape Fruit
Bahama Grape Fruit
Pineapples (Cubans)
Florida Tomatoes
Florida Cabbage

Rhubarb, Radish, Lettuce,
Onions, Cucumbers, Spinach.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

DRIED APPLES

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

THE W. A. GIBB CO.
Packers and Exporters
57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The present time might well be described as "between seasons," and to a large extent this is the ruling characteristic at all points. In the Maritime Provinces and at eastern points reports are of fair trade for good fruit, for which high prices are obtained. Montreal and places outside are steady buyers, and all good quality fruit is maintaining firm prices. In Toronto and western points the ruling conditions are practically the same.

A most noticeable feature of the situation is the way in which oranges have held public attention. The earlier arrivals from California were marked by immaturity and inferior growth, but after the action of the packers there in holding back for a short time until matured, quality has made great improvement, and in consequence trade has developed beyond the ordinary.

It may also be a feature that the very high prices and scarcity of apples have tended to turn attention to oranges, which have been somewhat abundant. At present, however, the markets are by no means over supplied, advices from primal points denote only moderate quantities being sent forward and values are consequently trending upward.

Lemons are also getting attractive to the Canadian market. The unusual situation of last season has made dealers quick to notice any irregularity, and there are clear indications that available supplies on the primal markets are, at least, short of expectations. Recent sales on the N. Y. market are clearly indicative of a very firm situation, the quantity of European offered was small and coming on a market absolutely bare of supplies, so far as both first and second hands were concerned, the offering met with a very active demand, and prices advanced sharply, closing fully 50c. a box higher than at previous sales. California lemons brought the highest prices that have been paid since last autumn. The supply was small, amounting to but six cars. Sales of fancy were made up to \$3.50. and some choice brought within 20c. of that price.

The export apple trade is still running on at rapid rate, and continues to maintain high prices. Although many complaints have been made during the season by the foreign dealers, as to bad grading, the trade appears to have continued upwards, and most of the recent complaints heard of are really old cases brought again to the front, and

again dished up. It is, however, evident that some drastic measures must be taken by the Government before another season, to secure correct and perfect grading for foreign markets. The coming convention of fruit-growers and dealers at Ottawa on March 20, is expected to fully deal with the situation as well as that of uniform packages, and other matters.

The unsettled and unseasonable weather which has been in evidence has not yet had any appreciable effect on the orchards. It is yet too early to cause serious harm, as budding has not yet appeared. The danger at present is more to the trees themselves, any seriously heavy frost getting at the roots, through the soft ground, would probably result in killing off the young and yet tender trees.

FRUIT CONFERENCE AT OTTAWA.

Official notice has been sent out announcing the date of the Dominion conference of fruit growers at Ottawa on the 20th of March. Delegates should arrange, the notice says, to be in Ottawa by the evening of the 19th.

The conference has been called by Hon. Sydney Fisher, Minister of Agriculture, upon representations made from time to time to him, particularly by a deputation of fruit growers and others who waited upon him last Winter, urging that such a meeting be called for the purpose of discussing various questions of national import bearing on the fruit industry.

At the annual meeting of the Victoria District Fruit Growers' Association it was decided to send a delegate according to the wishes of the Minister of Agriculture, and at a subsequent meeting of the directors James A. Grant was chosen to represent them. Mr. Grant will leave for Ottawa about the 10th of March. He has made a study of local fruit growing conditions and requirements for the past eighteen years, having as well recently received a diploma for a course in the Horticultural Correspondence School of Springfield, Mass. He is therefore well qualified to speak for the industry on Vancouver Island.

There will be present at the conference two representatives from Prince Edward Island, four from Nova Scotia, two from New Brunswick, five from Quebec, nine from Ontario, one from Manitoba, one from Saskatchewan, one from Alberta, and four from British Columbia. The departments of agriculture of the several provinces and the agricultural colleges will be asked to send one officer each in addition to the regular delegates, and the various officials of the Dominion Department of Agriculture and experimental farms will be in attendance in an advisory or expert capacity.

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ROTTEN APPLES.

"I've been down in the sullen sortin' over the apples, an' they's beginning to rot bad," said Old Twilight, who smelt like a cross between a cider mill and a mince pie.

"This is the one time o' year fer them to spile," said Aunt Lucy, comfortingly.

"That's it" agreed Old Twilight — "that's it 'zactly. Every day in the year something or other is in season to rot. If it ain't apples it's turmots; if it ain't turmots, it's some other blame thing. Dang! Whenever I take my walks abroad what rotten things I see! Turn where I will, I see something spilled or spillin'. Every fambly has a skeleton in the cupboard, and something rotten in the back yard. I upshot a barrel of apples this afternoon, an' one out of every three was only fit for the hogs to eat."

"Why wasn't they fed to the hawgs when they was sound?" snapped Aunt Lucy. "Durn you, Willvum, anyway! You're jes' like the rest of the world, you never give away anything till it's rotten."

"Thur's Missus Jones. She'll make a mince pie or angel cake, and she'll put it by in a cupboard, she's that close an' mean, an' there it'll stay till it's blue moulded an' not fit fer a body to eat, an' then she up'n puts it on the table—help yourselves!

"Missus Meanv, she'll buy a piece of dress goods, and she'll cram it away in some old closet till it's moth-eaten, and then she'll make a present of the measly thing to her darter-in-law, and stav with her two months on the head of it.

"Folks wait till yer dead, and then go round savin' what a good feller — what a smart pusson he was. That's rotten. Burns died hungry and pore, and before he was stiff the jackasses began to bray 'He was the greatest poet of them all,' an' now they are buildin' monuments over a man who never heard tell of himself when he was alive."

"That was certainly rotten," said Old Twilight.

"Ef you've got any apples to give away give 'em away when they're sound and sweet, and they'll do some good. Ef you've got any kind words to say, say 'em when they'll help, an' not wait till the ears that would have drunk them in with delight kin hear them no more.

"Mos' everybody is throwing away rotten apples, or giving fruit to the hawgs that might have made thousands of homes hapny. An obituary notice and a funeral sermon are both on 'em rotten apples. Some people die of a broken heart, an' melancholy, jes' because they think nobody appreciates them. Say, Willvum, it's enough to make a body cry to hear a preacher set up an' let whang for an hour about his good qualities an' all that, and the pore feller's boxed up in front an' can't hear a word to save his soul."

"There's something funny in that, tho, that's human, that is," mused Old Twilight.

—Khan, in the Hamilton Herald.

CANADIAN APPLES IN ENGLAND.

The Canadian Government agent at Leeds, England, writing under recent date about Canadian apples, says:

"Very many inquiries are being made to me about Canadian apples. This has

Green Goods

Not a green goods man but real trade winners and profit makers, such as most stores would like to handle.

**California Celery and Cauliflower,
Tomatoes, Rhubarb, Green Onions, Head Lettuce,
Spinach, Cabbage, Parsley, Egg Plant,
Green Peppers.**

A regular supply always obtainable from us.

We will be pleased to hear your voice.

Phone Main 4106.

WHITE & CO., LIMITED
TORONTO and HAMILTON

W. B. STRINGER

"But"

J. J. McCABE

SOME grammarians say the conjunction "But" is a disjunctive conjunction—*What a contradiction of Terms.*

SOME Fruitman say "ST. NICHOLAS" is no better than some other Extra Fancy Lemons—*What a contradiction of Facts.*

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

All good people eat Fish during Lent

If you do not carry this line, now is the time to commence.

The old reliable Fish and Oyster Company

THE F. T. JAMES COMPANY, Limited

76 Colborne St.
33 Church St.

TORONTO

Wire, Phone,
or Mail your Orders

VALENCIA ORANGES

are the cheapest Oranges on the market. We have two carloads this week.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

SPANISH ONIONS—Large case, \$3.00.

" " Small " 1.15.

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

The Guarantee is your Security

You may get around "talk" but a guarantee is impregnable.

There has been so much adulteration going on in the making of Jams, Jellies, etc., that the Purity guarantee is a grocer's only security.

I am willing to give this guarantee with every package of the

E. D. S. BRAND

If you have never sold my goods, know now that I grow my own fruit and make my preserves right here in Winona.

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



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

FRESH ARRIVALS

JUST TO HAND ANOTHER CAR of the **CELEBRATED EXTRA FANCY "GOLDEN ORANGE" BRAND NAVELS**, and very desirable sizes. **CAR FANCY SWEET SONORA ORANGES**, bought on most favorable terms, which enables us to give our customers exceptional value. Also car **FANCY BANANAS**. Send us your orders which shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.



Manilla Paper | Fibre Paper
SMOOTH, TOUGH, BRIGHT, CLEAN | THE TOUGHEST OF THE TOUGH
ALL SIZES AND WEIGHTS | ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO. INGERSOLL
Established - - 1886

been brought about partly by what I have mentioned, but more especially by the excellence of the fruit, and in the evenness of the grading and packing, etc. This is true with very few exceptions, but there are a few dealers who apparently desire to place their fruit on the market here, irrespective of the packing regulations and irrespective of the detriment which their conduct occasions to Canadian prospects. I am looking into two or three cases at the present time, and will send full particulars to your department at an early date, and I hope that such fraudulent packing will be stamped out.

"I saw a shipment of 1,000 barrels of apples delivered at Hull a few days ago, which arrived in very fair condition, and

on an average were fairly well graded and packed, and I understand that although XXX apples are generally exceedingly well graded that the same care is not taken with XX apples.

"It is just as necessary that the XX apples should be as well graded and packed as the XXX is; in fact, three barrels of XX apples can be sold here at a fairly remunerative price if well packed, for every barrel of XXX, and it is from these apples that the farmers of Canada would make their largest profit, because if they are not shipped they are an absolute loss.

"Several of the large firms in this district are now fully alive to the fact that the only way to secure the best apples is to deal direct with Canadian exporters themselves, in preference to buying through the Liverpool Fruit Brokers' Association, as has been the custom for years, and several will send out special representatives next year in time for the apple crop.

"In Hull there has been a special demand for XXX apples and especially for those in boxes, and also Russets, Spies and Baldwins in barrels for re-export to

the continent. I saw barrels of Baldwins the other day which were sold for export to the continent and which were shipped at Hull, the price paid being 34s., or \$7.25 per barrel."

NOVA SCOTIA APPLE EXPORT

Nova Scotia's apple shipments from Halifax to the Old Country markets amount so far this season to 30,000 barrels. There are 25,000 barrels yet to be shipped, which will make a total of 325,000 barrels, 50,000 less than last year.

Chief Fruit Inspector Vroom says the falling off in the shipment is solely the result of crop shortage, as the demand across the water is just as good as last year, while the prices are fully one-third better. The varieties commanding the higher figures are the King, Golden Russets, Blenheims and Baldwins, the average net to the grower or shipper being \$2.50 per barrel.

MONTREAL MARKETS.

Green Fruits.

Trade in green fruits is steady. Early this week two cars of navels were received in Montreal, which sold freely from \$3.35 to \$3.50, being the first consignment of oranges to arrive which were of good color and flavor. Dealers expect that all navels will do well now. Chances are that there will be a 25c. rise in a short time. Lemons are selling quite freely at \$2.50. There will probably be a rise here, too, in a short time, owing to scarcity. In connection with navels it is estimated that this year's supply is 7,000 cars short of the supply of last year.

Messina blood oranges, half box.....	2 50	2 75
Oranges, Florida, case.....	5 01	5 50
Tangerines.....	3 25	3 75
Navels.....	3 50	
Dates, per lb.....	0 85	0 94
Bananas.....	1 85	2 25
Cocoanuts, per bag of 100.....	3 75	4 00
Pineapples.....	1 50	1 50
Jamaica grape fruit, per box.....	6 00	6 00
Apples.....	4 50	6 00
Lemons, per box.....	2 50	
Jamaica oranges, per bbl.....	5 25	5 25
Grapes, Almeria, extra fancy Longkeepers.....	6 00	7 00
" Fancy.....	6 50	6 50
" Choice.....	6 00	6 00
Cranberries, N. S., nominal.....	20 00	30 00
Cape Cod.....	2 75	2 75
Spanish onions, cases.....	6 50	6 50
Grape fruit, Florida.....	6 50	6 50

Vegetables.

There is little change in the vegetable situation. The demand is not very brisk at present owing to the Lenten season. Dealers do not expect to do really good business again until Easter. All Florida vegetables are high just now. Florida tomatoes are selling at \$6.50 to \$7.00 a crate. Spinach brings \$3.50 to \$3.75 per barrel, while \$8.50 per barrel is asked for new potatoes.

Potatoes, per bag.....	0 85	0 85
Parsley, per doz. bunches.....	1 00	1 00
Sage, per doz.....	1 00	1 00
Savory, per doz.....	1 00	1 00
Green peppers, per basket.....	1 25	1 25
Home-grown cabbage, per bbl.....	7 00	7 00
Tomatoes, Florida.....	6 50	6 50
Egg plant, per doz.....	2 75	2 75
Red onions, bbl.....	3 00	3 00
Turnips, bag.....	0 60	0 60
Water cress, per doz.....	0 75	0 75
Grand Rapids lettuce, per box.....	2 25	2 25
" per doz.....	0 50	0 50
Boston lettuce, per doz.....	0 25	0 25
Sweet potatoes, per basket.....	0 50	0 50
Celery, per crate.....	3 50	3 50
Spinach, per bbl.....	3 75	3 75
Cucumbers, per doz.....	3 00	3 00
New potatoes, per bbl.....	8 50	8 50
Mushrooms, per lb.....	0 13	0 13
Brussels sprouts, per quart.....	0 50	0 50
Carrots, per bag.....	0 15	0 15
Horse radish, per lb.....	0 15	0 15

ONTARIO

Green

The fruit market is showing an increasing demand as a variable as a result of Spring occasional bursts in spite of an appetite. Oranges are high the tendency is to. At any rate the "New" saw it so ment of one lead coming now are 25c a box," said quality of the fruit fine and makes so creased cost.

Florida strawbe come in in small going at 60c a fu carload was ship week. Very mild them here in c point to an excell ida and North C has been favorab no setbacks.

The prospect fo and Bahamas at very good. Smal in now and they quantities as soo mits.

The first cases o fonia asparagus quoted at 65c. a l Oranges, California, 96's to 150's t " " 150's t " " 216's, " " 250's " Mexican, 126's to Valencia, 420's, t Marmalade, 160's Lemons, Messina, 300's 30 Grapes, Almeria, per barr

To Who

is our Mo orders for

- 1/4 Oil Sa
- 1/2 Oil Sa
- 1/4 Mustard
- 1/4 Tomato
- 3/4 Mustard

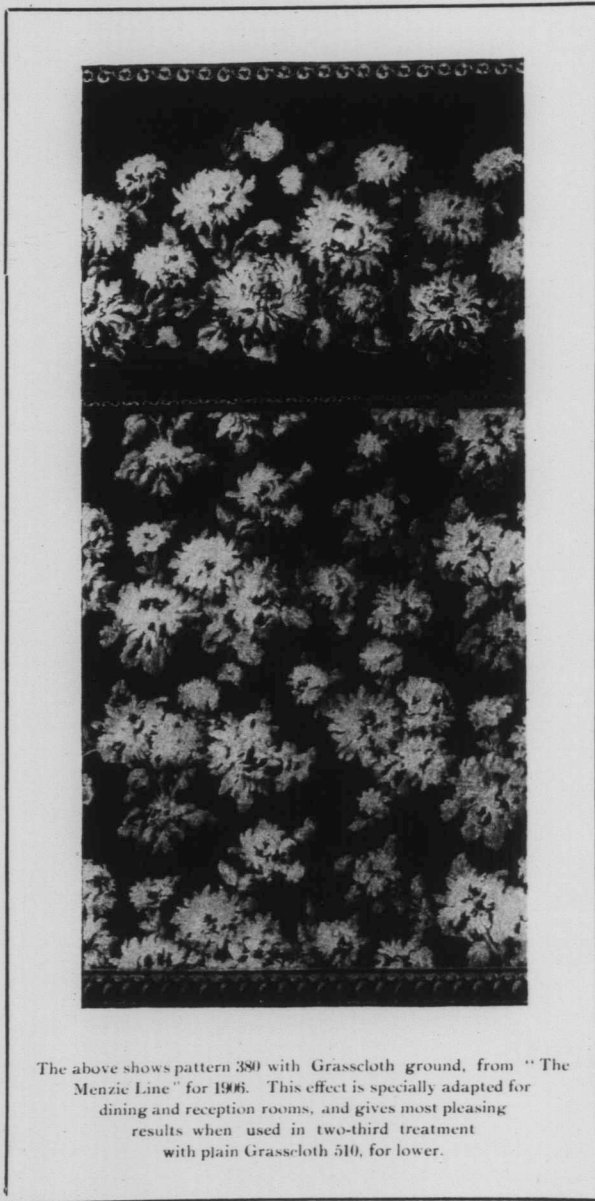
Also Herr Herring, I Clams, etc and request

ONN BL

WALL PAPER

WHAT provision have you made for making new business and increasing your net profits during the coming season? Money is to be made in business. Many men are making comfortable fortunes.

Are you going to be satisfied with the same business, the same customers, and the same profit this year as last? Or are you going to strike out into new lines and compel new business in your store? These are pertinent questions and they are asked to you, the reader. Is it not enough for you to consider them general propositions which are subject to general theorizing. The point is for you to apply them to yourself and to settle what you yourself are going to do to answer the questions practically and profitably.



The above shows pattern 380 with Grasscloth ground, from "The Menzie Line" for 1906. This effect is specially adapted for dining and reception rooms, and gives most pleasing results when used in two-third treatment with plain Grasscloth 510, for lower.

Wall Paper Department! Probably some merchants have never thought of such a thing. If so, don't let the novelty of the idea scare you. Carpets and curtains are manifestly a part of the general stock, and wall papers are essentially part of the same department. They pertain to the same class of decoration. It would be in the last sense arbitrary to say that it was right to sell decorations and coverings for windows and floors and not for the walls.

Nothing can be urged against the inclusion of wall papers as a department of the general store. On the contrary, the reasons for doing so are numerous and apparent.

**THIS MONTH OPENS
YOUR WALL PAPER BUSINESS**

Therefore—finally scrutinize your samples. **DO IT THOUGHTFULLY.**
CONVINCE YOURSELF absolutely that **NOTHING YOU'LL NEED** is omitted.
 Write for prepaid samples of Lines you lack.
 Supplement your orders for Lines you're light in.

Get Ready! Goods are in stock. We deliver immediately.
 Eliminate the last chance of disappointment and definitely ensure success by fully stocking with **STAUNTONS' 1906 Lines.**
 Every Coloring in each Design **A SWIFT, SAFE SELLER.**

TRADE ONLY SUPPLIED.

**STAUNTONS LIMITED
OF TORONTO
MAKERS OF WALL PAPER**

**PICTORIAL
ADS**

DO YOU ILLUSTRATE YOUR ADS.?

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

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

Our artist will submit sketches to suit any trade and finish sketches when approved.

Just the actual work of artist and cost of plate will be charged for.

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

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

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

WILL FROST

This Ho
Queen Stre
to guests. E

TO

This first
part of the
near to all
end Ladies'

Mrs. J. F. S
Opposite

BO

Mrs. FRAS
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A. PASCH

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(CORNER
Cool and
Moderate.
E. COTTAM

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SA

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private board \$12 to \$14 per week.

BOARD AND ROOM

"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA
Terms moderate. Also furnished cottages.

THE AMERICAN HOUSE

A. PASCHAL (Prop.) HAMILTON, BERMUDA
Centrally located. Open all the year round.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)
Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL.

PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR. RENFREW, ONTARIO
The most popular Hotel in the Ottawa Valley.



THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WE HAVE EVERY FACILITY TO TRANSACT
YOUR BANKING BUSINESS
AND INVITE YOUR ACCOUNT

THE METROPOLITAN BANK.

CAPITAL PAID UP, - - \$1,000,000.
RESERVE FUND, - - 1,000,000.

SAVINGS DEPARTMENT at all branches.

*Interest allowed on deposits of
one dollar and upwards*

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

Head Office	Capital	-	\$ 1,500,000.00
Toronto,	Assets, over	-	3,300,000.00
Ont.	Annual Income	-	3,890,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. O. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,048,678.59.

LOSSES PAID SINCE ORGANIZATION, \$25,868,544.80.

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

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



Lowney's Cocoa is a triumph in pure food products. It is the **best** cocoa made anywhere or at any price.

THE WALTER M. LOWNEY COMPANY,

No. 47 Commercial Street, **BOSTON, MASS.**

CANADIAN BRANCH: 530 St. Paul St., Montreal

**BUILD UP
AN HONEST BUSINESS**

Sell only **HONEST GOODS**

THE CONFECTION
OF PERFECTION

**STEWART'S
Chocolates and Bon Bons**

PUREST—BEST

"CLINCH"

BUSINESS FOR YOU

WRITE FOR PRICES

DO IT NOW

THE
STEWART COMPANY
TORONTO LIMITED

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

After all is said and done

**MOTT'S
CHOCOLATES**

are the most satisfactory and
reliable in Canada—

**"Diamond" and
"Elite" brands**

FOR SALE BY ALL JOBBERS

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

J. A. TAYLOR
MONTREAL

SELLING AGENTS:
E. S. MCINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG

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

MILK CHOCOLATE

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

COWAN'S COCOA
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

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BISCUITS AND CONFECTIONERY

MORE CARE AND THOUGHT NEEDED.

The question for the grocer is, how to make the candy trade more profitable. In the first place candies known through the reputation of the maker to be as nearly pure as possible should be the only ones purchased. It will pay best to lay in the stick and sugar candies, peppermint, licorice, etc., for the country trade, with a few trays of high-grade chocolates for the class of trade that will demand them.

It will also pay to get a neat, attractive glass case in which to display the candies. Keep the bulk candy in an attractive looking pile, and the higher grades neatly arranged on their trays. Have the interior of the case as inviting as possible. Use some soft tinted, crinkly paper on the floor of the case and be careful to keep flies out of it, and any other extraneous matter that might accidentally get inside the case.

Have the case where it can be seen to advantage, and it would not be a bad idea to run in your newspaper ad now and then a paragraph calling attention to your line of candies.

COMING OF THE MAPLE SEASON.

With the sap season probably close at hand, the prudent sugar-maker will be ready in ample time to make the most of the flow. The wood for fuel ought to have been cut months ago, but if not, yellow birch can be used fresh cut and will answer fairly well. The outfit should be gone over and the spouts, pails, tanks and evaporators scalded and cleaned. The market has slight use for dirty or tainted sugar. In large groves the pipe lines should be inspected and the roads cleared of brush.

Cost of Equipment.

Many small producers are handicapped by lack of modern equipment, a drawback which means waste of labor and fuel and a smaller and poorer crop. To equip a fifteen-acre grove with spouts, covered buckets, tanks, sugar-house and evaporating machinery costs about \$35 per acre. The interest and wear would amount to perhaps ten per cent. yearly or \$3.50 per acre, an amount which in average seasons would be repaid several times over as compared with the net results when using out-of-date, worn-out equipment.

Small Cost of Labor.

A sugar grove, especially an early flowing one, can be made to pay good interest and good interest on the cost of equipment and material, also cost of extra labor in gathering, and tolerably well pay for the working foreman, who should be the owner. That is about all that is to be expected under average conditions. The sugar crop is no bonanza, provided everything is reckoned in a fair market basis. But it comes at just the time when the farmer, his family and the men have the time and inclination for work of this kind, for which they receive just a fair return, not much more.

Should Sell Higher.

To be sure there ought to be a wider margin of clear profit to compensate for the uncertain, variable nature of the crop, and in consideration of the fact that the farm owners in certain limited localities have virtually something like a monopoly of the commercial maple sugar business. Maple sugar of high grade ought to sell, not for eight or nine cents per pound, but for at least the price paid during the period from 1882 to 1885, when the range was twelve and a half to thirteen cents.

Effect of Adulteration.

Since then the product of genuine maple sugar and syrup has not increased, although the population to be supplied and the total demand are vastly larger. The fact is that the various adulterations and mixtures have been gradually killing the market.

CANADA BISCUIT CO. DIVIDEND.

The assets of the Canada Biscuit Company have all been realized upon by the assignee, Mr. Osler Wade, except the book debts, which are spread all over Canada and amount to about \$5,000. Mr. Wade recently announced a second interim dividend to the creditors of 20 cents on the dollar. The previous one was also a 20 per cent. dividend. The shareholders who invested \$225,000 sustain a total loss.

CANDY DEPARTMENT AS AN ADVERTISEMENT.

The candy department of the country store is one of the lines which, in most instances, does not receive the full amount of attention. A candy department can be made as profitable as any of the other departments if a larger amount of space and attention is devoted to it, and it will form a profitable side line and trade bringer.

The candy department, as a matter of fact, can be made into a natural advertiser for the store. When a good customer and her child come into the store to buy a bill of goods it would be mighty good advertising during the course of their shopping to unostentatiously go behind the candy case, when they reach that part of the store, pick out a few nice pieces of candy, suitable to the standing of the customer, put them up in a neat paper sack and hand it to the child.

There is nothing that so warms the parent's heart to the storekeeper as to witness this little act on his part. A grocer once lost a valuable customer be-

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



"Who Said Change?"

Did you ever hear of a grocer turning down goods that yield him his best profits? You more likely hear of such a grocer increasing his supply of those "best profit" goods. Just the case with



Who could convince a grocer that there are better biscuits than **PERFECTION CREAM SODAS**? Who could convince him that his policy ought to be other than "Keep up the supply"?

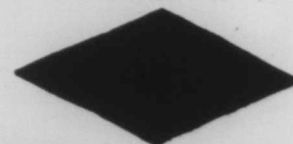
PERFECTION CREAM SODAS are always the same, always best.

Order Them Sure

3-lb. Cards or Tins

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

DIAMOND Brand

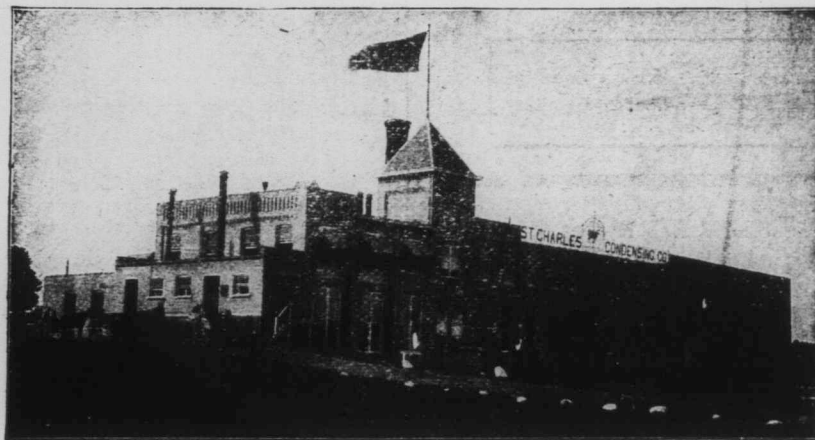


MAPLE SYRUP

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

ALL JOBBERS

Sugars Limited, Montreal



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
EVAPORATED CREAM**

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

St. Charles Condensing Co.

Fortify yourself against inclement season.

**VAN HOUTEN'S
COCOA**

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

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

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

**JACOB'S
BISCUITS**

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

Manufactured by

W. & R. JACOB & CO., Limited

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

**DUBLIN,
IRELAND**

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

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

WE QUOTE:

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

We prepay freight on lots of 3 cases or more.

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

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

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March 9, 1906

March 9, 1906

THE CANADIAN GROCER

cause he failed to recognize the good advertising that lies in the distribution of a few pieces of candy in this manner. This particular parent had traded at the store for years, and on its changing hands traded with the new proprietor the first month. Previous to that time the old proprietor had always sent a little bag of candy home to the children of the family when the monthly bill had been settled or else gave it direct to the child when it happened to accompany its parent. The new proprietor, however, entirely overlooked the procedure and the upshot of it was that the customer got to buying at other stores and finally lost interest in the old store altogether and traded at another place where they found a more thoughtful proprietor.

If the country storekeeper will pay more attention to the candy department he will realize that the demand for confectionery from his country patrons is larger than he thinks. It may be difficult for him to try to get the village trade for his candy department, especially if there is a regular candy shop in the immediate vicinity. The farmer, however, is a sure customer; his family in most instances has not had its taste cultivated for the more costly grades of chocolates, bonbons, etc., but its desire is for the good, old-fashioned stick candy and cheaper sugar candies.

If he could see the little toddlers in the country home urging papa "not to forget to bring home some candy," and the happy smiles with which they welcome the candy bag on its arrival home, the country storekeeper would realize more keenly that the candy department is one that he should have in his store and one that he cannot afford to neglect when he has it, because the chances are ten to one that the parent will do his trading where he can buy the sack of candy.

WHEN ASKED FOR



"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

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



Maple Syrups That Sell

are the kind you want. Just order

Stoney Creek Maple Syrup
 Royal Maple Syrup

They are steady sellers.

Then there is our
 Maple Sugar

that is proving such a favorite. Money for you handling this line.

FOR SALE BY

Imperial Fruit and Produce Co.
 Winnipeg, Man.

Provost & Allard
 Ottawa, Ont.

Forbes Bros.
 Montreal, Que.

T. KENNEY & SON

Hallerton, Que.

Manufacturers

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

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

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS.

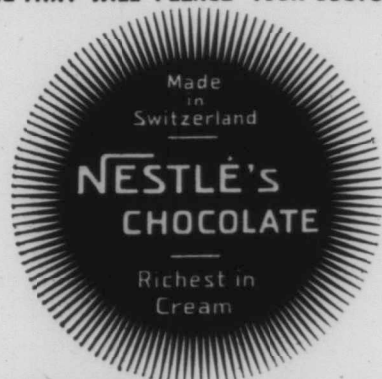
14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
 In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
 NUTRITIOUS

COCOA

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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

IT'S THE EXCELLENCE
 of

Shirriff's Flavoring Essences

that increases the sales. No grocer ever receives a complaint. These are the right essences to carry, then, are they not?

Have You a Stock?

MANUFACTURED BY

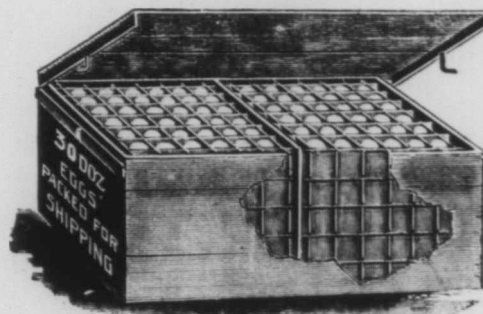
IMPERIAL EXTRACT CO., - Toronto

EGG CASE FILLERS

Woodpulp and Strawboard

30 doz. Fillers

49 " "



MANUFACTURED BY

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

30-38 DOWD STREET

MONTREAL

Board Mills and
 Filler Factory at
 GLEN MILLER, ONT.

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L.S.

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World's Fair St.
 purest and best
 PREFERABLE TO
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CO.,
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is cheap.

50 per case

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90 "

ll be sure of

“Haste breeds delay” in cigar-making—
J. Bruce Payne.

Pebble and Pharaoh Cigars are genuine. Everybody must admit that.

Grocers, I honestly believe that this genuineness is largely attributable to the fact that at the beginning I went slowly—always distinguishing between the worthy and the unworthy both in materials and methods. Here you find one of the foundation-stones of the Payne Principle.

Now and then a now cigar “lights up” on the firmament, makes a glare and dies out, and then another history is written in smoke.

My cigars, the

Pebble and Pharaoh

keep on pleasing the public viewing new arrivals with no alarm. Cigars of “P.P.” calibre (even if I say it myself) are not easy to find, because they are not easy to make and because from them the manufacturer get no big profits. The “profits” go into the cigars—perfect Filler, perfect Binder, perfect Wrapper.

It must be patent to any Grocer that from me he will get the best satisfaction the best “cigar with,” the best terms, and through, me the best trade.

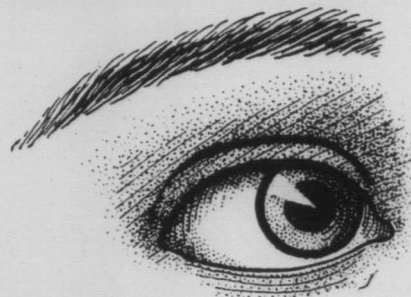
I ask you to look at the **Pebble and Pharaoh**—1000 assorted proposition—in that “light.”

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

KEEP YOUR

ON

T. & B.



In the run of events you are apt to neglect essentials. One of these essentials is to always keep up your stocks of **T. & B.**

Should a regular buyer come into your store and find you had no **T. & B.**, he would be forced to go elsewhere, and that one going might be the seed of a new allegiance, with consequent loss to you.

T. & B. is the favored one. There is no longer any doubt that smokers show a partiality towards it. This partiality is traceable to Merit, to the Reputation of the makers, and to that indescribable something that compels a smoker to say.

“I must have **T. & B.**”

SELL T. & B.! **SELL T. & B.!** **SELL T. & B.!**

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

THE CRISIS

To the grocer interest in his present situation the market is of importance.

There appears doubt that the season, to which in earlier issues the crop, and the available stocks are much below manufacturers.

Manufacture

The Havana scene of moments.

Thelves appear to the real state refused to accept down by their pooh-poohed the would find to than their cor formed them we

On their arriving a few wares then “talking” night time with arrived either a days earlier, the the information commission men pitched in to buy as they easily tion of paying

So

As each day leaf tobacco in decrease, notwithstanding are just as still

Quite a few peral times over other, and finally it, has had to

There seems “fever” raging, heard remarking be all going crazily high prices are we going to

The R

The possible have upon the prime important and wholesaler, the part of t against advancement to raise l generally consi ject, as the av stand for any h been accustomed that he gets s is being taken.

It is of the that the retail uation, and re ity is to be m vance in prop uest. No man for his good r

TOBACCOS, CIGARS AND ACCESSORIES

THE CRISIS ON THE HAVANA MARKET.

To the grocer who has worked up an interest in his tobacco department the present situation of the foreign raw leaf market is one of great interest and importance.

There appears to be no shadow of doubt that the excessively unfavorable season, to which reference has been made in earlier issues, has seriously affected the crop, and that, in consequence, the available stocks held at primal points are much below the requirements of manufacturers.

Manufacturers Caught Napping.

The Havana market has recently been the scene of some strangely exciting moments. The manufacturers themselves appear to have been at sea as to the real state of things and positively refused to accept the situation as laid down by their commission men, and pooh-poohed the situation, saying they would find tobacco at cheaper prices than their commission merchants informed them were ruling.

On their arrival, however, after visiting a few warehouses the first day, and then "talking the situation over" at night time with other buyers who had arrived either at the same time or a few days earlier, they finally concluded that the information given them by their commission merchants was correct and pitched in to buy without further delay, as they easily saw that it was a question of paying the price or getting left.

Soaring Prices.

As each day goes by, the stocks of leaf tobacco in the various warehouses decrease, notwithstanding that owners are just as stiff in their asking prices.

Quite a few parcels have been sold several times over, from one dealer to another, and finally the last to get hold of it, has had to pay a big price.

There seems to be a regular "tobacco fever" raging, and one buyer was overheard remarking to another, "We must be all going crazy" to pay such tremendously high prices. How in the world are we going to get our money back?

The Retailers Position.

The possible effect this situation will have upon the retail trade is one of supreme importance to both the retailer and wholesaler. The first inclination on the part of the dealer is to "kick" against advancing prices, for a manufacturer to raise his prices individually is generally considered to be a mad project, as the average retailer will not stand for any higher figures than he has been accustomed to pay, and the idea that he gets that an undue advantage is being taken of him.

It is of the first moment, therefore, that the retailer should take in the situation, and realize at once that if quality is to be maintained, prices must advance in proportion to the market values. No manufacturer who has regard for his good name can afford to reduce

quality in order to hold prices, and in this he should be fully supported by his retail friends.

CIGAR STORE WINDOW SIGNS.

In the window of Goldvogel Bros.' up-town store, St. Catherine street, Montreal, is an attractive window device which is new to Canada and which should prove of considerable value not only to the retailer as an attraction to his store, but also to the manufacturer who wishes to familiarize the public with the name of his cigars.

It is an immense cigar over four feet in length, and which, despite its large size, is a most natural looking smoker. It is constructed of papier-mache and asbestos, covered in exact imitation of tobacco leaf.

The end of the cigar has a most natural looking ash and one could easily believe it was the real thing. Inside are two electric lamps connected to a patent thermostat which is automatic, causing the current to jump from one lamp to the other—that is to say, while one lamp is lighted the other is out. This condition is reversed every few seconds. It is entirely automatic, depending upon resistance of the electric current for its working, and needs no winding or attention of any kind. One of the lamps is in the ash end of the cigar, which lights up red, exactly as does a real cigar when being "pulled." When this light goes out the word "cigars" appears in brilliant letters on the side. There are no marks on the outside to show where this wording comes from, so that the flashing in and out of the name on the apparently solid tobacco leaf gives quite an illusionary effect.

The "cigar" is most effective at night, or where an artificial light is used. The device is one which should be of interest and is well within the reach of any retail tobacconist who is on the lookout for an effective window attraction.

SWEET CAPORAL



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all leading Wholesale Houses.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

ESSENTIALS TO SUCCESSFUL ADVERTISING

1. Must be Well Written.

A good deal has been said and written about preparing advertisements, but to the retailer, in the small town especially, books and addresses do not always appeal. When the capital is small the methods are necessarily small. It is principally to the merchant of small capital, therefore, that these remarks will be addressed.

You are not going to spend much money on advertising because you have not got it to spend, and you are going to be solicitous about results. Also you have no time to look into "reason why" styles except that you hope to develop along this line by persistent practice.

Any person who has a knowledge of the English language can write, though there are a number of people who write without that knowledge. The number of words necessary for everyday conversation has been placed at 3,000. Ostensibly this means plain language, but the number or size of words is never as important as the way the words are formed into clauses, then into sentences. And clarity of statement is so essential to a successful interpretation of an advertisement that it is well worth some study. By "study" I do not mean the perusing of books or the probing into theories, but simply working with a consciousness of weakness, holding to the task with the conviction that "anything will not do."

If you can, in your store, convince people that your goods are meritorious, you can convince them of the same thing through the press and reach an infinitely larger number of people. It is a matter of presenting what you have for sale in the best light.

2. Must Be Well Set.

The value of artistic typography has been both over-estimated and underestimated. The writer who goes to the trouble of marking type names all over his copy puts too high an estimate on typography, and the writer who never asks to see a proof puts too low an estimate on it.

A good deal can be entrusted to the average compositor. He knows more about type and display than the average ad writer. When a writer has served his time in the composing room and made good use of the knowledge gained he is able to talk authoritatively.

But the real trouble arises not so much from leaving the choice of type to the compositor, but from leaving everything to him. Perhaps he gets a piece of wrapping paper on which is scrawled some names, some prices and general statements. The compositor has first to size the copy up, next to make it out, and last to display it advantageously.

Now, the fact is an ad writer can map out his advertisement as he wants it to

appear in print. When he does this he gives the compositor a good chance to select suitable type faces and to devote his talent towards getting balance, chasteness, etc.

Advertisements in manuscript look a hundred per cent. better when written within a ruled space. The edge of the paper is clear and the rudiments of a design is suggested. It does not matter what size of an advertisement you are going to write, rule off a space with your lead pencil (larger than the space you are going to have in the paper because your writing will "spread" more than type) and write within that space. Of course, when the compositor is helped in this way, and the particulars are legibly written, a proof is not absolutely necessary.

3. Must Have an Individuality.

Make your advertisements distinctive. Do not take too much notice of what competitors are saying, for then their expressions are apt to get intermixed with your own. It would be impossible for me to suggest to you ideas that would be individualistic. The moment they left me they would cease to have an individuality. I cannot talk through you and neither can you talk through your clerk. But a theme satisfactory to you can be taken up by a clerk and it is surprising how much of your individuality can be wrapt around it.

You never take much notice of how other merchants talk to customers. Each merchant has his own way. Why shouldn't it be the same when it comes to advertising in a newspaper? If you approach your patrons in an off-hand way in the store adopt an off-hand style of writing. If you employ clear-cut business tactics as a store salesman let the same characterize your advertisements, and so on.

From having seen some half dozen of their advertisements I believe I could select certain merchants' announcements even if their names were not on them. Nothing but the individuality of the advertiser pervading his writings could enable me to do that. It is because writers select first one style and then another that their advertisements are robbed of impressive characteristics. And it is because other merchants choose to be themselves always that the people entrust their confidence to them.

4. Must Agree With Store Policy.

There is a great tendency in modern-day publicity to misrepresent goods. It grows upon a writer to exaggerate virtues and gild weaknesses. But while plausible statements read nicely, truthful statements usually get the business. By being moderate in your newspaper enunciations you keep in better touch with your store—maintain harmony between your outdoor and indoor policies, as it were. Did you ever notice how

certain goods have been advertised with tremendous enthusiasm and how the clerk who sold them was lifeless? The enthusiasm of the advertising was not misplaced, but some of it might have been engendered into the clerk.

It is absolutely necessary that salesmen should follow the wording of the advertisement to the letter. I have gone into a store where a clerk has confessed he didn't know certain goods were being advertised at a certain price. Imagine the amount of business such a clerk would personally gather in!

5. Must Follow Up Systematically.

That sounds like mail-order house phraseology, doesn't it? But by "follow up" I mean that you should form some estimate of sales made from advertising and should always be preparing to push another line of goods "next week."

What you will principally be governed by is season, and while this somewhat limits your scope, you can accomplish a lot by being timely. The moment it is opportune, advertise certain lines, then pass on to others. Articles that sell at a very low price, and sell quite frequently, will not have to be advertised to any great extent unless your competitor makes some move.

If you are announcing a special sale through the papers you can form some estimate of what the announcements did for you by looking into the orders. If you think the patronage extended to you was not representative, then it is time to get out a circular.

You cannot perfect your advertising policy, but you can and ought to know if you are appealing to the people by way of "needs," if you are presenting your case in the best light, and, most important of all, if you are gradually but surely building up a permanent list of customers.

A. A. B.

TRUTH ABOUT ADVERTISING.

Said a man who has had a wide experience in advertising of all kinds: "New advertisers, especially retailers, make a serious mistake when they look for the total net results from advertisements inserted in too short a space of time."

The money invested in advertising earns profits sooner than money invested in any other line of goods that a man can put his money into, but they don't come as soon as some people expect.

You take \$100 around to the savings bank to-day, and a year from now \$4 will be your profit.

You buy a bill of staple goods to-day, and unless the article is an unusually good seller, your profits will be tied up in the transaction from three months to a year.

In a retail business probably it will

be found to be profits that a vest in other than more than once

When a man in a newspaper other he expect next day, at n ends his chic lated.

A retailer of started in bus years ago with but mighty litt he can trace re circularizing th years ago.

As an actual that in 1890 he said circulars a his territory.

not unusually : ured at the ti of about \$20 w: what happened date there came little old faded sent out. The goods advertise had been sold.

bought someh account, and ha ever since. Th is probably w than the total i

An old land places the b advertisers, tell of direct resul advertisements years ago.

I am to-day i vertisements as

I do not beli vestment of a pay the divide of advertising

Certainly the obtained parti worth considera obtained witho

Do not look Do not decid has been a fail

A S

THE S

be found to be a fact that profit—the profits that a man can spend or invest in other things—cannot be declared more than once a year.

When a man runs an advertisement in a newspaper, for some reason or other he expects to get his profits the next day, at most the next week. He counts his chickens before they are hatched.

A retailer of my acquaintance who started in business some five or six years ago with a good line of credit, but mighty little capital, told me that he can trace results to advertising and circularizing that he did more than five years ago.

As an actual experience he told me that in 1890 he distributed a few thousand circulars among farmers outside of his territory. The direct results were not unusually satisfactory, and he figured at the time that the investment of about \$20 was practically lost. But what happened? Five years after that date there came to him a farmer with a little old faded pink circular that he had sent out. The merchant looked for the goods advertised, but long since they had been sold. However, the farmer bought something else, opened up an account, and has been a steady customer ever since. This one farmer's business is probably worth considerably more than the total investment.

An old land advertising agent who places the business of many order advertisers, tells me that he has known of direct results being received from advertisements inserted as long as ten years ago.

I am to-day receiving replies from advertisements as far back as 1902.

I do not believe that there is an investment of any kind that begins to pay the dividends that the right kind of advertising does.

Certainly the good will of the business obtained partially by advertising is worth considerably more than a business obtained without.

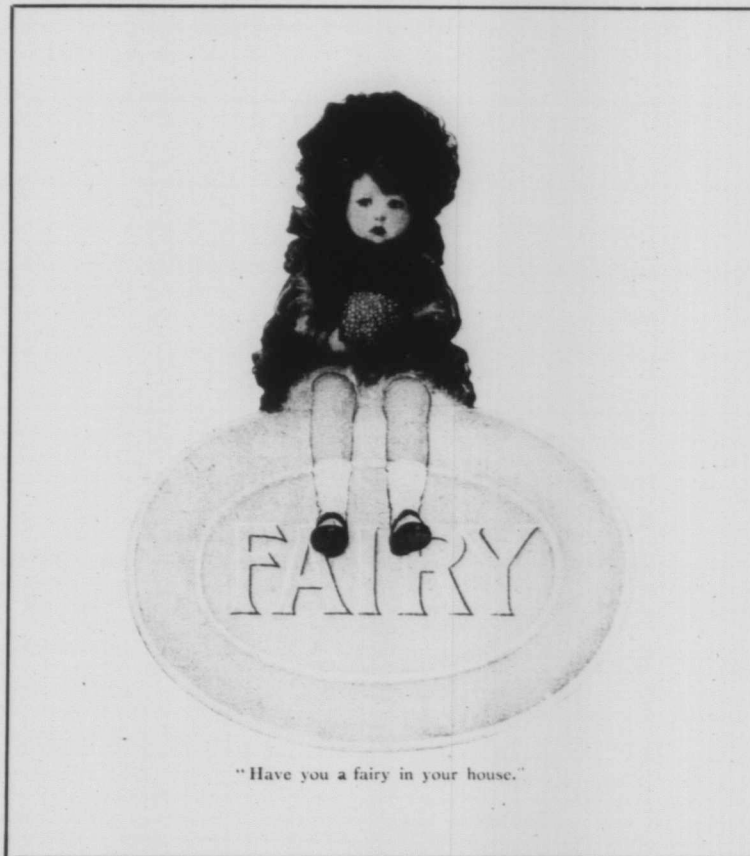
Do not look for results too soon. Do not decide that an advertisement has been a failure for at least five years.

Be patient. It takes time to do things in this world.—Ralph Harris in Brains.

FAIRBANK'S STRIKING ADVERTISEMENT.

The N. K. Fairbank Co., Montreal and Chicago, are conspicuous among the

soap display card, copy of which is reproduced above. This card is a stand for the grocer's counter or show case and measures some 24x18 inches. The lithographic work is of the best and the display of the card is a good trade reminder, as well as an ornament to every grocery. Application to the N. K. Fairbank Co., Montreal, will bring information as to how the card may be obtain-



"Have you a fairy in your house."

prominent advertisers on this continent for the effectiveness of their work and their striking advertising material. Aside from the now world-famous Gold Dust Twins, who have figured prominently in the cartoons of United States and Canadian political campaigns, this company's latest and undoubtedly one of the most attractive and chaste signs is the little "Have you a fairy in your home?"

ed. It is certainly worth writing for. A post card will bring reply.

B. B. McAlpin, New York, successor to McAlpin Consumers Tobacco Co., was in Toronto Saturday to conclude arrangements for organization of the McAlpin Co., heretofore the McAlpin Consumers Tobacco Co. This went into effect on the 3rd inst.

A STORE IS KNOWN

by the goods it handles.

HOGEN-MOGEN and ROYAL SPORT

5 CENTS

10 CENTS

are time-tested and their reputation is growing steadily.

Write us for our co-operative selling plan.

THE SHERBROOKE CIGAR CO.,

SHERBROOKE, P.Q.

GOOD NEWS

The great steel guns at our Peterborough Mill are now puffing tons of our latest and most wonderful Cereal

Quaker Rice

(Puffed)

This product will meet with instantaneous success everywhere. No other food has the qualities that makes friends and produces business that this has. It excites curiosity on sight because of its novelty and beauty. Curiosity will induce the first purchase and the customer's pleased palate will do the rest. It is thoroughly cooked and ready-to-serve after a moment's heating. If you want to be in it from the start, buy it now.

The American Cereal Company
Peterborough, Ontario

Q
Quotations
The fol
inserting quoc

Quotations for p
are supplied
agents, who alone
accuracy.

Baki
Cook's Friend—
Size 1, in 2 and 4
" 10, in 4 doz. b
" 2, in 6
" 12, in 6
" 3, in 4
Round tins, 2 doz.
12-oz. tins, "
5-lb. " 1

W. H.
Diamond—
1 lb. tins, 2 doz. in
1 lb. tins, 3
1 lb. tins, 4

IMPERIAL
Cases.
4 doz.
3 doz.
1 doz.
3 doz.
1 doz.

OCEAN
Ocean Baking Po
" " "
" " "
Borax, 1 lb.
Cornstarch
Freight pai



ROYAL B
Sizes.
Royal-Dime ...
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When p
cent. discount

CLEVELAND
Size
Cleveland's-Dim
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When p
cent. discount

T. KIN
Crown Brand—
1 lb. tins, 2 doz. in
1 lb. " 2 " "
1 lb. " 4 " "

**"KLAUS'S"
IMPROVED
SWISS
MILK
CHOCOLATE**

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

Don't Be Without It.

Agents for Canada:
ROSE & LAFLAMME, - Montreal

**DON'T RUN
CHANCES**

with your customers. Get a line of Maple Syrup that is reliable

**"IMPERIAL BRAND"
MAPLE SYRUP**

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE &
LAFLAMME

AGENTS,
MONTREAL.

**GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT**



*As Pure as the Purest
As Sweet as the Sweetest*

*Equal to Any for All Purposes
ASK FOR IT*

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

W

W

Coupon 1
For sale in Canada Limited, Toronto
File Montreal \$1, \$2, \$3, \$5, 1

In lots of less than 100 books, 1 kind
100 to 500 books ..
100 to 1,000 books

Allison's
\$1.00 to \$3.00 books ..
5.00 books ..
10.00 " ..
15.00 " ..
20.00 " ..
25.00 " ..
50.00 " ..



The Davidson

Inf
Robinson's patent

Jam
SOUT
Frank M
Orange marmala
Clear jelly marm
Strawberry W. F
Raspberry "
Apricot "
Black currant
Other jams ..
Red currant jelly

REC

RUN
ES
ne of Maple
e
AND"
UP
of
t

AGENTS,
MONTREAL.

WM. BRAID & CO., Importers of **TEAS, COFFEES and SPICES**



CUP QUALITY vs. STYLE
CUP QUALITY WINS OUT EVERY TIME.

We critically test all Teas in the cup before purchasing; therefore flat, insipid and "Bodiless" teas are never sold our customers.

On the above grounds, we respectfully solicit your business.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C. BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num bered.	Covers and num bered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

\$1.00 to \$3.00 books	3 cents each
5 30 books	4
10 30 "	5
15 60 "	6
20 90 "	7
25 90 "	8
50 90 "	12

Cleaner.

	Per doz.
BRUNSWICK'S EASYBRIGHT 4-oz. cans	\$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " 1-lb. tins	2 25
" " 2-lb. tins	1 95
" " 1-lb. tins	2 25

Jams and Jellies.

	Per doz.
SOUTHWELL'S GOODS.	
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry "	2 00
Apricot "	1 75
Black currant "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 06½
7 and 14-lb. wood pails	0 06½
30-lb. wood pails	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate	0 06½
30-lb. wood pails	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case	\$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 42
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetthey's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" " 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" " 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32½
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	0 23
1-lb. tins	0 22½
4-lb. jars	per jar 0 70
1-lb. jars	0 25



Orange Meat

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 96
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles

STEPHENS.

A. P. Tippet & Co., Agents

Cement stoppers (pinta)	per doz. \$ 7 90
Corked	1 90

Soda.

OOV BRAND.

Case of 1-lb. contain- ing 60 pkgs., per box	\$3 00.
Case of 1-lb. (con- taining 120 pkgs.) per box	\$3 00.
Case of 1-lb. and 1-lb. (containing 50 pkgs.) per box	\$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box	\$3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
2 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" black	15 30
Oricle soap	10 20
Gloriola soap	13 00
Straw hat polish	10 20

RECKITT'S BLUE and ZEBRA PASTE

(Always give your Customers Satisfaction.)

As sure as fate
one sale of
BORDEN'S BRANDS
 "Eagle" brand **Condensed Milk** and "Peerless" brand
Evaporated Cream



will make another—Borden's brands are the acknowledged standards of the world—
 There are no better brands obtainable—

—FOR SALE BY ALL JOBBERS—

WILLIAM H. DUNN, - **MONTREAL and TORONTO**
 Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	\$4 65
50 10c.	3 90
100 5c.	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capoo Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.

No. 1 White or blue, 4-lb. carton.	\$0 05½
No. 1 " " 5-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 8-lb. drawlid boxes	0 07½
Silver gloss, 8-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel	per box 1 25 to 2 50

Oulinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

1 case, 5 doz.	\$5 00
5 " 5	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz	0 50
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Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
5-lb. canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07½
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Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50
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Ocelloid Starch—

Boxes of 45 cartons, per case	3 50
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Oulinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case	4 75
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ST. LAWRENCE STARCH CO., LIMITED.
 Ontario and Quebec.

Oulinary Starches—

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" " 5-lb. cartons, 36 lb.	0 05½
" " 200-lb. bbl.	0 05
" " 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" " 1-lb. fancy, 30 lb.	0 07½
" " large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 38 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.
 Chinese starch, per case of 4 doz., \$4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	
Per lb.	
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	

In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c.
--------------------	------

Stove Polish.

For durability and for cheapness this preparation is truly unrivalled.

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	Per case \$3 40
Plain tins, with label—	
3 lb. tins, 2 doz. in case	1 90
5 " " " " " " " "	2 35
10 " " " " " " " "	3 25
20 " " " " " " " "	3 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " " "	5 45
¼ " " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
 put up in 30, 60 and 100 lb. boxes.

Wholesale		Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " 1 lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Teas.

SALADA CEYLON.

Wholesale.		Retail.
Brown Label, 1's	\$0 20	\$0 25
" " ½s	0 21	0 25
Green Label, 1's and ½s	0 22	0 30
Blue Label, 1's, ½s, ¼s and ⅛s	0 30	0 40
Red Label, 1's and ½s	0 35	0 50
Gold Label, ½s	0 44	0 60

KOLONA
 PURE CEYLON TEA
 BLACK

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Wholesale.		Retail.
Yellow Label, 1's and ½s	0 20	0 25
Green Label, 1's and ½s	0 22	0 31
Red Label, 1's, ½s, ¼s and ⅛s	0 30	0 40
White Label, 1's, ½s and ¼s	0 35	0 50
Gold Label, 1's and ½s	0 42	0 60
Embossed Label, 1's, ½s and ¼s	0 70	1 00

RAM LAL'S
 PURE INDIAN TEA

Cases, each 60 1-lb. \$0 35
 " " 80 1-lb. " 0 35
 " " 30 1-lb. " 0 35
 " " 120 1-lb. " 0 35

LUDELLA CEYLON, 1'S AND ½'S PKGS.

Blue Label, 1's	\$0 18½	\$0 25
Blue Label, ½s	0 19	0 25
Orange Label, 1's and ½s	0 21	0 30
Brown Label, 1's and ½s	0 23	0 40
Brown Label, ½s	0 30	0 40
Green Label, 1's and ½s	0 35	0 50
Red Label, ½s	0 40	0 60

"CROWN" BRAND

Wholesale.		Retail.
Red Label, 1-lb. and ½s	\$0 35	\$0 50
Blue Label, 1-lb. and ½s	0 38	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 30	0 35
Japan, 1s	0 19	0 25

E. D. MARCHEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes	\$0 42½
" " II 40-lb. boxes	0 37½
" " III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at.	0 30
" " AA 40 " "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 25
" " Condor" IV 80-lb.	0 27½
" " V 80-lb.	0 25
" " XXXX 80-lb. boxes	0 21½
" " XXXX 30-lb. " "	0 21½
" " XXX 80-lb. " "	0 19
" " XXX 30-lb. " "	0 20
" " XX 80-lb. " "	0 18
" " XX 30-lb. " "	0 18½
" " LX 60-lb. per case, lead packets (25 1's and 70 ½s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¾s and 1s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ¾s, 1s and 1½s, 60-lb. cases	retail 0 30 at 0 25
Yellow Label, ¾s and 1s, 60-lb. cases	retail 0 35 at 0 25
Blue Label, ¾s, 1s and 1½s, 60-lb. cases	retail 0 40 at 0 30
Red Label, ¾s, 1s and 1½s, 60-lb. cases	retail 0 50 at 0 34
White Label, ¾s, 1s and 1½s, 60-lb. cases	retail at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	\$0 46
" " Amber, 8s. and 12s.	0 60
" " Ivy, 7s.	0 50
" " Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" " Old Fox, 12s.	0 48
" " Snowshoe, 6½s.	0 51
" " Pay Roll, 7½s.	0 45
" " Stag, 10 oz.	0 45
" " Boba, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" " Fair Play, 8s. and 12s.	0 52
" " Club, 6s. and 12s.	0 48
" " Universal, 12s.	0 47
" " Dixie, 7s.	0 55

Vinegars.

E. D. MARCHEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	\$0 32½
Condor, pure distilled	0 27½
Old Crow	0 25½

Special prices to buyers of large quantities.

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 05
Gillett's cream yeast, 3 doz	1 05



NTO

DELLA OYLOH, 1's
AND 1/2'S PEGS.

.....	\$0 184	\$0 25
.....	0 19	0 25
1's and 1/2's	0 21	0 35
1's and 1/2's	0 28	0 40
1's	0 30	0 40
1's and 1/2's	0 35	0 50
.....	0 40	0 60

CROW'S BRAND

Wholesale. Retail	
lb. and 1/2 lb.	\$0 35 \$0 50
lb. and 1/2 lb.	0 38 0 40
1-lb.	0 19 0 25
1-lb.	0 30 0 35
.....	0 19 0 25

ARCEAU, Montreal.

I 40-lb. boxes	.....	\$0 42 1/2
II 40-lb. boxes	.....	0 37 1/2
III 80-lb. boxes	.....	0 32 1/2
Japan, 40 lb "at"	.....	0 30
40 " " "	.....	0 27 1/2
ret fired Japan, 70 lbs.	.....	0 25
IV 80-lb. "	.....	0 27 1/2
V 80-lb. "	.....	0 25
XXXX 80-lb. boxes	.....	0 21 1/2
XXXX 30-lb. "	.....	0 22 1/2
XXX 80-lb. "	.....	0 19
XXX 30-lb. "	.....	0 20
XX 80-lb. "	.....	0 18
XX 30-lb. "	.....	0 18 1/2
LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	.....	0 25

ylon black tea in lead packets	el, 1/2, 1/4 and 1/8	0 25 at 0 20
1, 1/2, 1/4 and 1/8	.....	0 30 at 0 25
1/2, 1/4 and 1/8	.....	0 35 at 0 26
1, 1/2, 1/4 and 1/8	.....	0 40 at 0 30
1, 1/2, 1/4 and 1/8	.....	0 50 at 0 34
el, 1/2, 1/4 and 1/8	.....	at 0 40

Old Crow "blend"	.....	0 35
ns of 10, 25, 50 and 80-lb.	.....	0 30
.....	per lb.	0 25
.....	.....	0 20
.....	.....	0 17 1/2

Tobacco.

RE TOBACCO CO., LIMITED.

pipe, 4s, 6s and 12s	.....	\$0 46
ber, 8s. and 3s.	.....	0 50
7s.	.....	0 51
ebud, 7s.	.....	0 48
ency, 12s. and 6 1/2s.	.....	0 51
For, 12s.	.....	0 56
wahoe, 6 1/2s.	.....	0 45
Roll, 7 1/2s.	.....	0 45
10 oz.	.....	0 45
10 oz. bars, 6 1/2s.	.....	0 53
Play, 8s. and 12s.	.....	0 45
b, 6s. and 12s.	.....	0 41
versal, 12s.	.....	0 55
ie, 7s.	.....	0 55

Vinegars.

ARCEAU, Montreal. Per gal	.....	\$0 25 1/2
distilled, highest quality	.....	0 27 1/2
distilled	.....	0 25 1/2
s to buyers of large quantities	0 25 1/2

Yeast.

dos. 5c. pkgs. in case	\$1 00
yeast, 5 doz	1 00

WARNING!

Crescent



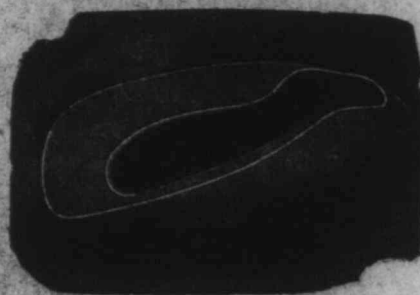
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SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery

HAMILTON, ONT.

TEA HINTS FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

HOW TO TEST TEAS.
WHERE TO BUY TEAS.
BULK v. PACKAGE TEAS.
HOW TO ESTABLISH A TEA TRADE.
TEA BLENDING, ETC., ETC.

275 pages; cloth.

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10 Front Street East, - - Toronto

THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

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You are interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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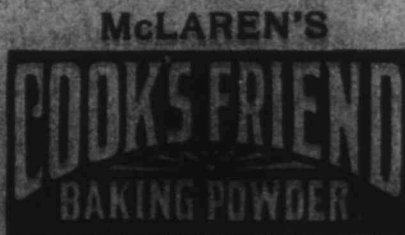
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The Best Grocers make a point of keeping it always in Stock.

Do you want a
Nice Brass Sign

for your door front

Free?

WRITE AND ASK US
FOR PARTICULARS
AND HOW TO
GET ONE.

GOWANS, KENT & CO.
TORONTO LIMITED

We would like to ask
You, Our Grocery Friend,
a question.

Apples are gone for this season so far as the ordinary consumer is concerned, the price being prohibitive as a filler for the workingman's pie.

What Are You Selling Instead?

Perhaps you are not giving it a thought and without suggestion or protest on your part, you are allowing the economical housewife to prepare, as a dessert, puddings, etc., from which you derive no benefit.

Allow us to suggest

WETHEY'S MINCE MEAT

Push the line.

It will pay you.

It has no equal as a trade-winner.

3 Dozen in a Case.

Sold by All Jobbers.

Write us.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

CROSSE & BLACKWELL'S
Spanish Olives

Imperial 1/2 pint and Imperial pint
Bottles.

A new and attractive package



C. E. Colson & Son

MONTREAL, Agents.

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