

**PAGES  
MISSING**

March 9,

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.

VOLUME X

MONTREAL, TORONTO, WINNIPEG, MARCH 16, 1906

NO. 11.

## Robinson's Patent Barley

Is a Steady Seller  
With the BEST TRADE

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

**ROBINSON'S  
PATENT BARLEY**

Liberal sampling among your customers on receipt of list addressed to

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



Raised on It.


Studying the requirements of your customers pays—seasonable suggestions are always appreciated by them.

Suggest **TABLE SYRUP** particularly now, and solicit a trial of

### PUT UP IN TINS

Tins—cases 2 doz. Also in Brls.  $\frac{1}{2}$  Brls  
" " 1 " Kegs and Pails.  
" "  $\frac{1}{4}$  "  
" "  $\frac{3}{4}$  "

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

"Crown"  Brand Table Syrup

You can offer nothing the equal of "Crown" brand—the most perfect, delicious and richest Table Syrup on the market—

Ask your Jobber for "Crown" Brand

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

104 St. East,  
TORONTO, Ont.

Works,  
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

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by All Jobbers.

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NADA



on

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**

**A PROFIT MAKER**

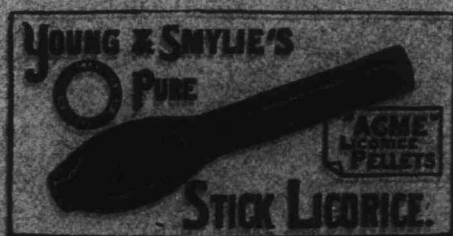
Mathieu's Syrup is one of those things that  
can't help making money for you. It sells of  
itself because it is intimately known as the  
finest remedy for all coughs, colds, etc. Quick  
sales—good profits and satisfied customers are  
made with.

**MATHIEU'S SYRUP**

**TAR AND COD LIVER OIL**

*Mathieu's Nervine Powders are an every day  
money maker. They sell rapidly. Don't be  
out of stock.*

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



**National Licorice Co.**

Brooklyn, N.Y.

**R. S. McIndoe**

Selling Agent 120 Church St., Toronto

The best Jellies on the  
market are

**"K KOVAH"**

Guaranteed to be flavored with real  
Fruit Juices.

**"K KOVAH"—above all**

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

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# Increase Their Faith!

"Price", is an argument for trade but "quality" goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith."

*By Selling These Goods.*

## Felix & Co. Italian Macaroni

Always the same delicate, tender Macaroni that makes for *permanent* trade. Most attractively labelled and packed. Macaroni that will "increase their faith."

## Griffin & Skelley's Dried Fruits

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

## "Thistle Brand" Maple Syrup

A rich, clear, pure **Maple Syrup** that reminds you of boyhood days way up among the sugar trees. Always the same, and always choice. A Maple Syrup that will "increase their faith."

## "Thistle" Brand Canned Fish

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S. Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

**Arthur P. Tippet & Co.**

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

## Manufacturers' Agents and Brokers' Directory

## BARBADOES, W. I.

**JONES & SWAN**

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

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

REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. S.; Mitchell &amp; Whitehead, Quebec; Rose &amp; Laframme, Montreal; Geo. Musson &amp; Co., Toronto; J. C. LeQuesne, Paspébiac.

## CHARLOTTETOWN, P. E. I.

**HORACE HASZARD**

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

EXPORTER of Cheese, Butter and Canned Goods.

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

Charlottetown, Prince Edward Island.

## HALIFAX, N. S.

**J. W. GORHAM & CO.**JERUSALEM WAREHOUSE  
HALIFAX, N. S.

Manufacturers' Agents and Commission Brokers.

WAREHOUSEMEN

Domestic and Foreign Agencies solicited.  
Highest references.

## HAMILTON, ONT.

Long Distance Phones  
OFFICE 715 HOUSE No. 1556**Norman D. McPhie**

Broker and Commission Merchant

OFFICE, 58 KING ST. E.

HAMILTON, ONT.

## MONTREAL

**A. J. HUGHES**

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

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

126 Board of Trade, - Montreal

Wholesale Brokerage

Beans, Boiling Peas, Flour, Oats

**J. T. ADAMSON & CO.**Customs Brokers  
and Warehousemen

27 St. Sacramento Street, Montreal

TEL. MAIN 778.

BOND 28.

**W. E. FELLOWES**

Manufacturers' Agent and Commission Merchant

6 St. Sacramento St. - - Montreal.

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

Phone Main 2881.

**LEON TANGUAY**Commission Merchant  
Manufacturers' Agent  
Country Produce

197-199 ST. PAUL ST., - MONTREAL, CAN.

Correspondence solicited.

## TORONTO.

**W. G. A. LAMBE & CO.**

Toronto

Grocery Brokers and Agents.

Established 1885.

**W. E. BIDWELL**

Broker and Commission Merchant

27½ FRONT ST. E., TORONTO

Calling on best Grocers and Mfg. Confectioners.

Could handle another first-class specialty for Manufacturers.

C. E. KYLE

S. HOOPER

**KYLE & HOOPER**Wholesale Grocery Brokers and  
Manufacturers' Agents

27 Front St. E., Toronto

Highest references Commissions solicited

**W. G. Patrick & Co.**

Manufacturers' Agents

and

Importers

29 Melinda St., Toronto

**LEONARD BROS.****COD FISH**on spot. Phone, write, or wire us  
your order.**W. H. MILLMAN & SONS**

Grocery Brokers

TORONTO

**A. F. MacLAREN IMPERIAL CHEESE CO.**

Limited

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

Correspondence solicited. Address all communications to our head office.

26 Front St. East, Toronto

## MOOSE JAW.

**THE MOOSE JAW FRUIT & PRODUCE CO.**

D. STAMPER, Prop.

Wholesale Agents and Jobbers

Fruits, Groceries, Tobaccos, Cigars, etc.

Correspondence Solicited.

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

## WINNIPEG.

**CALGARY STORAGE**

In a new brick block centrally located

Dingle &amp; Stewart

Winnipeg, Man. - Calgary, Alta.

COMMISSION BROKERS.

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

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Agencies. Correspondence Solicited.

**STUART WATSON**Manufacturers' Agent and Wholesale  
Commission Broker.

Winnipeg, - Man.

Highest References. Correspondence Solicited.

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

Correspondence solicited. Established over 12 years

**George Adam & Co.**Wholesale Brokers and Commission Merchants  
WINNIPEG, MANITOBA**G. B. THOMPSON**Wholesale Broker and Commission  
Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

**W. A. TAYLOR**

BROKER and WAREHOUSEMAN

243 Main Street

WINNIPEG, MAN.

HIGHEST REFERENCES

(Continued on page 56.)

Hamilton, March 16th, 1906.

## RE EARLY JUNE PEAS

Dear Sir,—

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

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

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

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

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

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

Yours respectfully,

CANADIAN CANNERS, Limited

tory

**EMPERIAL CHEESE CO.**  
Limited  
DEPARTMENT:  
Specialties and Wholesale  
Brokers.  
Solicited. Address all com-  
munications to  
Toronto, Ontario

SE JAW.

**FRUIT & PRODUCE CO.**  
EMPER, Prop.  
Wholesale and Jobbers  
Tobaccos, Cigars, etc.  
Solicited.  
MOOSE JAW, Sask.  
Main Street.

WINNIPEG.

Y STORAGE

Block centrally located  
& Stewart  
Calgary, Alta.  
WHOLESALE BROKERS.

H. CARMAN

Broker and Manufacturers  
Eastern Wholesale Brokers  
Association.  
Rooms 722 and 723  
Winnipeg, Man.  
Correspondence Solicited.

WATSON

Agent and Wholesale  
Commission Broker.  
Winnipeg, Man.  
Correspondence Solicited.

Tend your business to this  
BEST COUNTRY  
your account to our  
ADVANTAGE.

Established over 12 years  
**Adam & Co.**  
and Commission Merchants  
Winnipeg, MANITOBA

HOMPSON

Broker and Commission  
Merchant  
Winnipeg, East - WINNIPEG, MAN.  
Press, "CAPSTAN."  
Correspondence solicited

TAYLOR

WAREHOUSEMAN  
Main Street  
Winnipeg, MAN.  
For REFERENCES

Continued on page 56.)

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## Still Forging Ahead !!!

**Alarmists would have you believe** that Ceylon Tea—that great favorite of the Canadian public—is fast falling short, in fact, is almost in its death throes.

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

Ceylon Tea has “forged ahead” on intrinsic merit alone. The grocer who would “forge ahead” of competitors must see to it that he sells only

**Ceylon Tea (Green and Black) Canada's Favorite.**

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## THE HOUSE FLAG

One of the big Ocean Liners might be delayed or wrecked through a screw loose or some defect in one of her engines. The passengers woud'nt know why—but the Chief Engineer would. He knows it was the fault of the builder of the engine—it wasn't made right.

People often ask "Why is it that other teas are not as good as Red Rose?" They know there is a screw loose somewhere; but don't know why.

I do, because I am like the Chief Engineer of the Liner. I know Tea as he knows an Engine; and I employ skilled men whose sole business is to make Red Rose Tea without any loose screws—to make it as good as tea can be made. This is why the Red Rose ship is always breaking records and pleases her passengers.

The officers and crew are alive to your slightest wishes. Will you book a passage for the next trip?

One of my travelling passenger agents will call at your bidding.

# T. H. ESTABROOKS

ST. JOHN

TORONTO

WINNIPEG



# MAPLE SUGAR

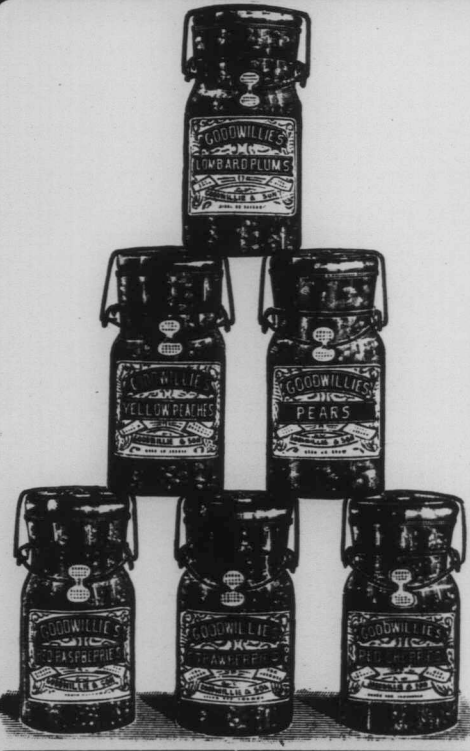
*Largest Exporters of*  
**PURE  
BEAUCE COUNTY  
SUGAR**

## D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA



**THEY**

**Sell Well**

**Show a Nice Profit**

**Give Satisfaction.**

**WHY?**

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



**Solves the Coffee Problem**

Remember the name

**Paterson's  
Camp  
Coffee  
Essence**

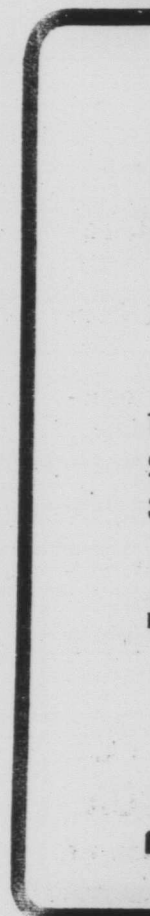
A PAYING ARTICLE TO PUSH

ROSE & LAFLAMME,  
Agents, Montreal.



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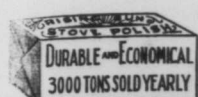


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**RISING SUN**  
STOVE POLISH

THE WELL KNOWN  
AND RELIABLE  
CAKE.

**SUN PASTE**  
STOVE POLISH  
TINS  
GUARANTEED  
TO THE TRADE

**OUR GUARANTEE**

is absolute and is printed and packed in each box of **SUN PASTE** Stove Polish. It is unlimited. If the goods are ever

found defective in any way, all you have to do is to notify us. We do the rest. But you need not be surprised when you find that **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in tins are just about right. These are the goods that please the customer, and you know that a customer pleased is a customer coming back to you for more.

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

**6c.**

**The German Starch Co.**

are manufacturers of a Special Starch for family use. This preparation is entirely different to all other starches sold in this country.

- 1st - It gives the finest gloss and stiffening to shirts, collars, etc.
- 2nd - Its use slides the iron smoothly "like skates over the ice."
- 3rd - It leaves a fragrant and pleasant odor while using and on the linen.

Remember price is only **6c.** } All these qualities for 6c. per lb. to the grocer—1 lb. boxes—cases 4 doz. Do you want this rapid seller?

ADDRESS—

**German Starch Co.**

**101 Mount Royal Ave., - - - MONTREAL**

**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**

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OTTAWA

Coffee Problem

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E TO PUSH

AFLAMME.

Montreal.

# MOLASSES

See our Travellers

**THE DAVIDSON & HAY, LIMITED**  
WHOLESALE GROCERS, TORONTO

## Molasses

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

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

**Dominion Molasses Co.,**  
LIMITED

Hallifax, - Nova Scotia

Agents

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

## OUR PLATFORM

FOR REINDEER MILK  
JERSEY CREAM

Reliable goods—the best product from the purest material.

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

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

The interests of the retail trade well looked after.

**EVERY CAN ABSOLUTELY GUARANTEED**

The above applies equally to

**REINDEER COFFEE**  
**REINDEER COCOA**

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

## 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

**A  
Matter  
of  
Dollars  
and  
Cents**

Tea selection is always a matter of dollars and cents.  
But that does not mean that you are to go after bargains and lose customers.

# Blue Ribbon Ceylon Tea

is not a "bargain" tea. It is a "customer-getting," "sells-on-its-own-record" tea. It's record is good; hence the GOOD sales.

With every package of **BLUE RIBBON CEYLON TEA** there goes a customer, as it were. "Red Label" Line is the grocer's DOLLAR-MAKER. It never fluctuates in price or quality. It's a safe investment—the safest in the ranks of Teadom.

## Experience Counts

We know how to make good starch—time-saving labor-saving, money-saving starch—because we have studied the Starch Question.

We believe that

# IVORINE COLD WATER STARCH

is at the top of the industry because of that experience of ours.

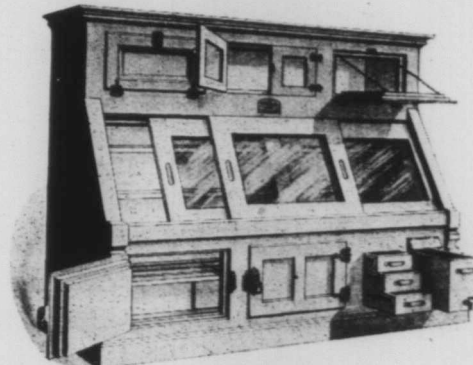
A conviction moves us to say: **It is essential that you take advantage of our experience and become an "Ivory" man.**

\$2.50 case of 40 pkgs.  
Of all Jobbers,

**St. Lawrence Starch Co.**  
Port Credit, Ontario Limited

## Aubin's Patent Refrigerators

*GROCERS should not be without one*



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

Made in 10 styles

Silver Medal Quebec Exhibition  
Diplomas—Ottawa, Montreal and Toronto

WRITE FOR  
CATALOGUE

**C. P. FABIEN,** Proprietor and  
Manufacturer

OFFICE AND FACTORY

WAREROOMS

3167 to 3171 Notre Dame St.  
MONTREAL, CANADA

4 to 18 Fabien Ave.  
31 to 45 William St.

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

## The Holbrook Challenge

After comparing with other brands, hundreds of Canadian Grocers have declared

**HOLBROOK'S** GENUINE **SAUCE**  
WORCESTERSHIRE

to be the best value on the market to-day.

Sold at 25c. per bottle, a medium and popular price.

**HOLBROOK'S LIMITED 28 Front St. E. TORONTO**

RETURNED

Dec/11/06  
to owner

Cut Book No. 58  
Page No. 58 saw.



**Time to "tone up"**

the horses, cows, sheep and poultry that are owned by so many of your neighbors. What, too, about that horse that has worked so hard for you during the trying winter months? Nothing half so good as

**Pratts Food for Horses and Cattle  
Pratts Poultry Food**

*The Greatest Animal Regulator known.*

A great line for quick sales particularly at this time of the year. Our special advertising offer is very attractive cheerfully sent on request.

**THE ROBERT CREIG CO., LIMITED  
TORONTO**

**CROCKERY =  
DEALERS**

Have you ever examined our line of

**English Black Rock Teapots?**

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

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

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

**THE  
CANADA SUGAR REFINING CO.  
LIMITED**

**Montreal**

**Purnell's Sauce**

England's Most Popular Worcestershire



*Samples and Prices  
from our Agents:*

Strang & Co., Fort Street,  
Winnipeg.

A. J. Hughes, Notre Dame Street,  
Montreal.

C. E. Jarvis & Co.,  
Vancouver, B.C.

J. Westren, 630 Ontario Street,  
Toronto.

E. Jardine,  
St. John, N.B.

H. Haszard,  
Charlottetown, P.E.I.

B ckle & Greening,  
Hamilton.

**ESTABLISHED 1750**

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Wholesale

ASK FOR SAMPLE

# St. Kitts Molasses

75 Half-Barrels - Gall., 26<sup>c</sup>.

## L. CHAPUT FILS & CIE.

Wholesale Grocers  
Importers Wines and Liquors  
**MONTREAL**

**A  
SNAP**

A FINE

STRONG

SWEET DRAWING

**COLORED GREEN**

### Ceylon Tea

Chests and While it lasts  
half-chests **12<sup>1</sup>/<sub>2</sub> c. lb.**

Good value for a **QUARTER** retailer

Get a sample—you will order

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

## ROWAT'S PICKLES and OLIVES

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

AGENTS :

Snowden, Forbes & Co., 449 St. Paul  
St., Montreal.

H. R. Silver & Co., Halifax, N.S.

F. H. Tippet & Co., St. John, N.B.

Reginald Lawson, Union Bank Bldg.,  
Winnipeg, Man.

C. E. Jarvis & Co., Flack Block, Van-  
couver, B.C.

# MOLASSES

to arrive in a few days ex S. S. Orinoco.

Dacosta new Barbadoes which we quote at 28c. per gallon.

We have special low prices for May delivery. Ask for them before placing your order for year's supply.

# PORK

Demand is good our prices are good, lower than present market warrants.

# LARD

Our stock very large. Premium pure kettle rendered Lard at only \$2.35 per pail, to introduce it.

# HOVA TEAS

If you have not yet stocked these you better do so early and get a large share of the business. Remember we give free 1-8 lb. package samples for consumers.

---

## S. J. MAJOR, Limited

Wholesale Grocers Importers of Smallwares of all kinds, Papeteries, etc.  
OTTAWA

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### The Nibble of a Mouse

will eventually consume the biggest cheese, and lose of pennies, nick dimes and dollars, I don't "bust" the big business, will reduce profit to an alarm extent. And you're bound to lose more or less if do a credit business, depend on ledger balance taken from the day-b. Throw out your day-b and other time-was devices, and adopt modern Allison's Coupon System.

### IF A MA

or \$10, give him a plug him with \$10, and if he buys a plug off a ten-cent coupon his purchases up to \$10. NO WRITING. NO WRITING. KICKING. There's but why not have free sample.

For

THE EBY, BLAIR  
C. O. BEAUCHE  
WH. T. SLOAN

ALLISON CO  
India

W. P. I

19 Caer Ho

Analyst &amp; C

Advice regard  
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chemistry.

What we cla

# JAM

## 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 522.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.

#### The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern Allison Coupon System.



#### 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.  
WH. 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

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

#### 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited  
Manufacturers of

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

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street  
MONTREAL.

#### To Manufacturers' Agents

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

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

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

## STOCK NOW.



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

G. F. Sutton,  
Sons & Co.

King's Cross  
London, Eng.

## INVESTIGATE

What we claim for

# JAMES' DOME BLACK LEAD

and you will admit that its the best Stove Polish for you to handle.

Pays your customer well and pays you well.

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



# 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**

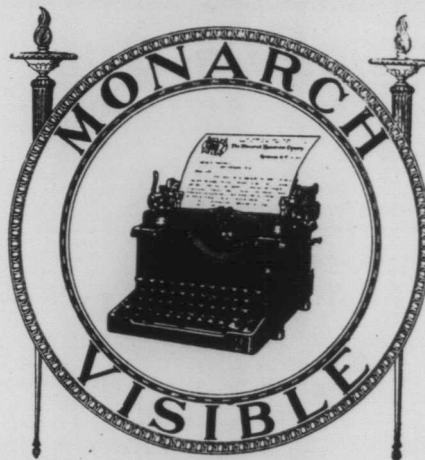
Height, 29 in.  
Length, 33 in.  
Width, 23 in.  
Weight, 275 lbs.

GRINDING CAPACITY.  
Granulating 2 lbs. per minute.  
Pulverizing 1/2 lb. per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

**COLES MANUFACTURING CO.**  
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U. S. A.

AGENTS:  
Todhunter, Mitchell & Co., Toronto. Dearborn & Co., St. John, N.B.  
Forbes Bros., Montreal. Gorman, Eckert & Co., London, Ont.



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.

## EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

**Agencies on Commission for Britain.**—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO. MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

**JOHN LETHEM & SONS,** LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

**JAMES MARSHALL, Aberdeen, Scotland,** is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

**A. C. DOUGHTY & CO.** Head Office, 39 Eastcheap, LONDON. PROVISION IMPORTERS. Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: AVOUCHING, LONDON. Codes: A. B. C. 4th and 5th editions. A1, Western Union. Highest References.

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

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

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

This space \$15 per year.

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

**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.

**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.

# "ENTERPRISE" PAYS

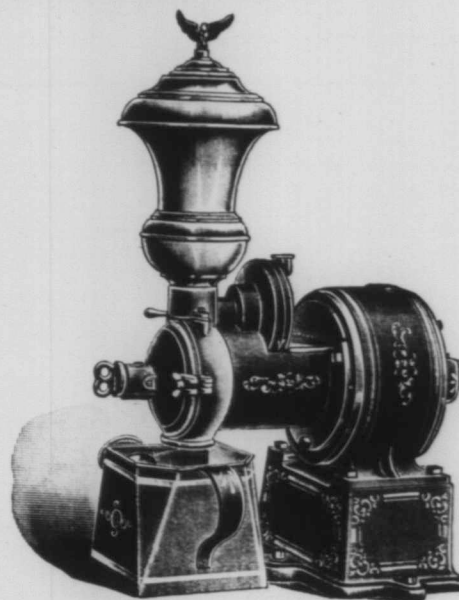
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: ::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

The illustration shows our mill No. 83 fitted with  $\frac{1}{4}$  H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

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

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

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



## A System to Increase Trade

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

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

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



Tear off here and mail to us today

N. C. R. Co.  
Dayton Ohio

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

Name

Address

No. of men



Y, Limited

for another  
we wish to  
a year ago

Y. Limited  
es, Secretary.

PLEASE YOU

ny, Limited

Main St. East.

KES & CO.,  
EASTCHEAP, LON.  
LEET, LIVERPOOL.  
made in Canned  
vegetables. Consign-  
ment solicited.

per y. ar.

& CO.,  
LIVERPOOL,  
nds of CANADIAN  
ferences. Wide  
4th and 5th ed.,  
er's Codes. T. A.

LL & CO.  
TS, LIVERPOOL,  
pare Ribs, Hooks,  
outlet for all kinds  
it prices—prompt  
ablished 1883.

's House,  
P, LONDON, ENG.  
in Great Britain



Walker Bin Interior.


**CONSIDER THE LOSS** that results each year from an untidy, unattractive and inconvenient store—

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

**The Cost of Installing Walker Bin Fixtures** providing attractiveness, cleanliness and convenience **IS SMALL IN COMPARISON.**

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

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

**100 CANDLE POWER**  **1/2 ¢ PER HOUR**

**AUER GASOLENE LAMP**  
Gives more light than 10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL. Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor. Catalog and discounts on request.

**AUER LIGHT CO.,** 1691 Notre Dame Street, **MONTREAL**

**ELECTRIC POWER COFFEE MILLS**

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.

 **FISHER CUT No. 102**

Write us for Prices.

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

BUY **Star Brand**  
**COTTON CLOTHES LINES**  
— AND —  
**COTTON TWINE**

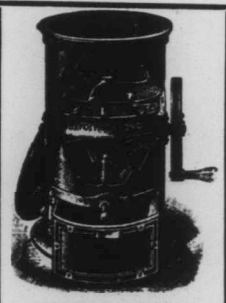
Cotton Lines are as cheap as Sissel or Manila and much better.

For sale by all Wholesale Dealers

See that you get them

**DO YOU WANT TO BUY**  
A Boiler, Engine or Machinery?  
If you are a subscriber of The Grocer you can insert a notice free in

**CANADIAN MACHINERY**  
MONTREAL TORONTO



**PATENT QUICK SIFTER and MIXER** for all kinds of Powders.

Machinery for the preparation of  
**TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.**

**PATENT GAS-HEATED ROASTERS, INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER, FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.**

**PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.**

**QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. FRUIT CLEANING AND DRESSING MACHINERY.**

**THE GROCERS' ENGINEERING CO.**

Cole Street, Swan Street (Late WAYGOOD-TUPHOLME LTD.)  
LONDON, S.E., ENGLAND Illustrated Catalogue Mailed (Post) Free.

**Keep Posted on Sugar**

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

**SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.**

have been so merits of ou

The Bowser vents all wa really costs y A PROFIT ON will bring yo

**S. F.**

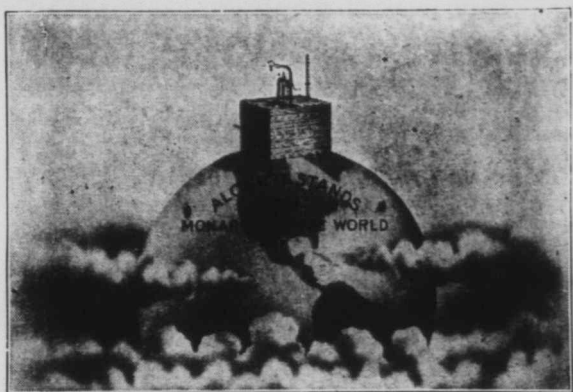
**TOLI**

Automatic The "Tol tively stops th A time sav A labor sav poises to slide, A trade bri in plain figure buying. It is honest The Toled paid for with th For Catalo

**THE 1**



THE WALKER



There is a World of Meaning in the simple statement that over 200,000 Bowser —Self— Measuring Oil Tanks

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits, but

Refer You to Any User

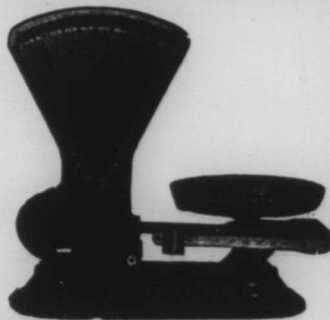
The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing, as its savings soon pay its cost. If you want to make A PROFIT on your oil it will pay you to investigate. A request for Catalog "B" will bring you full particulars free and without further obligation to you.

Write To-day

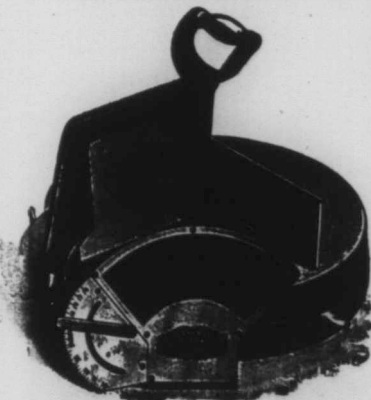
S. F. Bowser & Co., 330 Front St. West TORONTO.

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.



THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

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

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

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

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

# Little Sermons on Advertising

Delivered by John C. Kirkwood, in MacLean's Trade Newspapers, on Behalf of Trade Newspaper Advertising.

*Theme: The Man Behind the Counter.*

LOBBYING is a practical method in modern politics. Indeed, it is a practice in almost all cases where the ballot-box determines the issue.

It is not necessarily a corrupt or corrupting practice. It is oftentimes legitimate. In any event, it is by common consent considered effective.

There is a class of men in every community, whose votes are highly desirable when it comes to a question of influence or decision, a class commonly known as the retail merchants. These men stand between the manufacturer or wholesaler and the consumer. Whichever way they decree goes. They constitute a class of men worth while cultivating, or "lobbying," if you like this word better.

Here is a merchant or one of his salesmen serving a customer, who is asking for a door-lock. The customer says, "What lock do you recommend? Have you the Oxford lock? I have heard that it is a good lock."

So far so good.

Advertising to that consumer is bearing fruit. He is actually inquiring concerning the Oxford lock.

But listen!

"Yes sir, we have the Oxford lock, a very good lock too. But here is a lock quite the equal of the Oxford at a dollar less. We have sold hundreds of this lock with never a complaint."

What lock sells, the Oxford or the other?

There it is, you see—The man behind the counter. Worth lobbying that man? He casts votes; he influences sales. He can kill advertising to the consumer.

Why did he "knock" the Oxford lock?

The answer is: the makers of the other lock, the S. & T., cultivated him very thoroughly. They persuaded him to believe that the S. & T. lock was as good as any other lock made. They showed him that the S. & T. lock yielded him 15% better margin than did the Oxford, even at a dollar less in the retail price. They treated him with full consideration. They recognized his place of influence. They advertised to him. No wonder the merchant favored those that showed favor to him.

And the Oxford people, what about their methods?

First of all, and chiefly, their point of view was wrong. They placed their confidence in the consumer and disregarded the distributor. Advertising to the consumer is good, but advertising to consumer and distributor is far, far better. And if one cannot advertise to both consumer and retailer, select the retailer for the campaign of influence. He is the strategic point in the selling plan. Cultivate him, he will be pleased, and will respond.

Advertising in the retailers' trade newspaper is business wisdom. It is business insurance.

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1684 N

# THE REWARD OF MERIT



## 14,000,000 PACKETS ANNUAL SALE AND STILL GROWING

Are you fully benefiting in this profitable distribution of the most popular tea on the American continent.

Black, Mixed or  
Uncolored Green

Sealed Lead Packets Only

Wholesale Terms and Samples on Enquiry, "Salada," Toronto, Montreal

## Fire!

We beg to notify the trade and our numerous customers that the fire which took place in our premises on the 12th inst. has not affected the prompt shipment of any of our orders. We are in a position to fill all demands for Wines, Liquors, Table Delicacies, Alimentary Pastes and other Special Grocers' Sundries for which we are special agents and distributors.

**B. O. BELAND**

1684 Notre Dame St., MONTREAL

## Maple Syrup

It will pay you to handle only the **BEST LINES.**  
Insist, therefore, on getting the famous

### "RED SHIELD" Brand

Finest Quality      Lowest Prices  
Always Gives Satisfaction

We carry a full assortment of best selling lines Maple Sugar Specialties

## WARREN BROS. & CO.

35-37 Front St. East

Toronto

## 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.



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

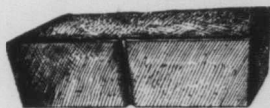
Price Per Pail - **\$2.16**

(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.

Lent

Mackerel,  
Clams,  
Crabs,  
Fishballs,

iced also in

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in cases  
lb. blocks,  
s. each, or  
two for 5c  
this Sugar  
or waste

\$3.00

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\$1.00

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## CHEAP CANNED CORN

Canned Tomatoes are becoming scarce, and are steadily advancing, so there is an increasing demand for other lines.

We offer a limited quantity of Canadian Cannery Ltd., pack of A. B. Saylor Brand

### DEER CORN, 75c.

Get your requirements filled while there is some to be had.

**JAMES TURNER & CO.**  
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  
Winnipeg, Man.

NICHOLSON & BAIN  
Calgary, Alta.

Sole Western Sales Agents

# 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.



## NEW RAILWAY FREIGHT RULES

As a result of the complaint made by the Canadian Manufacturers' Association against the car service rules and demurrage charges as imposed by railways, new regulations have been drafted to go into effect on March 1, and as these are of interest to all branches of mercantile industry they are reproduced below.

It will be observed that an extension of time has been secured for the unloading of coal, coke, and lime in bulk, and for the loading and unloading of lumber. An additional allowance of 24 hours is made for clearances of customs when freight is in bond, and Rule 4 states that car service charges shall not be collected when customs officials are responsible for delays. Rule 8 requires notice of arrival (unless waived by consignees), and satisfactorily provides for additional time for transmission of notice through the mails. The time for loading or unloading is changed by Rule 2 so that if cars are not placed by 11 o'clock a.m. free time does not commence until the following morning. Inclement weather conditions and bunching of cars in transit are satisfactorily covered by Rules 6 and 7, which provide for extension of free time without collection of demurrage charges.

The rules are understood to be of a provisional character. Representations were made to the Railway Commission looking to the establishment of reciprocal demurrage charges or an average arrangement. The board states that this subject requires very careful investigation and consideration, but has deemed it advisable to provide in the meantime for the substitution of an improved set of car service rules for those formerly in effect. The impracticability of framing rules adequate for all cases is recognized, and the railways are expected to interpret the rules liberally, but without any unjust discrimination or undue preference, while the merchants and manufacturers are asked to give the new regulations a fair trial.

All freight traffic, in carloads or less, which is, or is to be, loaded or unloaded by the shippers or consignees thereof, shall be subject to the "Canadian Car Service Rules" approved by the Board of Railway Commissioners, as follows.

### Toll.

**Rule 1.**—When cars are held under load, or waiting loads, beyond the free time allowed by Rule 2, for any reason for which the consignee or shipper is responsible, a toll of one dollar per car, per day of twenty-four hours, or any part thereof, shall be charged to, and paid by, the shipper, consignee, or other party responsible therefor, in addition

to all other tolls paid, or payable, in respect of the goods carried, or to be carried, in or on such car.

### Free Time.

**Rule 2.**—Twenty-four hours shall be allowed the consignee, after notice of arrival, in which to pay the tolls or charges (if any), and give orders for special placing or delivery; (subject to Rules 11 and 15).

Forty-eight hours free time shall be allowed for loading or unloading (except as hereinafter provided). On cars placed for loading, or unloading, before or at 11 o'clock a.m., the free time shall begin at 1 p.m. following; if placed after 11 o'clock a.m., the free time shall begin at 7 o'clock a.m. following.

**Exceptions.**—(a) Twenty-four hours additional free time shall be allowed for unloading coal, coke, and lime, in bulk, and for loading or unloading the following descriptions of lumber only, namely: boards, deals, and scantlings.

(b) Five days' free time shall be allowed at Montreal and at tide-water ports, for unloading lumber and hay for export.

(c) In the portion of Canada to which the Manitoba Grain Act, 1900, and its amendments, apply only twenty-four hours free time shall be allowed for loading grain.

(d) Twenty-four hours additional free time shall be allowed for clearance of customs, where the destination is a port of entry, making the allowance for clearance of customs, and for giving, placing, or delivery orders, forty-eight hours in all.

Where the destination is not a port of entry, forty-eight hours shall be allowed for clearance of customs at the outside port of entry.

**Rule 3.**—No car service toll shall be charged for Sundays or legal holidays.

**Rule 4.**—Car service tolls shall not be collected from the consignee for any delays for which the customs officials may be responsible.

**Rule 5.**—Cars shall be so placed as to be easily accessible at all times during the period allowed for loading or unloading. At stations where such placing is at the time reasonably practicable, cars shall be placed so as to be easily accessible on both sides. Time lost to the shipper for consignee through interruption, either by movement of trains, or shunting of cars, or any other cause for which the railway company is, or may be held to be, responsible, shall be added to the free time allowance.

### Inclement Weather.

**Rule 6.**—If wet or inclement weather, according to local conditions, renders

loading or unloading impracticable during business hours, or exposes the goods to damage, the time allowance shall be extended so as to give the full free time of suitable weather. But if the parties neglect or fail to avail themselves of the first forty-eight hours, or seventy-two hours, as the case may be, of suitable weather, they shall not be allowed additional free time by reason of such neglect.

### Bunching.

**Rule 7.**—When, owing to conditions for which the railway company, or connecting railway companies, is or are responsible or to any neglect or default of its or their agents or employees, or to storms or floods, or to accidents on a railway, or accident to the equipment of the railway company or companies, cars are tendered to the consignee in numbers beyond his ascertained reasonable ability to unload within the authorized free time, such additional time shall be allowed as may be necessary, with the exercise of due and reasonable diligence on the part of the consignee, to unload the cars so in excess.

### Notice of Arrival.

**Rule 8.**—The consignee shall be promptly notified of the arrival of his freight, and shall be held to have been notified when notice of arrival has been delivered at his address, or place of business; provided that, if such notice be given later than 6 o'clock p.m. it shall be considered not to have been received until 7 o'clock the following morning. If notice be mailed, the consignee shall be held to have been notified at 7 o'clock a.m. of the day following.

**Rule 9.**—If the consignee fail to give placing or delivery orders within the twenty-four hours allowed by Rule 2, the car shall be considered to be intended for public team track delivery, and shall be placed accordingly; and, if not unloaded within the free time, such car shall be subject to the car service toll.

### Placing Cars.

**Rule 10.**—The railway agent shall notify the consignee or his carter, on application, where his car has been placed for unloading. Any time within the free time allowance lost to the consignee in so doing, for which the railway company is responsible, shall be added to the free time allowance.

If a car has been placed before 7 o'clock a.m., and at that hour the agent or his representative is unable or fails to inform the consignee or his representative, on application, as to the placing of the car and where it has been placed, then the free time shall not commence until 12 o'clock noon following, unless the consignee commences to unload before noon, in which case the time so lost

to the consignee free time allow

**Rule 11.**—Freight company orders from consignees for designated tracks shall not be entitled to more than four hours allowance for freight charges on delivery orders, be entitled to be lowered by Rule 2.

**Rule 12.**—When cars are owned by no car service toll

**Rule 13.**—The private tracks shall be made when properly placed or when they are but for some consigner or consignee cars cannot be company holding the consignee, in the opportunity; other siding on load or unload,

**Rule 14.**—If, ordered to another road, at the same loading or unloading or consignee, the time occupied in

**Rule 15.**—If, in a siding arrangement, alone shall have which to give or delivery, and per day, or any in excess of the that the final hours, or seventy, may be (author still remain to delivery.

### Congestion.

**Rule 16.**—If upon a railway siding services give way is unable to sidings, owing to the shippers or consignees, then any having cars for advise them, and shall be charged private sidings loaded, as the case sidings have been

### Cars Waiting.

**Rule 17.**—Cars in section, grading completion or change of destination, from the original final destination stop-over charge time allowed for published tariffs, car service toll, transferred to other tolls shall follow transfer is made

### Logging or

**Rule 18.**—Manufacturers, contractors their own tracks handle cars for the ties, shall be charged

to the consignee shall be added to the free time allowance as aforesaid.

Rule 11.—Freight for which the railway company holds previous standing orders from consignee for placing on designated tracks or private sidings, shall not be entitled to the extra twenty-four hours allowed by Rule 2 for paying freight charges and giving placing or delivery orders, but when in bond shall be entitled to the twenty-four hours allowed by Rule 2 (d) for clearance of customs.

Rule 12.—When both cars and tracks are owned by the same private party, no car service tolls shall be charged.

Rule 13.—The delivery of cars to private tracks shall be considered to have been made when such cars have been properly placed on the tracks designated or when they would have been so placed but for some condition for which the shipper or consignee is responsible. If cars cannot be so placed the railway company holding them shall so notify the consignee, in order that he may have the opportunity of designating some other siding on which he is willing to load or unload, if he so desires.

#### Replacing.

Rule 14.—If, after placing, cars are ordered to another siding on the same road, at the same station, to complete loading or unloading by the same shipper or consignee, the free time shall be computed from the original placing, less the time occupied in replacing the car.

Rule 15.—If, after arrival at destination, a car is reconsigned under switching arrangements, the original consignee alone shall have twenty-four hours in which to give orders for special placing or delivery, and he shall pay one dollar per day, or any part thereof, for all time in excess of the twenty-four hours, so that the final free time of forty-eight hours, or seventy-two hours, as the case may be (authorized by Rule 2), shall still remain to the party who accepts delivery.

#### Congested Sidings.

Rule 16.—If an authorized employe upon a railway which performs switching services gives notice that such railway is unable to receive cars for private sidings, owing to conditions for which the shippers or consignees are responsible, then any other railway company having cars for such consignees shall so advise them, and the car service toll shall be charged until the cars on such private sidings have been unloaded or loaded, as the case may be, or until such sidings have been otherwise cleared.

#### Cars Waiting "Orders."

Rule 17.—Cars held for transit for inspection, grading, cleaning, bagging, completion or change of load, or change of destination, under a through rate from the original shipping point to the final destination, with or without a stop-over charge, and detained over the time allowed for such purpose in the published tariffs, shall be subject to the car service toll. If such shipments are transferred to other cars, the car service tolls shall follow on the cars to which transfer is made.

#### Logging or Industrial Roads.

Rule 18.—Manufacturers, lumbermen, miners, contractors or others, who have their own tracks and motive power and handle cars for themselves or other parties, shall be charged car service tolls on

all cars delivered to them from the time placed upon the interchange tracks until returned thereto, after allowance has been made for the time necessary for them to do the switching (not to exceed twenty-four hours), and for the free time authorized by Rule 2.

#### Miscellaneous.

Rule 19.—Cars shall not be held back for the purpose of evading these rules. Loaded cars held back for cause must be reported.

Rule 20.—When cars are delayed or refused by consignees because of alleged incorrectness in the railway weights or charges, car service tolls shall not be charged if the railway weights or charges are proved to be incorrect.

Rule 21.—If payment of car service tolls properly due be refused, delivery of only the car or cars on which such car service tolls are due shall be withheld, by means of sealing or locking, or by placing where such cars only shall not be accessible.

If the owners or users of private sidings, or the owners of railways referred to in Rule 18, refuse to pay any car service tolls which may already be due, delivery of cars to such sidings or railways shall be suspended, and deliveries shall be made on the public team tracks until such unsettled car service tolls have been paid.

Rule 22.—In this order and the rules therein contained:

(a) The singular includes the plural, and the plural the singular, and the masculine the feminine, as the case may be;

(b) Any reference to a rule by number is to be considered as a reference to that one of the foregoing rules which is so numbered;

(c) The expression "car service toll" means the additional or increased toll authorized by Rule 1.

#### BUSINESS NOTES.

Bradley & Son, of St. Catharines, have opened a branch store at Niagara Falls.

McCullough & Byce, general merchants, Cartwright, Man., have sustained loss by fire.

The Canadian Bank of Commerce are opening branches at Radisson, Sask., and at Stavely and Leavings, Alta.

Harry Barton, Clinton, has purchased King's bakery and confectionery business and will continue it and his present business as well.

James Hewson has purchased the business of A. Griffith, of Milton. Mr. Hewson sold out his own business a couple of years ago and is getting into the game again.

The Canada Hay Co., Limited, Montreal, has purchased the mill owned by Messrs. McPherson & McBean and will operate it from now on. The mill is situated in Mile End, Montreal.

S. Ballachey, of Paisley, is reaping the harvest of enterprise. He recently moved into his handsome new store and since the first of the year business with him has been all that could be desired.

P. D. Martin, who for some years has conducted a fine grocery at Gerrard

and Saekville streets, Toronto, has purchased the business of T. Maciver, Queen street east. Mr. Martin will conduct business in a progressive manner.

H. J. Colville, Arthur, has added a gents' furnishing department to his store. Mr. Colville is a very large shipper of produce to the Old Country, and he says business is eminently satisfactory.

The Carey Dry Goods Co. have purchased the Ritchie bankrupt stock at Wingham. They are putting in much new stock and the business will be a valuable addition to the trade of the town. Mr. Clarence Carey will be manager.

The Canadian Grocer's reporter got into wireless communication this week with C. M. McCallum, of Brantford, but he was too busy to express himself in the code. He is educating his customers to use the better class of goods, and it pays.

McEwan Bros., Goderich, have purchased the stock of G. M. Elliott, of the same place, and will continue the business. They are enterprising merchants and trade at both stores will hum. Will McEwan will have charge of the new undertaking.

W. A. Sherwood & Co., St. Catharines, has established a branch at Port Dalhousie. Their head clerk, Chas. Livingstone, has been installed as manager.

C. E. Blackburn, grocer, has removed from Dundas street and St. Clarence avenue, Toronto, to 1010 Bathurst street.

Mathison Bros., Whitby, have fitted up the flat above their grocery to accommodate their crockery department, which, hitherto, they have conducted as a separate store. A stairway is being put in and the consolidation of the business in one building will be a decided improvement.

T. J. Leary "The Chocolate Man," Montreal, has removed from D'Youville square to 30 Vallee street. The growth of "Leary's Chocolate" trade has been phenomenal during the past six months and since the opening of the new confectionery store on St. Catherine street, (which by the way is one of the finest in the country) business has boomed still more. In the new premises the company will be in a position to promptly fill all their out-of-town and city orders.

Mr. L. M. Buckle, representing Spratt's dog biscuits in Canada, was seen by the Grocer in Montreal this week. Mr. Buckle has opened up a branch at 988 Notre Dame street west, Montreal, where the various lines of the Spratt Co., Newark, N.J., will be carried in stock and shipped for the convenience of the growing Canadian trade. "Everything for the dog," as Mr. Buckle put it, will be carried in stock. Mr. Fred Hughes, who has represented the company in the east for many years, will still continue to look after Montreal, Ottawa and Quebec.

# FORGING AHEAD

(Review of Enterprise and Progress.)

## BIG GROCERY GETTING BIGGER.

Michie & Co. will shortly undertake extensive improvements to their store premises at 7 King street west, Toronto. Major Michie last year purchased the building adjoining the store on the east, and the company contemplate using a portion of it in connection with the projected alterations. Every detail of the improvements has not yet been determined, but they will be carried out with the two-fold purpose of providing increased facilities for the building and improved fire protection.

The facilities of the present grocery store are equalled by very few stores in Canada, but such is the development of the firm's trade that every department is crying out for more room. First among the improvements, first that is to meet the public, will be a new store front. Improved natural lighting will be another feature of the changes, and it is expected to pay a dividend in economy of electric current, while making it one of the lightest long stores in the city.

### Offices to be Moved.

Space will be found for Major Michie's office in the newly acquired building, and the general offices now at the Melinda street end will be raised a storey. Thus the entire ground floor space, thirty feet by one hundred and seventy, will be devoted to the purposes of the store and there will be separate shipping and receiving entrances on Melinda street.

### Better Fire Protection.

Much attention is being paid to the feature of improved fire protection and expert advice has been obtained, and what is to be done will be in accordance with the latest approved regulations. All this will entail considerable expense. Two objects are sought, to isolate the store as far as possible from the danger of fire from the outside, and to meet fire within the store by the slow-burning method, that is, to adopt construction that will confine it to the apartment where it starts for a period long enough to permit the firemen to cope with it effectually. Wire glass and metal windows will be used at all exposures. Wire glass and metal doors will be used to reduce the exposed area, that is, to confine fire for a considerable period to the part of the store it starts in. All stairways and the elevator shaft will be enclosed. Water buckets and fire extinguishers will be installed and possibly a stand pipe. The entire electrical equipment will be thoroughly overhauled. While matches are not considered as dangerous as they once were, it is probable a separate air-tight compartment will be constructed for them.

### Established Seventy-One Years.

The Michie business has exceeded the scriptural age of man and was never more flourishing than to-day. It was founded on the present location on May 1, 1835, practically 71 years ago, and has remained in the control of one or more members of the Michie family ever

since. It is one of the most profitable grocery businesses in America, the profits having amounted in a single year to the handsome sum of \$40,000.

Michie & Co., Limited, were incorporated last year with the following directors: President, J. Forbes Michie; secretary-treasurer, Chas. E. Stone, C. A.; H. J. Reeve, managing grocery department; Alexander Anderson, managing the liquor store. All the present directors have been associated with the business for periods ranging from 18 to 25 years.

## MONTREAL'S NEW INDUSTRY.

Montreal is to have a large new industry in full operation in the near future. The Smart Bag Company, Limited, is the name of the new company, which will manufacture jute and cotton bags, Hessians, buckrams, paddings, ropes and twines. Mr. Charles A. Smart, the organizer of the new company, was for fifteen years with the Dominion Bag Company and for the past seven or eight years was the secretary and manager of that company. When the Dominion Bag Company amalgamated with the Canadian Jute Company under the name of the Canadian Bag Company, although offered a position with the combine Mr. Smart declined and formed the new company, with a capital of \$1,000,000, of which amount \$400,000 will be paid up.

The Smart Bag Company, Limited, have purchased the canvass and bag business of John Dick, Limited, with factories in Toronto and Winnipeg. It is the intention of the company to erect in Montreal a bag factory which will be the best on the continent. The necessary options have already been secured and building operations will commence immediately. The Toronto and Winnipeg factories will also be enlarged and made so that the company will be able to cope with the increase in business which they expect in the coming season.

Mr. Smart is one of the best known and most popular men in the bag business in Canada to-day. He has traveled from Halifax to Vancouver and has made the acquaintance of all the millers. Mr. Smart's business ability became known when he was with the Dominion Bag Company and in Montreal he is recognized as an honest and energetic business man.

Mr. Keene, who was for many years Mr. Smart's assistant, has resigned his position with the Dominion Bag Company to assume the office of secretary-treasurer of the new company. Mr. Keene is also well known in the milling trade. The new company has opened up offices in the Board of Trade building, Montreal.

## A BRANCH IN WINNIPEG.

Mr. Fred. L. Ratcliff, of Douglas & Ratcliff, Limited, wholesale paper dealers, Toronto, has just returned

from Winnipeg, where he was attending to the opening of a new branch office and warehouse.

This company has had gratifying success in their trade relations in Ontario, having built up a very substantial business, and it is therefore not surprising that they should be reaching out to the great western territory.

Mr. Ratcliff reports that his firm have been appointed sole agents for the Soo Paper Mills, whose building papers are largely in demand in the west, and who also manufacture manilla wrapping papers suitable for grocers' and butchers' use. Mr. Thomas Gam, who was for many years manager for the Lincoln Paper Mills, in Toronto, and more recently with Douglas & Ratcliff, Limited, assumes the position of manager for the branch house, with quarters at 58 Victoria street, Winnipeg.

## TRINIDAD EXHIBITS AT THE MONTREAL B. O. T.

Some months ago it was proposed that in order to stimulate a further interest in Trinidad trade a permanent exhibit of its principal products should be placed in Montreal, and, on representations being made to the council of the Board of Trade, they generously offered to receive the exhibit and to allow it to remain in their hall. This was communicated to Mr. J. Russell-Murray, the representative of the Imperial Department of Agriculture of the British West Indies, who, by the way, was the originator of the idea, and the Agricultural Society of Trinidad took an active interest in carrying out the proposal and supplying the entire exhibit, which has been completed and transferred to the custody of the board through their secretary, Mr. Hardrill.

The exhibit consists of sugars, molasses, cocoa, coffee, asphalts (crude and refined), manjak, copra, cocoanut oil, angostura bitters, balata, petroleum, etc., and is placed in a very handsome oak and plate glass show case, specially built in Montreal.

The island of Trinidad is the most southerly of the West India islands, and lies at the mouth of the Orinoco river, the great waterway to the interior of Venezuela. Under a more stable government, Venezuela would be an immense source of trade to Trinidad, and in course of years that may be realized.

The population of Trinidad numbers about 240,000, of which 80,000 to 90,000 are East Indians. The chief industries are agriculture, cocoa and sugar being the principal products; fruit shipping is being encouraged and it is to be hoped it will prove a success.

The imports and exports, which form an attractive subject for review, have been ably compiled in a condensed form by Prof. Carmody, the government chemist of the island, and are available in pamphlet form. One of the features that calls for special remark is the limited

percentage of  
Canada in co  
States, in pr  
both countries  
laws for 1904

Apples, bbls.  
Flour, bbls.  
Meal .....  
Potatoes .....  
On meal, lbs.  
Oats, bushels  
Maize, bushels  
Hay and bran  
Butter, lbs. .  
Cheese, lbs. .  
Meat, lbs. .  
Fish .....  
Lumber, feet

Sugar, crys.  
Molasses, gal.  
Bitters, gals.  
Cocoa, cwt.  
Cocoanuts ....  
Asphalt, tons  
Balata .....  
Hides .....

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## AN INVASION

Mr. F. Menz  
department of  
Hamilton, dro  
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percentage of trade done directly with Canada in comparison with the United States, in products equally produced in both countries, the imports being as follows for 1904:

	Imports.	
	From U.S.A.	From Canada.
Biscuits, bbls. ....	6,454	1,746
Flour, bbls. ....	225,537	5,264
Meal ..... ..	9,920	54
Potatoes ..... ..		£8,369
Oil meal, lbs. ....	4,849,020	
Oats, bushels ..... ..	3,734	194,236
Maize, bushels ..... ..	29,499	
Hay and bran ..... ..	£2,793	£377
Butter, lbs. ....	43,708	28,723
Cheese, lbs. ....	204,883	26,961
Meat, lbs. ....	6,918,289	100,326
Fish ..... ..	289,998	6,500,593
Lumber, feet ..... ..	9,982,363	1,807,321

	Exports.	
	To U.S.A.	To Canada.
Sugar, crys. cwts..	326,261	47,364
Molasses, gals. ....		44,222
Bitters, gals. ....	11,178	
Cocoa, cwts. ....	136,543	
Cocoanuts ..... ..	4,245,530	
Asphalt, tons ..... ..	138,311	
Balata ..... ..	£3,140	
Hides ..... ..	£13,463	£11,220

The imports from the United States, however, contain a proportion of Canadian shipments estimated at 20 per cent. at least, but the figures as a whole show to what extent the United States has secured the trade. Does it not appeal to all men interested in the development of export and import trade to inquire into the reason why the United States should have such an overwhelming share of the trade in products so largely produced in Canada? It is true that a small increase in trade is apparent since 1900, but it is far short of what it should be, and in the exports from Trinidad to Canada there has been a heavy falling off in lines such as

	1901-2	1903-4
Molasses, gals. ....	136,286	44,222
Sugar, crys. cwts. ....	59,647	47,364

One of the comparatively new industries of the island brought to a successful issue is the mining of manjak. This high-grade bituminous product is found in veins at 60 to 300 feet underground, and is used in the preparation of varnish, insulation, and for addition to certain classes of pavements. Of considerable interest are the crude petroleum samples from the southeast coast of Trinidad, where a Canadian syndicate is engaged in exploiting the concessions. Very little has been reported for the information of the public beyond that there are good prospects for a successful issue of their labors; analytical chemists report very highly on the quality of the petroleum.

It is under such auspices as these that business interests can be extended, and why should not Canadian business men reciprocate such efforts in their own special spheres? These are the stepping stones to increased trade, to preferential tariffs, better steamship communications and reciprocity.

**AN INVASION OF THE SOUTH.**

Mr. F. Menzie, superintendent sales department of the F. F. Dalley Co., of Hamilton, dropped into the Toronto office of The Canadian Grocer the other day to renew old acquaintances and to

express his appreciation of the work The Grocer was doing for the trade.

Mr. Menzie had just returned from a trip down through the Southern States and was brim full of anecdotes concerning the sunny south.

Mr. Menzie did not make the trip alone. He was accompanied by Mrs. Menzie and eight bright young men, six of them Canadians, and his mission was to introduce Two in One to gentlemen of the south. Starting in at West Virginia, the party swept the seaboard states down to Florida, around the Gulf, taking in Texas, and back up the Mississippi to St. Louis. The party included W. H. Thompson, Thos. Davies, W. C. Dowrie, F. Cairns, Hamilton; Bert Seaman, Niagara Falls; Frank Thies, St. Catharines; W. H. Pugh, Philadelphia, and W. C. Gladding, Brooklyn.

The trip Mr. Menzie reports to have been both successful and enjoyable. He was enthusiastic in his description of southern hospitality.

"Hello, brother, come in and sit down," is the customary salutation to



Mr. Frank Menzie  
Superintendent of Sales of the F. F. Dalley Co.

the traveler. After a comfortable visit the southerner stretches out his legs and draws, "Well, brother, what have you got to show to-day?" Selling goods in the south is one grand, sweet song.

The party set out in November and have just returned. Until they got down in Georgia no very marked difference in climate was noticed, but the negroes were everywhere. Of the blacks Mr. Menzie had not much of good to say. About two days a week was all the work that could be got out of them.

The lack of respect for human life, especially in Texas, was impressed very forcibly upon the Canadians. All the natives went armed.

At Navasota, a prettily situated little town in Texas, Mr. Menzie was admiring the place to a citizen, who replied appreciatively:

"You're right, stranger; I tell you we'd 'a' had a right smart town here if there hadn't been so much killing."

In spite of the number of homicides, very few are ever brought to justice. Political influence is usually strong enough to get the culprit off.

Mr. Menzie has been with the F. F. Dalley Company about ten years, and reports business to be in good shape. The Two in One for the United States is manufactured at the company's factory at Jersey City.

Before leaving Mr. Menzie remarked that attractive as the south was, Canada would do for him. "You need this cold climate to feel good," he added, buttoning up his overcoat.

**ENTERPRISE MANUFACTURING COMPANY.**

Taking advantage of a few hours in Philadelphia recently the representative of The Canadian Grocer made a visit to the works of the Enterprise Manufacturing Company, whose specialties have for some years been exploited in the advertising pages of this paper.

The works occupy a whole block bounded by American, Third, Dauphin and Susquehanna streets, and employ a staff of some eight hundred men.

The visitor was courteously received by Mr. H. R. Zesinger and shown through the several departments where cutting, grinding and pulverizing machines of all descriptions were being manufactured and assembled. They included coffee mills, bone grinders, meat and food choppers, sausage stuffers for hand or power propulsion. The coffee mills are of all sizes and are fitted with electric driving attachments if desired.

Among the other specialties made by the Enterprise Company are fruit presses, cherry stoners, raisin and grape seeders, vegetable slicers, meat shavers, syrup pumps, etc.

The company has its own printing plant for the printing of tags, bills, circulars, etc. They are just now engaged in getting out a new catalogue of their lines which will be distributed shortly.

A railroad runs right by one side of the plant and with an electric traveling crane the work of receiving and sending out shipments is greatly minimized.

**ILL AWAY FROM HOME.**

Mark Baggallay, of Jardine, Matheson & Co., Yokohama and Kobe, Japan, who has been calling upon the Canadian trade with Mr. W. H. Halford, representing S. H. Ewing & Sons, Montreal, the Canadian agents, was taken ill in Toronto last week. Recovering after a few days he went to Hamilton and while calling upon the trade there was taken ill with another severe attack. It was found necessary to remove him to the hospital, where it developed that the illness was a recurrence of a severe attack of malarial fever contracted by Mr. Baggallay while in Formosa some six years ago. Inquiry on part of The Canadian Grocer this week elicited the information that Mr. Baggallay was somewhat better and is slowly recovering. His many friends in the trade in Montreal and other Canadian cities who have been concerned on receipt of the news of his illness will be pleased to learn of his convalescence.

The Union Bank of Canada has opened a branch at Waskada, Man.

# 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.

Now is the appropriate time for fruit advertising. It is true some popular lines are rather scarce, but this fact serves to give the enterprising grocer an excellent opportunity to make attractive announcements.

### More Fruit Publicity.

As a rule grocers do not devote much space to fruit advertising. Occasionally a good fruit ad is seen, but the number might well be augmented.

### The Sales.

To make fruit-selling a success the turn-over should not be dragged out one day longer than necessary.

### Newspaper Potency.

Good newspaper advertisements will,

**Advertising Space, Etc.**  
As will be noticed, different sized spaces are given to the different advertisements—45 lines to one on apples and

grouped off into departments, why, then fruit and vegetable advertising would have to take its place in the general advertisement.  
A. A. B.

## NOW FOR ORANGES

CALIFORNIA, MEXICAN, VALENCIA

We have the pick of the market, and at right prices, too.

Our **Marmalade Oranges** are "just right" now. Do not miss the opportunity. To-morrow may be too late.

## CUBAN PINEAPPLES

are just to hand in prime condition. Call or 'phone.

**Hodson & Evans, - Church St., Cornwall**

If you want

## Fresh Fruit and Vegetables

this is the place to get them.  
New arrival of

**Grape Fruit  
Oranges  
Apples**

I have a quantity of

**Onions  
Spinach  
Cucumbers**

What are your needs?

**C. E. COLSON,  
Winnipeg.**

grape fruits, 25 lines double column to oranges and pineapples, and 65 lines to fruit and vegetables.

### "Apple" Opportunity.

The fact that apples are scarce and prices high gives the grocer an excellent chance to bid for custom in his particular field.

### Grape Fruit Season.

Grape fruit is plentiful but the season will soon be drawing to a close so that a fruit advertisement might well incorporate this line.

### Vegetables Also.

Combining fruit and vegetables in the larger advertisement presents the grocer with an opportunity to enumerate some of the seasonable arrivals, and considering prices, those most likely to be called for by the majority of buyers.

### Oranges.

Just at present oranges might well be advertised, for the scarcity of some other fruits is counterbalanced by a plentiful supply of oranges.

### "Now or Never."

Then as regards the marmalade oranges, it is a question of "now or never." Both the seller and the buyer have to be alert.

### The Pineapples.

Cuban pineapples are due and profitable mention can be made of them.

### Adaptability.

The space apportioned to the different advertisements is representative, but for particular cases it might be found necessary to either add to or cut down.

### Adaptability.

Where advertisements run in certain newspapers each week and the matter is

### AN IMPORTANT MESSAGE.

A traveler put up for the night at the leading hotel in a small town, and, before retiring, left very particular instructions to be called in time for an early train. Early in the morning he was disturbed by a lively tattoo upon the door.

"Well?" he demanded, sleepily.

## APPLES

are scarce but you can get a supply at the Busy Corner.

## GRAPE FRUIT

has had a big sale this season. Choice stock of both Florida and Bahama obtainable here.

SERVICE THE BEST

**BROWN'S BUSY CORNER**

In Brantford.

"I've got an important message for you!" replied the bell boy.

The traveler was up in an instant, opened the door, and received from the boy a large envelope. He tore it open hastily, and inside found a slip of paper, on which was written in large letters, "Why don't you get up?"

more than any other single factor, help facilitate fruit sales.

### Specimen Ads.

Three specimen newspaper advertisements have been drawn up for this reason. With some slight changes these advertisements are suitable for any grocery store.

March 16, 1906

**Baking Powder**  
Gillett, E. W.,  
McLaren's, W.

**Biscuits, Confectionery**  
Bode's Gum Co.  
Canadian Shu  
Falls, Ont.  
Cowan Co., T.  
Jacob, W. & J.  
Kingsley Mfg.  
McLaughlan,  
M. Clure & L.  
Mooney Biscu  
Mott, John P.  
National Licor  
Stewart Co.,

**Rooms and**  
Nelson, H. W.  
Woods, Walt

**Canned Goods**  
Balfour & Co.  
Canadian Car  
Manitoba Ca  
Man.  
Turner, James

**Cash Register**  
National Cas

**Cheese Cabin**  
Walker Pivo  
Co., Toro

**Cigars, Tobacco**  
American Tol  
Empire Tobac  
McDougal, I.  
Payne, J. Br  
Sherbrooke C  
Tuckett, Geo.

**Clothes Line**  
Hamilton Cot

**Cocoas and**  
Baker, Walte  
Cowan Co., T.  
Dunn, Wm. J.  
Epps, James  
Lowmy, Wal  
Mott, John P.  
VanHouten's

**Computing S**  
Computing S

**Concentrates**  
Gillett E. W.

**Condensed A**  
Borden's—W  
Truro Conde  
Truro, N.

**Consulting**  
Kaufmann, V

**Counter Chee**  
Allison Cupo

**Crockery, Gl**  
Campbell's, I.  
Cassidy, Joh  
Gowans, Keu

**Dairy Produ**  
Clark, Wm., J.  
Dawson Com  
Fearman, F.  
MacLaren, J.  
Toronto.

McLean, J. J.  
Park, Black  
Rutherford, I.  
Ryan, Wm., J.

**Financial Is**  
Bradstreet C

**Fish**  
Bickle, John  
Bowman, Jo  
James, F. T.  
McWilliam &  
Millman, W.  
Windsor, J.

Adam Geo.  
Adamson, J.  
Albert Soaps  
Allison Coupe  
American To  
Auer Light C  
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Beland, B. O.  
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Blue Ribbon  
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Bowser, S. F.  
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Campbell's, B.  
Canada Paper  
Canada Sugar  
Canadian Car  
Canadian Pre

Capstan Man  
Farman, Jos  
Cassidy, Joh  
Ceylon Tea A  
Chaput, L. J.  
Church & Dw  
Clark, W. ....  
Codville-Geor  
Coles Manufa  
Colson, C. E.  
Cannors Bro  
Cowan Co. ....  
cox, J. & G. .

Davidson & J.  
Dawson Com  
Dingle & Ste  
Dominion Br  
Dunsmuir Mo  
Doughty, A. J.  
Douglas, J. M.  
Dunn, Wm. E.  
Eby, Blain C.  
Eckardt H. P.  
Edwardsbur  
Empire Tobac

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

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

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

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

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

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

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

**Clothes Lines.**  
Hamilton Cotton Co., Hamilton.

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

**Computing Scales.**  
Computing Scale Co., Toronto.

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

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

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

**Counter Check Books, Etc.**  
Allison Cupon Co., Indianapolis, Ind.

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

**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Fearman, F. W., Co., Hamilton.  
McLaren, A. F., Imperial Cheese Co., Toronto.  
McLean, J. A., Produce Co., Toronto.  
Park, Blackwell Co., Toronto.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

**Financial Institutions & Insurance.**  
Bradstreet Co.

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

**Flavoring Extracts.**  
Capetan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

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

**Fruits—Dried, Green, and Nuts.**  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Distributors Co., Toronto.  
Eby, Blain Co., Toronto.  
Gibb, W. A., & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton, Ont.  
James, F. T., Co., Toronto.  
Kinneer, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Ratray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Rose & Lafamme, 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 & Bain, Toronto.

**Grains, 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.  
Peterboro' Cereal Co., Peterboro', Ont.  
Quance Bros., Delhi, Ont.  
Stevens, F. B., & Co., Chatham, Ont.  
Sutcliffe-Muir Milling Co., Mossomin.  
Woodstock Cereal Co., Woodstock, Ont.

**Grocers—Wholesale.**  
Balfour & Co., Hamilton.  
C. E. Colson & Son, Montreal.  
Davidson & Hay, Toronto.  
Eckardt, H. P., & Co., Toronto.  
Eby, Blain Co., Toronto.  
Gillard, W. H., & Co., Hamilton.  
Hulton, Hebert & Co., 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.  
Max Ams Machinery Co., Mt. Vernon, N.Y.

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

**Infant Foods.**  
Keen, Robinson & Co., London, Eng.

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

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

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

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

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

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

**Oils.**  
Queen City Oil Co., Toronto.

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

**Pass Books, Etc.**  
Allison Cupon Co., Indianapolis, Ind.

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

**Pickles, Sauces, Relishes, Etc.**  
Capetan Mfg. Co., Toronto.  
Douglas, J. M., & Co., Montreal.  
Holbrook & Co., London, Eng.  
Lytle, T. A., Co., Toronto.  
Ozo Mfg. Co., Montreal.  
Paterson—Rose & Lafamme, Montreal.  
Purnell, Webb & Co., Bristol, Eng.  
Rowat's Pickles, Montreal.  
Suatt Co.  
Sutton, G. F., Sons & Co., London, Eng.

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

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

**Potatoes.**  
Hannah, R. W., Toronto.

**Poultry and Lattle Food.**  
Bate, H. N., & Sons, Ottawa.  
Myers' Royal Spice Co., Niagara Falls, Ont.

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

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

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

**Soda—Baking.**  
Church & Dwight, Montreal.

**Starch.**  
Brantford Starch Works, Brantford.  
Edwardsburg Starch Co., Cardinal, Ont.  
German Starch Co., Montreal.  
St. Lawrence Starch Co., Port Credit.

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

**Teas, Coffees, and Spices.**  
Balfour & Co., Hamilton.  
Blue Ribbon Tea Co., Toronto.  
Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders' Ass'n.  
Chase & Sanborn, Montreal.  
Codville & Co., Winnipeg and Brandon.  
Ewing, S. H., & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Ass'n.  
Salada Tea Co., Montreal and Toronto.  
Minto Bros., Toronto.  
Mokara Mills, Montreal.  
Tollhunter, Mitchell & Co., Toronto.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.  
Wood, Thos., & Co., Montreal.

**Vinegar and Cider.**  
Wilson, W. H., Co., Fillsburg, Ont.

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

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

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

**Wrapping Paper, Paper Bags, Twines, Etc.**  
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President:  
**JOHN BAYNE MACLEAN.**  
 Montreal.

### The MacLean Publishing Co. Limited

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

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 TORONTO - - - - - 10 Front Street East  
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 Telephone 3726  
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#### FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

#### SWITZERLAND—

ZURICH - - - - - Louis Wolf  
 Orell Fussli & Co.

Subscription, Canada and United States, - \$2.00  
 Great Britain and elsewhere - - - - - 12s.

Published every Friday.

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#### NEW ADVERTISEMENTS.

Beland, B. O., Montreal.  
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 Germ in Starch Co., Montreal.  
 Maclure & Langley, Toronto.  
 Peterboro Cereal Co., Peterboro.  
 Quance Bros., Delhi, Ont.  
 Rowat's Pickles, England.  
 Stevens, Fred. B., & Co., Chatham, Ont.  
 Taylor, W. A., Winnipeg.  
 Taylor Alfred, Saskatoon, Sask.  
 Western Cartage Co., Calgary.  
 Wilson, W. H., Co., Limited, Tillsonburg.  
 Woodstock Cereal Co., Woodstock, Ont.

#### GET IN LINE FOR THE GROCERS' CLASS.

Nothing so important to the grocery trade has occurred in a long time as the announcement in last week's issue of The Canadian Grocer, by Dr. Packenham, principal of the Technical High School, Toronto, that at the opening of the school next Fall a free evening course of technical instructions for grocers would be established. He made it conditional upon a sufficient interest being shown by the grocers themselves to justify the new departure. Concretely that means a class of forty or more to start with.

There are several hundred grocers' clerks in Toronto, and a large number of grocers also, who would greatly benefit by taking the proposed course of lectures and demonstrations. What

each one of them should do now, right away, is write to Dr. Packenham and state that they will become a member of the class. With a sufficient number of such assurances in hand Dr. Packenham will be encouraged to undertake the work of organizing the course. It is no light task.

The wholesale grocers owe this move a very hearty and substantial support. Dr. Packenham would be very glad of any suggestions from them, and their must be men in their employ who, with a little encouragement from them, would attend the course.

This departure in education is of scarcely less interest to the general public, because the great proportion of the food stuffs of the people is handled by the grocers, and every one will admit that there is wide room for improvement.

#### THE COMMERCIAL TRAVELERS' TAX.

The smouldering flame of discontent which has been burning and rankling in the breasts of business men in the Province of Quebec ever since the law was passed imposing a license fee on all non-resident commercial travelers doing business in the Province of Quebec broke out into a fierce flame of anger recently when it was learned that a commercial traveler representing an American house had been arrested and temporarily imprisoned for non-payment of this license.

The facts of the case are very well known to the trade. The revenue police, hearing that a commercial traveler representing an American house was selling goods in Montreal without the required license, visited his hotel and found this to be true. They left the hotel, however, without making an arrest. But they returned the next day and, explaining why they did so, arrested him. He made no protest, but said that he had not had his lunch. He was told, however, that he would not be detained very long and that he could wait. As soon as the arrest was made the collector of provincial revenue was notified and he endeavored to inform the attorneys for the revenue department by telephone, but they were not in their offices. Meanwhile the traveler had been taken to the magistrate's office, where he was, on his own request, allowed to telephone a friend. He was not able to get him at first, but after a number of trials was successful. Others were ahead of him, and consequently he could not be taken before the magistrate at once, but after a little while he was taken in. On being questioned by the magistrate,

he admitted being a representative of an American commercial house, trying to sell goods in Montreal from samples. When asked if he pleaded guilty, he said he did not know, but that he supposed he did. He explained that he had telephoned his friend, who would be present shortly, but that he was not prepared to say anything until his arrival. The magistrate said this would be satisfactory, and asked for what date the case should be fixed and said that meanwhile a plea of "not guilty" would be entered. The case was fixed for two days later, and the traveler was asked if he had bail. He replied that he would have to wait until he saw his friend. When it was decided when the case should be continued, the revenue officers had done their duty and had left, leaving the traveler in the hands of the officers of the court, who did not, it is said, put him in a cell for some little time. It is not known just how long it was until the arrival of the friend, when bail was given, but it is said that it was not longer than an hour, or an hour and a half, as the remand was made out about half-past two and everything was done before four o'clock, the usual time for closing court. Later in the week the traveler called upon the collector of provincial revenue and admitting that he was liable for the tax and fine, saying that he did not know how to make out the former, asked if the proceedings could not be dropped if he took out a license. He was told that he would be given a license at once if he wished, and that it would be a good thing for him to have his lawyer write the department stating his case, when it was probable that a large portion of the fine would be remitted. This was done, and it turned out that the honorable treasurer dropped the prosecution, the traveler paying costs and taking out his license. But meanwhile the case was not proceeded with on the second day after the arrest, so that the lawyer might have time to write the department. The traveler took out a license immediately, and proceedings were dropped.

This story, which was set forth in a letter from the collector of provincial revenue and which appeared in one of the Montreal dailies, seems to be very reasonable, and most rational business men are inclined to think that this is about the way the whole thing occurred. The traveler claims that he was locked up with a criminal all afternoon. From the statement of the revenue officials, he

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#### MARKET MEAS

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could not have been locked up more than two or two and a half hours, as the proceedings took only three hours. The traveler said that he was not permitted to telephone his friends. He was allowed to use the telephone as much as he desired. He claimed also that he was not allowed to take his lunch. This is true. Perhaps there is no excuse why he should not have been allowed to lunch, but the law cannot be expected to stop in its course in a case like this. The traveler's story seems to be somewhat exaggerated, which is excuseable considering what the state of his feelings must have been after this treatment.

The tax itself, however, is another matter. It is obnoxious to the non-resident commercial traveler and the house he represents; it is condemned by boards of trade; it restricts trade; it does little good and considerable harm. This law has its good points, certainly, otherwise it never would have been passed. Probably the strongest argument in its favor is that it prevents American houses demoralizing the Canadian market by "unloading" here whenever they find it convenient. In this way it is a protection. Through enacting this law foreign houses, thought the Government, would probably find it more profitable to establish branch houses here than to pay the license every time their representative made a call. The benefit which has been realized in this direction is small indeed.

Others reasons might be advanced in favor of the license; the action of the Government in enacting such a law might be defended in other ways; but the fact remains that the law itself is a poor one when the good of the majority is considered.

#### MARKET MEANINGS OF WORDS.

When J. Stanley Cook, assistant secretary of the Montreal Board of Trade, and secretary of the Dominion Wholesale Grocers' Guild, was on the stand in the Hamilton Police Court recently as a witness in the preliminary investigation into the charge of conspiracy against the officers of the guild, the prosecuting attorney asked him if he knew the difference between a jobber and a wholesaler. He replied that he did not, and none of the eminent lawyers or wholesale grocers present seemed ready with an explanation.

As a matter of fact the words are used interchangeably. They are not, however, commercially synonymous. A correct classification of traders in strict terminology of commerce, indicating the

several relations to the trade, seemed quite worth while. In Britain it is as follows:

Merchant.—The original importer. It is immaterial whether or not he is foreign or where he lives. He is the man who puts the goods on the market.

Broker.—The agent who acts for the merchant or for the buyer.

Dealer.—The wholesale buyer who buys from the merchant through the broker.

Wholesaler.—(General) for distribution to the retail trade.

In New York the classification is practically the same, except that the dealer is usually called a jobber.

Any one class of trader may, and sometimes does, conduct business in a dual and even a triple capacity. But on the market when the word merchant, broker, dealer or wholesaler is used, the man of commerce knows what is meant.

The exact commercial significance of those words cannot be got from the dictionary. Chambers's definitions are as follows:

Merchant.—One who carries on trade, especially on a large scale; one who buys and sells goods; a trader.

Broker.—One who transacts business for another.

Dealer.—One who deals; a trader.

Jobber.—One who buys and sells as a broker.

Webster gives these:

Merchant.—A man who traffics or carries on trade with foreign countries, or who exports and imports goods and sells them by wholesale. In popular usage, any trader, or one who deals in the purchase and sale of goods.

Broker.—An agent or negotiator who is employed by merchants to make and conclude bargains for them for a fee or rate per cent., or who transacts other business for his employers.

Dealer.—A trade, a trafficker, a shop-keeper, a broker, a merchant; a word of very extensive use, as a dealer in dry goods, a dealer in hardware, a dealer in stocks, a dealer in leather, a dealer in lumber, etc.

Jobber.—A merchant who purchases goods from importers and sells to retailers.

Wholesaler is not recognized, and jobber is given to signify what is now usually termed a grafter.

#### BETTER ACCOMMODATION NEEDED.

Canadian banks are attracting a great deal of attention to themselves by the palatial buildings which they are erecting, even for their branches. The fact that it is impossible to float a bank with any possible success without a very large

paid up capital to begin with makes the banking business a practical monopoly. As a consequence, in spite of the fact that the older banks, at least, are paying ten or twelve per cent. dividends, they are piling up surpluses of over one hundred per cent. of their capital.

It is time the public received some benefit from this prosperity. An English business man who recently visited this country, mentioned as one element which counted strongly in making up the industrial prosperity of Lancashire, the fact that money could be borrowed very cheaply. This enabled the small spinners to buy in advance and set up their plants at the minimum expense.

The same result would follow here if the banks reduced their rates on commercial paper and extended accommodation more liberally to the industries of the country. The great profits which are accruing from the banking business show that a reduced rate of interest on loans is quite feasible. The expenditure on buildings might easily be curtailed; the stability of the institutions does not require the heaping up of a colossal reserve fund. Banking institutions are protected more than any other business by Government enactments. Consequently they owe a fair service to the public. This service should consist primarily in making loans at a reasonable rate, where the security is sufficient.

The complaint is made with great insistence that it is next to impossible to get reasonable accommodation in the smaller towns. The deposits are sent to the head office, where investments can be made in greater amounts. It would be well for bank officials to give heed to public criticisms of this kind. The many advantages of our banking system with its branches are quite apparent and we are sometimes soothed into forgetfulness of the defects which occur as a consequence of it. If the big banks do not grant more favorable terms it will only be a matter of time till some other system is devised to carry on the work. A lower rate of interest on loans would be a fair concession to the commercial interests of the country.

#### FLYING TRIP EAST.

Wm. C. McCuaig, of the Walker Bin & Store Fixture Company, Limited, Berlin, Ont., manufacturers of the Walker Bin Modern Grocery Fixtures, is making a flying trip through the Maritime Provinces. All merchants interested in this excellent line of grocery fixtures, and desiring more definite information with reference to them, would do well to address Mr. McCuaig, care of The Canadian Grocer's representative, Mr. J. Hunter White, 3 Market Wharf, St. John, N.B.



## THE SUGAR TARIFF CONTROVERSY.

The following correspondence on the above subject will be read with interest by those of our readers who have followed the various developments:

Editor The Canadian Grocer.

Sir,—I cannot let Mr. Hugh Blain's remarks in The Canadian Grocer of 9th inst. go by default. A good memory is essential when one enters a controversy, and I am afraid my friend Mr. Blain overlooked this fact when he begged the question by pleading his criticism was of necessity cursory, because he had not had an opportunity to study my paper I sent Mr. Blain a copy of my address to the Tariff Commission on Feb. 15, accompanied by the following letter:

"Dear Mr. Blain,—As you are naturally interested in the subject and probably have so far only seen newspaper references to the statement I made to the Tariff Commission at Ottawa on the sugar question, I take pleasure in enclosing copy of my address.

"I shall be glad to hear from you if there are any points you would like to discuss with me.

"Yours faithfully,

"(Sgd.) ROBERT ANDERSON."

To which Mr. Blain replied dated:  
Toronto, Feb. 16, 1906.

"Dear Mr. Anderson,—I am just in receipt of your esteemed favor of the 15th inst., kindly sending me a copy of your address before the Tariff Commission, which I shall take pleasure in carefully examining, and should I find it necessary, will accept the privilege kindly extended to me, of writing you further with reference to it.

"Thanking you again for kindly sending me a copy, I am,

"Yours truly,

"(Sgd.) H. BLAIN."

Mr. Blain, therefore, had my paper before him for a whole week before his interview appeared in The Canadian Grocer, but he did not communicate with me, and his remarks in your issue of Feb. 23 were the next I heard from him. I did not send you a copy of my address until Feb. 23, but even if you got a loan of my paper from a mutual friend in Toronto and showed it to Mr. Blain previous to his receiving a copy from me direct, he had ample time either to amend his criticism or withdraw it after he had heard from me before his interview published on Feb. 23 went to press.

The rest of Mr. Blain's remarks read like an attempt to envelope the issue in a haze, but I think I let sufficient daylight into the matter in my letter in The Grocer of 2nd inst. to prove to your readers that Mr. Blain's dealing with "the practical aspect of the case" in his interview which you published on 23rd ult., was purely theoretical and not in accordance with the experience of practice.

Mr. Blain says he is not interested in the United States tariff, or the rela-

tive protection which the refineries of the two countries receive, but I venture to say that the consumers in Canada are deeply interested to know that the Canadian refiners are granted over 50 per cent. more protection than is given to the sugar refiners in one of the "great high tariff countries."

I defy anyone to disprove the facts of my arguments as a whole.

ROBERT ANDERSON.

Manager Robert Crooks & Co.

The following letter from our correspondent at Halifax, N.S., in reply to Mr. R. Anderson's comments on his reports, illustrates the wide attention that is given to this subject:

"Mr. Robert Anderson, of Montreal, manager for Robert Crooks & Co., seems to be a little disturbed over the sugar situation in Halifax. He evidently knows it all, but I fail to see where he is entitled to any "bouquets" for the recent cut in the price of sugar in this city. In fact, but few persons hereabouts knew that such a person as Robert Anderson, of Montreal, existed.

"Mr. Anderson carefully avoids mentioning the fact that the local refineries are attempting to force the Scotch sugar from this market. Mr. Anderson's letter in The Grocer was read with much interest in these parts and a portion of the local press also republished it. Some paragraphs of it were found most interesting, particularly that one referring to the cost of the sugar and the quality of the Austrian brand. Mr. Anderson, however, might have given the cost of the Scotch sugar, so as the consumer could really see how much he was paying for that article in comparison with the other.

"It is quite evident, however, that Mr. Anderson has an axe to grind, and the information that he is supplying the public with, is not alone for the benefit of his health, or for the sole purpose of philanthropy. Strange, is it not that Mr. Anderson was not heard from long ago on this subject. The public of Halifax have been weighed down for years by the high price of sugar, and surely Mr. Anderson must have had some knowledge of the conditions and the prices here. After paying five and five and a half cents for Austrian sugar, and six cents for higher grades, the recent cut was most welcome to the consumer who could secure a bag at 3 1-2c. per pound. Surely that fact is worthy of special note, and it is needless to say that the benefit was very great, even if the Austrian sugar is not the equal of second grade Scotch.

"I have no apology to make for drawing Mr. Anderson out. It is an old saying that when the "cat is out of the bag," somebody squeals, and this fact is quite evident in the present case.

"Since my last report the refineries here have advanced the price of all

grades of refined sugars ten cents per 100 pounds in sympathy with the Montreal and New York markets, and it is probable that before another week passes, a further advance of 10c. will be made. Now, if there is any way that Mr. Anderson can see to check this advance, he will certainly win the good graces of the "Bluenoses," and it will not be necessary for him or his friend, the Montreal Grocer, to think that we are such — fools down this way after all."

### AN ACTIVE BOARD OF TRADE.

Kentville, Nova Scotia, is a small town of 1,800 inhabitants, but it has a board of trade with enterprise and public spirit. It takes an interest in the town. At the recent annual meeting standing committees were appointed to deal with the following subjects: Schools, streets and public buildings, tourists, immigration, the press, trade and transportation, fire alarm, sewerage.

Why, the list reads like a subdivision of work by a municipal council. And these committees are not ornamental; they work. The annual report of the tourist committee should be laid before every board of trade in Canada, just for its suggestiveness.

Kentville has the kind of board of trade that is needed throughout Canada. Business men should be very much alive to their duties of citizenship, and how better or more effectively can they exercise their influence than through their business organization.

### THE E. B. EDDY CO'S NEW PRESIDENT.

William Horsley Rowley, heretofore secretary-treasurer of the E. B. Eddy Company, Limited, of Hull, Quebec, was at the annual meeting of the company elected president and managing director in succession to the late E. B. Eddy.

Mr. Rowley was born at Yarmouth, Nova Scotia, in the early fifties. He began his career in 1870 when he entered the service of the Merchants' Bank of Canada at Montreal. He was afterwards stationed at the bank's branches in Windsor, Kingston, and Ottawa, respectively, and in November, 1880, was appointed manager of the Ottawa branch of the bank. This position he resigned on the formation of the late E. B. Eddy's business into a joint stock company, in 1887, when he became secretary-treasurer of the new company.

### BRADSTREET'S IN CALGARY.

The Bradstreet Company, who have had a representative stationed in Calgary for some time, have decided to open a fully equipped office in that city. This move on their part is greatly appreciated not only by the local bankers and wholesalers, but also by all that trade which is more or less tributary to Calgary.

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## GROCER'S APPRENTICE TO SENATOR

Hon. Robert Jaffray, who was created a Senator last week, was of Scotch farmer stock, and began life for himself as a grocer's apprentice. The question that arises is: How did he do it? It is a far cry from the Edinburgh grocery of J. R. Dymock to the Red Chamber at Ottawa; it is 60 years less one from the raw country lad and new apprentice of fifteen, just from school, to the tall, broad shouldered, athletic-looking old gentleman, financier, director of many companies, trusted counsellor of political leaders and captains of industry, now taking his seat in the Dominion Senate. How did he do it?

Unless there is no truth in the old adage, "The boy is father of the man," Mr. Dymock found his new apprentice absolutely trustworthy, generous, unobtrusive in manner, wonderously industrious, energetic and selfreliant in a marked degree. Latent then, but rapidly developed, was a keen, shrewd business acumen, combined with a farsightedness often remarkable.

### Call of the New Land.

It is not surprising that such a lad, having served his apprenticeship of five years and grown to a young man of twenty, should respond to the call of the new world. He arrived in Toronto in 1852. There were 30,000 people in the then capital of Upper Canada, but the most northerly store on Yonge street was where what is now the corner of Louisa street, and it was kept by his brother-in-law, J. B. Smith. It was a grocery and provision store, and Mr. Smith, having other interests, placed his brother-in-law in charge of it. The young Scotchman found the business in an unsatisfactory financial position, but there was no daunting him. He was selfreliant and he obeyed the eleventh commandment, "Don't worry."

It is said of him at this time that he would go home at night with heavy obligations to meet on the morrow, and little in sight with which to liquidate; sleep soundly and come down in the morning as cheery as a lark to grapple with his difficulties. Well, in five years he was a partner, and the year following decided to give his whole time to his other interest, and Mr. Jaffray took over the entire business. That was in 1858.

"I knew him well in those days," recently remarked the general manager of one of Toronto's banks. "I can see him now running down in his shirt-sleeves to our bank to make his deposits, and his deposits were not very large in those days either."

The city grew past Louisa street. The business grew apace and added a wholesale department. That was before the railways had diverted traffic from Yonge street and the hundreds of farmers who teamed to Toronto dealt at the Yonge street store. A dozen men were employed and a manager.

### From Grocer to Financier.

Gradually Mr. Jaffray relieved himself of the details of management and left himself time for other interests which his increasing means invited. He became one of the organizers of the Land Security Company, and an associ-

ate with him in that company was H. M. Alexander MacKenzie.

It is time to mention politics. Like most Scotchman in Canada, Mr. Jaffray was by profession and profound conviction a Liberal; his indomitable energy had made him a worker of acumen; his capacity for organization, his sound judgment, clear-sightedness and breadth of view had made him a leader in the counsels of his party. When Mr. MacKenzie became Premier in 1874, and was looking about for some one to represent the Government on the directorate of the Northern Railway, what more natural than that he should hit upon his friend Jaffray, whose business capacity and industry he knew. Parliament had made large advances to the railway and things were not looking too well. The Premier's choice could not have been bettered. Through the representations of Mr. Jaffray the Government instituted an inquiry into the affairs of the railway that resulted very beneficially and largely because of Mr. Jaffray's efforts the indebtedness to the country was eventually paid.



The Honorable Robert Jaffray  
of the Canadian Senate, and a credit to it.

### Met Geo. A. Cox.

In good or evil ways one thing leads to another. It was not luck that brought Geo. A. Cox and Robert Jaffray together in the management of the Midland Railway, then a small affair from Port Hope to Peterboro with a branch to Lindsay. Sometime before this, how long it doesn't matter, Hon. George Brown had said to a friend and business associate whom he knew to be a friend of Mr. Jaffray, "Why don't you bring your friend Jaffray down? I would like to meet him." It shows Mr. Jaffray had become a man to be known. This request was complied with and the two Scots became and remained intimate friends.

The Philadelphia Centennial brought to America a Scotch gentleman prominent at least in his own town. Having a friend in Toronto he came on to Canada to see him, and a few leading Cal-

donians were got together to dine with him, among them Hon. George Brown and Mr. Jaffray. It came out in the course of conversation that Mr. Lyle, that was the visitor's name, had invested £6,000 in the bonds of the Midland Railway, and was much disgusted because it had never paid interest and there didn't appear much chance of saving the principal.

"A good property, but badly managed," declared Mr. Brown. "Why don't you get a good man on the board to look after your interests there?"

He wouldn't even go and look at the road, but the suggestion was not lost, for a year after a letter came from him stating that he and other bondholders were prepared to place to the credit of Mr. Jaffray and any one else he would select sufficient interest in the road to make them directors. Mr. Jaffray consented to undertake the task and decided his associate should be a Peterboro man. He did not know any one at Peterboro, but he knew others who did. Mr. Cox was selected and within a day or two the matter was arranged. When they took hold they found many of the employees unpaid and things in rotten shape. Within a year the bonds that had been worth nothing were quoted at 50 per cent. of their face value, and the Scotch holders offered to sell out at that to their two Canadian trustees. Messrs. Jaffray and Cox said "No, we'll do better than that," and they did. Finally the road was absorbed by the Grand Trunk under a 99 years lease.

The association of business interests between Messrs. Cox and Jaffray then established has been continued and has meant much to both of them. Probably there are not in Canada to-day two men of sounder judgment, keener business acumen or more industrious.

### Varied Interests.

Of business and finance it only need be added that Mr. Jaffray is, since last month, vice-president of the Imperial Bank, after thirty years on the directorate; vice-president of the Crow's Nest Pass Coal Co., director of the Toronto General Trusts Corporation, of the Canadian General Electric Co., and president of the Globe Co.

### His Great Single Service.

It is only as president of the Globe that Mr. Jaffray has become widely known. He was never much of a public speaker and so his political work was not of a kind to bring him before the footlights. He came upon the Globe directorate in 1880, and eight years later succeeded in the presidency Mr. James Maclellan, K.C., who had been transferred to the bench. It became his chief ambition to see the Globe a great newspaper, and in pursuance of that ambition Mr. Jaffray has probably rendered his greatest service to the public of Canada. It was not as a great party paper he was ambitious for the paper. He wanted it a newspaper eminently fair and absolutely reliable so far as its news columns were concerned. The fair conduct of a great newspaper is worth more to a country, and especially a young country, than many industries. Mr. Jaffray pursued his ambition with infinite patience and determination. For years the financial posi-

(Concluded on page 39.)

# MARKETS AND MARKET NOTES

## Quebec Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK

### MONTREAL.

- Cherries—Advanced 10c.
- Gallon Apples—Changed to \$2.75 to \$2.77½.
- Evaporated Apples—Advanced ¼c.
- Beans—Declined 5c. bushel.

### GROCERIES.

Montreal, March 16, 1906.

Trade generally is reported quiet in grocery circles. Orders are light and travelers report that country buyers are complaining of dullness and consequently securing only small orders. Collections are, however, tolerably satisfactory and considering that this is settlement month, renewals are above the average. The sugar market is keeping buying still somewhat unsettled and buyers seem in a quandary as to whether to buy or to hold off. Teas have shown an improvement in demand, due to the firmer market in the east and London, also the fact that stocks in the country must be replenished soon. Canned goods interests centre around the Toronto situation, market being strong and inquiries for same active with holders disinclined to let go any quantity. Foreign dried fruits, contrary to normal conditions prevailing at this season of the year, are interesting, and the market being closely watched. Fish trade is flourishing, due to the extra Lenten demand. Eggs are interesting and the market vacillating. New fresh laid eggs are arriving freely and upsetting calculations of holders of any cold storage goods; these latter buy in small compass, however.

**Canned Goods**—Tomatoes continue in great demand. Supplies at present are very small, it being impossible to obtain tomatoes in quantities demanded. The price is unchanged at \$1.10. A rise of 10c. is noted in all cherries, but it is not looked upon as serious, as it was probably made to draw out the held stocks. Gallon apples are offered from \$2.75 to \$2.77 1-2, but are subject to withdrawal or advance in price at any time owing to the scarcity of apples in any shape or form, and the high price asked for such as are obtainable. There is the usual demand for the corn and peas

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

### FRUITS

	Group No. 1.	Group No. 2.
Cherries—		
2s, red, pitted.....	2 12½	2 10
2s, red, not pitted.....	1 67½	1 65
2s, black, pitted.....	2 12½	2 10
2s, black, not pitted.....	1 67½	1 65
2s, white, pitted.....	2 32½	2 30
2s, white, not pitted.....	1 92½	1 90

Currants—		
Red, heavy syrup.....	1 60	1 57½
Red, preserved.....	1 80	1 77½
Black, heavy syrup.....	1 77½	1 75
Black, preserved.....	2 07½	2 05
Gal. apples.....	2 77½	2 75
Gooseberries—		
Heavy syrup.....	1 90	1 87½
Preserved.....	2 12½	2 10
Lawtonberries—		
Heavy syrup.....	1 77½	1 75
Preserved.....	1 95	1 92½
Peaches—		
Yellow, flats, 1½.....	1 70	1 67½
" " 2½.....	1 90	1 87½
" " 3.....	2 60	2 57½
" " 3.....	2 85	2 82½
whole 2.....	2 37½	2 35
White.....	2.....	1 75
" " 2½.....	2.....	1 50
" " 3.....	2.....	2 67½
Pie.....	3.....	1 27½
Pie, not peeled, gal.....	2 57½	2 55
Pie, peeled.....	4 52½	4 50
ars—		
Flemish beauty 2.....	1 65	1 62½
" " 2½.....	1 95	1 92½
" " 3.....	2 12½	2 10
Bartlett.....	2.....	1 80
" " 2½.....	2.....	2 17½
" " 3.....	2.....	2 32½
Pie.....	3.....	1 27½
Pie, not peeled, 3.....	3 81	3 77½
Pie, not peeled, gal.....	3 27½	3 25
Pineapples—		
2s, sliced.....	2 25	2 25
2s " grated.....	2 35	2 35
3s " whole.....	2 50	2 50
Plums—		
2s, Damsen, light syrup.....	1 00	1 00
2s " heavy syrup.....	1 20	1 20
2½s " " ".....	1 57½	1 55
3s " " ".....	1 85	1 85
Gals. " " standard.....	2 95	2 95
2s " Lombard, light syrup.....	1 05	1 05
2s " heavy syrup.....	1 35	1 35
2½s " " ".....	1 62½	1 60
3s " " ".....	1 90	1 90
Gals. " " standard.....	3 15	3 15
2s " Green Gage, light syrup.....	1 15	1 15
2s " heavy syrup.....	1 47½	1 47½
2½s " " ".....	1 72½	1 72½
3s " " ".....	2 00	2 00
Gals. " " standard.....	3 45	3 45
2s " Egg, heavy syrup.....	1 52½	1 52½
2½s " " ".....	1 80	1 80
3s " " ".....	2 10	2 10
Raspberries—		
Red, light syrup.....	1 42½	1 40
Red, heavy syrup.....	1 67½	1 65
Red, preserved.....	1 87½	1 85
Black, heavy syrup.....	1 62½	1 60
Black, preserved.....	1 77½	1 75
Strawberries—		
2s, heavy syrup.....	1 52½	1 50
2s, preserved.....	1 67½	1 65
Gallons, standard.....	5 27½	5 25

### VEGETABLES

Asparagus—		
2s, tips.....	52½	2 50
Beets, sugar.....	0 85	0 95
Beans—		
2s, wax.....	\$0 82½	\$0 80
2s, refugee.....	0 85	0 82½
Corn—		
2-lb. tins, per doz.....	0 85	0 85
Gallon, per doz.....	5 00	5 00
Peas—		
2s, standard (No. 4).....	0 62½	0 60
2s, early June (No. 3).....	0 70	0 67½
2s, sweet wrinkled (No. 2).....	0 82½	0 80
2s, extra fine sifted (No. 1).....	1 22½	1 20
Pumpkins—		
3-lb. tins.....		0 80
Rhubarb—		
2s, preserved.....	1 17½	1 15
3s, preserved.....	1 92	1 90
Gallons, standard.....	2 65	2 62
Spinach—		
2s, table.....	1 42½	1 40
3s, table.....	1 82½	1 80
Gallons, table.....	5 02	5 00
Squash—		
3-lb.....		1 00
Tomatoes—		
3-lb. tins, per doz.....		1 10
Gallon tins, per doz.....		3 02½

### FISH

Lobster, tails.....	3 50	3 50
" 1-lb. flats.....	3 85	3 85
" 1-lb. flats.....	1 00	1 25
Mackerel.....	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.....		
1-lb. Tails, 5 cases and over, per doz.....	1 55	1 55
1-lb. " less than 5 cases, ".....	1 57½	1 57½
1-lb. Flat, 5 cases and over, ".....	1 87½	1 87½
1-lb. " less than 5 cases, ".....	1 70	1 70
Arrow brand, 7½ cents less.....		
1-lb. " 5 cases and over, ".....	1 00	1 00

1-lb. " less than 5 cases, ".....	92½	92½
Low Inlet.....		
1-lb. Flat, 5 cases and over, ".....	95	95
1-lb. " less than 5 cases, ".....	97½	97½

**Sugar**—There is no change to report in the condition of the market this week. Business is reported fairly good by jobbers, and orders from the country are satisfactory, though not of the volume desired. The recent advance of 10c. per hundred is cheerfully being taken advantage of, and although there was indication on part of country buyers to order more freely since the rise last week, the general conditions that have prevailed during the past year, have weakened confidence in a steady and rising, as well as permanent market. The foreign beet market, as well as the raw markets, are steady and indicate a firmer tone.

Granulated, bbls.....	\$4 10	\$4 10
" 1-bbls.....	4 25	4 25
" bags.....	4 05	4 05
Paris lump, barrels.....	4 65	4 65
" half-barrels.....	4 75	4 75
" boxes, 100 lbs.....	4 65	4 65
" boxes, 50 lbs.....	4 75	4 75
Extra ground, bbls.....	4 50	4 50
" 50-lb. boxes.....	4 60	4 60
" 25-lb. boxes.....	4 70	4 70
Powdered, bbls.....	4 30	4 30
" 50-lb. boxes.....	4 50	4 50
Phoenix.....	3 95	3 95
Bright coffee.....	3 90	3 90
" yellow.....	3 85	3 85
No. 3 yellow.....	3 80	3 80
No. 2 ".....	3 74	3 74
No. 1 " bbls.....	3 60	3 60
No. 1 " bags.....	3 55	3 55

**Molasses and Syrups**—No change at all is reported in the state of the local molasses market. A gain of one cent a gallon in the price at the Barbadoes, however, has a tendency to strengthen holders' views here. Latest advices from the Islands say that there is a good demand there at present, and sales are being made to points which hitherto very seldom purchased. Price is still 14c. A good steady business is being done in corn syrups.

Barbadoes, in puncheons.....	0 30	0 30
" in barrels.....	0 32½	0 32½
" in half-barrels.....	0 33½	0 33½
New Orleans.....	0 22	0 35
Antigua.....	0 30	0 30
Porto Rico.....	0 40	0 40
Corn syrups, bbls.....	0 62½	0 62½
" 1-bbls.....	0 64	0 64
" 2-lb. pails.....	0 30	0 30
" 25-lb. pails.....	0 90	0 90
Cases, 2-lb. tins, 2 doz. per case.....	1 90	1 90
" 5-lb. " 1 doz. ".....	2 35	2 35
" 10-lb. " ½ doz. ".....	2 25	2 25
" 20-lb. " ¼ doz. ".....	2 10	2 10

**Tea**—Business during the past week has been fairly good, though no very large amount of business has turned. Ceylon and Indian blacks have shown considerable activity on spot and in London. Also in Autumnal Indians, ranging from, Ceylons, 6 1-2d to 8 1-2d, and for Autumnals, from 7 1-2d to 10d. Ceylon greens have also been in fair demand, principally for Young Hysons and Hysons No. 1. Japans have met with rather slow sale, except for teas from 12 1-2c. to 16c., but as this grade is somewhat scarce, it is quite likely that lower grades will be fetching more money before the season opens. There is no change to note in China greens. The market is steady. Formose Oulongs

and sented orange Pekoes have been in fair demand, several parcels having changed hands during the week.

Table listing various types of tea and coffee with prices per lb. and per 100 lbs. Includes items like Java, Ceylon, and China greens.

Coffee—The market locally is quiet. The conditions reported from New York and Brazil are proving somewhat puzzling to the trade, as despite the statistics which indicate a very great shortage in stocks on hand, and for future, the market is easy, with a tendency to weakness.

Foreign Dried Fruits—There is little of importance to note in connection with the dried fruit situation. The market is rather quiet.

Currants: The market is firm abroad. At the slight advance for the week, import orders have been general throughout Canada.

Shelled Walnuts: It is reported that E. M. Dadelszen, Bordeaux, now control the greater part of the small stocks remaining in France.

Shelled Almonds: Most Malaga sales have withdrawn, owing to the scarcities of supplies. This scarcity is due to a further drop in Spanish exchange and has brought about considerable augmentation of import costs.

Valencia Raisins: Very good values are offering at spot and to arrive consignments, both in selected and four crown layers.

Locally such deliveries are obtainable at below parity of New York or London markets. Anything of a desirable quality from Valencia has been cleaned up some weeks since.

Valencia Raisins—Pips off-stalk, per lb. 0 04 0 04; Selected, per lb. 0 04 0 05; Choice, 0 05 0 05.

Malaga Raisins—Large layers, 2 00; Chamoisseur Clusters, 2 50; 1-boxes, 0 80; Royal Buckingham Clusters, 1 10; boxes, 3 50; Excelsior Window Clusters, 4 50; boxes, 1 35.

California Raisins—Large muscatels, per lb. 0 07 0 08; seeded, in 1-lb. packages, 0 08 0 09; 2 crown, 0 06; 3 crown, 0 06 0 06; 4 crown, 0 08.

Table listing various types of prunes, currants, and figs with prices per lb. and per 100 lbs. Includes items like Oregon prunes, Filistras, and Eleme Table Figs.

Spices—There is little to report in the spice market. Business is on the quiet side and prices are steady and unchanged since last report.

Table listing various types of peppers and nutmegs with prices per lb. Includes items like black and white peppers, ginger, and nutmegs.

Rice and Tapioca—The demand for rice continues strong, and supplies are such as to cause no uneasiness as to the filling of orders. One large wholesale house said that they had done a very much larger business in rice during the winter 1905-6 than they did in that of 1904-5.

Table listing various types of rice and tapioca with prices per 100 lbs. Includes items like B rice, C rice, and Tapioca.

Beans—The position of beans ought to interest merchants at present. Choice prime are quoted \$1.60 to \$1.65. There seems to be very little demand even at this figure.

Table listing various types of beans with prices per 100 lbs. Includes items like Choice prime beans and Lower grades.

Honey—There is nothing new to report about honey. The usual demand of this season prevails. People generally use honey until the stock of new syrup arrives, and until that time it is likely the situation will remain unchanged.

Maple Products—Dealers expect to put new goods on the market shortly. The great demand now is for pure maple syrups; people are getting tired of maple flavor goods and compounds.

Table listing various types of maple syrup and pure townships sugar with prices per lb. Includes items like Maple syrup in wood and in large tins.

Evaporated Apples—The situation in evaporated apples is very acute. One large dealer remarked that it was very improbable that there were two ears to be obtained in Montreal at the present time.

Fish—As is usual during the Lenten season the demand for all kinds of fish is very brisk. The mild weather this year has had some effect on sales, but not enough to be serious. Labrador herring are very scarce, in fact they are practically out of the market.

Table listing various types of fish with prices per lb. Includes items like Fresh haddock, Single frozen haddock, and Smoked fish.

Table listing various types of oysters and lobsters with prices per lb. Includes items like Standards per imp gal and Live lobsters.

Table listing various types of prepared fish with prices per lb. Includes items like Winterport, 1-lb. bricks, cod and Golden.

Table listing various types of salt and pickled fish with prices per lb. Includes items like No. 1 Labrador herring and Salmon.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 5, 1906. BUTTER—Market unchanged in tone. Offerings of choice, 22 to 22 1/2c. CHEESE—Situation uninteresting. Very little demand. Stocks about cleared up.

Ontario Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

TORONTO.

Canned Apples—Gals., up 25c. Canned Cherries—Up 10c. Prunes—Practically higher and firm. Seeded Raisins—A cent lower. Low Grade Dates—Fractionally lower. Honey—Firm; sections slightly higher. Fresh winter caught halibut, haddock, cod and trout, higher. Hand-picked and prime beans, 5 to 10c. higher. Calfskins, a cent lower. Some changes in fur skin prices.

GROCERIES.

Trade is quiet, and until the opening of navigation and the Spring movement will probably remain so. Price changes during the week have not been numerous. Canned apples and cherries are advanced, and there are some changes in the prune and raisin quotations.

Canned Goods—The Canadian canners have advanced the price of standard gallon apples from \$2.50 to \$2.75, and in their advice to the trade state that their stock is very low and that there is a good demand from England. The new pack will not be in before October 1, and they urge immediate purchasing. Canned cherries are also raised 10c. all round. Tomatoes are not above last week's quotation, but the market is very bullish. One dealer said he expected to see them \$1.20 within a month. They are too scarce to be classified, and \$1.05 to \$1.10 is the range of prices on the street.

- 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.

Table listing various fruit prices including Apples, Blueberries, Cherries, Currants, Grapes, Gooseberries, Lawtonberries, and Peaches.

Table listing various grocery items like Pears, Plums, Raspberries, and Beans with their respective prices.

VEGETABLES.

Table listing various vegetable prices including Asparagus, Beets, Beans, Cabbage, Carrots, Cauliflower, Corn, Parsnips, Peas, Pumpkin, Rhubarb, Spinach, Squash, Succotash, Tomatoes, and Turnips.

SAUCE, ETC.

Table listing various sauce prices including Tomato sauce and Chili sauce.

Table listing various sauce prices including Chili sauce, Cateups, and Jugs.

FISH.

Table listing various fish prices including Lobster, Mackerel, Salmon, and Haddies.

MEATS, ETC.

Table listing various meat prices including Beef, Chicken, Turkey, Duck, Tongue, Soup, and Pig's feet.

Sugar—Conditions of the sugar market are unchanged. Both buyers and sellers are indifferent. Large supplies of raw are arriving to United States refiners which make them independent of offerings at the moment; while on the other hand, sellers have sold so much recently that they adopt the same attitude. Europe continues to improve slightly. Latest quotations for 88 per cent. is 8s. 4 1-2d, basis f.o.b. Hamburg, which is equal to 30c. per hundred above the parity on cane sugar duty paid at New York. There is a good demand for refined without any special indications.

In local refined since the recent advances the deliveries on account of sales have been quite heavy, but we hear of no further purchases of moment. Until stocks are somewhat depleted, it is not to be expected that there will be further free buying. Prices remain as below.

Willett & Gray, New York, say of the world's visible supply: "Total stock of Europe and America, 4,050,557 tons, against 2,902,816 tons last year at the same uneven dates. The increase of stock is 1,147,741 tons, against an increase of 1,229,252 tons last week. Total stocks and afloats together show a visible supply of 4,160,557 tons, against 3,012,816 tons last year, or an increase of 1,147,741 tons."

The increase was in Europe, America showing a decrease. Last week's summary of the statistical position shows stocks in the United States and Cuba together of 351,557 tons, against 325,249 tons the week before and 404,816 tons last year, a decrease of 53,250 tons from last year. Stock in Europe is 3,699,000 tons, against 2,498,000 tons last year.

Hamburg shows no shipments of raw or refined sugar to the United States last week.

Willett & Gray, reviewing last week's market in raws, say: "The week before

we said that the low and indications point to a slowly... We are further convinced by the course of the week under review... spot and for shipment advanced to 3.44c. per test centrifugals, equivalent 2 3-32c. sugars. The advance but the fact remains chances of a harder should lead to further important feature tion is the fact that selling so far below for best sugars, no loss to them of new made under the Treaty. While production steady and tendency, it is that after the likelihood of her first price she will be able to attention for the re especially as at this production to date than at the corresponding season, although to be recovered from the campaign.

Our special production to March against 539,194 tons year and total stock 138,828 tons, again same date last year. Several sailing have been chartered Cuba for the West Francisco, to make deficiency in their sugars, caused by Crockett, California

It is reported other West India of 20,000 tons, for have been placed in no more of available be admitted under the Canadian buye cepted San Domingo March shipment at York, being 1-16c. this market.

- At the close it ed that 1-Sc. e. and Cuban centrifugals shipped, although not given. European market during the week, vanced 3-4d., to 8 and 8-7 1-2d. for Paris lump in 50-lb. boxes. St. Lawrence granulated, bar Redpath granulated, Acadia granulated, Berlin granulated, Phoenix granulated, Bright colored, Bright yellow, No. 3 yellow, No. 2 yellow, Granulated and yellow, 100-lb Syrup and Mol

we said that the chances are that we have seen the lowest prices of the year and indications point to continued firmness with a slowly hardening tendency. We are further confirmed in this opinion by the course of the market during the week under review, with quite considerable transactions. Quotations on the spot and for shipment have slightly advanced to 3.44c. per lb. for 96 degrees test centrifugals, duty paid, and its equivalent 2 3-32c. e. and f. for Cuban sugar. The advance is not important, but the fact remains that there are chances of a hardening tendency which should lead to further improvement. The important feature tending in this direction is the fact that Cuban planters are selling so far below the Hamburg parity for beet sugars, now 29c., as to cause a loss to them of nearly all the concessions made under the Cuban Reciprocity Treaty. While prices of beet sugars continue steady and even have an advancing tendency, it is natural to suppose that after the liberal sales made by Cuba, of her first production, from crop, she will be able to maintain a firmer pretension for the remainder of the crop, especially as at this time the total crop production to date is considerably less than at the corresponding time last season, although by no means too late to be recovered from before the end of the campaign.

Our special cable from Cuba gives production to March 1st of 333,411 tons, against 539,194 tons for same time last year and total stock in the island is 138,828 tons, against 239,392 tons on same date last year.

Several sailing vessels are said to have been chartered to load sugar in Cuba for the Western Refinery, San Francisco, to make up part of the deficiency in their supply of Hawaiian sugars, caused by the opening of the Crockett, California, refinery.

It is reported that Demerara and other West India sugars to the extent of 20,000 tons, for shipment up to June, have been placed in Canada and, finding no more of available sugars which would be admitted under the preferential tariff, the Canadian buyers have recently accepted San Domingo centrifugals for March shipment at 1.80c. e. i. f. to New York, being 1-16c. above the value in this market.

At the close it is rumored and believed that 1-Sc. e. and f. has been paid for Cuban centrifugals for March and April shipment, although full particulars are not given.

European markets remained quiet during the week, closing with an advance of 3-4d., to 8s. 3-4d. for prompt and 8s. 7-12d. for August beet.

Paris lump, 50-lb. boxes	4 83
" 100-lb. "	4 73
St. Lawrence granulated, barrels	4 18
Redpath granulated	4 18
Acadia granulated	4 13
Berlin granulated	4 08
Phoenix "	4 18
Bright yellow	4 08
No. 3 yellow	4 03
No. 2 "	3 98
No. 1 "	3 88
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	3 78

Syrups and Molasses—The market

continues firm, but bidding is confined within narrow compass and quotations remain unchanged.

Syrups—	
Dark	0 33 0 34
Medium	0 35 0 37
Bright	0 37 0 39
Corn syrup	
1-bbl. "	0 02 1/2
kegs "	0 03
3 gal. pails, each	1 30
2 gal. "	0 90
2-lb. tins (in 2 doz. case) per case	1 90
5-lb. " (in 1 " " " "	2 35
10-lb. " (in 1/2 " " " "	2 25
30-lb. " (in 1/3 " " " "	2 10
Molasses—	
New Orleans, medium	0 30 0 35
1-bbl. "	0 30 0 35
open kettle	
Barbadoes, extra fancy	0 45 0 50
Porto Rico	0 42 0 48
West Indian	0 32 0 35
Maple syrup—	
Imperial qts.	0 87 1/2
1-gal. cans	0 95
5-gal. cans, per gal.	1 00
Barrels, per gal.	0 75
5-gal. imp. brand, per can.	4 50
1-gal. " per case	5 10
1-gal. " " "	5 60
Qts. " " "	8 00

Tea—Conditions on the London market are slightly improved. Quality is still to be searched for, but common grades are going more easily. Gow, Wilson & Stanton, in a circular of March 2, say: "The ill effect on prices produced by the heavy supplies with which the market was surfeited during the opening sales of the year is at last disappearing, and prices show a tendency to steady again under the influence of regular supplies of moderate and workable dimensions."

Thompson's tea circular says: "The tone has tended to further improvement, particularly at the Indian auctions, where buyers are beginning to realize that the supply of useful liquoring grades is likely to be none too large during the next few months."

The consumption outside the British Isles of British grown teas Indian and Ceylon was, in 1905: India, 54,785,200 lbs.; Ceylon, 74,068,600; in 1904: India, 55,713,300; Ceylon, 67,598,700. These figures show a falling off in India and a very large increase of Ceylon."

Coffee—The market continues firm, with improving chances of realizing the advance spoken of in these columns a little while ago.

Willett & Gray, reviewing the situation at the close of last week, say:

"The outturn of the present crop so far is an object lesson to the trade as to how little attention the crop prospects of Brazil deserve when told far ahead. It is very evident that Brazil's experience is only an exhibition of human nature, the same as all others in speculative ventures, that is, after being hopeful and bullish for seven or eight years, continually predicting smaller crops which turn out large ones, they finally become demoralized and as bearish as they were formerly bullish, predicting larger crops, when due to the neglectful state of their plantations, smaller crops is the inevitable result. The planters do their share to mislead the exporters by reporting their respective crops to be very large, in order to obtain full advances at the beginning of a crop. The demoralized state of trade during the last two or three years added to the representations of the farmers were conducive to estimates on the part of Bra-

zilians of 12 and 13 million bags, which actually turns out less than 10 millions. The trade continues to be extremely cautious, which must eventually lead not only to small stocks in the interior, but probably to higher values at a time when they are hoping for lower ones, as results are usually opposite from expectations.

Rio No. 7 continues at about 8 3-8c., while Santos grades, according to quality and roasting merits, commands from 9 1-8c. to 9 1-2c. for 4's and 9 3-8c. to 9 3-4c. for 3's, regular store terms."

Visible supply of the world in bags, was on March 1, 11,324,581; on February 1, 11,931,631, and March 1, 1905, 13,271,745.

Foreign Dried Fruits—Prunes are somewhat higher. The market is quite firm at the coast, and smaller sizes are very hard to buy. The approach of Easter is creating a demand for larger sizes. There are some alterations in the quotations below.

Prices of California raisins are yielding somewhat. Earlier in the season a well informed broker said the Californians put the prices too high; a reduction was made a couple of months ago, but they are still too high compared with other imported fruit.

Dates are slower for commoner grades. Evaporated apples are advanced from 1-2c. to a cent.

Prunes, Santa Clara—			
90-100s, 50-lb boxes	0 06 3/4	60-70s, 50-lb boxes	0 07 1/2
80-90s	0 06 1/2	50-60s	0 08 1/2
70-80s	0 07 1/2	40-50s	0 08 1/2
		30-40s	0 10 1/2

Note—25 boxes 1c. higher.  
Candied and Drained Peels—

Lemon	0 10 1/2	Citron	0 8 3/4
Orange	0 11 1/2		0 12
Figs—			
Elemes, per lb.	0 10		0 14
Tapnets			0 04
Apricots—			
California evaporated, in 50-lb boxes	0 14		0 18
California evaporated	0 14		0 15
Pears—			
California evaporated, per lb.			0 13
Currants—			
Fine Filiatras	0 25 1/2	Vostizzas	0 07 1/2
Patras	0 06		0 06 1/2
Raisins—			
Sultans			0 05 1/2
Fancy			0 10 1/4
Extra fancy			0 15 1/2
Valencia, selected	0 05 1/2		0 05 1/2
Seeded, 1-lb packets	0 09		0 10 1/2
California, loose muscatels—			
3-crown			0 07 1/2
4-crown			0 09
Dates—			
Hallowees	0 04 1/2	Fards new choicest	0 09 1/2
Sairs	0 03 1/2	new choicest	0 09 1/2
Domestic evaporated apples	0 10		0 11

Foreign Nuts—Prices continue unchanged and trade is quiet.

Almonds, Tarragona, per lb.	0 12 1/2	0 13
shelled Valencia	0 25	0 28
Walnuts, Grenoble	0 14	0 15
Bordeaux	0 10 1/2	0 11
shelled	0 20	0 25
Filberts, per lb.		0 10
Pecans, per lb.	0 14	0 17
New Brazils, per lb.	0 14 1/2	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08 1/2
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08 1/2
Virginia	0 10

Spices—The market is firm, with quotations unchanged. On the primary markets strength is everywhere noticeable, and nutmegs are slightly higher. Pepper also is quite firm.

Spices—	
Peppers, blk.	0 15 1/2
white	0 27 1/2
Ginger	0 20 1/2
Cassia	0 31 1/2
Nutmeg	0 45 1/2
Cloves, whole	0 35 1/2
Cream of tartar	0 22 1/2
Allspice	0 15
Mace	0 80 1/2

**Rice and Tapioca**—The markets are firm, and locally that's all there is to say. A Singapore cable states: "In our opinion prices will go gradually higher during this year. We do not think there will be an average supply before early next year."

Rice and Tapioca—		Per lb.	
Rice, stand. B.	0 03½	0 03½	
Rangoon	0 03½	0 03½	
Patna	0 05	0 05½	
Java	0 06	0 07	
Sago	0 06½	0 07	
Carolina rice	0 08	0 08½	
Tapioca, medium pearl	0 07		
" double goat	0 07½		

**Honey**—Prices have firmed up somewhat, and trade is good. Two dollars is now the lowest for No. 1 sections, and for No. 2 as high as \$1.60 is obtained. There is no buckwheat honey in sections on this market.

Honey, extracted clover, in 60-lb. cans, per lb.	0 08½
" " in 5 lb. & 10 lb. cans, lb.	0 09
" sections, No 1, per doz.	2 00
" " No. 2, " "	1 40 1 60
" Buckwheat, per lb.	0 04½ 0 05

**Beans**—The market is firm, with an advance of from 5c. to 10c. for hand picked and prime.

Beans, handpicked, per bush	1 85 1 90
" prime, No. 1	1 70 1 75
" Lima, per lb.	0 06½ 0 07

**Fresh Fish**—Stocks of frozen fish are pretty well cleaned up, and the new catch is beginning to come in and is going out freely at better prices. Dealers expect fresh caught trout and whitefish from the Georgian Bay in a fortnight.

Frozen halibut, per lb.	0 12½ 0 15
Haddock, fresh caught, per lb.	0 08
" frozen	0 05
Trout, frozen per lb.	0 08
" fresh winter caught	0 09
Fresh cod steak, per lb.	0 05
" fresh winter caught	0 08½
" lobsters, boiled, per lb.	0 30
Frozen B.C. salmon, per lb.	0 09 0 10
Shrimps per gal.	1 25
Whitefish, per lb.	0 08 0 09
" winter caught, per lb.	0 08 0 09½
Herring per lb.	0 03½ 0 04
Pickered " "	0 07 0 07½
Oysters, standard, small pall.	4 00 4 20
" selects, pall.	4 80
Finnan haddies.	0 07 0 08
Ciscoes.	1 25
Kippers, 60 to box.	1 25
Bloaters, 60 to box.	1 15
Mackerel, per lb.	0 10
Labrador herring salt, No. 1, half bbl.	3 25
Frozen sea herring, per 100.	2 00
Smeits, No. 1.	0 08 0 09

**Dried and Cured Fish**—Prices continue according to last week's quotations.

Boneless fish, per lb.	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb.	0 05½ 0 06
Flitched cod fish, cases of 100 lbs.	6 50

**Hides**—The hide market continues unsettled, and had it not been for heavy buying by a large tanner, local dealers say there's no saving where prices would be. Calf skins are quoted a cent lower, and sheep skins 5c. higher. Quotations on fur skins are very changeable, and there are more than the usual number of variations this week, some up, some down. Red fox, muskrat, timber wolf and prairie wolf are higher, pale mink and white weasel, lower.

Hides, inspected, steers, No. 1.	0 10
" " No. 2.	0 09
" " cows, No. 1.	0 09½
" " No. 2.	0 08½
Country hides, flat, per lb., No. 3.	0 07½ 0 08
Calf skins, No. 1, selected.	0 12
" " No. 2.	0 10
Sheep skins	1 40 1 55
Horse hides, No. 1	3 00 3 25
Rendered tallow, per lb.	0 04½ 0 04
Pulled wool, super, per lb.	0 22 0 24
" " extra " "	0 24 0 25

**Fur Skins.**

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

**N. B. Markets.**

St. John, March 15, 1906.

There is fair average business. There is little in general markets to encourage buyers. It is yet early for Spring business. The president of the board of trade and a representative from the city council had an interview during the past week with the Minister of Public Works in reference to improved harbor facilities here; the city standing ready to build the wharves if the Government will do the dredging. The Government are doing some dredging, but it is absolutely necessary that immediate steps be taken to extend the present contract and to hasten the completion of the work. Unless this is done at once the large amount already expended particularly by the city, will be almost entirely useless in meeting the demand for increased facilities for next season's business.

In markets, ginger is higher. Nutmegs also show advance. Pepper unchanged. Cloves firm. Cream of tartar rather higher. Rice is little changed.

Oil.—Burning oil is still unchanged at the low price quoted; sales continue good. There is a good business reported in lubricating oil, chiefly for later shipment. This will be a season of high paint oils, linseeds in particular being higher than last year, when a record was made as regards low prices. Turpentine continues at the very high figure ruling for some time. Business in cod oil now light; full prices rule.

Salt.—More interest is being shown in Liverpool coarse salt, contracts for Spring business are being made. Prices show little change from last year. In fine salt, while some Liverpool factory filled is sold and some extra quality repacked here in boxes Canadian has the large sale. Spring demand now manifest.

Canned Goods.—The chief interest is the effort to get vegetables up to fair market values: good stocks are held, prices keep low. Fruits are unchanged. There is improved demand for gallon apples at somewhat higher prices. Salmon unchanged. Lobster higher. Oysters firm. Meats are low. In domestic fish sardines the only line in which there is much stock. Business has been quiet.

Dried Fruit.—In California seeded raisins local prices rather lower but coast prices show an advance from the low prices named after the new year. In loose raisins Malagas supply the market. Valencias are low. Currants are rather higher. Prunes have a steady sale, prices are higher and small sizes scarce. Apricots are also higher. Peaches but a fair sale. Dates show an advance, a steady demand particularly

for package goods. In peels, citron, new goods, is quoted high, and it is said even higher prices will rule. Evaporated apples are high and sale limited. In onions just fair business, Valencias chiefly offered.

Sugars.—Dealers have bought rather more freely. The advance of the past week gave a better tone to the market, but there is still much lack of confidence.

Molasses.—Each West Indian steamer brings a fair quantity of Barbadoes molasses, chiefly fancy. While the question of duty on this grade is somewhat unsettled it is likely to be applied. Prices are quite low. In the regular grade first shipments seldom show best quality. In Porto Rico a fair stock of old held; just a fair sale.

Fish.—It is getting late for frozen stock. This means rather lower prices for fresh fish. There are some small arrivals of dry fish; while prices are high, market hardly as firm. Smoked herring are quite high; stock light. Picked are scarce and full prices are obtained. Finnan haddies are rather dull.

**N. S. Markets.**

Halifax, March 14, 1906.

The grocery markets are fairly steady and prices show little change. The Spring trade is slow in opening up, and is looked upon as being a trifle backward. According to cables received here from Barbadoes, the molasses market is somewhat firmer, and that stocks of the old crop are pretty well exhausted. The price of beans has dropped a little, and it is reported that some jobbers in the Maritime Provinces have started in to cut prices.

Fruit.—Good apples are very scarce on this market. The growers in the valley who have stock on hand are asking \$4 per barrel, and some of them are even holding out for better prices. Northern Snvs and russets are \$4.50 here for No. 1's, and \$3 to \$3.50 for No. 2's. These prices are considered far too high for the country of production.

Jamaica oranges are selling here for \$6.50, and navals from \$4.25 to \$5.75. Lemons are quoted from \$2 to \$2.75.

**Germans Tax Lobsters.**

All parties interested in the lobster business in these provinces will be affected by the action of the German Government in increasing the duty on all canned lobsters, and discriminating especially against Canadian lobsters to such an extent that the consumption of this article will be very considerably curtailed, if not entirely stopped.

This action is no doubt taken in reply to the surtax against German goods which has been enforced in this country. The extent of the effect cannot be judged by any reference to the direct exportations of lobsters from Canada, because large quantities shipped from this country to London, Liverpool, New York and other points, have eventually drifted into the German markets, where very high prices have been obtainable for strictly choice qualities.

Word has been received in this city that the rate of duty has been increased since the first of the month to 100

marks per weight take package, an case of 48 half-pound prohibitory possible.

To the this is also have to be tries, and decline in these market lower price ally lower

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**WORTH T**

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**MAJOR**

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marks per 100 kilogrammes. The weight taken is the gross weight of the package, and represents about \$7.50 per case of 48 x one-pound cans, or 96 x half-pound cans. This is regarded as prohibitory, and no business will be possible.

To the fisherman, packer and shipper this is a serious blow. The goods will have to be disposed of in other countries, and the market price will likely decline in consequence. Lower prices in these markets for the shipper means lower prices to the packer, and eventually lower prices to the fishermen.

It is learned also that some other European countries, such as Austria and Switzerland, have increased the duty against canned lobsters in their revisions of tariff this year. The cost of tin and other metals used in can-making has materially increased, and the prospects for the packers for the coming season are very unfavorable.

### WORTH THE GROCERS' ATTENTION

Every grocer has experienced the great difficulty in weighing out small quantities of cheese so as to secure to himself the full weight of the original cheese, and undoubtedly, at some time or other, has exclaimed, "There is no money in selling cheese."

All this, however, can now be happily ended with the advent of modern methods of utility and convenience. The Walker Bin & Store Fixture Company, of Berlin, are issuing a handy little folder in which is fully described a contrivance called the "Standard Computing Cheese Cutter," by means of which the original large cheese can be divided and cut into small portions of any size, apparently without the slightest loss.

To the grocer who considers that "money saved is money earned" this cutter is worth investigating.

### IMPORTING ORANGES FROM SEVILLE.

T. Upton Co., Hamilton, have just completed their pack of marmalade and report they have had this year the finest lot of oranges they ever saw. The company used about three carloads, which they imported direct from Seville, Spain, and this year in the lot there were scarcely one dozen spotted oranges.

About four years ago the company made their first direct importation and it proved a success. A remarkable fact in connection with this importation was that the shipment was noted by A. Wallace & Co., importers, Glasgow, Scotland. They were astonished that any firm in Canada should use a sufficient quantity of oranges to import them direct or that they could be landed in this country in good shape. The next year a representative of A. Wallace & Co. came out to Canada and interviewed the Upton Co. with regard to the success of the shipment and, as a result of their enterprise, since that time the Upton Co. importations have been placed through this firm.

### MAJOR'S NEW CATALOGUE.

An attractive and useful catalogue has just been issued by S. J. Major, Limited, of Ottawa, which will prove a handy reference for grocers. Copies are mailed on application to their Ottawa office.

## GROCER'S APPRENTICE TO SENATOR.

(Continued from page 33.)

tion of the company was precarious and the directors have had to give their personal security to the bank for large sums. Globe's stock could be bought for 15c. on the dollar. Now it is above par, and difficult to get at any price. But it was not for money he labored.

### Industry, Kindliness, Foresight.

Every intimate friend of Senator Jaffray will tell you of his untiring industry, his kindness of heart and his business foresight. If he promises a chap to try and get him a position he doesn't just write a letter, or perhaps forget it. If he gives a promise he has it on his conscience and he hustles to find a place. Practically worthless stock of the Crow's Nest Coal Co. was kicking about and Mr. Jaffray undertook to investigate the proposition. He traveled 200 miles through the mountains and went over the coal areas at a tremendous expenditure of exertion. Then when he and other capitalists took it up and the stock began to advance, a widow whose husband had left her nothing but a block of it wanted to dispose of it. Mr. Jaffray persuaded her not to, and it finally returned her a handsome competence.

Mr. Jaffray had always great faith in Toronto's future. In the 70's he said to a friend who was going to sell property on Yonge street, just north of Bloor, "I wouldn't sell for three times what you paid for it. It will be the centre of a business district some day." The "some day" has come, though there was nothing then to indicate it to the other, himself a shrewd Scot. Some years ago Mr. Jaffray foresaw that ultimately certain blocks of Yonge street property would bring large values, and he became heavily committed. The bad times delayed the fulfillment of his expectations, and for a while the property was a grievous burden, but the last year or two have more than justified his judgment.

### Other Interests.

Aside from business and the Globe, Mr. Jaffray has few interests. Some years ago he gave some attention to theological and philosophical problems as recreation, and a sort of club comprising the best known university leaders and others used to meet at his home for the discussion of such questions. He was chairman under the late Liberal Government in Ontario of the Temiscaming Railway, and is now a member of the Queen Victoria Park Commission.

Mr. Jaffray's home relations have been sacredly beautiful and tender, and a great sorrow is now resting upon him in the serious illness of Mrs. Jaffray, a woman of deep piety and saintly living. There are four children, two daughters, both married, and two sons, one a stock broker the other a missionary in Africa.

To approach an adequate appreciation of this man's sterling worth, large business ability and kindly nature, the stranger need talk with the friends who have known him longest and enjoy the enthusiasm of their panegyrics.

James Cain, Huntsville, is selling out and retiring from business.

## MERGER OF SYRUP FACTORIES.

Within the past few days a merger has been effected between the Imperial Syrup Co., Limited, Montreal, and Ramsay Bros. & Co., of Vancouver, and a large plant will be established in Winnipeg for the manufacture and distribution of cane syrups, maple syrups and molasses. In conversation with Col. Fred Welker, of the Imperial Syrup Co., Montreal, today, The Canadian Grocer elicited the following facts:

"As you are well aware, the British Columbia Sugar Refining Co., of Vancouver, manufacture a pure cane syrup, which Ramsay Bros. & Co., of that city, have been pushing on the west coast, while our company here, the Imperial, has been supplying maple products, both of these lines being largely consigned to Winnipeg and distributed from that point. It was calculated that by the establishment of a plant in Winnipeg, where the products of the Ramsay Bros. Co. and our Imperial Co. could be handled more satisfactorily, that the merger is put through. New Orleans molasses can be laid down as cheaply in Winnipeg as in Montreal and by continuing the shipments of eastern goods and western cane syrups, as well as the New Orleans molasses, it was felt that a great saving could be made and the business conducted much more expeditiously. The trade of these companies in Western Canada has developed to such an extent that it was found necessary to establish a central factory at Winnipeg. We expect within a very short time to have the plant in operation."

Mr. Ramsay has just returned from a tour through the United States markets and purchased the most modern machinery for the preparation of the various lines controlled by this and the affiliated Imperial Syrup Co., and every effort will be put forth to push the factory to completion in as short a time as possible.

## Manitoba Markets

### ABBREVIATED MARKET NOTES FOR CURRENT WEEK

Pork and Beans—Advanced.  
Sugar—Advanced 10c, per 100 lbs.  
Walnuts—Shelled, advanced 4c.

(Market quotations corrected by telegraph up to 19 a.m. Thursday, March 15, 1906.)

Wholesale grocery trade continues very active. There are few price changes to note this week. Values are steady with a tendency to advance.

Canned Goods—Except for the continued scarcity of tomatoes and strawberries, the canned vegetable and fruit market is without features of interest. Clark's pork and beans have been advanced and the new prices will be found quoted below.

	FRUITS.	
	Group No. 1.	Groups No 1 & 2.
Apples—		
1/2 gallons, per doz.	3 10	3 05
3 lb. "	2 43	2 44
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new red, 2 doz. cases, per case	3 48	3 43
black "	3 83	3 78
Gooseberries—		
new "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78





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 ..... 0 08  
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 per doz. .... 0 75

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 ..... 3 30

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 nest. .... 0 43  
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 ..... 1 50  
 ..... 3 25  
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 ..... 1 00  
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 e. .... 6 40  
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**Sawyer's** 50 Years the People's Choice.  
**CRYSTAL**  
 See that Top **Blue.**



**For the Laundry.**  
**DOUBLE STRENGTH.**  
 Sold in Sifting Top Boxes.  
 Sawyer's Crystal Blue gives a beautiful tint and restores the color to linens, laces and goods that are worn and faded.  
*It goes twice as far as other Blues.*

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

**M. F. EAGAR & SON, Mfrs. Agents**  
**HALIFAX, Nova Scotia**

**Maple**   
**JUST MAPLE SYRUP**  
**THAT'S ALL Syrup**

Pure Tested Maple Syrup only is sold under **Small's brand**. When customer asks for tin of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York.

Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

**All Jobbers.**

Product of **THE CANADA MAPLE EXCHANGE**  
**MONTREAL**

**FOR SALE BY TENDER**

A general stock, consisting of dry goods, ready-made clothing, boots and shoes, crockery and groceries, amounting to about \$6,000. Sealed tenders will be received until March 30th. Stock open for inspection.

**W. McMULLEN & CO.,**  
 Mount Forest, Ont.

**CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.  
 Contractions count as one word, but five figures (as \$1,000) are allowed as one word.  
 Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.  
 Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

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

**BUSINESS CHANCES.**

**FOR SALE**—Eastern Ontario Town—Established grocery and fruit business; stock, \$3,000; turnover, \$20,000; must be sold at once. Apply Box 109, CANADIAN GROCER. (10)

**SITUATIONS VACANT.**

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

**AGENCIES WANTED.**

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

**SITUATIONS WANTED**

**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.

**POSITION** as traveler wanted by first-class salesman, three years' experience and good connection in Ontario. Apply, Box 111, THE CANADIAN GROCER, Toronto. [10]

**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.

**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.**



**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-GEORGEON 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

## "If You Would Advertise"

that is the answer of to-day. We are doing it and doing it well. It is a fact that in the past we have done **excellent** work in the advertising line, and this week we have opened in the City of Toronto with one of the largest and most unique methods of advertising that has ever before been seen in the Dominion of Canada. This line of advertising we intend to carry on from Halifax to Vancouver.

Our aim is to **advertise to please** the **trader** and the **consumer**. We think we have struck the **right method**, yet we are open for **criticism** and **suggestions** from our many good patrons.

Do not neglect to place your order for **Bode's Menthal "Pepsin" Gum** either with your Jobber or direct with the

# BODE'S GUM Co.

LIMITED

We are also manufacturers of

Bode's Crushed Fruit Gum

Bode's Pepsin Gum

Bode's Chulets Kandy Coated Gum

Bode's Buster Brown (large 1c. package)

28-30 St. George Street

MONTREAL

CH

There is no local cheese market further reduced by less than 5% Canada, which is as stocks in reported as being a natural consequence of high prices ruling in the new season.

At present more on their annual British markets, far correspond to possibilities and conditions. Some radical but not un- doubted and un- certain which causes more the merchants.

usual; cheese are sold and consumed. Changes among vast products of the future will changes may have made any prediction to be hoped that for trade will not come ruinous to

The first annual Dairymen's few days ago in. There was a large crymen from all Eastern Townships, general meeting Townships Bank, change.

Mr. J. A. R. Dairy Commissioning to the to try," referred to had taken place in industry since 18 refrigerator cars the Department the last season 130 iced cars run railways, carrying market in Montreal.

The demand was growing in anticipated a very during the coming the creamerymen fact that, while a thing for this to change the quality farmers to pay they supplied the ter to see that and care was exact uniformity of quality while in Great Britain a brand of the English selling for 120 shillings was Danish butter 122 shillings.

Mr. H. S. Fos replied to the to against the un- lowered by many

# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN

There is no change to report in the local cheese market. Stocks have been further reduced so that there are probably less than 5,000 boxes unsold in all Canada, which is a mere trifle, especially as stocks in Great Britain are also reported as being very light and the natural consequence will probably be very high prices ruling at the opening of the new season.

At present most of our exporters are on their annual visit to the different British markets, calling upon their regular correspondents and discussing the possibilities and probabilities of prices and conditions of the coming season. Some radical business changes are indicated and altogether there is an air of doubt and uncertainty about the future which causes more or less anxiety among the merchants. The trade will go on as usual; cheese and butter will be made, sold and consumed, although there may be changes among those handling this vast product of the Dominion. However, the future will tell what effect these changes may have and it is difficult to make any predictions at present. It is to be hoped that the ensuing competition for trade will not be such that it becomes ruinous to the merchants.

The first annual dinner of the Sherbrooke Dairymen's Exchange was held a few days ago in the Sherbrooke House. There was a large attendance of creamerymen from all over this section of the Eastern Townships. Mr. James McKinnon, general manager of the Eastern Townships Bank, is president of the exchange.

Mr. J. A. Ruddick, the Dominion Dairy Commissioner, of Ottawa, in replying to the toast, "The Dairy Industry," referred to the great strides that had taken place in the butter and cheese industry since 1897. Then a system of refrigerator cars had been instituted by the Department of Agriculture. During the last season there were from 120 to 130 iced cars running over the various railways, carrying this product to the market in Montreal.

The demand for butter and cheese was growing in the Old Country and he anticipated a very much larger demand during the coming season. He counselled the creamerymen not to lose sight of the fact that, while cold storage was a good thing for this industry, it would not change the quality. It depended upon the farmers to pay attention to the milk they supplied the creamery and the latter to see that all modern appliances and care was exercised to bring about a uniformity of quality. He remarked that while in Great Britain last year he saw a brand of the Eastern Townships butter selling for 120 shillings, while alongside was Danish butter selling from 118 to 122 shillings.

Mr. H. S. Foster, of Knowlton, also replied to the toast. He spoke strongly against the unbusinesslike method followed by many of the farmers in hand-

ling the milk. Good milk was essential to good butter and they could not be too careful in this respect.

A circular has just been issued by the Department of Agriculture stating that, in order to encourage in the Province of Quebec the production of hogs suitable to the requirements of the British bacon trade, a large number of boars and sows of the bacon breeds have been collected and will be distributed through the province by means of auction sales at central points. The work is being conducted by the live stock branch of the Dominion Department of Agriculture in conjunction with the Quebec Provincial Department of Agriculture, the pork packing companies of Montreal, and the Montreal Produce Merchants' Association.

Up to the present time Quebec has contributed little to the export bacon trade. The hogs raised within the province have been almost entirely for local consumption. Canada supplies about 20 per cent. of the bacon for the British markets; of this about 15 per cent. is supplied by Quebec, the Maritime Provinces and the west; Ontario supplies the balance, or 85 per cent., amounting in value to about \$12,000,000 annually.

The facilities for hog production in Quebec are perhaps unsurpassed by any other province in Canada. Comparing the existing conditions with the sister province of Ontario, lands in Quebec are cheaper, the climate is better for pasturage, common cereals are produced at small cost, and dairying is the leading industry, affording great quantities of skim milk, than which there is no better feed for hogs.

Considering what the farmers of Ontario have derived from this industry by using the proper type of bacon hog, individual farmers, agricultural clubs, and other organizations interested in the welfare of agriculture, should avail themselves of the opportunities of these sales, which will be held as follows, viz: Huntingdon, March 26; Cowansville, March 28; St. Hyacinthe, March 30; Joliette, April 2. At each point about 25 animals will be offered, including boars from three months of age upwards, and young sows, most of which will be in farrow. The animals have been selected by an expert on bacon hogs, and only such animals have been accepted for the sales as are calculated to improve the stock of the province.

Addresses on the bacon hog and on the possibilities of bacon production in the Province of Quebec will be delivered before commencing each sale.

### THE PROVISION SITUATION.

There has been practically no feature of interest in the provision situation during week under review. At Montreal and eastern points supplies are reported as much below requirements and receipts of hogs for the current week

were considerably below previous week. Notwithstanding this, however, prices for live hogs declined slightly. At Toronto and western points practically the same condition rules.

The quality of hogs delivered are inclined toward the light kind, which virtually means that farmers are hurrying supplies to market before maturity in order to secure the present high prices. This cannot continue, however, as it is impossible for the market to rule long on existing basis except for highest of quality. The English markets are somewhat slow to increase stocks at present values, and there are clear indications that unless prices are shaded to meet their ideas their supplies will be drawn from other sources.

A circular has just been issued by the Quebec Department of Agriculture stating that in order to encourage in the province the production of hogs suitable to the requirements of the British bacon trade, a large number of boars and sows of the bacon breeds have been collected and will be distributed through the province by means of auction sales at central points. The work is being conducted by the Live Stock Branch of the Dominion Department of Agriculture in conjunction with the Quebec Provincial Department of Agriculture, the pork packing companies of Montreal and the Montreal Produce Merchants' Association.

Up to the present time Quebec has contributed little to the export bacon trade. The hogs raised within the province have been almost entirely for local consumption.

In their endeavor to secure the interest in hog raising which the industry deserves, the Wm. Davies Co. of Toronto are showing every anxiety to help the farmer ascertain the cost of producing bacon hogs, and intended to pay fifty cents per hundred more than the prevailing market price to farmers who would co-operate with them and report the results of experiments conducted for this purpose.

Prof. Dav when speaking at Ottawa recently, indicated the factors to be taken into consideration when estimating the cost. In his own work he said he had found that pigs at weaning cost about \$1.30 each, and may be prepared for market for about \$4 a hundred weight. By having the best type of bacon hogs and feeding plenty of roots, the cost would be less. One pen of hogs that were fed solely on grain for a definite time cost \$10 for each hundred weight of grain, but by feeding roots the cost was afterwards reduced to \$4.75. He emphasized the necessity of each farmer using the weighing scales on all his feed and on his hogs at each period of their growth.

The present situation, whilst a serious one, could easily be met if the farmer were to take up the question of hog raising on a scientific basis. He would then find that his hog pens paid him probably better than anything else.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

Nothing new of interest is to be noted in the provision market, which is steady. Dressed hogs are unchanged. Hams, bacon, etc., for local consumption, are in fair demand. Abattoir dressed hogs bring from \$10 to \$10.25, and country dressed from \$9 to \$9.50.

Table listing various provisions and their prices in Montreal, including Lard, Boar's Head, Creamery prints, Dairy prints, and various hams and bacons.

Butter.

The finest creamery is becoming scarce and the market for it is very firm, with prices showing a tendency to advance further in the near future. Present quotations range from 22c. to 23c. The lower grades are in rather short supply but as yet neglected.

Table listing various creamery and dairy products and their prices in Montreal.

Cheese.

Colored cheese is entirely off the market. White is firm. There are probably not more than 25,000 boxes in Canada, of which not more than 5,000 are for sale. The market is firm and holders are asking 13c. to 13c. The market in the U.K. is strong.

Eggs.

Held eggs are almost entirely cleaned up now and dealers are doing the greater part of their business in fresh laid goods. Already the latter are commencing to arrive by freight, but it will be a week or so at least before there is a very noticeable decline in express shipments. The fresh laid are selling from 16c. to 17c.

Table listing various egg products and their prices in Montreal.

TORONTO.

Provisions.

People must eat, and the provision market keeps active with prices firm or higher. Stocks of heavy mess pork, at the present price of hogs, are not being added to, and some of the provision men are asking \$2 more a barrel. Lard is very firm and prices in some quarters are up 1/2c. all round. Beef is bringing 50c. more; no particular reason except that this is the season for a rise.

Table listing various provisions and their prices in Toronto, including Bacon, Hams, and Pork.

Table listing various lard and butter products and their prices in Montreal.

Butter.

Butter is higher this week than last and quite firm at the advance, owing to the short supplies of both creamery and dairy. Lack of quality is still complained of. Buyers everywhere report choice grades very scarce.

Table listing various creamery and dairy products and their prices in Montreal.

Cheese.

The market is in the process of moving upward. Some houses still quote last week's prices but get more in special cases. Others are asking half a cent more. Stocks are high and demand is good. Some new cheese, 'tis said, has reached the Montreal market, but none has been seen here yet.

Table listing various cheese products and their prices in Montreal.

Eggs.

The only commodity in the provision market showing a weak tendency is eggs. The hens appear to have got their second wind and there is no stopping them. Lent, however, has helped the demand and the stocks are going out rapidly. Prices are a cent lower than last week. That is for new laid; for storage eggs the fairest quotation obtainable is from 12c. to 14c. One dealer said stocks were pretty well cleaned up and he had refused 13c. Another declared that they were a good deal longer than the holders liked to see them, and that 13c. was high. For good eggs, however, 14c. is being asked. New laid eggs, per doz. (nominal) 0 16 0 18. Storage and pickled 0 12 0 14.

WINNIPEG.

Butter.

Creamery.—Prices for creamery are holding firm in view of a strong demand for good stock. Ontario pound prints are commanding a premium of 2c. to 3c. per lb.

Table listing various creamery and dairy products and their prices in Winnipeg.

Dairy.—The market is glutted with poor quality dairy and there is very little demand for it. Prices paid average 14c. per lb., but better prices are paid for the fancy article.

Cheese.

Table listing various cheese products and their prices in Winnipeg.

Lard.

Prices are unchanged since last week. Tierce basis, per lb. 0 11. Small packages take the following advance: 50-lb. tin cans, per lb. 0 00 1/2. 20-lb. tin pails, in 80-lb. cases, per lb. 0 00 1/2. 10-lb. " in 80-lb. cases, per lb. 0 00 1/2. 5-lb. " " " " 0 00 1/2. 3-lb. " " " " 0 01. 20-lb. net white wood pails, per lb. 0 00 1/2.

Cured Meats.

SMOKED MEATS.

Table listing various smoked meats and their prices in Montreal.

DRY SALT MEATS.

Table listing various dry salt meats and their prices in Montreal.

BARREL PORK.

Table listing various barrel pork products and their prices in Montreal.

PICKLED GOODS (COOKED).

Table listing various pickled goods and their prices in Montreal.

Eggs.

Local produce houses are paying 18c. per dozen for new laid eggs delivered in Winnipeg.

ST. JOHN, N.B.

Provisions.

In barrel pork markets show a further advance. There is but a limited sale. Beef is unchanged and very uninteresting. Smoked meats high. It is like old times seeing the quantities of American pure lard here. The high prices fully maintained. Refined compressed is low and sell freely. Fresh beef is dull; prices low. Mutton holds firm but has light sale. Some little veal offered. Full prices obtained. There is no lamb. Pork is high.

Table listing various provisions and their prices in St. John, N.B.

Butter.

The difficulty is to get good quality. Prices are quite well maintained.

Table listing various butter products and their prices in St. John, N.B.

Eggs.

Receipts have been rather lighter during the past week and better prices have been obtained.

Table listing various egg products and their prices in St. John, N.B.

Cheese.

The market is almost bare. Twins have the demand. Prices are higher.

Table listing various cheese products and their prices in St. John, N.B.

HALIFAX, N. S.

Butter and Eggs.

Both butter and eggs continue in fairly good supply, though the receipts of the latter have slackened off some of late. This refers principally to fresh

laid stock. The 17c. to 18c. is as good as might be expected in the low price and very little is still in abundance. A Halifax committee Western St. market some prices quoted and other cities jobber would not cost of transport fifteen cents is high, some of the easier to dispose.

The butter improve, and it is shipments of tubs sent to tubs sold for 19c. only in disposal price. The out crease.

CHINESE.

Squealing pig peddled his Im Tsai Tse, cousin press of China mercantile commiss He and nine of rived at Chicas been dashed out automobiles and the killing de plant.

The Chinese themselves look death throes. enough for t They rushed ba each other in away.

HOW THE

Up to 1867 no of exporting eggs had been paid t From that time tion were made results, and in export of eggs value of export 600,000, and re the number of ter year being dividends paid association were 1902.

This Danish c members and 50 are under the c fice. Each local eggs in its dist certain export t they leave the penses are defi who also guarar fresh quality of branch has at eggs collected four days. At east are weigher of which the lo and the highest dozen. The egg their freshness ed in pine boxes the company. th sien denoting th

**Meats.**

**MEATS.**

Wild cure	6 15
"	6 18
"	6 25
"	6 14
zoe	6 09
o 30	6 13
zoe	6 19
bellies	6 10
backs	6 15
hides	6 14
h, long	6 14
illed	6 10
illed	6 11

**MEATS.**

d.	6 11
as backs	6 12
	6 12

**PORK.**

r bbl	17 90
l bbl	6 25
	16 50
	9 00

**IS (COOKED).**

40 lbs.	20 lbs.	15 lbs.
2 10	1 60	1 10
7 50	4 00	3 00
4 50	2 50	2 00
oked, per lb.		0 03
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**ES.**  
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**N, N.B.**  
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The high prices  
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resh beef is dull;  
holds firm but has  
ittle veal offered.  
There is no lamb.

	\$20 00	\$22 00
	19 01	22 00
	13 00	14 50
	0 05	0 06
	0 08	0 09
	0 07	0 08
	0 08	0 09
	0 08	0 10
	0 09	0 11
	0 13	0 14
	0 10	0 13
	0 11	0 12
	0 12	0 12
	0 08	0 08
	0 08	0 09

**r.**  
get good quality.  
maintained.

	0 25	0 25
	0 20	0 22
	0 18	0 20
	0 15	0 20
	0 16	0 18

rather lighter dur-  
and better prices

	0 20	0 25
	0 18	0 20
	0 16	0 18

**e.**  
most bare. Twins  
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	0 14	0 14
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**N. S.**  
**Eggs.**

eggs continue in  
ough the receipts  
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ncipally to fresh

laid stock. The price quoted is from 17c to 18c. The demand is not quite as good as might be expected, considering the low price. Cold storage eggs are still in abundance on the market and very little sale can be had for them. A Halifax commission man who was in the Western States recently endeavored to market some stock there, but failed, the prices quoted for eggs in Chicago and other cities being so low that the jobber would not get more than the cost of transportation out of the deal. Fifteen cents is about the jobbing price here, some of those holding stock being eager to dispose of them at these prices.

The butter market continues to improve, and it is a little easier. Some shipments of country butter in large tubs sent to the city during the week sold for 19c. The dealer found no difficulty in disposing of the stock at that price. The outlook is good for an increase.

**CHINESE DIGNITARIES IN RETREAT.**

Squealing pigs a few days ago stampeded his Imperial Highness Prince Tsai Tse, cousin of the dowager empress of China and leader of the commercial commission touring the world. He and nine other dignitaries who arrived at Chicago from St. Paul, had been dashed out to the stock yards in automobiles and were led directly into the killing department of the Swift plant.

The Chinese nobles suddenly found themselves looking at the pigs in their death throes. Just one glance was enough for the Chinese dignitaries. They rushed back outdoors falling over each other in their anxiety to get away.

**HOW THE DANES SELL EGGS.**

Up to 1867 nobody in Denmark thought of exporting eggs, and little attention had been paid to the raising of poultry. From that time on efforts in this direction were made with surprisingly good results, and in 1895 a company for the export of eggs was formed. In 1896 the value of exported eggs was nearly \$2,000,000, and reached \$6,000,000 in 1902. The number of eggs exported in the latter year being 36,000,000 dozens. The dividends paid to the members of the association were more than \$1,000,000 in 1902.

This Danish company has now 33,500 members and 500 local branches, which are under the direction of a central office. Each local branch collects the fresh eggs in its district and ships them to a certain export port. From the moment they leave the collecting district all expenses are defrayed by the company, who also guarantee to the purchasers the fresh quality of the eggs. Each local branch has at least ten members. The eggs collected must be shipped within four days. At the central station the eggs are weighed and divided into groups of which the lowest weighs 14.3 pounds and the highest 19.8 pounds per ten dozen. The eggs are also tested as to their freshness and are afterwards placed in pine boxes which bear the mark of the company, the number of eggs and a sign denoting their quality.

**Successful Grocers**

are finding it pays to handle  
only The Best when it comes to Food Supplies.

**Clark's Sliced Smoked Beef**

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



**Purity First and Always  
Nicholson's Mince Meat**

is the purest there is. It will keep any length of time because the spices and other constituents are the best  
Order the Pure Mince Meat—NICHOLSON'S  
Did you write us about  
N. & B. JELLY POWDER N. & B. ICING POWDER  
N. & B. PUDDING N. & B. VERIQUICK TAPIOCA  
BROCK'S BIRD SEED

**NICHOLSON & BROCK**  
9 Jarvis St., TORONTO, ONT.

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

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

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

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

**White Spruce  
BUTTER TUBS**  
10-20-30-50 lb.  
**EGG CASES AND FILLERS**

Order now, for delivery later,  
**Pay You**  
**WALTER WOODS & CO.**  
Hamilton and Winnipeg.

Persons addressing advertisers will  
kindly mention having seen their adver-  
tisement in The Canadian Grocer.

## FLOUR AND CEREAL FOODS

The outlook at the present moment is not an encouraging one. The sharp break in prices of wheat in Manitoba and the American markets recently has undoubtedly put a stop to flour sales, as buyers hold off, looking for lower prices. This is unfortunate, as prices have held fairly steady for some time, and buyers were just beginning to have confidence in the market and to place orders, but a dull market must now be looked for until prices show a steady advance from whatever may prove the low point.

Export demand has been only indifferent, and the only basis reached for closing business is a good 25c. per sack below prices obtained a few days back. When brokers were getting 22s. 6d. — Glasgow freight—they felt they were being let out with the smallest of margins; now, however, offers have dropped to 21s. 6d. To set off the difference in the parity, ocean freights are a little lower and brokers are on that account disposed to let go at that.

The domestic demand for flour during the past week has been very irregular. The mills that have an established trade in the Maritime Provinces report orders coming in more freely and that prices are satisfactory. On the other hand, a number of mills report it is impossible to sell flour, some of them stating that they have never known the milling business to be in such an unsatisfactory state, especially when the price of Ontario wheat has been as steady as it has been lately. The high price of millfeed is the only satisfactory feature.

The grain market made a further downward movement, and has thus lost some of the partial recovery reported at our last going to press.

The present reaction in the American wheat markets and in a lessened degree, in the Canadian markets, is believed to be the result of the inflation of a year ago, when prices ran well beyond a dollar a bushel. Speculation encouraged by the Chicago operators was then carried to excess. Many who made money buying wheat were infatuated with the speculation, which has ultimately brought about their own undoing. From \$1.23 a bushel the Chicago wheat futures have now dropped nearly 50c. a bushel, without even showing evidence of a bottom at this decline.

The visible supply in Canada and the United States this week is more than 11,000,000 bushels above that of a year ago. To all appearances much of the reserve now held will have to be marketed and this can only be done by shipment to Europe. Latterly Liverpool quotations have retained a confident steadiness under full offerings from Russia, Argentine and other exporting countries. If the excess in the United States has now to be thrown into European competition, the prices there, unless something

unforeseen should happen, will more than likely respond by a steady decline.

The domestic breakfast cereal trade is not by any means satisfactory. Quotations are practically run wild as regards bulk goods. By far the most satisfactory lines for the retailer under present conditions are the carton goods of popular make.

### WINNIPEG'S NEW ELEVATOR.

The large elevator erected by the Western Canada Flour Mills Co. in connection with their new mill in St. Boniface, Winnipeg, was used for the first time recently and everything found to be in splendid working order. There are seven motors working in connection with the plant of the elevator, the power for which is supplied at present by the Winnipeg Electric Railway Co. The company are now prepared to take in wheat, and it is expected that the mammoth mill will be put in operation about June 15.

### FLOUR MILLS CLOSE DOWN.

Over half the flour mills of Minneapolis have shut down. "There is no demand for flour; our sales have dropped off heavily and we are forced to suspend operations for the next two weeks at least," declare the millers.

### WORLD'S WHEAT SUPPLY.

The world's stocks of flour and wheat March 1, as compiled by the Daily Trade Bulletin, were the largest in more than seven years, being 208,704,000 bushels, as against 181,902,000 bushels a year ago. The increase in February was 4,935,000 bushels, as compared with an increase of 2,140,000 bushels in January and a decrease of 2,896,000 bushels in February, 1905. American stocks are 112,000,000 bushels, a decrease of 8,000,000 bushels in February, and are 27,000,000 bushels more than last year. European stocks in store and afloat, increased 12,842,000 bushels during February, and are 96,554 bushels, or 110,000 bushels less than last year.

### A SCHEME TO INSURE GRAIN ELEVATORS.

Grain dealers of the Dominion have in process of incubation a scheme for forming an insurance syndicate to insure all elevators and their contents. In a circular issued it is shown that while grain elevators have paid to insurance companies something like \$446,000 in the past four years, losses by fire on this class of risks have been but \$40,000, leaving profits to the companies of about \$400,000.

In the scheme outlined each elevator will be called upon to contribute a cer-

tain amount as capital towards the formation of company.

### MONTREAL MARKETS.

#### Flour.

Very good business is reported in flour at the prices quoted, which are unchanged since last week. Nothing new is expected to develop in the near future. Prices, it is thought, will remain as they are for some time.

Winter wheat patents.....	4 40	4 50
Straight rollers.....	4 00	4 10
Extra.....	4 10	4 20
Straight rollers, bags, 90 per cent.....	2 00	2 10
Royal Household.....	4 10	4 20
Glenora.....	4 10	4 20
Manitoba spring wheat patents.....	4 10	4 20
" strong bakers.....	4 00	4 10
Buckwheat flour.....	2 10	2 20
Five Roses.....	4 00	4 10

#### Grain.

The grain market is very quiet just now. The demand both local and export is dull. There has been a slight decline in oats, and a small rise in corn, otherwise quotations remain unchanged.

No. 4 barley.....	0 47
No. 2 white oats.....	0 39
No. 3 white oats.....	0 38
No. 3 yellow corn.....	0 51
No. 2 peas, basis 78 per cent. points.....	0 76

#### Rolled Oats.

The rolled oats market is slowly recovering from the effects of the recent price cutting war among Ontario millers. There has been a short small drop in prices since last quotations.

Fine oatmeal, bags.....	2 20	2 40
Standard oatmeal, bags.....	2 40	2 50
Granulated.....	2 40	2 50
Rolled oats, 90-lb. bags.....	1 90	2 10
" 80-lb. bags.....	1 80	2 00
" bbls.....	4 25	4 40

#### Feed.

There is a splendid demand for both Ontario and Manitoba bran and quite a business is being done in these two; but outside of this there is not a great deal going on.

Ontario bran.....	19 50	20 00
Ontario shorts.....	20 00	21 00
Manitoba shorts.....	19 40	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 local hay situation is not very satisfactory to dealers. The demand is none too good, considering the stocks on hand. Prices are rather lower than they were last week.

In the United Kingdom a similar state of affairs exists to a certain extent. The demand is much smaller than the supply and prices have dropped considerably, quotations by latest cable being 55s. c.i.f. A further decline is expected unless the shipments from this side cease.

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

## SEED CORN

Try us for choice seed corn naming varieties required—germination guaranteed—samples and prices on application.

**FRED B. STEVENS & CO., Chatham, Ont.**

towards the for-

MARKETS.

is reported in  
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the near future  
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.....	4 40	4 79
.....	4 00	4 50
.....	4 10	4 99
.....	2 00	2 50
.....	4 19	4 99
.....	4 10	4 99
.....	4 00	4 50
.....	2 00	2 50
.....	4 00	4 50

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.....	0 51	0 51
.....	0 76	0 76

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.....	2 40	2 50
.....	1 99	2 10
.....	1 80	2 00
.....	4 25	4 40

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.....	18 50	19 00
.....	21 00	21 00
.....	25 00	25 00
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.....	8 00	8 00
.....	6 50	7 00
.....	5 50	6 00
.....	5 00	5 00

CORN

rn naming varieties  
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Chatham, Ont.

**"MADE IN CANADA"**

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

**Shredded  
Whole Wheat**

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

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

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

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

**Canada Flakes**

*Just a little bigger than the rest,  
Just a little better than the best.*

Less than a year ago this delicious cereal  
food was placed on the Canadian market.

It was made in Canada of good Mani-  
toba No. 1 Hard Wheat.

It was put up in a handsome package  
that indicated its Canadian origin.

The trade liked it. The consumer liked  
it. It proved the most popular Cereal  
wherever tried. A trial order will con-  
vince you.

**Peterborough Cereal Co. Limited**  
Millers  
**PETERBOROUGH**  
ROELOFSON & ROELOFSON, Ontario Sales Agents  
152 Bay Street, TORONTO

**WESTERN CANADA  
FLOUR MILLS CO., Limited**

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

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

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**



**TORONTO MARKET.**

**Flour.**

There has been only very ordinary demand for flour since our last issue. Orders have been practically on a hand-to-mouth basis as far as domestic trade is concerned. Markets are weak, but prices remain as last quotations on a nominal basis. The eccentric movements of the wheat markets have not materially affected the flour quotations.

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.**

There is still an unsettled feeling about the grain market. Prices have continued the weakness reported in our

**The GRAY, YOUNG & SPARLING CO., Limited**

**Salt  
Manufacturers**

Granted the highest awards in competition with other makes.

**WINGHAM**

Established 1871

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.

**QUANCE BROS.**

MILLERS OF CHOICE

**WINTER WHEAT and MANITOBA FLOUR  
BUCKWHEAT and RYE FLOUR**

WRITE FOR QUOTATIONS.

DELHI, ONT.

**A. A. McFALL**

**Miller and Grain Merchant**

Bolton, Ontario, Canada,

Write for Samples and Prices

**ROLLED OATS**

Every sack of our ROLLED OATS that you sell sells more. We know it. You should try it.

**Woodstock Cereal Co., Ltd.,  
WOODSTOCK, ONTARIO.**

Last and quotations stand at from 1c. to 2c. below previous lists. It is felt on the market that prices will still further decline before any reasonable basis will be fixed. Buyers are slow to move although fair activity has been in evidence.

(F.o.b. elevator; 4c. more N. Bay.)		
Manitoba wheat, hard, No. 1, normal.....	0 87	0 83
" " " " Northern No. 1.....	0 82	0 80
" " " " " " No. 2.....	0 73	0 73
" " " " " " No. 3.....	0 75	0 75
Red, " " per bushel. 78 per cent. points.....	0 75	0 75
White, " " " " " " " " " " " " " "	0 75	0 75
Mixed, " " " " " " " " " " " " " "	0 73	0 73
Spring, " " " " " " " " " " " " " "	0 73	0 73
Goose, " " " " " " " " " " " " " "	0 73	0 73
Barley, No. 1, " " " " " " " " " " " " " "	0 48	0 49
" " No. 2, " " " " " " " " " " " " " "	0 46	0 46
" " No. 3x, " " " " " " " " " " " " " "	0 44	0 44
" " No. 3, " " " " " " " " " " " " " "	0 34	0 34
Oats, white, " " " " " " " " " " " " " "	0 33	0 33
" " mixed, " " " " " " " " " " " " " "	0 27	0 27
Pear, " " " " " " " " " " " " " "	0 49	0 49
Buckwheat " " " " " " " " " " " " " "	0 69	0 70
Rye, per bushel. " " " " " " " " " " " " " "	0 69	0 70

**Breakfast Cereals.**

The cereal market shows no change since our last issue. The condition is a most unsatisfactory one as regards bulk cereals, there is little or no uniformity as to price. Buyers are falling into the old plan of setting prices of one dealer against another until quotations are practically 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 00
" " " " " " " " in wood.....	4 25
" " " " " " " " for broken lots.....	4 20

**N. B. MARKETS.**

**Flour, Feed and Meal.**

In flour there is little change; market seems somewhat unsettled.

Oatmeal is unchanged at the lower price.

Cornmeal is also easy. Beans keep easy; there is but a fair sale. Yellow Eyes and whites about same price. This is extremely low for yellow eyes, which have sold quite freely.

Seeds are higher, clover particularly.

**VISITORS FROM NEWFOUNDLAND**

T. A. MacNab, of the firm of W. Munn, St. John's, Newfoundland, is present in Montreal. During his stay he paid a visit to the offices of the Canadian Grocer. Mr. MacNab, who was formerly with Mathewson's Sons, wholesale grocers, Montreal, representing them in the city for nearly three years, went to Newfoundland about thirteen months ago and joined Mr. MacNab in the manufacturers' agency and brokerage business, and he reports most satisfactory trade. Among the number of firms represented by them are the Edwardsburg Starek Co., F. F. Dalley Co., Hamilton; Lake of the Woods Milling Co.; A. F. McLaren Imperial Cheese Co.; Truro Condensed Milk Co.; Canada Salt Co.; Canada Maple Exchange and Goodwillie & Sons. Of foreign firms they represent the Cudahy Packing Co., South Omaha, U.S.A.; Jas. Robertson & Sons, Paisley, Scotland, jams, jellies, etc.; and Bendorp's cocoa and chocolate. They are also large importers of Ceylon teas, having the sole control of the well-known Bee brand package goods. Mr. MacNab stated that the past season was a most satisfactory one for cod fish, as prices obtained were exceptionally high. Business generally is the Ancient Colony is good, and promises better for the future. Mr. MacNab will be in Montreal during the next week or so, as he is making arrangements for representation of other large firms.

**A NEW FISH COMPANY.**

A new company is being formed in Prince Albert, Sask., to be known as the Saskatchewan Freezer Company. The company proposes to take the fish from the northern lakes and keep them in cold storage till Summer and then ship in refrigerator cars all along the lines of railway that radiate from Prince Albert. There are millions of the finest salmon trout, white fish and pickerel in the northern lake and the new company propose to handle these fish on a large scale all the year round.

Their plant will be a modern one and will have a capacity of about four hundred cars of fish to start with.

The fish industry at Prince Albert is already assuming large proportions and the new company think they have solved the difficulty of handling the fish business during the Summer months.

**FRUIT AUCTION IN MONTREAL.**

At the fruit auction which took place on Mountain street, Monday morning, March 12, the following sales were made: 3 cars oranges at \$3 to \$3.35 per crate; 1 car Mexican oranges at \$2.50 per crate; 2 cars lemons at \$2.50 per crate; 2 cars apples at \$3 to \$4.85 (averaging \$4 to \$4.25 per barrel).

**ENLARGING STEAM CAPACITY.**

T. Upton & Co., jam manufacturers, Hamilton, are planing to enlarge the steam capacity of their plant by the addition of a large boiler room and installation of a new one hundred horse-power boiler. In recent years their plant has been increased several times without increasing the steam power. The projected improvement will put their factory in good shape.

California Wash  
have to be shipped  
ice from now on,  
advance of 25c. per

Are offering this  
prices:

car Ro  
2 cars C  
1 car A  
1 " Ca

brands, all f

Have also car  
St. Nichola  
Kicker

LEM

Also full supply  
TABLES, etc.

Cucumbers, Bos  
California

Sweet Potatoes, I  
Pineapples,

Lettuce, Radish

SEND US YO

McWILLIAM

Mc.

25-27 Church

**DRIED**

We pay the high  
bright dry quarters  
remittance.

**THE W. A.**

Packers and

57 Market St.,

**BASK**

We make the  
sizes. We ha

Patent Strawbs

Grain and Ro

Clothes

Butcher

In fact all kinds; be  
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THE...

Oakville I

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**FOUNDLAND**

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vement will put ...  
shape.

California Washington Navels will have to be shipped from there under ice from now on, which means an advance of 25c. per box

Are offering this week at the old prices:

- car Rose
  - 2 cars Chinook
  - 1 car Arch
  - 1 " Carnation
- brands, all fresh arrivals

Have also car

- St. Nicholas } brands
- Kicker }

**LEMONS**

Also full supply of FRESH VEGETABLES, etc.

- Cucumbers, Boston Head Lettuce,
- California Asparagus,
- Sweet Potatoes, Bermuda Potatoes,
- Pineapples, Rhubarb,
- Lettuce, Radish, Onions, etc.

SEND US YOUR ORDERS.

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**

There has been no feature of particular interest in the Dominion situation during the week under review. From all points a steady, progressive trade is reported.

The condition in the Maritime Provinces is one of fairly good activity, the bulk of demand running on apples, and any good quality fruit commands high figures.

At Montreal and points east, dealers are somewhat discouraged at the trade; whilst demand is firm, still there is not that life and spirit on the market that is usually apparent at the opening of Spring.

At Toronto and western points a much better report is in evidence.

It has been frequently noted that oranges have been making considerable headway since the opening of the year, and values have in consequence been well maintained, with prospects of advancement at no great distant date. Recent sales at New York all speak of enhanced prices, especially for medium and small fruit. The larger fruit was not so well competed for and in consequence was not so strong.

The lemon situation is still a strong one and likely to continue so, on account of light supplies from primal points.

The first arrival of the Sama banana crop has reached New York since our last issue, and sold well, although reports are that quality was not well to the front. It is, however, thought that future arrivals will be fuller and better.

**FRUIT TRADE OF MIDDLE CANADA**

The fruit industry of the Niagara peninsula, confined though it be to a very small area, turns into the pockets of the growers between the middle of May and the end of October from a million to a million and a half dollars. That is an estimate by a man very intimately associated with the fruit industry, and one of the largest dealers on the distribution side. The fruit area is more limited than most people imagine, or perhaps few of the multitudes who enjoy the luscious children of the sun and soil ever paused to think of it. The district is in two parts. From Port Credit, a few miles west of Toronto, to Waterdown, within hail of Hamilton, and extending back from the lake three or four miles—that is the smaller portion. The other is the narrow strip of territory between the lake and the uplands, beginning a little east of Hamilton, where it is quite narrow, to the southern side of the peninsula, where it widens out as far as the Falls.

**The Four Interests.**

Think what strenuous effort is involved in gathering, marketing and distributing in practically four months, from so re-

stricted an area, a million to a million and a half dollars' worth of small fruits, berries, peaches, pears and grapes, besides great quantities of apples and vegetables. There are four parties to the transaction—grower, wholesaler or commission man, retailer and consumer. The grower and consumer are the important people and no one more readily than the progressive and thoughtful commission man or retailer will admit that in all matters relating to the fruit industry it is the interest of the grower and consumer that must finally and permanently prevail. But the other two, who form the means of communication between the grower and consumer, are important considerations. The retailer is a fixed quantity, but the commission man or wholesaler—well, the former often wonders if he couldn't get along very well without him. The grower covets or rather regrets the 10 per cent. commission. But the fact is that the wholesaler is becoming a more important and stable factor in the fruit industry.

**Commission Men Going.**

The tendency both in the domestic and export fruit trade is towards the actual purchase of the fruit by the wholesale middleman f.o.b. at the point of production. It may surprise some, even of the trade, to learn that last year in the Niagara district 60 per cent. of the fruit was purchased outright by the wholesaler and only 40 per cent. was consigned to commission.

Just here it might be well to insert a note of explanation and warning. Inquiry has shown that it is somewhat difficult to obtain exact statistics of the fruit industry. The collection of them is a task the Government might very well undertake. The figures submitted in this article are not official, but are approximations by the best informed and most capable men associated with the business.

But to proceed. The manager of one of the trading companies stated to The Canadian Grocer that in five years, he believed, all of the fruit of the district would be sold outright by the growers, f.o.b., and the commission business would be a matter of history. Last year some of the leading commission houses had sent out purchasing agents where consignments were not as large as they would like. The tendency in regard to the export trade was evident at the Fruit Growers' Association annual meeting last year. A. E. Sherrington, in a report on co-operative associations, said:

**When the Fruit-Growers Met.**

"After visiting all of the principal fruit markets in England and Scotland, I am more convinced than ever that co-operation among the growers and shippers of Canada and other countries is an absolute necessity if the growers are to retain that market and receive a share of the profits on the products of the orchard. I saw some dickering in Great Britain last Summer that could scarcely

be called square dealing, in fact, it was anything but square. Who was the loser in this particular transaction? No one but the shipper. The commission merchant had his commission and was at no loss. The time is coming when our fruit and other produce will be sold f.o.b. here instead of by consignment."

#### On Comfortable Terms.

Taking them as a whole, the Ontario commission men are on comfortable terms with the fruit growers. A grower ships a consignment of fruit this morning and tomorrow morning he gets a report from the commission merchant. His neighbors have the same for their consignments to other houses. They compare notes and if he doesn't like his returns he can change his commission man next day.

#### Existence Tends to Doubt.

But in regard to western and Old Country shipments when nothing is heard of the consignment for ten days or a fortnight this simple solution does not apply.

The Ontario shipper has about the same regard for the western dealer as the child has for the fire after it has been burnt. Here's a little incident that happened last year. A man in Toronto sent a carload of apples, 192 barrels, to a wealthy Winnipeg firm, the rate quoted being \$3.25. The bill of lading was made to the bank. He got a wire stating that the apples had arrived in very bad condition and he would have to throw off 50c. a barrel or they would have to turn them down. He wired a friend in Winnipeg to look at the apples and sell them for what he could, and gave him an order on the bank for the bill of lading. He went first to the consignee and they would not let him even see the apples, so he went to the C.P.R. freight agent and he told him to get his bill of lading and the car was his. He did, and found the apples in first-class condition. He sold the apples to the original consignees at \$4.50. They had to have them because they had already sold them, and they explained their 50 cents off demand as a mistake.

#### Market of the Future.

That's a story from the Ontario end and may illustrate only a point of view. It is a fact that 300 cars of small fruits were shipped last season from the Niagara district into Manitoba and the Northwest. One firm alone shipped 146 cars and the fruit arrived almost without exception in first-class condition. There was some wasting of plums because of faulty packing. "One bad plum," said an expert, "will do more damage than a gas stove."

This fruit was all shipped by fast freight and the time to Winnipeg was five days. The C.P.R. runs daily out of North Bay a first-class freight that operates on schedule time. The time will come when special fruit trains will deliver daily to the people of Manitoba and the west the fruit of the Niagara district. The market is there. The people are anxious and able to buy. At present there is talk of competition between British Columbia and Ontario growers. It won't be for long. The territory to be served is so great and the population is increasing so rapidly that before long the fruit gardens of Niagara and the Pacific slopes will be taxed to supply the demand.

Toronto takes about a quarter of the

fruit output of the Niagara district. The rest is scattered from the Gulf to the Rockies. There was brought into Toronto last year approximately 807,000 packages of small fruits. Ninety per cent. of it came by express.

Alex. McNeil, addressing the fruit growers' convention last year, said: "Speaking particularly of small fruits, any further expansion must be in the direction of long distance markets." The commission and wholesale men do not agree with that. The consumption of fruit in Toronto has doubled, it is said, within five to seven years, and the wholesale distributors believe it capable of much greater expansion.

#### Packing and Shipping.

But if the wholesalers do not agree with Mr. McNeil in regard to the expansion of the local market, they are one with the leaders among the growers in advocating improved packing. The two large factors in the improvement of the fruit industry are better packing and improved shipping facilities.

"There is a good deal of slovenly packing," said a leading dealer. "If it was stopped, improved packages adopted and care taken to make the fruit look its best, the grower would reap the bulk of the advantage, just as he now pays for the defects. The improvements I suggest would increase consumption and improve prices. The wholesaler would profit by the increased trade, but the grower would be the greatest gainer."

#### Railways Slow to Improve.

On the question of better railway facilities, growers and wholesalers stand shoulder to shoulder. One prominent middleman speaking of this phase of the question illustrated the situation by one station not far from Toronto.

"What accommodation is there?" he asked. "I have seen fruit standing in the rain waiting for the train and when not in the rain it is in the sun. The growers load their own stuff. The commission men unload it. The heaviest thing the express companies have to do is to collect the charges."

The cars are better now than they were, but the temperature of a car when it reaches market full of fruit is in hot weather often between 80 and 100 degrees.

Another advantage to the trade in Toronto would be effected by getting all the fruit for the day on the market in the morning. It would save the retailer's time and he would have the assurance in buying that the market would not slump in the afternoon.

#### Views of the West.

Inquiry among the fruit men of Winnipeg shows that they unanimously recommend the Ontario grower to give more attention to his packing.

"Tell them to pack their fruit; they are not packing it now," said K. J. Johnston, of Bright & Johnston, Winnipeg, when asked what he had to say to Ontario fruit packers.

"Ontario currants and gooseberries always come to this market packed only in market baskets and there is a big loss every season. This fruit is packed about as carefully as one would pack potatoes. Currants and gooseberries should be packed in small strawberry boxes and shipped in strawberry crates."

#### Copy California.

"As to pears, tomatoes and peaches, they should be wrapped separately in paper and packed tightly in baskets or crates in the same way that California fruits are packed. Ontario tomatoes come in here in baskets with green and ripe fruit mixed indiscriminately; the consequence is that the hard green tomatoes crush the ripe ones and about half of what comes to Winnipeg from Ontario is damaged in this way."

"Pears are often shipped out here in cars with other goods and they are badly bruised when they arrive here. The Ontario shippers must pay more attention to careful and scientific packing if they want to extend their business in this market."

#### Barrels for Apples.

"What about Ontario apples," queried The Canadian Grocer.

"There is no necessity for putting Ontario apples in boxes," was the reply.

"A few shippers have been sending out apples in boxes, but there is no need of this if the apples are graded properly. The Winnipeg fruit men have made certain recommendations to the Ottawa Government regarding the grading of apples. They are asking that the XX apple be the same as the XXX apple except in respect to size and color. It must be a good sound apple."

#### Missing a Great Opportunity.

R. A. Rogers, head of the fruit and commission house of R. A. Rogers & Co., said there was great necessity for the more careful packing of Ontario small fruits as Ontario shippers were losing a big trade in the western market by their inattention to this important matter. He was much interested in the requests of the Winnipeg fruit men for a change in the law regarding the grading of apples.

#### B. McDonald.

B. McDonald, manager of the Ottawa Fruit and Produce Exchange, said that the greater part of the Ontario small fruits arrived in Winnipeg last season in fairly satisfactory condition, but at the same time there is great room for improvement before the Ontario shipper can get the hold on the western market that he should have. A neater package is required for plums in order that the Ontario article may compete with the American and the British Columbia plums.

"Our system of handling fruits," said Mr. McDonald, "is by auction, and we think that in that way every package of fruit must stand on its merit; hence we watch qualities and packing pretty closely."

"Pears and tomatoes should be wrapped in paper and packed tightly in baskets or crates if they are to arrive in this market in good condition."

"British Columbia fruit has given good satisfaction on this market and generally speaking it is becoming more popular than the Ontario. The apples seem to be more uniform in quality."

"As to the packing of B. C. fruit, it is fairly satisfactory, but more attention should be given plums and pears."

## USEFUL

Probably no time than the present count of the prospective English export opponents to Canada are our order; they have secured the trade if they do so, and the nation most carefully

An estimate, pending official figures, give ports of American Kingdom as upward half million dollars during the past five years for American Kingdom increased

These statements to the Canadian fruit possibility of fruit trade to certain figures reported is taken of the fact that it is a constant, it will be easier to be practical Detroit Business recent issue gives under the heading, "portations," which reading to those who in the fruit question that during the American apple Kingdom had increased one million two hundred and forty thousand to say:

"The producers and shippers of this country from the energy of the British fruit, than from any other world. The figure of that assertion will that initiative and methods are as valuable and extending as the natural climate existing in this country. A furnished by the relative to a part with what results during the five year market for Canada increased nearly 10% of the sales during four million two thousand dollars.

"England is the world's largest fruit and fruit merchant and fruit that commercial; least, and where it comes the decay in the marketing of good will of the British will be the powerful our fruit markets the world. Consider selfishly, it appears the British market any other in the world; of this nation for American per cent. that of the second highest on fruit markets in Dutch India are taking two million fruits yearly. Consider the British Isles, 1

### USEFUL POINTERS ON FRUIT EXPORT

Probably no time is more opportune than the present moment to take account of the prospects and conditions of the English export market. The great opponents to Canadian fruit on that market are our cousins across the border; they have set themselves to capture the trade if there is any possibility of doing so, and have studied the situation most carefully.

An estimate, pending the completion of official figures, gives the last year's exports of American fruit into the United Kingdom as upwards of eight and one-half million dollars, and states that during the past five years the fruit market for American products in the United Kingdom increased fully 95 per cent.

These statements are full of meaning to the Canadian fruit grower; it means the possibility of extending Canadian fruit trade to certainly an equal extent as these figures represent. When account is taken of the fact that the British demand is a constantly increasing quantity, it will be easily seen that the possibilities are practically unlimited. The Detroit Business Man's Magazine in a recent issue gives an instructive article under the heading, "American Fruit Exportations," which will be instructive reading to those who have vital interests in the fruit question. After stating that during the last five years the American apple export to the United Kingdom had increased in value from one million two hundred and fifty thousand dollars to three million seven hundred and forty thousand dollars, it goes on to say:

"The producers and commission merchants of this country have more to fear from the energy of the Canadians in supplying the British market with certain fruit, than from any other source in the world. The figures desired to support that assertion will likewise demonstrate that initiative and honest, modernized methods are as vital factors in maintaining and extending British fruit markets as the natural resources and favorable climate existing in such abundance in this country. A glance at the figures furnished by the Canadian authorities, relative to a particular fruit, will show with what results their efforts have met. During the five year period, the British market for Canadian apples has likewise increased nearly 100 per cent., the value of the sales during the latter year being four million two hundred and eighty thousand dollars.

"England is the clearing house of the world—her geographical position, merchant marine and fiscal system rendering that commercial advantage certain at least, and where it is possible to overcome the decaying influences of distance in the marketing of fruit, the continued good will of the British commission men will be the powerful factor in increasing our fruit markets in other portions of the world. Considered, too, in another selfish light, it appears that even to-day the British market is more valuable than any other in the world to the fruit producers of this nation. The British market for American fruit exceeds by 100 per cent. that of Germany, which is the second highest on the world-list. The fruit markets in the Netherlands and Dutch India are third in the list, each taking two million dollars' worth of our fruits yearly. Comparatively speaking, the British Isles, leading three or four

other countries, absorbed during the year indicated, 50 per cent. of the seventeen million dollars' worth of fruit exported by the United States. Our real interests, then, lie in the cultivation of the British market; knowing that the confidence of their merchants and the favorable taste of the retail public will assure an increasing market in the kingdom and an enlarged demand throughout accessible dependencies.

"It is apparent that the apple, more than any other fruit, has found favor with the people. The producer and commission merchant must understand that the market for expensive fruits is necessarily limited because of the vast working population compelled to live on a narrow margin of wages. But whenever continued employment affords a degree

of prosperity, the Baldwin and the Spy are the favorites of the working people. "Pears, including in particular Bartlett's, Bosc, Dutchess and other varieties find a ready market in England, and Consul Day reports that in the Bradford market, the varied canned fruits prepared by American houses are receiving increasing attention upon the part of commission houses and small merchants.

"It may be proper to remark at this juncture that more credit is due to our natural resources, coupled with the slight tariff levies of England, than to the wisdom displayed by our commission men in handling this feature of export trade. The latter can win the commendation of publicists by readily eliminating such questionable methods as have retarded the development of trade in general, and by adopting those systems which experience demonstrates is winning increasing fruit trade for Can-



Three Dominion Fruit Inspectors at the Ontario Horticultural Exhibition.

P. I. Carey. A. McNeill (Chief). A. Gifford.  
Giving final decision. "A ticklish proposition."

### THE GREAT WEST AS A MARKET FOR FRUIT.

The growth of the Great West is so rapid and unexpected that it is really questionable whether its possibilities as a great market for both eastern and British Columbia fruits is realized. In a recent report by Inspector Philip, of Winnipeg, some idea is given of the vast importance of these fields.

Mr. Philip recently took a trip through Saskatchewan to Prince Albert, and in his report to the Fruit Division at Ottawa says:

"In June, 1902, I covered the same ground in connection with the enforcement of the Fruit Marks Act. The progress which this country has made since that time has been far in excess of what I had expected, although I have kept close track as I supposed of the improvements which this country is mak-

ing. Towns have sprung up in many localities, prosperous and thriving, where on my previous trip there was nothing to distinguish them from the rest of the broad prairie. Other places consisting then of only a few shacks and a name are now bustling busy towns, in many instances commercial centres of no small importance such as Rosthern and Saskatoon.

"The situation in Saskatoon will illustrate a common experience throughout Manitoba and the new provinces. On my previous visit it consisted of two stores, a few dwelling houses and one very ordinary hotel, and was practically of no importance at all as a fruit market.

"One merchant told me that in October, 1902, he started a small fruit store on an exceedingly limited scale; to-day he has a stand that without the buildings is estimated to be worth \$12,000 and the stock worth \$40,000. His fruit deals on my first visit consisted of a few baskets; this year he handled seven carloads of British Columbia fruit and two carloads of Ontario fruit with several smaller lots of grapes. The British Columbia fruit was mostly berries—and this in a place that four years ago was almost unknown.

"It might be well to say, in this connection, that this merchant says he has no use at all for Ontario small fruits except grapes. Ontario apples he is glad to handle.

"Although Saskatoon is here used it is only a sample of what is taking place over thousands of miles of territory, and will illustrate the enormous growth of the northwest trade in fruit. At the same time it demonstrates the fact that the Ontario fruit growers are not making a successful bid for the trade in any lines but apples and grapes, while British Columbia is finding a market."

**A WARNING TO FRUIT-GROWERS.**

An interesting interview on the fruit situation in California was recently published in the Montreal Herald between the correspondent of that paper and Mr. R. A. Carruthers, a McGill graduate, and who is now proprietor of the San Francisco Bulletin.

The substance of the interview reads as a salutary warning to Canadians against permitting the system of monopoly to reach the development which it has attained in the United States.

Mr. Carruthers says California has been extraordinarily prosperous in recent years and the city of San Francisco, which has now with its suburban and adjacent municipalities, a population of half a million souls, has benefited enormously by the trade with the Philippines, which has reached as high a figure as \$1,000,000 a month.

**Fruit Pays Better than Wheat.**

The basis of the prosperity of that part of the Pacific coast, Mr. Carruthers said, is the growing and shipment of fruit. The wheat farms which have been turned into fruit farms are yielding their occupiers from \$500 to \$600 an acre—and before the fruit age they were worth just what the ordinary wheat lands in Canada would bring. Great areas of country that were once barren deserts are now smiling orchards, orange groves and vineyards, the transformation having been effected by irrigation which has reached a degree of development there that is seen nowhere else.

**Iced Car Monopoly.**

But in this fair Eden there is the trail of the serpent and it lies in the iced refrigerator car that transports California's choicest fruits down east.

These cars are not owned by the railway companies there, but by the great Armour packing houses, who have a monopoly and practically control the railways.

The practicability of the shipment of fruit in a thorough iced car service was demonstrated about the time Mr. Carruthers went to California, experiments having been made by the Thomases of Chicago, and the Hubbard Brothers, but their greed was their undoing for it brought into competition the Earl Fruit Company, one of the largest shippers in California, backed by Armour, organized refrigerator car lines. This routed the Thomases.

Armour having got his finger into the pie determined to have the whole of it. Having crushed all, he broadened his activities and to-day owns and operates some 14,000 refrigerator cars worth over \$14,000,000, and he not only controls most of the fruit transportation of California, but in a measure the destiny of the fruit growers and penetrates the peach growing districts of Michigan and Georgia, and the strawberry fields of North Carolina.

**Enormous Express Charges.**

Armour acquired a domination over the railways by demanding that they should make contracts with him for the exclusive use of the Armour refrigerator cars. Armour replied to the shippers, who were furious in their complaints, "why don't you get your own cars?" but if they had got them they would have been of no use for no railway in all the fruit growing country was at liberty to use any cars except Armour's, who charges for the service four or five times as much as it would cost if the monopoly were broken.

**The End in View.**

"But," said Mr. Carruthers, "the end is in sight. President Roosevelt has taken the matter up and a bill is before Congress which will release the fruit trade from this bondage and make the railways do their duty in the matter of refrigerator cars."

**MONTREAL INTEREST IN OTTAWA MEETING.**

The approaching meeting of the Canadian fruit growers, which takes place in Ottawa on March 20, is causing much discussion in Montreal among fruit dealers and also among the retail grocers, many of whom handle fruit in various forms. The suggestion that a meeting should take place has been made many times and now that one has been arranged for much business will be gone through, it is expected.

Representatives will come from all over Canada, so that the provinces will all be well represented. Exactly what will be done it is of course impossible to tell; many matters will doubtless be discussed which will affect the fruit trade and allied industries. In Montreal especially, where so many are interested in the fruit business, interest is very great and the city itself will send delegates as well as other parts of the province, so that the interests of this large centre of the fruit trade may be well represented.

**EVAPORATED APPLES—IMPOR-TANT DECISION.**

The judgment of the Superior Court was maintained in the appeal made by Dougall in the case of Dougall vs. Chouillou. The Superior Court some time ago awarded Chouillou \$1,232, being the amount lost in a transaction over 1,000 cases of dried apples. The case is briefly this:

In October last Chouillou purchased the apples from Dougall at 6½c. per lb., f.o.b. point of destination, with the express understanding that they were to be "prime Fall fruit." To fill the order, Dougall bought 500 cases from Amos H. Baker, of Picton Ont., and 500 cases from Landy & Pease, Wallaceburg, Ont. Dougall was apparently under the impression at the time that the fruit was to be delivered at Montreal, when instead of this Chouillou ordered them to be shipped to New York, he objected, pointing out that inspection there was not the same as in Canada, and that there was a possibility of the fruit not being accepted. However, upon receipt from Chouillou of a letter stating that he was not bound to guarantee that the apples would be accepted there, but merely that these were prime Fall fruit, he caused the two cars to be forwarded to the destination indicated.

According to agreement, Dougall was to allow respondent's representative to examine the fruit upon its arrival in New York. Instead of this he commissioned one of his agents to select samples and forward them to respondent. Chouillou declared himself satisfied with the fruit, paid over the contract price to Dougall. Subsequently, the inspector of Coffin & Co., the buyers of the apples, pronounced the fruit of inferior quality, whereupon Coffin & Co. refused to accept it. Chouillou called upon Dougall to relieve him of his position, but appellant answered that his transaction was at an end, as the goods had been bought and paid for.

Upon Dougall refusing to submit the matter to arbitration, Chouillou notified him that he would hold him responsible and that he would cause the fruit to be sold at his own risk. Appellant then had the apples examined by another expert and found the report of Coffin & Co.'s inspector to be practically correct.

Meanwhile a broker named Mearns offered to negotiate a sale, but refused to disclose the name of the buyer. Chouillou finally accepted, and the apples were sold for 4½ cents per lb. After the transaction Chouillou found out that the buyer was Dougall, whereupon he sued him for \$1,232, being the difference between the price paid to Dougall and the price of sale plus the profit that he would have realized had the fruit been accepted by Coffin & Co.

The Superior Court decided in his favor and awarded him the amount, whereupon Dougall went to appeal on the following grounds: 1. Chouillou having accepted the fruit upon receipt of samples, had no further recourse. 2. That the action had been taken too late. 3. Because Chouillou had failed to establish satisfactorily that the apples were of an inferior quality. 4. The recourse taken by Chouillou was not permissible by law.

The Court of Appeal, presided over by five judges, maintained the judgment of the Superior Court, and dismissed the appeal by a majority of three against two, the dissentients being Judges Hall and Trenholme.

**MONTREAL**

The fruit market, sent, the demand weather is such to the fruit trade coming in as if prices of all fruit perhaps this market with the scarcity it is California navel, are the command \$3.50. oranges is limited over. Apples at prices indicate.

The unprecedented fruit in the United States is the reason for the Messina blood oranges, Oranges, Florida, case Tangerines Navel, per lb. Dates, per lb. Bananas, per bag of 10 Pineapples Jamaica grape fruit, per Apple Lemons, per box Jamaica oranges, per bb Grapes, Almeria, extra Fancy Choice Cranberries, N.S., non Cape Cod, Spanish onions, cases Grape fruit, Florida

The vegetable present. Prices much recently and lines coming in certain vegetables expected that in a will be on hand. of tomatoes is high is to be obtained market from \$6. is in good demand. Celery but owing to the price is advancing per crate is asked

Potatoes, per bag Parsley, per doz. bunches Sage, per doz. Savory, per doz. Green peppers, per basket Home-grown cabbage, per Cabbage, Florida, bbl. c Tomatoes, Florida Egg plant, per doz. Red onions, bbl. Turnips, bag. Water cress, per doz. Grand Rapids lettuce, per Boston lettuce, per doz. Sweet potatoes, per basket Celery, per crate Spinach, per bbl. Cucumbers, per doz. New potatoes, per bbl. Mushrooms, per lb. Broad beans sprouts, per quart Carrots, per bag. Home radish, per lb.

**ONTARIO**

The fruit trade prices are firm a tendency to advance very active demand as last week, but advance of 25 cent statement quoted had begun was possible have advance fruit can be had as last week, but moved up. Last were auctioned in price was \$3.80. The crop of coming in very strong were coming in

**PLES—IMPOR  
VISION.**

Superior Court appeal made by Dougall vs. Superior Court some Chouillou \$1,232, in a transaction tried apples. The Chouillou purchased at 6 1/2 c. per lb., with the exception that they were to fill the order from Amos H. Wallaceburg, Ont. under the impression that the fruit was from Montreal, when in fact they ordered them to work, he objected, section there was Canada, and that of the fruit not ver, upon receipt after stating that guarantee that the accepted there, but prime Fall fruit, s to be forwarded cated.

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decided in his fa- he amount, where- appeal on the fel- Chouillou having a receipt of sam- ecourse. 2. That ken too late. 3. failed to establish apples were of an he recourse taken t permissible

presided over by the judgment of nd dismissed the of three against being Judges Hall

**MONTREAL MARKETS.**

**Green Fruits.**

The fruit market is dull just at present, the demand being very light. The weather is such as should be beneficial to the fruit trade, but orders are not coming in as fast as they might. The prices of all fruits are very high and perhaps this may have something to do with the scarcity of good business. As it is California oranges, particularly navels, are the best selling fruit; navels command \$3.50. The supply of Jamaica oranges is limited as the season is about over. Apples are very scarce and as prices indicate, expensive.

The unprecedented great demand for fruit in the United States is given as the reason for the high prices prevailing.

Messina blood oranges, half box.....	2 50	2 75
Oranges, Florida, case.....	5 01	5 50
Tangerines.....	3 25	3 75
Navel.....	.....	3 50
Delos per lb.....	.....	0 04 1/2
Bananas.....	1 85	2 25
Coconuts, per bag of 100.....	3 75	4 00
Pineapples.....	.....	6 50
Jamaica grape fruit, per box.....	.....	6 00
Apples.....	4 50	6 00
Lemons, per box.....	.....	2 50
Jamaica oranges, per bbl.....	.....	5 25
Grapes, Almeria, extra fancy Longkeepers.....	6 00	7 00
"    Fancy.....	.....	6 50
"    Choice.....	.....	6 00
"    N. S., nominal.....	.....	20 00
"    Cape Cod, ".....	.....	30 00
Spanish onions, cases.....	.....	2 75
Grape fruit, Florida.....	.....	6 50

**Vegetables.**

The vegetable market is very fair at present. Prices have not changed very much recently and the demand for most lines coming in is good. Stocks of certain vegetables are limited but it is expected that in a few weeks good supplies will be on hand. The really good stock of tomatoes is hard to get. What there is to be obtained, however, finds a ready market from \$6.50 to \$7. Lettuce, too, is in good demand, although rather expensive. Celery sales are reported good, but owing to the increasing scarcity the price is advancing and now \$6.50 to \$7 per crate is asked.

Potatoes, per bag.....	0 65	0 85
Parsley, per doz. bunches.....	0 40	1 00
Sage, per doz.....	.....	1 00
Savory, per doz.....	.....	1 00
Green peppers, per basket.....	.....	1 00
Home-grown cabbage, per bbl.....	0 75	1 25
Cabbage, Florida, bbl. crates.....	.....	4 00
Tomatoes, Florida.....	6 50	7 00
Egg plant, per doz.....	.....	2 75
Red onions, bbl.....	.....	3 00
Turnips, bag.....	.....	0 60
Water cress, per doz.....	.....	0 75
Grand Rapids lettuce, per box.....	2 00	2 25
"    "    per doz.....	.....	0 60
Boston lettuce, per doz.....	0 80	1 50
Sweet potatoes, per basket.....	.....	2 25
"    "    per bbl.....	.....	5 00
Celery, per crate.....	6 50	7 00
Spinach, per bbl.....	3 50	3 75
Cucumbers, per doz.....	2 50	2 75
New potatoes, per bbl.....	.....	8 50
Manitoba, per lb.....	.....	0 80
Brussels sprouts, per quart.....	.....	0 13
Carrots, per bag.....	.....	0 50
Home radish, per lb.....	.....	0 15

**ONTARIO MARKETS.**

**Green Fruits.**

The fruit trade continues active, and prices are firm all round, some with a tendency to advance. Oranges are in very active demand. Prices are the same as last week, but next week will see an advance of 25 cents a box for icing. The statement quoted last week that icing had begun was premature. Finest lemons have advanced 25 cents. The Sicilian fruit can be had at prices nearly as low as last week, but the top figures have moved up. Last Thursday 25,000 boxes were auctioned in New York and the top price was \$3.80. Receipts are light.

The crop of pines though large is coming in very slowly. Last year they were coming in here in carlots by April

**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

**\$3.80  
LEMONS**

**W. B. STRINGER & CO.**  
Sole Agents  
TORONTO and MONTREAL

That's last weeks' New York price for Lemons—they cost the Wholesaler that—now the question is, where will you get off at, Mr. Retailer—your cue is to buy ahead now a little supply of Tracuzzi's Extra Fancy Brands

"St. Nicholas" "Home Guard" "Miss St. Nicholas"

You Can Beat Them

**As Lent** is now with us you will find it to your advantage to deal with a reliable fish house, one that carries a full supply at all seasons of the year.

**THE F. T. JAMES COMPANY, Limited**

76 Colborne St. TORONTO Wire, Phone, or Mail your Orders  
33 Church St.

**Arrivals this  
Week :**

One carload Mapiolia Brand Navel Oranges.  
" Blue Star "  
" Valencia Oranges.  
" Celery.

Write us for Special Prices

**THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO**

Cor. West Market and Colborne Sts.

**THE DISTRIBUTORS COMPANY, Ltd.**

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

**SPANISH ONIONS**—Large case, \$3.00.

" " Small " 1.15.

**EX. FANCY NAVEL ORANGES**—Rapidly advancing, stock up now. Our prices reasonable.

### Be Careful

not to get mixed up in police court episodes for it may cost you the good-will of your business.

Steer clear of Jams and Jellies not guaranteed.

I offer you the

## E. D. S. Brand

at a fair price. My Jams, Jellies and Sealed Fruits in Glass are guaranteed to contain nothing other than pure fruit and the best granulated sugar.

Grocers who sell the E. D. S. Brand have no fear of the law.

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.



### WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

This design a guarantee of quality.

SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

### Manufacturers' Agents—Continued.

#### CALGARY

#### WESTERN CARTAGE CO.,

Cartage and Warehousing

Storage and Brokerage for Eastern Wholesalers. Handling and Forwarding of CAR SHIPMENTS. Largest and Best equipped STORAGE Facilities in the WEST.

To Manufacturers and Merchants—Grocery and Allied Trades—Agencies required for one or two first-class firms.

ALFRED TAYLOR, Commission Agent, SASKATOON, SASK

#### The Dominion Brokerage Co., Limited

Commission Merchants and Brokers

CALGARY and EDMONTON, ALBERTA

Excellent Trade Connection Highest References

### DRIED APPLES

BRIGHT, DRY STOCK WANTED.

#### O. E. ROBINSON & CO. INGERSOLL

Established - - 1886

#### W. H. WILSON CO., Limited

HIGH GRADE VINEGARS

CIDER AND EVAPORATED APPLES

TILLSONBURG, CANADA

### EXPERIENCED ADVERTISEMENT WRITERS

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

1, but New York advices say cargoes are light and the receipts are picked up very quickly.

Bananas are very firm at present quotations and some dealers are asking more than a week ago, but the range on the street is about the same. The demand for the fruit increases from now on and the supplies are light as yet. The trust, however, fixes prices and the consumer must pay or do without.

Oranges, California, 96's to 126's, per box	4 00
" " 150's to 176's to 200's, per box	3 75
" " 216's, per box	3 50
" " 250's to 288's, per box	3 25
" Mexican, 126's to 250's, per box	2 75
" Valencia, 420's, to 714's, per case	3 75 5 75
" Marmalade, 160's to 240's, per box	2 50 2 50
Lemons, Messina, 300's 360's, per box	2 50 3 50
Grapes, Almeria, per barrel	5 50 6 50
Cranberries, fancy Jersey's, per barrel, nominal	13 00
" " per case	4 50
Apples Spies, XXX, per bbl	4 00 5 50
" " XX, per bbl	4 00
" Baldwins XXX, per bbl	4 50
" " XX, per bbl	3 75
" other Winter varieties XXX, per bbl	4 00
" " XX, per bbl	3 00 3 50
" farmers', per bbl	2 00 3 00
Bananas, per bunch, firsts	1 75 2 00
" " Jumbos	2 00 2 50
Red bananas, per bunch	2 20 2 25
Strawberries Florida per quart box	0 60 0 64
Pineapples, Cuban's 16's, per case	4 75
Grape fruit, Florida, 48's to 80's, per box	5 00 7 00

### Vegetables.

There are no complaints on the part of dealers in green vegetables about slackness of trade. There is little new to list this week and prices have varied very little. Canadian cabbage is said to be scarce, but that feeling is limited. One market dealer said he had five tons. The price is firm though with an upward tendency. New Florida cabbage is in and is quoted at \$4.50 a crate. The quality is very fine. California cauliflower is said to be getting scarce and one dealer is asking \$4, but another was quoting \$2 a crate. California asparagus is still very much of a luxury at 75c. to 90c.

Potatoes, kiln dried sweet, bushel hamper	1 75 2 00
" " New Brunswick, per bag	0 90
" " Ontario, per bag	0 75 0 78
New potatoes, Bermuda, per bush	3 00
Onions, per bag	1 00 1 20
" " Spanish, per small crate	1 10
" " large cases	3 00
" " green, per doz. bunches	0 10 0 15
Cabbage, per bbl	1 75 2 25
Cauliflowers, California, per crate	2 00 4 00
Beets, per bbl	0 50
Carrots, per bag	0 60
Lettuce, per doz. bunches	0 30 0 35
" " imported, per doz.	0 25 0 51
" " Boston head, per doz.	1 51
Radish, per doz.	0 40 0 50
Cucumbers, hothouse, per doz.	2 20 2 75
Mushrooms, 1 lb. boxes, per lb.	0 80
Celery, Californian, per case	7 00
" " pony case	3 25
Asparagus, California, per bunch	0 75 0 90
Beans, white, prime, bush	1 75
" " hand-picked, bush	1 90
" " Lima, per lb.	0 07
Tomatoes Floridas, 6 ba ket crates	7 00
Rhubarb, 1 doz. bndls.	0 20 1 15
Broccoli sprout, pck	0 40
Spinach, bush	1 09
Leeks, per doz.	0 15
Artichokes, per peck	0 25
Parsnips, per bag	0 60
Watercress, per doz. bunches	0 20
Egg plant, per doz.	1 55
Peppers, green, per basket	1 25
Squash, Hubbard, per doz.	2 10
" " butter per doz.	2 00
Oyster plant, per doz.	0 40
Parsley, per doz.	0 30

### ST. JOHN, N.B.

#### Green Fruits.

Apples still have a fair sale. Good fruit is higher and scarce.

Oranges tend higher. Splendid Valencias and Jamaicas offered. California bloods are now here.

Bananas are more evident, but business is still very small.

Lemons while firmer are still quite low.

Grapes about out of the market. Cranberries are not seen, prices being too high.

that you

# Ice

EVE

## J. W

### To Whole

# G

is our Motto  
orders for Ca

1/4 Oil Sardin

1/4 Oil Sardin

1/4 Mustard

1/4 Tomato "

3/4 Mustard "

Also Herring  
Herring, Kip  
Clams, etc.  
lists and inf  
on request.

## CONNOR

### BLAC

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Dealers in

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1, per box	4 00
10's to 200's, per box	3 75
10's, per box	3 50
10's, per box	3 25
10's, per box	2 75
10's, per case	2 75
40's, per box	2 50
er box	2 00
er box	3 50
er barrel, nominal	6 50
er case,	13 00
er case,	4 50
er case,	5 50
er case,	4 00
er case,	4 50
er case,	3 75
XXX, per bbl.	4 00
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HN, N.B.  
Fruits.  
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# BUY SOMETHING

that you will have no trouble to sell and that your customers will **want again** and **insist** on getting

## Ice Castle Kippered Herring

in oval cans, packed in cartons, and plain label, plain and in Tomato sauce.

**EVERY CAN GUARANTEED** Now booking future orders for May delivery

### J. W. WINDSOR, - MONTREAL

**Canadian Agents:** Hamilton & Toronto, A. E. Richards & Co.  
Kingston, James Craig.  
Ottawa, James N. McIntosh.

Winnipeg, Nicholson & Bain.  
Calgary, Nicholson, Bain & Johnson.  
Vancouver, C. E. Jarvis & Co.

### To Wholesale Grocers of Canada

## GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods :

- 1/4 Oil Sardines (Sanitary can) 100 tins to case
- 1/4 Oil Sardines (Hand made) 100 " "
- 1/4 Mustard " " 100 " "
- 1/4 Tomato " " 100 " "
- 3/4 Mustard " " 50 " "

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

**CONNORS BROS., Limited**  
BLACK'S HARBOR, N.B.



**FIT FOR  
A KING  
ARE**

# King Oscar Sardines

Choicest Small Fish Pure Olive Oil No Scales or Bones	===== ===== =====	Handsome Package Moderate Price Quick Seller
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THE ORIGINAL AND THE BEST  
OBTAINABLE THROUGH MOST WHOLESALE HOUSES

Canadian Selling Agents  
**JOHN W. BICKLE & GREENING, Hamilton, Ont.**

# WATSON, BOYD & CO.

TRINIDAD, B.W.I.

**COCOA, COMMISSION AND GENERAL MERCHANTS**

Dealers in Consignments  
Promptly Attended to.  
**Canadian,** Correspondence  
**American** Solicited.  
 and **Eastern Produce**

CORRESPONDENTS :

**LONDON—Frame & Co., 21 Mincing Lane.** **NEW YORK—Frame & Co., 132 Front Street**

**Cable Address : BOYD--TRINIDAD.** **CODES USED : Lieber's, A B C, 5th edn.**  
**A1—Premier and Standard Shipping**



### ONTARIO FRUIT GROWERS AND CO-OPERATION.

A series of educational meetings for the purpose of laying before the fruit growers of Ontario the advantages which accrue from adopting the co-operative system of packing and grading are being held under the supervision of Fruit Inspectors I. J. Carey and A. E. Sherrington.

The first meeting was held at Forest on Monday, March 12. Mr. A. Lawrie occupied the chair and briefly addressed the meeting. He pointed out the great benefits to the fruit growers of Forest district through co-operation in the handling and marketing of their fruit under the management of Mr. D. Johnson, president of the association.

Mr. A. E. Sherrington, of Walkerton, addressed the meeting and took up the different questions involved in the better methods of handling and marketing fruit. He gave a very interesting account of a recent visit to Europe, telling of the impression he had received at the different markets in England and Scotland. He declared that the handling of Canadian fruit in the Old Country was far from satisfactory. He had had interviews with a number of retail merchants and consumers who all expressed themselves as tired of the present methods, namely, the passing of fruit through the hands of a long line of commission men with little or no guarantee of quality. They were ready and anxious to deal direct with growers or co-operative associations where the "pack" would be uniform, and there would be some security as to quality. The co-operative movement was fully discussed in the course of Mr. Sherrington's address.

Mr. P. J. Carey, Dominion fruit inspector, Toronto, then addressed the meeting. Briefly touching on co-operation, he contrasted the cases of the growers in districts where co-operative shipping had been done the present season, and who had realized from \$2.00 to \$3.00 per barrel for their fruit, to those of the growers of the eastern counties who had sold to local dealers at from 50c. to \$1.00 per barrel. Mr. Carey then took up the transportation question and gave an account of an experimental shipment to Winnipeg in September last, with which he had gone in charge. This gave him an opportunity of discovering many of the troubles the fruit grower has to contend with. He pointed out the bad effect of faulty packing, bad shipping facilities, and poor methods of handling fruit at the other end. He declared that in his judgment, not more than 50 per cent. of our fruit landed in a good condition in the different markets, and assured the growers that when they received but a small price for their fruit it did not necessarily follow that the consumer had received a cheap article, but instead, a damaged and often a worthless article. He urged the necessity of cooling fruit before shipment, and pointed out that the inspector's reports at the port of Mont-

real would show that the fruit in the barrels in September last in some cases showed a temperature of 85 degrees.

The meetings will be continued in the following order: Thedfords, Arkona, Belleville and Newcastle.

### NEW PACK LOBSTERS.

The new pack lobsters are now close on the market, prices however are not yet made public. The Montreal "Gazette" in a recent issue publishes an interview with a prominent packer of Charlottetown in which the situation is closely criticized, and in which he said:

"The prices for canned lobster are now as low as they will ever be. The cost of production is constantly increasing, while the supply available for canning purposes is circumscribed by various causes. Chief among these is the restriction of fishing operations by the government to prevent the extermination of the fish. As Canada furnishes the bulk of the output of canned lobster the effect of these restrictions upon the market supply can be readily appreciated. The canned product also is coming into wider competition with the fresh fish owing to the improved methods of transportation in refrigerator cars, which permit of the shipment of lobsters fresh to many inland markets which formerly were dependent entirely upon the canned article. The effect of this upon the latter is two-fold. First, by restricting the field of consumption, and second, by increasing the cost of the raw stock at the source of supply.

"The shortness of the season in which it is now permitted to catch lobster in Canada waters has caused the abandonment of cheap sailing outfits for steam vessels, which is another important item contributing to the increased cost of production. If the Canadian packers now get 25 fishing days out of the season it is all they can expect. The government regulations are very strict, the purpose being to in every way foster an industry threatened with extinction. The Canadian Government has built lobster hatcheries at various points along the coast and is alert to the welfare of the lobster fishery in every way.

"While American markets are reluctant to pay the higher prices, foreign consumers are becoming larger, in fact, the largest buyers of canned lobster. In the face of a duty of \$4, fancy goods are being imported into Germany in large quantity for the reason that retail prices for the fresh fish are proportionately very much higher than those of the canned article.

It is understood that it now takes the choice parts of not less than four lobsters to fill a 1-lb. can. At the average wholesale price of 15 cents a pound for the fish in the shell you can easily figure out what a case of canned lobster is really worth at present."

### NO DAMAGE REPORTED.

The fruit crops of Niagara district have not been seriously damaged by the alternating mild weather and frosts of the past winter.

There is every prospect of a good crop of peaches.

### JAPANESE FISH INDUSTRY.

Awaya, Ikeda & Co., whose head offices are in Osaka, Japan, and who also have an office in Vancouver at 151 East Cordova street, in charge of S. Kanada, have started another industry on this coast.

This time the Japanese have started a canning business and fish guano factory in the Queen Charlotte Islands, on what is called Hot Spring Island, which is situated about sixty miles south of Skidegate, on Graham Island. There are at present large numbers of Japanese engaged there.

Awaya, Ikeda & Co. have purchased the large river steamer Dawson, a stern-wheeler, and transformed it into a floating cannery, in which they can several species of shellfish, such as abalones, sea eggs, etc. They are also gathering and curing a seaweed, which thrives in the waters of the Pacific in the vicinity of Hot Spring Island, and which has a ready sale in Japan. Expert divers have been brought from California and Japan, who go down in the green waters of the deep sea for the shellfish.

This same firm has entered the whaling industry and is catching many whales from which it extracts the oil and uses the residue which it puts through a process manufacturing it into guano. Hot Spring Island, where it is stationed, is stated to be an ideal spot for a whaling industry, as mammals are very numerous thereabouts. It is right in the usual course taken by whalers going north and south to and from Behring Sea. At certain times of the year very large schools of whales pass in that vicinity.

Awaya, Ikeda & Co. have purchased an 1800-ton schooner from San Francisco parties, and they expect it to be turned over to them by June 1. The ship will be used for carrying the products of their canning and whaling industries to Japan. It is also quite likely that this schooner will call at Vancouver and other coast ports to take on fish put up by the Japanese for their home market.

There will not be enough business offered to keep the ship purchased by this Japanese firm plying between this coast and Japan all the year round, and if the present plans of the company are carried through, part of the time the schooner will be used as an ore-carrier. A Japanese firm is negotiating at the present time for the purchase of a gold and copper mine on Moresby Island, one of the Queen Charlotte group, and if the deal goes through, part of the time this vessel will be used for carrying ore from the mines to a smelter on Vancouver Island.

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# GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

Everybody eats

# Toblers

Delicious Swiss Milk Chocolate.

Once a customer has eaten Toblers chocolate no other make will satisfy.

Sell Toblers and your sales will repeat themselves. Your customers will tell their friends where your chocolate counter is.

Besides it pays you a profit of 33 to 70 per cent.

To be had from all jobbers or

**Maclure & Langley**

AGENTS Limited

152-154 Pearl Street, TORONTO

# STEWART'S

Delicious

**Chocolates and Bon-Bons**

Pure and Wholesome

*SPECIALTIES*

FINE CHOCOLATES

ALAKUMA

MINT LOZENGES

MARSHMALLOWS

PAN WORK

COUGH DROPS

TURKISH DELIGHT

HARD BOILED GOODS

BON-BONS

ACID FLORAL AND FRUIT

TABLETS

THE

**STEWART COMPANY**

LIMITED

TORONTO

# COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,**

**Cake Icings,**

**Cream Bars, and**

**Cowan's famous Milk  
Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED**

TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

# MOTT'S MEANS MONEY

to every grocer  
handling

MOTT'S

"DIAMOND" - and - "ELITE"

brands of

## CHOCOLATES

Every Jobber in Canada  
Knows and sells them.

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

SELLING AGENTS:

J. A. TAYLOR  
MONTREAL

R. S. MCINDOE  
TORONTO

JOS. E. HUXLEY  
WINNIPEG

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## BISCUITS AND CONFECTIONERY

### BISCUIT MEDITATIONS.

It is evident that in many grocery stores sufficient importance is not paid to confectionery lines. Why this should be so is hard to understand; confectionery should not be considered simply as a side line deserving of little or no attention, but as a component part of every up-to-date grocery.

Confectionery with many grocers is left to take care of itself. In their advertisement it is seldom mentioned, and in the store it is a little known quantity.

In many a store than is otherwise well regulated can often be seen a wooden or tin case with a half dozen compartments embellished with torn greasy blue paper and which constitutes the entire display of the store's line of biscuits. If by chance a customer sees it, as often as not some of the compartments are empty, save for an unappetizing accumulation of crumbs and small pieces in the bottom corner. If you have not a neat little biscuit case in a prominent part of the store that will command attention the moment one enters, why not have a small assortment tastefully arranged on neat little cake dishes in your showcase or silent salesman? This would do away with the crumb situation and at the same time be a tempting suggestion to the customer. One dish could contain fruit biscuits, another might have wafers, while a third could contain an assortment, and so on.

How often one sees people stop to look in a confectioner's window at an enticing display of good things, who probably had no previous thought of them, but who nevertheless turned back into the store.

Why not have your little silent salesman just as temptingly arranged and give this line a little more prominence? The staples do not need this display. Everyone knows you keep sugar, tea, coffee, coal oil and potatoes. Do they know you have this other line? Think it over. It will pay you.

### BUTTERCUP CREATIONS.

Standing in the office of a manufacturing confectioner recently, the tempting aroma of chocolates and bon-bons from the adjoining factory made the word to "come and see them created" a welcome invitation.

The general cleanliness and spick-and-span appearance of the factory, with its whitened walls, its clean benches and tables, and its neatly dressed employes, gave conviction that there need be no scruples in accepting these tempting sweetmeats.

First came the chocolate department. Here were forms with rows of molds of diverse shapes into which was poured the cream or filling of the chocolate. These molds are set aside until they are cooled and hardened, when they are coated with chocolate and made ready for the market.

The making of buttercups was even

more interesting than the making of chocolates. Buttercups are those glossy, silvery candies, in appearance like spun silk and in shape chisel-pointed at both ends.

Drawing near the stone table, attention is arrested by a large quantity of syrup thereon, resembling very much a huge flapjack. After a lot of kneading and rolling the coloring was added and with a little more working, to thoroughly distribute the color, the material took on a more solid form. It was then taken to a large hook and the pulling process was gone through. This was much the same as the old-fashioned taffy pull, drawing out and doubling back again. It is this process that gives the buttercups their silken appearance. Once more it was taken to the table, rolled out flat, and then covered over with a thin transparent sheet of taffy. The batter was then turned upside down and the filling—ground walnuts—added; this was done by placing the filling on the flattened out batter and wrapping it completely in same, much as a grocer wraps a pound of tea. After this the whole thing was placed near an open fire and gently rolled into the shape of a huge long-necked bottle, the neck part being drawn out by continued rolling until it was about one-half inch thick. These long ends were then cut into two feet lengths and taken to the cutting machine which cut them into the little cushion-shaped sweets we know as buttercups.

### A QUESTION OF CONVENIENCE.

Mr. Blower had had a difference with the local grocer, and he had openly vowed never to patronize the emporium again. Therefore, the merchant in question was agreeably surprised when one afternoon his late customer entered and ordered half a stone of sugar, with complete nonchalance.

Prudence would have dictated silence; but human nature is weak, and as he tied the string the grocer could not resist saying:

"I thought you declared you would never darken my door again, Mr. Blower."

"That is true, and I should not have done so," was the retort, "but I've just received a fine lot of carnation cuttings, and I had no sand for potting them."

### MAKING A COFFEE MILL.

On a recent trip to Philadelphia a representative of The Canadian Grocer had the pleasure of calling on the Coles



### IT'S A MONEY MAKER

every time, but you will never know it if you never try it. Catalog tells all.

KINGERY MFG. CO.  
106 E. Pearl St., Cincinnati

## It Is True

that the packages containing

## Perfection Cream Sodas

are moisture-proof, dust-proof and the tins into which these packages are placed, air-tight. There are well-baked biscuits on the market that are carelessly packed.



are well-baked and well-packed, which makes them the ideal biscuits.

You, of course, want to invest your "order money" properly, and that is just what we want you to do.

When you are ordering soda biscuits specify **PERFECTION CREAM SODAS**. You will find them the most satisfactory to handle.

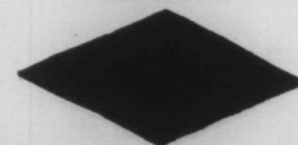
3-lb. Cards or Tins

## 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

## "Biscuits de Luxe"

All our biscuits come in this class, but

# CYCLIST CHOCOLATE

in particular.

Everyone knows the sustaining and nutritive properties of Chocolate, so that it's hardly necessary to point to the value of a heavily coated chocolate biscuit for travelling or outing use.

It's by no means unsuited to the tea table—in fact it's a delicious confection for all refreshment occasions. Each biscuit is wrapped in tin foil, and packages should be carefully kept in cool places.

A WHOLESOME SWEETMEAT

## W. & R. JACOB & CO., Limited

Canadian Agents:

Kenneth H. Munro,  
324 Coristine Bld. Montreal

C. & J. Jones Bros.,  
424-425 Union Bank Building  
Winnipeg

Wilson Bros.  
Wharf St. Victoria, B. C.

# DUBLIN, IRELAND

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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

## Shirriff's Flavoring Essences

are certain to please your customers.

Do not experiment with others.

MANUFACTURED BY  
IMPERIAL EXTRACT CO., - Toronto

Fortify yourself against inclement season.

# VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

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

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



## Figure On the Future

Present demand is not the only thing you must consider when ordering Jams and Marmalades. There are sealed fruits selling to-day which in the not very distant future will adorn the shelves. Find the reason in deteriorating quality.

## SOUTHWELL'S JAMS and MARMALADES

are selling to-day because their reputation for Purity, etc., is fixed. The makers never depart from the standard.

Grocers, consider what the SOUTHWELL record means and you will clearly see that SOUTHWELL'S JAMS and MARMALADES will always be first.

FRANK MAGOR & CO.  
Canadian Agents  
MONTREAL

Manufacturing Company through their factory man Steiner. The well known to read Grocer, and The ( was anxious to see He found Mr. Stein and the trip through teresting one.

A great variety coffee mills are malar pride is taken double grinder ele which appears in th ment.

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### NEW COMPANIE

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Provincial chart to the York Dairy, and deal in milk, and all kinds of ducts made therefr ture the same, an to manufacture an paper, wooden, me other wrappers, pai

Manufacturing Company and being shown through their factory by Manager Herman Steiner. The Coles coffee mill is well known to readers of The Canadian Grocer, and The Grocer representative was anxious to see how it was made. He found Mr. Steiner a courteous pilot and the trip through the factory an interesting one.

A great variety of styles and sizes of coffee mills are made here, but particular pride is taken just now in their double grinder electric mill, a cut of which appears in their regular advertisement.

The strong point in the Coles mill is the evenness with which it grinds or pulverizes the coffee. The grinders are of cast steel and each mill is fitted with an ingenious breaker arrangement, so situated near the centre of the mill as to catch the berries with little expenditure of power. The grinders have consequently merely the office of reducing the broken berries to the proper degree of fineness, the teeth being arranged to this end. A thumb-screw adjusts the position of the grinders for the particular degree of fineness required.

In case of any foreign substance getting into the mill, a clever contrivance enables one by shifting a lever to throw the grinders apart and the foreign substance immediately drops out. Throw back the lever and you are ready to continue the grinding. The new electric mills are fitted for any current that may be required.

The company are also manufacturing a shaker for making milk shakes and all sorts of mixed drinks.

**NEW COMPANIES INCORPORATED.**

Provincial charter has been granted to James Lumbers Co., Limited, to carry on in all its branches the business of a wholesale grocer, the share capital of the company to be two hundred and fifty thousand dollars divided into two thousand five hundred shares of one hundred dollars each, the head office of the company to be at the City of Toronto, and the provisional directors of the company to be James Lumbers, James Henry Lumbers and Walter Glen Lumbers.

Provincial charter has been granted to the Lakeside Canning Co., Limited, to pack, can and preserve fruit and vegetables and meats, the share capital of the company to be twenty-five thousand dollars divided into one hundred shares of two hundred and fifty dollars each, the head office of the company to be at the village of Wellington, and the provisional directors of the company to be Willard Wesley Fitzgerald, James Wallace Wilder, Wilfrid Haight, David Burlingham, and Gilbert Jakcamiah Furman.

Provincial charter has been granted to the York Dairy, Limited, to buy, sell and deal in milk, cream, eggs, poultry and all kinds of farm and dairy products made therefrom, and to manufacture the same, and for such purposes, to manufacture and deal in all kinds of paper, wooden, metal, glass, stone or other wrappers, pails, boxes, cases, cans,



**Known and Loved for SIXTY YEARS**

**COX'S GELATINE**  
needs no introduction.

It is one of the old institutions of all English-speaking lands.

**PURITY and STRENGTH** are the watchwords of the makers.

Canadian Agents: **J. & G. COX, Ltd.**  
Gorgie Mills, EDINBURGH

C. E. Co & Son, Montreal  
D. Masson & Co., "  
A. P. Tippet & Co., "



**MAPLE SYRUP  
MAPLE SUGAR**

Get the brands of Maple Syrup called "Stony Creek" and "Royal" firmly fixed in your mind. Kenney makes them, and also an excellent line of

**MAPLE SUGAR**

Make it a point to ask your dealer for Kenney goods.

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.**

**IRRESISTIBLY DELICIOUS**



**A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.**

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont.; W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

**LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL**

...ESTABLISHED 1849...

**BRADSTREET'S**

Capital and Surplus, \$1,500,000. Offices throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.  
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.  
VANCOUVER, B.C. WINNIPEG, MAN.

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

45 HIGHEST AWARDS  
In Europe and America

Walter Baker & Co., Ltd.



The Oldest and  
Largest Manufacturers of

PURE, HIGH GRADE  
**COCOAS**

AND  
**CHOCOLATES**

No Chemicals are used in their manufacture.  
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 88 St. Peter St., Montreal, Can.

GENUINE

**PRATTS ASTRAL  
LAMP OIL**

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

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited  
TORONTO, ONT.

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

vessels or receptacles and to do a general farming and dairy business. The share capital of the company to be one million dollars divided into ten thousand shares of one hundred dollars each, of which two thousand five hundred shares to be preference shares, the head office of the company to be at the City of Toronto, and the provisional directors of the company to be John Land Birney, George Edward Train and William Franklin Robertson.

Public notice is hereby given that under the Ontario Companies Act, his honor the Lieutenant-Governor-in-Council has been pleased to accept the surrender of the charter, by letters patent, incorporating the McDermott-Walsh Soap Co., Limited, and to direct that the same be cancelled, and that his honor has been further pleased to fix the twenty-fourth day of February, 1906, as the date upon and from which the McDermott-Walsh Soap Co., Limited, shall be deemed to be dissolved.

Dominion charter has been granted to the Canadian Bag Company, Limited, to carry on in all its branches the business of manufacturing and dealing in bags of every description, to manufacture and deal in jute, lime and cotton cloths and twines and all products thereof, to import, buy and sell jute, linen, cotton, and all other material used or required in such manufacture. The total capital of the company to be one million dollars divided into ten thousand shares of one hundred dollars, and the chief place of business to be at the city of Montreal.

THE OMISSION OF A CIPHER.

A man in Indiana made a deal recently for a flour mill at Hope, Ind. He claims that he agreed to pay \$1,000 for the mill and has the firm's letter naming that figure. The firm claims that the mill is worth \$10,000 and that it was at that price they wished to sell. The omission of a cipher in this case will probably lead to a lawsuit.

The Northern Bank has opened branches at Binsearth, Man., Qu'Appelle Station, Sask., Langham, Sask., and Moose Jaw, Sask.



**UPTON'S  
Home-Made  
Jams**

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

**YOUR MONEY BACK**

IF YOU DO NOT LIKE IT

**ROCK CANDY SYRUP**

Candy, contains nothing but sugar and water, is absolutely pure and as good for table use as maple syrup.

SEND FOR SAMPLES OR TRIAL ORDER TO

**THE MONTREAL MAPLE CO.**

88 GREY NUN ST., MONTREAL, QUE.

is made from  
Maple Sugar  
and Rock

A SUCCESS

THE LATE

It seems hard to believe that the great name in business in Chicago, Marshall Field, the man who has made people have confidence in an institution shall Field, the man who was done in the high ideals, his large sympathy of human nature what it is.

Marshall Field boy. When he was a teen his father the boy entered At twenty-one where he entered house, and from reliability and rapid recognition before he was ad He and Z. Leiter time and main many years. The business of Polished what was tail store of M 1881 Leiter received the sole o

The growth of business in a city of \$50,000,000 inhabitants of America is a key to the situation. Smith, whose business extended over 100 years, mates his character.

His name and integrity are well known. He has never been in any financial transactions involving more than a few dollars, I do not think in the mind above all to be will win the race they may come vastly more in time. And to give of his own from the will of the man who in 1881 wrote: 'I hope to realize early in my life more difficultly lost, than only safeguards

## A SUCCESSFUL RETAILER'S REMARKABLE PROGRESS

### THE LATE MARSHALL FIELD.

It seems hard to think of Marshall Field, of Chicago, as being no more. The great name has stood so long for perfection in business methods that most people have come to look upon him more as an institution than a man. But Marshall Field, the man, was behind all that was done in the institution. It was his high ideals, his absolute integrity, his large sympathy, and his understanding of human nature which made his store what it is.

### The Farm Boy.

Marshall Field began life as a farm boy. When he reached the age of seventeen his father moved to a village and the boy entered a general store as clerk. At twenty-one he moved to Chicago, where he entered a wholesale dry goods house, and from then on his quickness, reliability, and progressiveness won him rapid recognition. It was not long before he was admitted to a partnership. He and Z. Leiter were associated at this time and maintained the connection for many years. Together they bought the business of Potter Palmer, and established what was the beginning of the retail store of Marshall Field & Co. In 1881 Leiter retired, and Mr. Field became the sole owner.

### His Personality.

The growth of the comparatively small business in a city of 50,000 to an annual business of \$50,000,000 in a city of over 2,000,000 inhabitants is one of the wonders of American development. The personality of Marshall Field supplies the key to the situation. Mr. Walter M. Smith, whose business dealings with him extended over half a century, thus estimates his character:

### A Man of Magnetism.

"His name and his fame as a merchant of consummate ability and sterling integrity are world-wide. It is no disparagement to his contemporaries to say that he has never been out-ranked as an honorable, successful business man. In transactions between our respective firms involving in the aggregate millions of dollars, I do not recall a single instance in which he was not always four-square. I formed his acquaintance in the 50's of the last century. It has been my pleasant experience to have continued this acquaintance and friendship through all the succeeding years. He was a man of wonderful magnetism. He was always ready to give good advice. While he seldom spoke for the public ear, I quote from remarks by him to young men a few years ago: 'What is needed to-day more than anything else is to instill in the minds of the young the desire above all to build up a character that will win the respect of all with whom they may come in contact, and which is vastly more important than a great fortune.' And to this he added as expressive of his own sentiments, a quotation from the will of a lately deceased senator, who in referring to his own sons wrote: 'I hope above all that they will realize early in life that there is nothing more difficult to build up, or more easily lost, than character, and that the only safeguards to character are the ten

commandments and Christ's sermon on the mount.'

### His Generosity.

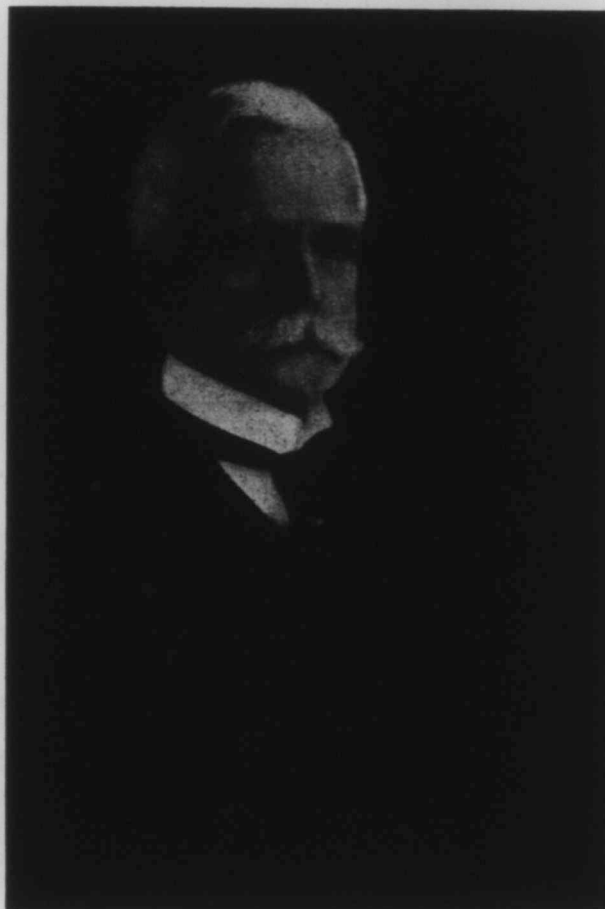
"Mr. Field's influence was always on the higher side of life. He had a tender heart for the poor and unfortunate. I personally know of very many instances of his most generous treatment to employes who from sickness had become incapacitated. The rich or the poor alike had ready access to his office, and were received with equal consideration. His public benefactions are well known."

### The Right Kind of Rule.

Marshall Field's rules were not numerous, but they were famous. They always appealed to the intelligence and

## COBALT'S RAPID PROGRESS.

Mr. B. Trudel, manager of L. Chaput, Fils & Cie.'s Montreal tea department, spent a week in the Cobalt and Temiskaming district lately. Mr. Trudel reports that even now with the snow still on the ground and the country in the rigors of Winter, there is a rush of settlers, prospectors, miners, etc., to the Eldorado of Canada, every train being loaded. The indications are that by the middle of the coming Summer 50,000 people will be swarming into the district. Business is likely to be good, particularly in groceries and provisions, as all these people must be fed, and Mr. Trudel is of the opinion that a properly organized and well stocked and equipped grocery store would be a paying investment. Haileybury and New Liskeard are growing rapidly and it was a surprise



Marshall Field.

to Mr. Trudel after only a three years' absence to find such remarkable development and growth in the district. Mr. M. J. Legge, the firm's regular traveler in that district, was laid by through an accident.

### HANDSOME GROCERS' CATALOGUE.

S. J. Major, Ottawa, has recently issued a complete grocer's catalogue, which for general usefulness, convenience and style is hard to excel. The book is of convenient size for the retailer and is well bound, and will prove a useful book of reference in the hands of the grocer.



"Know why you buy and you will know what you get"—J. Bruce Payne.

You do not have to buy cigars because they are advertised no more than you have to buy cigars because they are having the "run."

But if the cigars that have "taken" are being advertised truthfully, and you are able to form a somewhat accurate estimate of them yourself, the work of buying is rendered absolutely safe and, therefore, is recommended on the ground of wisdom

### Pebble and Pharaoh

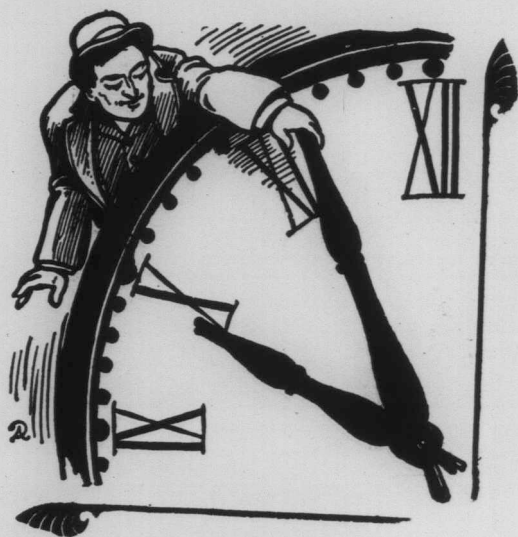
Cigars are always bought on "reason." I have laid the whole story before you grocers and you are your own jury, your own judges.

Some grocers think so much of the **Pebble** that they sell it at 10c., making double profit. I tell them to sell it at 5c., so if anything I underestimate the value of my own cigars, don't I?

I say that the **Pebble** is a high-grade Havana-filled cigar enjoying a large patronage. I say that the Filler of the **Pharaoh** (10c.) is made from personally-selected Manicaragua tobacco the Binder is a Connecticut broadleaf, and the wrapper comes from Holland. Smokers say the **Pharaoh** is unrivalled.

I am anxious that you should try an order plan of mine whereby the grocer takes no risk while getting an excellent chance to "start." If you are interested in the **Payne Plan**—the square deal—write me.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.



The opportunity of yesterday is for to-morrow. Get **T. & B.** without

The Geo. E. T

### YOU CANNOT PUT THE HANDS BACK

Opportunities come, opportunities go, and some grocers are no wiser. At the end of the year these very grocers are surprised to hear what their grocer-neighbors' profits for the year were and surprised to find Tobacco amongst the items.

We would astound you, if we gave the names of all the grocers selling **T. & B.**

You perhaps think there is no business. These grocers get the business, so it is a matter of "thinking" and "getting." The latter is the most profitable.

er puts off supplying smokers the further smoking trade.

ly you will be better off than if you wait

Co., Limited

### TOB

#### THE TOBACCO DEPARTMENT IN COUNTRY

If retail grocers want a stock of good but not too many cigars, choosing good keeping the stock up they would speedily buy trade. While it might hurt the general profits and the general profits are not why customers stay every store.

It is said that the cigars from grocers who come off the farm Saturday nights, but true, even if grocers are satisfactory to a thing to do is to make attractive and undertake to buy more goods.

A small stock of some good smoking to plug tobacco and some ers' articles would not vestment, nor much would add their quota of the store and cause tronize it more freely.

There are many countries there is no regular store. These villages places to establish and place them upon immediately.

It would be well to department as freely as portance appeared to way attracting attention opening. In some instances possible to secure small little cigars to distribute as might come time.

It would always be to replenish stocks, for nearly all have large stores that do a big conceivable that the small grocer. This may up very easily, and if department it would establish one as soon arrangements.

It is merely a matter and of trying the goods. No smoker, no experience he may have low grade cigars, is of poor stock if it is better.

#### THE COMFORT OF

Why should men smoke some good reasons. M a brain-concentrating smoke who would proterval at all otherwis

Such breaks are necessary, they are often painful, therefore, the practice and help to obtain the beneficial one.

## TOBACCOS, CIGARS AND ACCESSORIES

### THE TOBACCO DEPARTMENT IN A COUNTRY STORE.

If retail grocers would put in a small stock of good but moderate priced cigars, choosing good brands and always keeping the stock up to the standard, they would speedily build up a profitable trade. While it might not be a large department it would add its proportion to the general profits and be another reason why customers should visit a grocery store.

It is said that the only men who buy cigars from grocers are the hired men who come off the farms on holidays and Saturday nights, but that isn't quite true, even if grocers have few cigars that are satisfactory to anyone else. The thing to do is to make the department attractive and undertake to compel customers to buy more freely of better goods.

A small stock of five-cent cigars, some good smoking tobacco, some good plug tobacco and some pipes and smokers' articles would not require much investment, nor much space, but they would add their quota to the business of the store and cause smokers to patronize it more freely.

There are many country villages where there is no regular cigar or tobacco store. These villages ought to be good places to establish such departments and place them upon a profitable basis immediately.

It would be well to advertise the department as freely as its size and importance appeared to warrant, in that way attracting attention to it at the opening. In some instances it might be possible to secure samples of tobacco or little cigars to distribute to such persons as might come in for the first time.

It would always be comparatively easy to replenish stocks, for wholesale grocers nearly all have large cigar departments. Many of them even sell to regular cigar stores that do a big business. It is not conceivable that they can't supply a small grocer. This matter can be looked up very easily, and if you haven't such a department it would be a good thing to establish one as soon as you can make arrangements.

It is merely a matter of knowing how and of trying the proper quality of goods. No smoker, no matter how little experience he may have had with rather low grade cigars, is going to buy freely of poor stock if it is possible to get better.

### THE COMFORT OF A GOOD SMOKE.

Why should men smoke? There are some good reasons. Many break off from a brain-concentrating occupation for a smoke who would probably enjoy no interval at all otherwise.

Such breaks are not only advantageous, they are often positively necessary; therefore the practice that encourages and helps to obtain them is a distinctly beneficial one.

Smoking helps the subject to rest. Sedentarily employed, a man may be induced to sit for many hours during the day without enjoying an interval if he have nothing to break off for.

But a cigar or pipe will give him occasion to put his hands in his pockets and walk up and down the room or may induce him to go out of doors a little, so that he may obtain a pleasant and reinvigorating change from labor.

Were he to merely stop his routine work and do absolutely nothing, his thoughts would be certain to wander back to duty again, and both he and his work would suffer in the end.

On the other hand, the more restless some temperaments are, the more will they derive advantage from smoking, in moderation. A pipe helps to smooth down irritability; it soothes a troubled spirit and gives comfort to the weary.

At no time of life is smoking of greater advantage than during retiring old age.

### A CIGAR NOTE.

It is contended by many that the most constant and faithful devotee of tobacco cannot tell whether or not his cigar is burning if you blindfold him or put him in a pitch-dark room, unless he resorts to unlawful means, such as burning his fingers at the lighted end or inhaling the smoke. But, in default of one or the other of these expedients it is claimed the smoker has not the faintest idea whether he is smoking or not smoking. This claim, however, I have heard vigorously disputed. Not long ago a smoker said to me: "Why, that sort of talk is

all stuff and nonsense. I can't imagine how any one can fail to detect the taste of the burning weed." It is nevertheless true that many old smokers admit that they cannot tell whether a cigar or pipe is lighted unless they can either see the fire or smoke.

## SWEET CAPORAL



## CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all leading Wholesale Houses.

### CLAY PIPES

None equal. Insist upon McDougall's  
There IS a Difference.

**D. McDOUGALL & CO.,** Glasgow,  
Scotland

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

# FRESH FROM THE SEA TO THE Breakfast Table

A Tin of  
Good Herring  
is worth  
**15 cents—**  
or more



A Tin of  
Herring which  
is not good  
is worth  
**nothing—**  
or less

The work in the Enormous

## MACONOCHE

SCOTCH PLANTS

is so scientifically arranged, and the factories are so splendidly  
placed, that the Fish for their

## Herrings in Tomato

are canned up practically alive!

So that they retain all their natural freshness and flavor!

**Maconochie's**  
**Herrings, Pickles, Sauces, Marmalades, etc.,**  
are for sale by all the Leading Wholesale Grocers.



Agents for  
Ontario, Quebec, Manitoba and  
the United States,

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited**

Head Office: TORONTO.



### QUO

Quotations on  
The following  
inserting quotation:

Quotations for proprietar  
etc are supplied by the  
agents, who alone are resp  
accuracy

#### Baking Pow

Cook's Friend—

Size 1, in 2 and 4 doz. boxes	.....
" 2, in 2 doz. boxes	.....
" 3, in 2 doz. boxes	.....
" 4, in 2 doz. boxes	.....
" 5, in 2 doz. boxes	.....
Pound tins, 2 doz. in case	.....
12-oz. tins, 2 doz. in case	.....
5-lb. " 4 " "	.....

#### W. H. GILLARD

Diamond—

1-lb. tins, 2 doz. in case	.....
1-lb. tins, 3 " " "	.....
1-lb. tins, 4 " " "	.....

#### IMPERIAL BAKING

Cases.	Sizes.
4-doz. ....	10c.
3-doz. ....	6-oz.
1-doz. ....	12-oz.
2-doz. ....	12-oz.
1-doz. ....	24lb.
1-doz. ....	5lb.

#### OCEAN MILL

Ocean Baking Powder, 1/2 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....
Borax, 1/2 lb. packages	.....
Cornstarch, 40 pkgs. 1 lb.	.....
Freight paid 5 p.c. 10.	.....

#### MAGIC BAK

Magic Baking Powder, 1/2 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....
" " " " 1 lb.	.....

#### ROYAL BAKING PO

Royal—Dime	.....
" 1 lb.	.....
" 2 oz.	.....
" 1 lb.	.....
" 12 oz.	.....
" 1 lb.	.....
" 3 lb.	.....
" 5 lb.	.....

Barrels—When packed in  
cent. discount will be all

#### CLEVELAND'S BAKING

Cleveland's—Dime	.....
" 1 lb.	.....
" 2 oz.	.....
" 1 lb.	.....
" 12 oz.	.....
" 1 lb.	.....
" 3 lb.	.....
" 5 lb.	.....

Barrels—When packed in b  
cent. discount will be allo

#### T. KINNOR & CO

Crown Brand—	.....
1 lb. tins, 2 doz. in case	.....
1 lb. " 4 " " "	.....

# QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 15, 1906.

Quotations for proprietary articles, brands, etc. are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

## Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$3 40
" 10, in 5 doz. boxes.....	2 10
" 5, in 5 " " " " " " " " " " " "	0 80
" 12, in 6 " " " " " " " " " "	0 70
" 3, in 6 " " " " " " " " " "	0 45
Found tins, 2 doz. in case.....	3 00
12-oz. tins, 3 " " " " " " " " " "	3 40
5-lb. " " " " " " " " " " " "	14 00

W. H. GILLARD & CO.

**Diamond—**

1-lb. tins, 2 doz. in case.....	\$3 00
" 1-lb. tins, 3 " " " " " " " " " "	1 25
" 1-lb. tins, 4 " " " " " " " " " "	0 75

## IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz. ....	10c. ....	\$0 85
3-doz. ....	6-oz. ....	1 75
1-doz. ....	12-oz. ....	3 50
3-doz. ....	12-oz. ....	3 40
1-doz. ....	24lb. ....	10 50
1-doz. ....	5lb. ....	19 75

## OCEAN MILLS.

Ocean Baking Powder,	Per doz.
1 lb., 4 doz. ....	\$0 45
" " " 5 doz. ....	0 90
" " " 1 lb., 3 doz. ....	1 25
Borax, 1 lb. packages, 4 doz. ....	0 40
Cornstarch, 40 pks. in a case ..	0 78

Freight paid 5 p.c. 30 days.

## MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz. ....	5c. ....	\$0 40
4 " " " " " " " " " " " "	4-oz. ....	0 80
4 " " " " " " " " " " " "	3 " " " " " " " " " " " "	0 75
4 " " " " " " " " " " " "	2 " " " " " " " " " " " "	0 65
4 " " " " " " " " " " " "	12 " " " " " " " " " " " "	1 40
4 " " " " " " " " " " " "	12 " " " " " " " " " " " "	1 45
4 " " " " " " " " " " " "	16 " " " " " " " " " " " "	1 65
4 " " " " " " " " " " " "	16 " " " " " " " " " " " "	1 70
1 " " " " " " " " " " " "	24-lb. ....	4 10
1 " " " " " " " " " " " "	5 " " " " " " " " " " " "	7 90
1 " " " " " " " " " " " "	6-oz. ....	Per case \$4 55
1 " " " " " " " " " " " "	12 " " " " " " " " " " " "	

## ROYAL BAKING POWDER.

Royal—Dime—	Per Doz.
1 lb. ....	0 95
" " " " " " " " " " " "	1 42
" 6-oz. ....	1 95
" 12-oz. ....	3 55
" 12-oz. ....	3 85
" 1-lb. ....	4 90
" 3-lb. ....	13 80
" 5-lb. ....	23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

## CLEVELAND'S BAKING POWDER.

Cleveland's—Dime—	Per Doz.
1 lb. ....	0 83
" " " " " " " " " " " "	1 33
" 6-oz. ....	1 90
" 12-oz. ....	3 45
" 1 lb. ....	3 70
" 3 lb. ....	4 65
" 5 lb. ....	13 20
" " " " " " " " " " " "	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

## Y. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case.....	\$1 20
" " " " " " " " " " " "	0 80
" " " " " " " " " " " "	0 45

## Blus.

Keen's Oxford, per lb. ....	\$0 17
In 10-box lots or case .....	0 15
Reckitt's Square Blue, 12-lb. box ..	0 17
Reckitt's Square Blue, 5 box lots ..	0 15
Gillett's Mammoth, 1/2 gross boxes...	2 00
Nixey's "Cervus," in squares, per lb.	0 15
" " " " " in bags, per gross ..	1 25
" " " " " in pepper boxes,	according to size. 0 00 0 10
" " " " " " " " " " " " " " " "	

## Black Lead.

Reckitt's, per box .....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1/2-gro. boxes,	\$10 20
per gross .....	

## JAMES' DOME BLACK LEAD.

8a size .....	Per gross.
8a size .....	\$3 40
2a size .....	2 50

## AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz. ....	0 40
8-oz. " " 4 " " " " " " " " " "	0 50

Lot 7 cases, freight paid.  
Conditions—2 per cent, 10 days; net 30 days.

## Cereals.

Wheat OS, 2-lb. pkgs., per pkg. ....	0 08
" " 7-lb. cotton bags, per bag.	

## Chocolates and Cocoas.

### THE COWAN CO., LIMITED.

Coccos—

Hygienic, 1-lb. tins .....	per doz. \$6 75
" " 1-lb. tins .....	" " 3 50
" " 1-lb. tins .....	" " 2 00
" " fancy tins .....	" " 0 85
" " 5-lb. tins, for soda water	
fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz. ....	2 40
Coccos Essence, sweet, 1-lb. tins,	
dos. ....	3 55

### Chocolate—

Queen's Dessert, 1/2's and 1/4's.....	\$0 40
" " " " " " " " " " " "	0 45
Mexican Vanilla, 1/2's and 1/4's.....	3 35
Royal Navy Rock, " " " " " " " " " "	0 80
Diamond, " " " " " " " " " "	0 25
" " " " " " " " " " " "	0 25

### Icings for cake—

Chocolate, pink, lemon color, lbs. ....	\$1.75
Orange, white and almond, 1-lb. ....	1.00

### Confections—

Per doz.	
Cream bars, large boxes.....	\$2.35
" " small .....	1.35
Chocolate ginger, lbs. ....	3.75
" " 1-lb. ....	2.35
" " wafers, 1-lb. boxes .....	2.35
" " 1-lb. boxes .....	1.30

### FRY'S

Chocolate—

Caracac, 1/2's, 6-lb. boxes .....	\$0 45
Vanilla, 1/2's .....	0 43
"Gold Medal," sweet, 1/2's, 5-lb. boxes	0 29
Pure, unsweetened, 1/2's, 5-lb. boxes ..	0 43
Fry's "Diamond," 1/2's, 14-lb. boxes ..	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes ..	0 24

### Coccos—

Per doz.	
Concentrated, 1/2's, 1 doz. in box ..	2 40
" " " " " " " " " " " "	4 50
" " 1-lb. ....	8 25
Homoeopathic, 1/2's, 14-lb. boxes .....	
" " " " " " " " " " " "	
Mippe's Coccos, case of 14 lb., per lb. ..	0 35
Smaller quantities.....	0 35

## RENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb. tins, 44 doz. to case.....	per doz., \$ 90
" " 4 " " " " " " " " " "	2 40
" " 2 " " " " " " " " " "	4 75
" " 1 " " " " " " " " " "	9 00

JOHN F. MOTT & CO.'s

R. S. McIndoe, Agent, Toronto.



Elite, 1/2's.....	Per lb.
Prepared coccos, 1/2's to 1/4's .....	0 35
Mott's breakfast coccos, 1/2's .....	0 38
" " " " " " " " " " " "	0 35
" " No. 1 chocolate, 1/2's .....	0 30
" " Navy " " " " " " " " " "	0 27
" " Vanilla sticks, per gross .....	1 00
" " Diamond chocolate, 1/2's and 5's ..	0 33
" " Confectionery chocolate, 2 1/2c. to 0 31	
" " Sweet chocolate liquors, 20c. to 0 34	

## WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb.
Vanilla chocolate, 6-lb. boxes .....	0 47
German sweet, 6-lb. boxes .....	0 36

Breakfast coccos, 1/2, 1 and 5-lb. tins	Per lb.
Cracked coccos, 1-lb. pkgs., 12-lb. boxes	0 33
Caracac sweet chocolate, 6-lb. boxes	0 37
Caracac tablets, 100 bundles, tied 5's,	
per box .....	3 00
Soluble chocolate (hot or cold soda)	
1-lb. cans .....	0 43
Vanilla chocolate wafers, 48 to box,	
per box .....	1 56

The above quotations are f.o.b. Montreal.

## WALTER M. LONEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast coccos—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44	

## Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, 1-lb. tins	33c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	34c.

## Premium chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	33c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	33c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	35c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	35c.

## Medallion sweet chocolate—

2-lb. boxes, 24 boxes in case, 1-lb. pkgs.	44c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	44c.

## Milk chocolate—

2-lb. boxes, 24 boxes in case, 1-lb. pkgs.	35c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	35c.

## Vanilla sweet chocolate—

2-lb. boxes, 24 boxes in case, 1-lb. pkgs.	33c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	33c.

## Tid-Bit chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	30c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	30c.

## Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	33c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	33c.

## Condensed Milk.

"Anchor" brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 44.	4 65

## BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.).....	Cases. Doz.	per case
"Eagle" brand (4 doz.).....	\$6 00	\$1 50
"Gold Seal" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream..	4 75	1 20
hotel size .....	4 90	2 45



## TRUBO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream	per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.)...		5 00



## THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 33
Royal Java.....	0 31
Royal Java and Mocha .....	0 31
Nectar .....	0 30
Empress .....	0 28
Duchess .....	0 28
Ambrosia.....	0 25
Fancy Bourbon.....	0 25
High Grade package goods.....	0 20
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 12

## JAMES TURNER & CO.

Mocca.....	Per lb.
Damascus .....	\$0 23
Cairo .....	0 25
Sirdar .....	0 17
Old Dutch Rio.....	0 15

## E. D. MARCEAU, Montreal.

"Old Crow" Java.....	Per lb.
Mocha.....	\$0 25
"Condor" Java .....	0 30
Mocha .....	0 30
15-year-old Mandheling Java and hand-picked Mocha .....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 30
" " " " " " " " " " " " " " " "	0 31
100 lb. delivered in Ontario and Quebec	
Rio No. 1 .....	0 15
Condor I, 40-lb. boxes .....	45c.
" " II, 40-lb. boxes.....	43c.
" " III, 80-lb. boxes.....	27c.
" " IV, 80-lb. boxes.....	26c.

## S. H. & A. S. EWING'S.

Mocha and Java coffee, in 1-lb. tins, 30-lb. cases.....	Per lb.
" " " " " " " " " " " " " " " "	33
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases.....	28

## Cheese.

Imperial—Large size jars.....	per doz.	\$3 25
-------------------------------	----------	--------

**"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

**ABOUT  
HALF  
THE  
MAPLE  
SYRUP  
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling

$\frac{1}{2}$



ROSE & LAFLAMME, Agents, - Montreal

**GRANULATED SUGAR Extra Standard  
A Strictly CANADIAN PRODUCT**



*As Pure as the Purest  
As Sweet as the Sweetest*

*Equal to Any for All Purposes  
ASK FOR IT*

**ONTARIO SUGAR CO., Limited, - BERLIN, Ont.**

Coupon  
For sale in C  
Limited, 7  
Fils, Mont  
\$1, \$2, \$3, 1

In lots of less  
books, 1 ki  
100 to 500 boos  
100 to 1,000 bo

Alliso  
\$1 00 to \$3 00  
5 00 books .  
10 00 " .  
15 00 " .  
20 00 " .  
25 00 " .  
50 00 " .



The Davids  
I  
Robinson's pa

Ji  
sc  
Fran  
Orange marm  
Clear jelly m  
Strawberry W  
Raspberry  
Apricot  
Black currant  
Other jams.  
Red currant j



# 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.

Montreal

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-bered.	Covers and numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

**Allison's Coupon Pass Book.**

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "

**Cleaner.**

BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans	\$ 0.90
5-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents  
The Davidson & Hay, Limited, Toronto

**Infants' Food.**

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" " groats	1-lb. tins	1 25
" "	1-lb. tins	2 25

**Jams and Jellies.**

SOUTHWELL'S GOODS. Per doz.	
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry "	2 00
Apricot "	1 75
Black currant "	1 75
Other jams	\$1 50
Red currant jelly	2 75

**T. UPTON & CO.**

**Compound Fruit Jams—**

12-oz. glass jars, 2 doz. in case	per doz. \$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06 1/2
7 and 14-lb. wood pails	per lb. 0 06 1/2
30-lb. wood pails	per lb. 0 06 1/2

**Compound Fruit Jellies—**

12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06 1/2
30-lb. wood pails	per lb. 0 06 1/2

**Home Made Jams—absolutely pure—**

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

**Licorice.**

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 30 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	0 75

**Lye (Concentrated).**

**GILLET'S PERFUMED. Per case.**

1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

**Mince Meat.**

Wesley's condensed, per gross net	\$13 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 32 1/2
4-lb. jars	per jar 1 30
1-lb. jars	0 35

**Old Crow," 12-lb. boxes—**

1-lb. tins	per lb. 25
1-lb. tins	" 0 23
1-lb. tins	" 0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25



**Orange Mince.**

Cases, 36 15c. packages	\$4.50
5 case lots	4.40 (Freight paid.)
Cases, 20 25c. packages	4.10
5 case lots	4.10 (Freight paid.)

**Orange Marmalade.**

**THE EBY, BLAIN CO., LIMITED.**

"Anchor" brand 1-lb. glass	\$1 50
" " quart gem jars	3 40

**T. UPTON & CO.**

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails	per lb. 0 06 1/2
Golden shred marmalade, 2 doz. case	per doz. 1 75

**Pickles.**

**STEPHENS' A. P. Tippet & Co., Agents**

Cement stoppers (pints)	per doz. \$1 30
Corked "	" 1 30

**Soda.**

**COW BRAND.**

Case of 1-lb. containing 50 pkgs., per box	\$3 00.
Case of 1-lb. (containing 120 pkgs.) per box	\$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box	\$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box	\$3 00.



**MAGIC BRAND**

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	2 85
1 case	2 85
5 cases	2 75

**Soap and Washing Powders**

**A. P. TIPPET & CO., Agents.**

Maypole soap, colors	per gross \$10 30
" " black	15 30
Oricel soap	13 30
Gloria soap	13 00
Straw hat polish	13 30

What can we say to you about

# BORDEN'S BRANDS



of Condensed Milk and Evaporated Cream that the goods themselves have not told to thousands?

"EAGLE" Brand Condensed Milk

"PEERLESS" Brand Evaporated Cream

are the leaders in their line—Buy them!



—FOR SALE BY ALL JOBBERS—

### WILLIAM H. DUNN,

### MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man.

Shallickcross, 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 (Mascot Soap) ..... 3 85  
 100 5c. bars (Mascot Soap) ..... 3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

#### Starch.

**EDWARDSBURG STARCH CO., LIMITED.**

**Laundry Starches— per lb.**  
 No. 1 White or blue, 4-lb. carton. \$ 0 05  
 No. 1 " " 3-lb. " " 0 05  
 Canada laundry ..... 0 05  
 Silver gloss, 6-lb. draw-lid boxes. 0 07  
 Silver gloss, 6-lb. tin canisters. .... 0 07  
 Edward's silver gloss, 1-lb. pkg. 0 07  
 Keps silver gloss, large crystal. .... 0 05  
 Benson's satin, 1-lb. cartons ..... 0 07  
 No. 1 white, blue and kags ..... 0 05  
 Canada White Gloss, 1-lb. pkg. .... 0 05  
 Benson's enamel. .... per box 1 25 to 2 50

**Oulinary Starch—**  
 Benson & Co.'s Prepared Corn. .... 0 07  
 Canada Pure Corn ..... 0 05

**Starch—**  
 Edwardsburg No. 1 white, 1-lb. car. 0 10  
 Edwardsburg No. 1 white or blue, 4-lb. lumps ..... 0 08

**AMERICAN PURE FOOD COMPANY.**

**Japanese Starch.**

Case ..... 85 00  
 1 case, 5 doz. .... 4 85  
 5 " " " Lot 5 cases, freight paid.

**CORN STARCH "ROYALTY."**

12-oz. case, 4 doz ..... 0 50  
 Lot 10 cases, freight paid.

**BRANTFORD STARCH WORKS, LIMITED**  
 Ontario and Quebec.

**Laundry Starches—**

Canada Laundry, boxes of 40-lb. \$0 05  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lb. .... 0 05  
 Finest Quality White Laundry—  
 8-lb. Canisters, cases of 48 lb. .... 0 05  
 Barrels, 300 lb. .... 0 05  
 Kegs, 100 lb. .... 0 05

Lily White Gloss—  
 1-lb. fancy cartons, cases 30 lb. 0 07  
 6-lb. toy trunks, 8 in case ..... 0 07  
 8-lb. enameled tin canisters, 8 in case ..... 0 07  
 Kegs, ex. crystals, 100 lb. .... 0 05

**Brantford Gloss—**  
 1-lb. fancy boxes, cases 36 lb. .... \$0 07

**Canadian Electric Starch—**  
 Boxes of 40 fancy pkg. .... 3 50

**Celluloid Starch—**  
 Boxes of 45 cartons, per case. .... 3 50

**Culinary Starches—**

Challenge Prepared Corn—  
 1-lb. packages, boxes 40 lb. .... 0 05  
 No. 1 Brantford Prepared Corn—  
 1-lb. packages, boxes 40 lb. .... 0 07  
 Crystal Maise Corn Starch—  
 1-lb. packages, boxes 40 lb. .... 0 07

**SAN TOY STARCH.**  
 10c. pkg. cases 5 doz., per case. .... 4 75

**ST. LAWRENCE STARCH CO., LIMITED.**  
 Ontario and Quebec.

**Culinary Starches—**  
 St. Lawrence corn starch, 40 lb. 0 07  
 Durham corn starch, 40 lb. .... 0 05

**Laundry Starches—**  
 No. 1 White, 4-lb. cartons, 48 lb. 0 05  
 " " 3-lb. cartons, 36 lb. 0 05  
 " " 200-lb. bbl. .... 0 05  
 " " 100-lb. kegs. .... 0 05

Canada Laundry, 40 to 48 lb. .... 0 05  
 Ivory Gloss, 5-6 family pkg., 48 lb 0 07  
 " 1-lb. fancy, 30 lb. .... 0 07  
 " large lumps, 100-lb kegs 0 05  
 Patent starch, 1-lb. fancy, 38 lb. 0 07  
 Akron Gloss, 1-lb. packages, 40-lb. 0 05



**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. .... 65c.

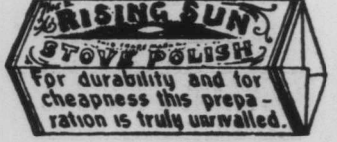
In papers of 4 to 5 lbs. .... 65c.  
 Blue, white or assorted.

**In Pictorial Cardboard Boxes—**  
 4 lbs. net weight ..... 85c.  
 1 lb. gross weight ..... 85c.  
 1/2 lb. gross weight ..... 85c.  
 1/4 lb. gross weight ..... 10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes. .... 95c.

1 lb. gross weight ..... 95c.

**Stove Polish.**



**Rising Sun, 8-oz. cakes, 1-gross boxes \$8 50**  
 Rising Sun, 3-oz. cakes, gross boxes 4 50  
 Sun Paste, 10c. size, 1-gross boxes. .... 10 00  
 Sun Paste, 5c. size, 1-gross boxes. .... 5 00

**Syrup.**

"GROWN" BRAND PERFECTED SYRUP.

Enamelled tins, 3 doz. in case ..... \$3 40

Plain tins, with label—  
 3 lb. tins, 3 doz. in case ..... 1 90  
 10 " " " " ..... 2 25  
 20 " " " " ..... 2 25  
 30 " " " " ..... 2 10  
 (10 and 20 lb. tins have wire handles.)

**SMALL'S BRAND—Standard.**

5 gal. tins, per can ..... 4 40  
 1 " " per case ..... 4 90  
 1 " " " ..... 5 45  
 1 " " " ..... 5 70

**MOTHER'S FAVORITE MELAGAMA TEA**  
 put up in 30, 60 and 100 lb. boxes.

**Wholesale Retail.**

Black, green, mixed, 1 lb. .... 0 18 0 25  
 " 1/2 lbs. .... 0 19 0 25  
 " 1 lbs. & 1/2. .... 0 20 0 30  
 " 1 lbs. & 1/2. .... 0 28 0 40  
 " 1 lbs. & 1/2. .... 0 35 0 50  
 " 1 lbs. & 1/2. .... 0 40 0 60

3 p.c. off 30 days or 3 months.



**Brown Label, 1's ..... \$0 20 \$0 25**  
 Green Label, 1's and 1/2's ..... 0 21 0 25  
 Green Label, 1's, 1/2's and 1/4's ..... 0 22 0 30  
 Red Label, 1's and 1/2's ..... 0 28 0 50  
 Gold Label, 1's ..... 0 44 0 60

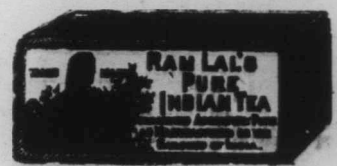


**Wholesale. Retail.**

Yellow Label, 1's and 1/2's ..... 0 20 0 25  
 Green Label, 1's and 1/2's ..... 0 22 0 31  
 Red Label, 1's, 1/2's and 1/4's. .... 0 30 0 40  
 White Label, 1's, 1/2's and 1/4's. .... 0 35 0 50  
 Gold Label 1's and 1/2's ..... 0 42 0 60  
 Embossed Label, 1's, 1/2's and 1/4's 0 70 1 00

**Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.**

**Black Label, 1-lb., retail at 25c. .... \$0 19**  
 " " 1-lb. " ..... 0 20  
 Blue Label, retail at 30c. .... 0 22  
 Green Label, " 40c. .... 0 28  
 Red Label, " 50c. .... 0 35  
 Orange Label, " 60c. .... 0 42  
 Gold Label, " 80c. .... 0 55



Cases, each 20 1-lb. .... \$0 25  
 " " 30 1-lb. } ..... 0 25  
 " " 50 1-lb. } ..... 0 25  
 " " 150 1-lb. .... 0 25

**LUDELLA CEYLON, 1'S AND 1/2'S PKGS.**

Blue Label, 1's ..... \$0 19 \$0 25  
 Blue Label, 1/2's ..... 0 19 0 25  
 Orange Label, 1's and 1/2's ..... 0 21 0 30  
 Brown Label, 1's and 1/2's ..... 0 28 0 40  
 Brown Label, 1/2's ..... 0 30 0 40  
 Green Label, 1's and 1/2's ..... 0 35 0 50  
 Red Label, 1's ..... 0 40 0 60

**"GROWN" BRAND**

**Wholesale. Retail**

Red Label, 1-lb. and 1/2. .... \$0 35 \$0 50  
 Blue Label, 1-lb. and 1/2. .... 0 28 0 40  
 Green Label, 1-lb. .... 0 19 0 25  
 Green Label, 1/2 ..... 0 20 0 25  
 Japan, 1s ..... 0 19 0 25

**R-D. MARCBAU, Montreal.**

**Japan Teas—**  
 "Oondor" I 40-lb. boxes ..... \$0 42  
 " " II 40-lb. boxes ..... 0 37  
 " " III 80-lb. boxes. .... 0 33  
 EMD AAA Japan, 40 lb " at ..... 0 30  
 " " " " 40 " " " at ..... 0 27  
 Blue Jay, basket fired Japan, 70 lbs., " " " at ..... 0 27  
 "Oondor" IV 80-lb. " ..... 0 27  
 " " " V 80-lb. " ..... 0 25  
 " " " XXXX 80-lb. boxes. .... 0 21  
 " " " XXXX 80-lb. " ..... 0 23  
 " " " XXX 80-lb. " ..... 0 19  
 " " " XXX 80-lb. " ..... 0 20  
 " " " XX 80-lb. " ..... 0 18  
 " " " XX 80-lb. " ..... 0 18  
 LX 80-lb. per case, lead packets (25 1's and 70 1/2's) 6 25

"Oondor" Ceylon black tea in lead packets

Green Label, 1/2, 1/4 and 1/8, 60-lb. cases ..... retail 0 25 at 0 30  
 Grey Label, 1/2, 1/4 and 1/8, 60-lb. cases ..... retail 0 30 at 0 33  
 Yellow Label, 1/2 and 1/4, 60-lb. cases ..... retail 0 35 at 0 36  
 Blue Label, 1/2, 1/4 and 1/8, 60-lb. cases ..... retail 0 40 at 0 30  
 Red Label, 1/2, 1/4 and 1/8, 60-lb. cases ..... retail 0 50 at 0 34  
 White Label, 1/2, 1/4 and 1/8, 60-lb. cases ..... retail at 0 40

**Black Teas—"Old Crow" blend—**  
 Bronzed tins of 10, 25, 50 and 80-lb.  
 No. 1 ..... per lb. 0 25  
 No. 2 ..... " 0 30  
 No. 3 ..... " 0 25  
 No. 4 ..... " 0 30  
 No. 5 ..... " 0 17

**Tobacco.**

**THE EMPIRE TOBACCO CO., LIMITED.**

Smoking—Empire, 4s, 6s and 12s. .... \$0 45  
 " " Amber, 6s. and 3s. .... 0 60  
 " " Ivy, 7s. .... 0 50  
 " " Rosebud, 7s. .... 0 51  
 Cheewing—Currency, 12s. and 6s. .... 0 45  
 " " Old Fox, 12s. .... 0 45  
 " " Snowshoe, 6s. .... 0 51  
 " " Pay Roll, 7s. .... 0 55  
 " " Stag, 10 oz. .... 0 45  
 " " Bobs, 6s. and 12s. .... 0 45  
 " " 10 oz. bars, 6s. .... 0 45  
 " " Fair Play, 6s. and 12s. .... 0 53  
 " " Club, 6s. and 12s. .... 0 45  
 " " Universal, 12s. .... 0 47  
 " " Dixie, 7s. .... 0 56

**Vinegars.**

**R. D. MARCBAU, Montreal.** Per gal

EMD, pure distilled, highest quality. .... \$0 25  
 Oondor, pure distilled ..... 0 27  
 Old Crow ..... 0 24

Special prices to buyers of large quantity

**Yeast.**

Royal yeast, 3 doz. 5c. pkgs. in case ..... \$1 05  
 Gillett's cream yeast, 3 doz ..... 1

To sell an article of merit is to every progressive Grocer a true pleasure.

That is why grocers who have pinned their faith to

## "Cow Brand" Baking Soda

will sell and push no other brand.

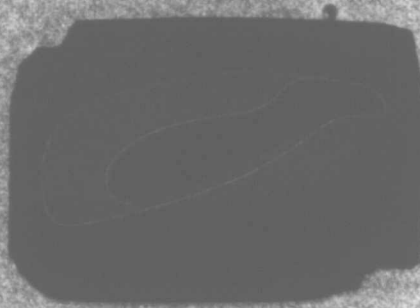
"Cow Brand" Soda has no equal for PURITY and STRENGTH.

**CHURCH & DWIGHT, Limited**

Manufacturers  
**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. BLAIR

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Tea  
Wares to Buy Tea  
Bulk v. Package Tea  
How to Evaporate & Tea Trays  
Tea Blending, etc., etc.

75 pages; Cloth

Price, postpaid, \$2.50

ORDER SENT

**THE CANADIAN GROCER**

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

**I. G. STEWART, Halifax.**

## 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.

Terms—100 Clippings, \$ 5.00

500 " 12.00

500 " 20.00

1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

**CANADIAN PRESS CLIPPING BUREAU**

227 Mount Street, MONTREAL, QUE.

Telephone Main 1285

10 Front St. E., Toronto, Telephone Main 2501

is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of keeping it always in Stock.



A OBYLON, 1's  
O 1's PEGS.

.....	\$0 15	\$0 25
.....	0 19	0 35
.....	0 21	0 36
.....	0 28	0 40
.....	0 30	0 40
.....	0 35	0 50
.....	0 40	0 60

" BRAND

Wholesale. Retail

.....	\$ 0 25	\$0 50
.....	0 28	0 40
.....	0 19	0 35
.....	0 30	0 35
.....	0 19	0 35

AV, Montreal.

.....	\$0 42
.....	0 37
.....	0 32
.....	0 30
.....	0 37
.....	0 35
.....	0 37
.....	0 25
.....	0 21
.....	0 23
.....	0 19
.....	0 20
.....	0 18
.....	0 18

0-lb. per case, lead

(25 1's and 70 1's) 0 25

Black tea in lead packets

1/2 lb. and 1 lb.

.....retail 0 25 at 0 30

1/2 lb. and 1 lb.

.....retail 0 30 at 0 35

1/2 lb. and 1 lb.

.....retail 0 25 at 0 30

1/2 lb. and 1 lb.

.....retail 0 40 at 0 50

1/2 lb. and 1 lb.

.....retail 0 50 at 0 54

1/2 lb. and 1 lb.

.....retail at 0 60

row " blend—

10, 25, 50 and 80-lb.

..... per lb. 0 25

..... " 0 30

..... " 0 35

..... " 0 30

..... " 0 17

base.

BRACCO CO., LIMITED.

1/2, 5 and 1 lb. .... \$0 46

1/2 and 1 lb. .... 0 50

..... 0 50

..... 0 51

..... 0 46

..... 0 48

..... 0 51

..... 0 56

..... 0 45

..... 0 45

..... 0 45

..... 0 53

..... 0 46

..... 0 47

..... 0 56

egars.

AV, Montreal. For gal

..... highest quality.. \$0 22

..... 0 27

..... 0 24

ayers of large quantity

Yeast.

..... 10 c. pkgs. in case... \$1 05

..... 1/2, 5 lbs ..... 1



# Glass Stand Lamps

Always staple and in demand. We have several nice little assortments of different styles.

Prices and illustrations on application.

**GOWANS, KENT & CO.**  
TORONTO LIMITED

## **PUSH**

packaged Mince Meat at this season.

## **WETHEY'S**

is the standard of excellence, one package makes two large or three small pies.

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Be sure you get Wethey's. Sell every customer a package.

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ST. CATHARINES, CANADA

# Crosse & Blackwell's MALT VINEGAR

C

&

B

Rep. Pints

Imp. Pints

Rep. Quarts

Imp. Quarts

**C. E. Colson & Son**

MONTREAL, Agents



CA  
VOL. XX.  
K  
O  
"C"  
2-lb. t  
5 "  
10 "  
20 "  
Frei  
stator  
53 Front  
TORON