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January 5, 1906

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# CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, JANUARY 12, 1906.

NO. 2

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CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

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The soap many are now using and all should use and the soap you can sell them is

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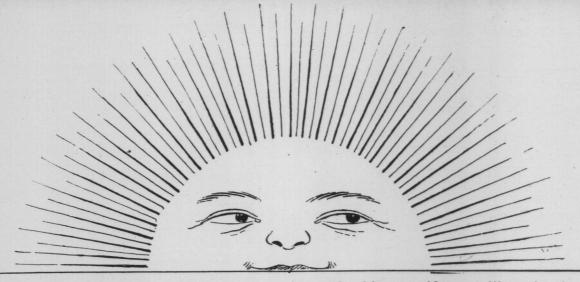
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# Barristers, Solicitors, Etc. JOHN A. ROBINSON. JOHN R. GREEN. Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co.. St. Thomas. Out.

treatment for all persons af-

fected with the disease of drunkenness, is known only to

DR. MacKAY, Address City Hall, Montreal, Que.

Absolutely private treatment.

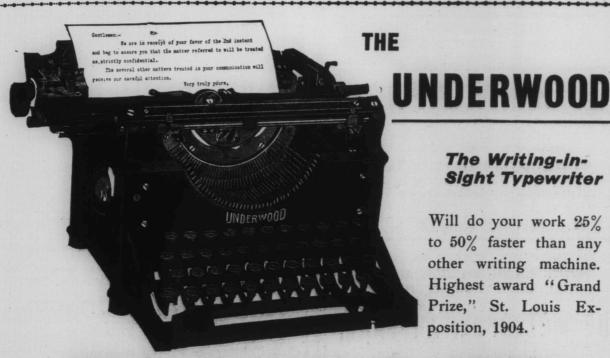
### The Belleville Business College, Limited

Business firms get the best results by applying to us 10 days before vacancies ur in their employ. See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw Secretary.

BELLEVILLE, ONTARIO

(J. Frith Jeffers, M.A. President.



#### The Writing-in-Sight Typewriter

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

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STREET,

"The firm behind the label" is an English trader's expression, and a good one. Solomon says: "A good name is better than great riches." H. O. Havemeyer put that into modern phrase when he testified: "A good trade-mark is worth one million dollars."

DO YOU consider "the firm behind the label" when buying your Canned Goods?

If not, isn't it important that you should?

The <u>CANADIAN CANNERS</u>, <u>Limited</u>, are the largest packers of Canned Fruits and Vegetables in the world. They have a great reputation to maintain. They are sparing no expense in material or labor to send out the very highest quality of Canned Goods.

### QUALITY IS GUARANTEED

Remember, a guarantee is more or less valuable, according to the reputation of the guarantor.

Remember, "the firm behind the label," and order only brands such as "Ganada First," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Lynnvalley," "Maple Leaf," "Kent," "Lion, "Thistle," "Grand River," etc., etc.

January 12,



### Just a Splendid Line to Stock This Year

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

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

Retails at 10c. pkge.

### Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

# A SUCCESSFUL NEW YEAR DEPENDS ON CAREFUL BUYING

The MILK and CREAM to buy in 1906 is





Sweetened

TRURO CONDENSED MILK CO., Limited,

TRUDA N

"The Brand



of Quality"

We can now offer the trade the following:

APPLE JELLY IN CUPS AND JARS
APPLE BUTTER IN JARS AND PAILS

A Limited Quantity of "Gallon Apples."

Prepared Pumpkin, "Threes," the Pure Thing

and Tomato Catsup in Tins and Bottles

all of which are bound to give satisfaction to the consumer, as the quality is extra good, and prices right.

If your dealer cannot supply you with any of the above, write direct to

### THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont.

8 WELLINGTON ST. EAST, TORONTO, CANADA

nary 12, 1906



Thing





# \$1000 Reward

Recent investigations have disclosed the fact that unscrupulous handlers of flour are endeavoring to take advantage of the great popularity of Ogilvie's "ROYAL HOUSE-HOLD" Flour by refilling, with cheap, inferior flour, the bags and barrels bearing the Ogilvie Brand, and selling it as the genuine article. In order to bring the guilty parties to justice we offer the following reward:

The Ogilvie Flour Mills Co., Limited, will pay one thousand dollars (\$1,000.00) for such evidence as will result in the conviction of any person, persons, firms or corporations who may be refilling their bags or barrels with flour of other manufacture and selling the same as flour manufactured by the Ogilvie Flour Mills Co., Limited.

# The Ogilvie Flour Mills Co.

Montreal





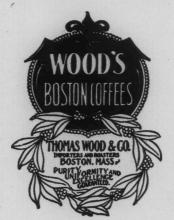
# 25-Cent Japan Tea

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

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

### W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



## "WATCH"

There is no word in the English language more pregnant with meaning than this. It means close, constant observation; vigilant attention; careful, continued notice; supervision.

Every pound of **WOOD'S COFFEES** delivered to the Grocer has been subjected to this ordeal.

There is another definition, "Outlook." This we apply to the interests of the Grocers assisting him to widen the field of demand for WOOD'S COFFEES and extend his trade.

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

# -absolute purity



is guaranteed to your customers in

# GILLETT'S Cream Tartar

Every time you make a sale of Gillett's Cream Tartar you

please your customer and make a friend.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. Toronto, Ont.

Chicago

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

## CALIFORNIA FRUIT

### **Evaporated Apricots**

All Grades at "Right" Prices.

### Prunes

Choicest Santa Clara-All sizes

### Seeded Raisins

"Fancy" Fruit-Special snap.

# Warren Bros. & Co.

Wholesale Grocers
Toronto

January 12,

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SROOM REAL.

Prices.

-All sizes

ial snap.

### PORK PACKERS AND THEIR DIFFICULTIES

The amount of correspondence which has arisen out of the acute situation brought on the packing industries by the decision of the Government to withdraw bonding privileges, has at last reached a crucial stage. So persistent have been the accusations of the existence of a combine that the leading packers are inviting the appointment of an influential committee to investigate the subject. We give herewith the main features of the several letters which have appeared in the press on the subject:

#### MR. WILLIAM DAVIES' LETTER

"About twenty-five years ago the William Davies Company were doing a very considerable business as export pork packets, but were heavily handicapped by the short supply of live hogs in Can-ada, and at that time were obtaining about one-half to two-thirds from the United States. The freight and exunited States. The treight and expenses, to say nothing of the shrinkage in weight and mortality, was very heavy, and amounted to what would be a handsome profit, while rivals in the United States were paying but a trifle higher freight than we on their manufactured goods to England, besides which at that time the G.T.R. would make time contracts with them while our time contracts with them, while our goods were often shut out of ocean steamers at Portland.

#### Some Missionary Work.

"Naturally we became discouraged, thinking seriously of moving our business and following our rivals. who had given up in Canada and migrated to Chicago and other points, we prospected in the Western States, and had very tempting offers made to us to locate there, but before accepting, feeling very reluctant to leave Toronto, we made an appeal to the Government at Ottawa. They agreed to make the bonding regulations a little less onerous and stringent, and we decided to remain here, rebuild, and start a missionary campaign by letters to the press, pamphlets, and addressing farmers as opportunity served.

#### English Taste Changing.

"Meantime the English taste was changing. The masses refused to eat fat bacon, and the grand Berkshire hog fell disrepute and disgrace. The Irish and Danish bacon curers solved the prob-lem. They supplied the farmers with the improved large Yorkshires for breeding purposes, and very soon the thick fat that was characteristic of the Dunmow ditch was displaced by a long, lean side of bacon that satisfied the most fastidious epicure. This led the writer to imous epicure. This led the writer to import a number from the celebrated prize-winning herd of Sanders Spencer, Huntingdon, and breeding a large number and advertising their excellence, they were soon scattered from Prince Edward Island to British Columbia. I asked the assistance of Hon. John Dryden but he said the formers would not ien, but he said the farmers would not dopt them; they would not be profit-ble. He has long since kept them on his own farm and recently made the amende honorable to me. To-day, I

think I am correct in saying, three-fifths or more of the hogs in Ontario are of the Yorkshire strain.

#### Profitable to Both Parties.

"With the increasing supply of hogs our business increased by leaps and bounds, and, on the whole, it has been prosperous. We have never posed as philanthropists, and till comparatively recently we had abundant testimony from farmers that they found hog-raising profitched." ing profitable, if not the most so of any

ing profitable, if not the most so of any branch of live stock.

"A few years ago an agricultural journal commenced a crusade against the pork packers, assuring the farmers they were being robbed; that there was a combine, and the farmer was under the iron heel of their oppressor, etc. The editor of that paper has been very malevolent in his utterances. Dr. Smale, assistant manager of the Wm. Davies Company, recently wrote to him a logical letter, giving facts and denving point cal letter, giving facts and denying point blank the accusation of a combine. The editor in the most disingenuous manner distorted the statements.

#### Fiercest Competition Exists.

"A Toronto daily also appears to have taken a malevolent pleasure in charging pork packers with forming a ring to keep the price of hogs down. Now, seeing that combination is a criminal offence, it is rather a serious matter to make a direct charge against a respectable body of men. Will your readers please bear in mind that there has never been a scintilla of evidence, much less proof, of these charges, and if those who were making them were not wilwho were making them were not wilfully blind, they would know beyond peradventure that the packers are at each other's throats; that the fiercest competition exists, and it is war to the knife to obtain hogs.

#### With Mr. Dryden.

"Now I have a crow to pick with Hon. John Dryden. I have been proud to number him in my list of friends-a man whom I have respected and in many respects admired. As Provincial Minis-ter of Agriculture I believe he did excellent service to the farming community, hence to the country generally, but the pork packers owe him nothing. After they had got the industry on a plane when it ran by its own momentum, then he found out the business was of im-portance, and helped it along in a certain way, but was always finding fault with the methods of the pork packers. They did not grade and pay a price accordingly. It is very probable drovers do not grade, and that may easily be explained. A farmer's hogs can be much more easily and quickly bought as they are. Farmers very much object to taking a lower price for one or two, and the drover has found by experience that by offering a uniform price he can make a greater profit after they are graded.

#### The Question of Grading.

"A few days ago Mr. Dryden was reported in the World as saying at the

Live Stock Show that if the packers would grade and give a more uniform price he would guarantee them plenty of hogs. The first thought I had in this connection was, what kind of a guaran-tee would the honorable gentleman give, and what would it be worth? Doubtless Mr. Dryden is a good practical farmer, and, as I have before stated, has done yeoman service as Minister of Agricul-ture, but if his methods of running a packing house proved as successful as his manufacturing and commercial enter-prises, as I and others know to our sorrow, then heaven help the pork pack-We used to grade, and severely, but in recent years competition is too fierce, each is afraid of his rival. What stronger proof of independent competition can there be?

"WM. DAVIES Toronto."

"The letter in your issue of Wednesday from Mr. Davies, the senior partner of the Wm. Davies Pork Packing Company, calls for some reply. I therefore crave the indulgence of your readers while I attempt to throw some light on the matters under controversy.

HON. JOHN DRYDEN'S LETTER.

#### Cause of the Controversy.

"What, then, is the cause of so much controversy in reference to the produc-tion of bacon? There are, I think, three separate questions, all of which are in dispute, and concerning which the farmers and the packers cannot seem to find

"First, the packers desire the privi-lege of importing from the United States a class of hogs for use in their packing establishments which are confessedly in-ferior to the Canadian supply. The farmers very stoutly object to this privilege being allowed, and present two strong reasons: First, the danger, in importing hogs grown in all parts of the United States, of introducing disease; second, the danger which at once presents itself of lowering the reputation of Canadian bacon. We think either of these is a good argument, and taken together they are unanswerable. Hon. Mr. Fisher did himself credit, and has won the gratitude of the people he especially represents in the Government all over Canada by deciding this question in their favor. American hogs, therefore, cannot now be brought in, except at an increased cost, representing the duty which is demanded.

#### The Problem of Production.

"Coupled with this question, and arising out of it, comes the second subject of controversy. The pork packers assert that sufficient hogs for their plants are not produced in Canada. Our answer is that with proper encouragement an un-limited supply can be presented for con-sumption by the packers, and that inasmuch as the packers and farmers are dependent on each other, and that so far as this industry is concerned neither can prosper without the other, they ought to confer together and try to come to a

mutual understanding by which such sufficient supply could be provided. If this could be done, there can be no doubt in the mind of anyone who looks over the entire province without going outside of it, that the supply could be increased indefinitely.

#### The Matter of Grading.

"The third point which has been under discussion for some time is in reference to maintaining the quality of the bacon. The buyer insists on purchasing on what is called a flat rate-that is to say, price is uniform for good, bad, and indifferent. The farmer who produces the ideal hog, which makes the best quality of bacon, receives no more under the present system, than the man who produces a thick, fat how which, according to the opinion of the packers, is not wanted for bacon curing at all. The packers throw this back at us in our discussion, and say it is for you farmers to produce the article which is needed. and, although we refuse to pay any more for doing so, you ought to, in justice to yourselves, produce it. Now, there are a few farmers who would be willing to produce the best, although they get no more money, simply for the satisfaction which it gives them, but the great mass of people do not look at things in that way. They are doing this work for the dollars that are in it. If, therefore, by being careless and indifferent as to the they can receive an equal amount to the man who takes pains and spends money in securing the best, it is easily seen that there is not likely to be any improvement.

#### Not Championing Rival Breeds.

"Mr. Davies further complains at my action while administering the Department of Agriculture, and says in his letthat he asked my assistance, that I would not respond, giving various excuses for so doing. Your readers do not understand his reference, nor what it was he asked me to do. As he says, Mr. Davies at that time was the champion of and a breeder of Yorkshire hogs. He had decided for himself that these were the best for bacon purposes. At the same time the Ingersoll Packing Company had spent a considerable amount of money in importing the Tamworth breed, asserting that this filled the bill the best of any. There were still others chamof any. pioning the improved Berkshire. surely Mr. Davies can see-if he cannot, think others can-that it would not do for the head of the department to champion any one of these breeds as against the others. In the first place it would not be right to do so, and especially when the head of the department had no personal knowledge of what breed in his judgment was the best.

#### To Show the Way.

"Now, the department undertook to settle this question in a different way. As soon as it was seen that our system of farming must be changed, that our profits must come from other sources, the department undertook to show the way. To this end the Winter Fair was finally located at Guelph, and the revolution of the hog products of this country, so as to provide material for the best bacon, was undertaken. Special prizes were offered for bacon hogs; the classes were divided; the bast bacon producer from Tamworth, from Yorkshire, from Berkshire and other sources. Then the best among the whole lot.

This was the only real wav of proving what Mr. Davies asserted was true, that one breed was superior to another. packers were asked to supply judges. They were supposed to be the men who best knew what the ideal hog should be. They were instructed not to give the first prize if no prize animal presented itself, nor a second, nor a third. first year a number of these prizes were withheld; the second year my recollection is that they were filled, but it was not until the third year that we felt we come to the time when the ideal hog in some numbers had been produced. This was the year of the commencement of our educational work in connection with this question. Mr. Davies does not seem to have any knowledge of it. The Superintendent of Institutes at that time received permission to use the funds of the institution in bringing lecturers to Guelph and paying their expenses the same as when they go out to speak at institute meetings with a view of giving information in reference to this and some other questions.

#### Finding the Ideal Hog.

"They were all there and listened tothe discussions which took place. ideal bacon hog and others which were not ideal were brought into the lecture The packers were asked to discuss them before these crowds of farmers, including farmers' institute lecturers who were present. Questions were asked, and the whole matter threshed out. following night these animals were killed and next day were brought in, cut up and showing the quality as described when the animals were alive. This has been continued ever since, but, if we had stopped there, it would have taken a good many more years to bring about the revolution which took place. Followthis, under instructions of the head of the department, the Superintendent of Institutes made the bacon hog a compulsory subject at every institute meeting in the province. At every meeting there was some subject taken bearing on the bacon hog. We could not take the live animal into the school house or hall; therefore, large charts were prepared of these ideal hogs which had been seen at Guelph, and of the sides as they were presented to the audiences there, so that in every county at the several meetings held in the local institute the bacon hog was the subject of discussion. This was continued the following year, and in a good many places a third year. The result was an entire revolution in the hog product of the country, and yet Mr. Davies is able to say at this late date that 'the packers of Canada owe the head of the department at that time nothing.' My opinion and the opinion of farmers is that the department has made these men rich and that they are not now willing to share their riches the men upon whom they depend for their raw material.
"The writer regrets exceedingly that

"The writer regrets exceedingly that this personal and unjust attack should be made by Mr. Davies, for the reason that I do not think any good can come of it. I had planned to have a conference with Dr. Smale, who had been selected as champion of the packers at our late meetings in Guelph, and I hope I may still have the privilege of holding that conference with a view of ascertaining whether some common ground cannot be reached which will work satisfactorily in the interests of both parties. "JOHN DRYDEN, Toronto."

#### WM. DAVIES CO. REPLIES.

"Replying to the article in the Toronto World of the 4th, and to recent editorial comments in the Farmers' Sun. '(1) Slaughtering hogs in bond. interest of this company in the bonding privilege can probably best be answered by saying that we have not killed an American hog in bond in Toronto in fourteen years. In the small house we have in Harriston, Ont., we killed about 4,000 American hogs early last Summer, and some 1,000 a few weeks ago, which represents all the American hogs we have killed since 1891. From July, 1905, we in frequent communication with were in frequent communication the Minister of Agriculture, Mr. Fisher, urging upon him the necessity of requiring each side of bacon made from American hogs under the bonding privilege to be skin branded 'American Sides,' as we feared injury to Canadian bacon by having the products of American hogs sold as Canadian in England. The Minister decided to stop the privilege rather than to adopt the remedy we suggested. We have no quar-rel with him for his decision. We think the course suggested by us was the wiser one, although the above figures will de-

monstrate how unimportant the whole question is to this company.

"(2) Is there a pork packers' combine? We have stated in your columns before, we have stated in the columns of the Farmer's Sun, that as far as this company is concerned there is no association with any combination of packers for any purpose whatsoever. The statement is now made by you and by the Farmer's Sun that perhaps it is not called a combine, but there is an understanding which is just as effective nevertheless. In party to this theless. In reply to this we desire to theless. In reply to this we desire to say that this company has not had, has not now, understandings, direct or indirect, through agents, through 'Joe Harris,' through telegraph or telephone companies, through any sort, kind or form of communication, whereby the price which will be paid for hogs is discussed, or views of values compared, or any condition set up showing collusion of interests upon any matter involved. If this denial still leaves some loophole which you think is not covered, if you will supply the language to cover the loophole, you will please understand that our denial embodies your language. If other packers in Ontario know the price which this company fixes for hogs each week, it is obtained by some means unknown to us, and if you can discover the means you will perform for us a very useful and satisfying service.

#### The Control of Bacon and Beef.

"This company does not desire, and has not sought, to control the bacon or beef business, either by direct or indirect measures. It has sought to bring all the intelligence it could command to bear upon the business with which it was identified. It has sought for and desires no artificial aid from any source what-soever. It has believed that industry and intelligence applied to the day-to-day operations of the company were more useful and more self-respecting, and the results secured from such efforts more satisfying, than the same money results secured through combination. We have been guilty of the crime of playing a lone hand, and of taking a pride in the business with which we are associated, being developed along the lines indicated. Hence, as far as we are concerned, the conjectures and suggestions based

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ed, ungenerous and misleading.
"We make no attempt to conceal our anxiety at the effect of this persistent campaign, establishing as it does want of confidence in the packers. It is vital to the continuance of the bacon industry that a spirit of confidence exist between the breeder and feeder who raises hogs and the curer who ships the finished product to the English market. Where criticisms of the press upon the packers and the bacon industry are founded on actual knowledge, useful and necessary public service is performed in making criticisms. Where they are founded on conjecture and there is refusal to accept as truthful the statements of those who are cognizant of the facts, a cruel wrong is done, not only to an important industry in which the farmers of the province are interested, but to business men who have invested large sums of money in buildings and plant, the value of which is vitally dependent upon the activity with which they can be operat-

#### Shrinkage in 1905.

"As an evidence of what this campaign has been able to accomplish, this company, as the most representative one in the business, shows a shrinkage of 100,-000 in number of hogs killed during 1905 as compared to 1904, which is equivalent to one-quarter of our business. Our workpeople have for months at a time been from one-half day to three days a week short in their time, and the whole business has been subjected to great anxiety and much concern. This shrinkage in hogs has been produced by unnatural means, as it follows a long period of high average price for hogs, when under normal conditions the quantities would increase.

"We want neither sympathy nor con-solation for this state of affairs. We only ask that in simple justice newspapers, powerful to work mischief as well as to do good, will be fair-minded and cease a destructive campaign, or support their statements by evidence other than mere conjecture or broad assertion.

We sincerely believe that the cultivation of hogs has been profitable to farmers. We believe that the bacon industry has been possible because of the intelli-gent co-operation between the breeders and feeders who have produced good hogs and the packers who have cured good bacon. We believe this co-operation s being wrongfully destroyed by a persistent newspaper campaign of insinuaion and assertion against packers which is not supported by evidence, and which we say, as far as this company is conerned, is not only misleading, but di-metly contrary to the whole spirit in which the business is conducted.

#### Committee Suggested.

"If you, with the editor of the Farms' Advocate, the editor of the Farms' Sun and the editor of the Farming orld, will arrange for the Hon. Nelson conteith, Minister of Agriculture in the resent Government, the Hon. John lyden, Minister of Agriculture in the Hon. Hon lyden, Minister of Agriculture in the Ross administration, and Mr. Dunan Anderson and Mr. T McMillan, armers' Institute lecturers, to join the your as a committee to wait upon us, we will place at your disposal all available information bearing upon your charge that the buying price of hogs is determined or affected by an understand-ing between packers to which we are a party. If, after this committee has met with us and gone over the evidence which we will submit, you find you have been mistaken in your conjectures and assertions, we will ask you in the interests of a very important industry, to make the amende honorable.

"At the time the committee calls upon us, if there are any general matters identified with the business which are of interest to them, as, for instance, ques-tions referred to in the letter of the Hon. John Dryden in the Globe of even date, and which are outside your par-ticular charges, we will gladly discuss these items in as full a manner as the committee may desire.
"THE WM. DAVIES CO., LTD.,

"Toronto."

#### BOARD OF TRADE MEETINGS.

#### ST. JOHN, N. B.

The monthly meeting of the Board of Trade was held on January 2. The council has elected the following additional members: George Robertson, M. P.P., J. H. McRobbie, George E. Barbour, W. E. Foster, E. L. Rising and bour, W. E. J. E. Irvine.

The council had urged the Government to make an additional grant towards the Sand Point dredging operations.

T. H. Estabrooks, who was elected vice-president, sent a letter regretting his inability to accept the office.

F. A. Dykeman nominated J. H. Mc-

The motion was seconded by l. A. Austin and unanimously passed. W. E. McIntyre was elected a member

of the board. It was suggested that Senator Ellis would be a suitable representative to at-tend the meeting of the Forestry Asso-ciation at Ottawa this month. On motion of Mr. McRobbie the matter was left with the president.

With reference to the encouragement of new industries, the president said the Board of Trade was working along various lines. Plans are making for a booklet descriptive of St. John's advantages

for manufacturing purposes.

Mr. Hatheway said he thought St.

John would be a good site for a flour

Mr. Shaffer, I.C.R. freight agent, suggested that a beet sugar industry might be successfully established here.

#### OLDS, ALBERTA.

It is now about four years since the Olds Board of Trade was established, and although a mere advisory board it has been of great service to the district. Every question of public interest is taken up and discussed, and when thought necessary steps are taken and repre-sentations made. Its work has been done quietly and effectively. Many settlers in outlying districts have been sur-prised at the erection of a bridge over creek or river in some convenient place, and wondered why it had been placed there. Reports had reached the Board of Trade that such a thing was a necessity, and they in turn brought this to the notice of the proper authorities, with the result that many improvements such as bridges and road repairs, have been effected for the convenience of settlers.

One of the first things that the board inaugurated was a monthly street fair held on the last Saturday of every month, and how successful these monthly sales were is known to all of us, but owing to the low prices which existed for cattle during last Summer these sales were not so successful, as very few

farmers were willing to dispose of their stock at the current low figures. There is evidence that the price of cattle will be higher in the Spring, and the street fairs will again receive the patronage which ought to be accorded to them.

Important questions are now before the board. The question of electric lighting and fire protection is being subjected to keen inquiry, so that when the town council decide to take steps in the mat-ter the Board of Trade will be on hand to see that what is installed is adequate and to further promote and safeguard the interests of the ratepayers.

#### MONTREAL.

Mr. Alfred Moseley, C.M.G., addressed a well attended meeting of the members of the board of trade on Jan. 8, on the subject of preferential trade within the Empire. Mr. Moseley explained Mr. Chamberlain's idea of preferential trade within the Empire, and said it was often sought to misrepresent him by making it appear that in Canada he would seek to place some embargo, some brake, upon Canada's aspirations as a manufacturing country. Nothing, Mr. Moseley explained, was farther from Mr. Chamberlain's thoughts.

At the close of Mr. Moseley's address, which was most attentively listened to, the following resolution was adopted, on motion of Sir George Drummond:

"That this meeting of members of the Montreal Board of Trade hereby expresses its hearty approval of and sympathy with the policy of reciprocal preferential trade between the component parts of the British Empire and the Imperial ideas in connection therewith, now being advocated by the Right Hon. Joseph Chamberlain, which, if carried into effect, will, in the spinion of this meeting bring increased prosperity to the Mother Country and the colonics."

#### CALIFORNIA RAISIN CROP.

Advices from Fresno, Cal., state that the entire raisin crop in the hands of the California Raisin-Growers' Co. has been sold to packers on a three cent basis. By the concluding of this sale is ended a season of unrest in the raisin business. At the beginning of the season a combination was formed between the growers' company and several packers. The price was set too high, and the result was that the growers' company were unable to market their raisins.

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### WINDOW AND INTERIOR DISPLAYS

#### CHRISTMAS WINDOW DISPLAY FOR COMPETITION.

#### HURRY UP WITH YOUR DRAWINGS

The Canadian Grocer's competition closes with the coming week. Many subscribers have already sent in their drawings. Have you got your photo or drawing ready yet? Mail us by return and secure your chance for the honor of first place. Prizes will be awarded for photos or drawings and accompanying descriptions of the same. The prizes will consist of:

First Prize ...... \$5.00 Second Prize ..... 3.00

and \$2.00 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15, 1906, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course, all pictures, in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Care should be taken to avoid reflection in the photograph. The best photos are often taken at night.

#### INTERNAL STORE CRITICISM.

There is little need for explanation in the cut of internal arrangements given herewith-it speaks for itself. A casual observer can see at once that it is set out, not merely by a firm who know their business, but by a firm who know how to economize business. In an earlier issue, it was pointed out, the immense saving which accrues in a well fitted store by reducing the labor of clerks, in having goods ready to hand, and in preserving them in good condition. In the store under review, it will be noticed that, to a great extent, the stock is classified, thus giving every appearance of fine order, and at the same time a good show. This in itself gives a somewhat straight and monotonous appearance. It will be noticed, too, that a show case display of tobacco goods is seen on the immediate right, and could not fail to attract early attention. The crockery counter takes up the centre of the store, probably the the best place, both for light and utility. Grocers thinking of improving their trade would do well to take pattern from this arrangement The. illustration shows the store of Horne & Spice, of Lacombe, Alta. This store, which is called the Bee Hive Supply Store, is

well named, as everybody is on the hustle in this establishment. The firm formed partnership in May, 1905. Mr. Horne was at one time with Campbell Bros. & Wilson, and Mr. Spice up to that time was a partner in The Great West Trading Co. of Yorkton. The firm does practically a cash business, and finds it a great success. The store, as can be seen by the illustrations, is up-to-date in every department. It measures 40 x 80, and has two large plate glass fronts, hardwood floor, metallic ceiling, and the latest fixtures. Eight clerks are kept busy all the time waiting on customers as this firm enjoys a large trade in Lacombe and its district.

#### NOTES.

Don't display goods that you cannot duplicate from your stock. Nothing harms your trade more than to attract customers to your store by a good window display, and for the customer to find out that what is in the window is only samples.

Many grocers attribute their success to the help they have received from their wives. It would be a good plan for grocers to consult their wives in the matter of window dressing. The feminine eye as a rule can discern many features that the grocer would not notice.

A general merchant in Illinois has hit upon a scheme for attracting crowds to his establishment during the dull season. He buys a large assortment of



Interior display.-Horne & Spice, Lacombe, Alberta.

#### A HANDY FRUIT DISPLAY.

How to display dried fruits? This question has at last been solved. If we a long case made, about as long as a counter, a foot high in the back and about eight inches high in the front. Divide it into as many parts as you have different kinds of fruit. This, of course, is put on a sort of low counter. When it is all finished it ought to be about the height of the average counter. This case should be stained the same color as the other fixtures in the store. On the back of every one of these divisions tack a neat card, with the name of the contents and the price per pound.

glassware, ranging in price from 75c to \$7 a dozen. This assortment is placed in the show window of his store. In the front of the window, for about a week in advance of the date, a sign is placed announcing that all customers buying \$1 or more of merchandise during a stipulated period can have a choice of any article in the window for 5 cents. A notice to the same effect is inserted in the daily newspapers. In some cases, glassware that is ordinarily sold as high as \$1 apiece is offered at 5 cents. The fact that much of the glassware is sold at pretty near the ordinary rate is overlooked by the purchasers, who think only of the greater values. The dealer has tried the scheme on numerous occasions and invariably finds it to work handsomely.

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Illinois has hit ting crowds to the dull seaassortment of



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In some cases, rily sold as high at 5 cents. The lassware is sold ary rate is overt, who think on-The dealer has nerous occasions to work hand-



SUCCESSFULLY MAKING STOVE POLISH. For forty years we have been successfully making stove polish that pleases the housekeeper. It is natural that we should know what they want and how to make it right. RISING SUN Stove Polish and SUN PASTE Stove Polish good margin of profit.

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

#### POINTS FOR THE INDUSTRIOUS CLERK

#### NUTMEG NATIONAL BANK.

How many men have started in business on "hot air," kiting checks to even pay their first month's rent, and some of these very men have been successful and have made independent fortunes? Then, again, how many have failed to make good? Of the average American business men, seven out of one hundred only are successful, the other ninety-three go to the wall.

But who ever heard of a national bank being started on "hot air?" But one was started in a prosperous town in Connecticut, and is now one of the most successful in the Nutmeg State. The head of the bank was a "hustler," who formerly had been cashier of another bank in the same place, but who, on account of some disagreement with the directors, had resigned his position. He knew every business man and farmer of means in the neighborhood, and he was known by them in turn to be a very shrewd and trustworthy man.

After resigning the original cashier-ship, he resolved to start the new bank under a national charter, with himself, of course, as cashier, and the way he started it was unique and amusing. When he approached a person for a subscription to the stock of the new bank, and the person was invariably one whose credit was A1, he first said, "Now, my dear boy. I do not want a single dollar in cash from you; all I want is your note at three, six and nine months," and these he would get discounted at a Boston bank, which had agreed to act as the Boston correspondent of his bank.

With the proceeds of these notes, the new bank would at once take out circulation, and when the notes became due the bank would take them up and the makers would renew them as long as they pleased at the new bank. The scheme worked to a charm, and that cashier had no trouble in negotiating the notes of the subscribers to the bank stock and with the proceeds at once purchased Government bonds and took out national bank note circulation, so that

when the notes for the bank stock fell due he had the cash on hand to pay them off and to renew them for the makers at the newly started bank.

Each subscriber to the bank stock, too, finding the project likely to be a success, began to take a personal interest and pride in the institution, and not only deposited his own surplus funds in it, but induced neighbors and acquaintances to do likewise.

Within two years the bank began to pay dividends and to-day there is no more flourishing institution of its kind in Connecticut. That bank was virtually started on "paper and hot air."

#### CLEANLINESS AND QUALITY NEC-ESSARY FOR SUCCESS.

That there is profit and honor to be secured in following the business of a retail grocer is evident from the successful retailers that are to be found in every village, town and city, as well as at cross-roads stores and out-of-the-way places. Unfortunately, success does not come to the majority, most of whom have hard work to secure a poor living, and yet this great number of distributors do more trade, in the aggregate, than the successful, flourishing minority.

The first feature that strikes the observer is the untidiness of the small store, the appearance of which is far from being suggestive of that absolute cleanliness which is necessary if a purveyor of food products is to enjoy the confidence of the people he seeks to serve.

An untidy store may have on its shelves the very highest grade of goods, but the general untidiness is a libel on the stock and undermines faith in the store service. That lost, success cannot be attained.

It is granted that there are exceptional cases of success on the part of grocers wholly indifferent to style and who care little for appearances, but in most cases of that sort, it will be found that the personality of the storekeeper is such as to make people like the man and over-

look his methods so far as they relate to cleanliness. He is scrupulously exact or honest, and therefore patrons are not influenced unfavorably by a slovenly window or disarranged shelves. He may be a sociable fellow, with tact and good address, so that his good nature hides faults in appearance. The exception only serves to prove the rule that confidence is hard to be won for an untidy store.

Inferior goods are responsible for many failures, because there are too many retailers who put more stress on price than on quality, and therefore lose the confidence of consumers. They do not seem to grasp the fact that, unless the food sold gives the buyer satisfaction, confidence is shattered and the customer does not become a "repeater," and it is repeaters that a store needs to win success.

#### THE SELF-MADE MAN.

Charles M. Schwab, the millionaire steel magnate and self-made man, takes no stock in the assertion of Professor Buttler, who claims that the day of the self-made man is over. Said Mr. Schwab in an interview in the Inter-Ocean, on a recent visit to Chicago: "That statement is foolish. I don't want to get into controversy with the professor, but I am confident that the chances for ambitious young men to make themselves successful were never better than today. You hear talk about the corporations throwing limitations about the individual efforts of young men. fact is that corporations are reaching out for bright youths and pavin well for their services when they find them, I am a friend of colleges, but I see a point on which they cannot lay too much stress. They should teach their students that they are no better socially than the young men who are winning their way in the workshops. The college diploma ought not give any man a superior place in society over the man who has been learning by practice while others are learning through theories."

We have a letter in our possession from a gentleman who has in his employ about 6,000 men. He reiterates the opinion expressed by Mr. Schwab, that there

January 12,

# JAVA RICE

ASK FOR SAMPLE AND PRICE

### THOMAS KINNEAR & CO.

Wholesale Grocers

- TORONTO and PETERBORO



# UPTON'S

### Orange Marmalade, Jams and Jellies

have the call for the very good reason that they are made right and taste right.

T. UPTON CO.

never was a time when worthy young men were so greatly needed as at the present time, or who were more certain of advancement at high salaries. remember him as a young man receiving ten dollars a week and without any pull but his own strenuous endeavors, his salary is now five figures a year. He says: "For instance, I have a superintendent to whom we are paying \$2,500 a year and a bonus that will bring his salary up to \$2,750 or \$2,800, who started with me Jan. 1, 1901, at \$50 a month. Another, who is doing equally as well, who started in 1902, at \$60 per month. These had the right stuff in them. I could cite numerous instances. company, while doing this, expect to get value received in the way of good service, loyalty, etc., but do not ask anything that is dishonorable."

#### DON'T BE A KICKER.

Don't be a kicker—no man ever made a dollar kicking but a professional ball player. No man ever helped himself up permanently by kicking his neighbor down. Give others a kind word and give it freely. It won't cost you a penny and remember you may want a good word some day. You may have thousands today and to-morrow be without the price of a shave. Don't be a kicker. It doesn't pay. You can't afford it. There is nothing in it. If you want to throw something at somebody, throw cologne, and don't throw mud and briekbats. If you feel that way you are the man that needs kicking. Whatever you do don't allow yourself to become a chronic kicker.

#### TRADE INQUIRIES.

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

1210. A London firm desires to get into communication with Canadian exporters of dried cod and green apples.

1211. Inquiry has been made by a London firm for the names of Canadian importers of salt.

1212. The names of Canadian export-

ers of fur cuttings have been asked for by a London house.

1213. The manufacturers of a well known bicycle would like to get into communication with Canadian importing firm prepared to introduce their cycles.

1214. A London firm possessing a wholesale connection could handle a Canadian brand of condensed milk, and would also like to get into touch with Canadian producers of canned goods and dried fruits and vegetables.

1215. A Cardiff firm possessing a connection among ships store merchants in South Wales ports is prepared to represent, on commission, Canadian producers of canned goods, soups, etc., and other goods suitable for ships stores.

1. Inquiry is made for the names of Canadian firms requiring an agent in England by a North of England resident offering good references.

2. A Turkish firm at Constantinople has requested to be placed in touch with Canadian buyers of olives and oil.

3. The names of some Canadian shippers of apples are asked for by a London importer desiring to do business in this line.

#### N. S. SUGAR OUTLOOK.

The total imports of sugar imported into Halifax, N.S., for the year ending December 31, 1905, were 46,117 tons, a slight decrease over the importation of 1904. The imports last year were 48,873 tons, but of this amount 2,543 tons were imported from Peru, the balance being from the British West Indies. No sugar was imported from Germany this year.

many this year.

A notable feature is that during the year every ton of sugar that came to Halifax was imported from the British West Indies, and British Guiana. The sugar business generally has been good during the year. The Spring trade was dull owing to the tie-up on the railways, and consequently put business back to some extent. It improved very greatly later on, however, and business during the latter part of the year was much better than that of the preceding year.

The price of sugar at the present time is low, being probably one cent a pound lower than the highest point reached during the year of 1904. The outlook for the sugar business during 1906 is considered to be very bright.

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### MOLASSES TRADE

If you have been selling poor goods during the past year

### Turn Over a New Leaf

Buy our "Barbados Special" in hf. bbls. or 3-lb. tins, and you will gain trade.

LUCAS, STEELE & BRISTOL, Wholesale Hamilton 

# **WESTERN ONTARIO MERCHANTS:**

We wish to advise, owing to Mr. Dewar having resigned, we will be represented by Mr. W. P. Toms, who is now getting ready to take up his trip, and will commence calling in about ten days. We will advise by card the dates he expects to call.

In the interval, if anything is wanted, phone or wire at our expense and we will guarantee satisfaction.

# James Turner & Co., Hamilton, Ont.

How ESSENTIAL to get a PURE OIL

How VALUABLE to have a PURE OIL

How PROFITABLE to sell Suaut & Co.'s

Write for **Price Lists to** 

J. RUSSELL MURRAY 6 St. Sacrament St., MONTREAL.

Sole Canadian Representative of Messrs. Mengert, Gagnoli & Co.,

# PRUNES

We can interest you.

### THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

#### **BUSINESS PERSONALS**

Reg Oldershaw, with John McCordia, grocer, Chatham, has taken a position as traveler for the McCormick Manufacturing Company, wholesale confection-

It is with regret the friends of Mr. J. E. Rutledge of the Climax grocery store, Fort William, Ontario, will hear that he is laid up with an attack of typhoid

The assets of E. M. Cory, grocer, Galt, who assigned recently, have been sold for seventy cents on the dollar. The liabilities were \$1,500, mostly due to Toronto houses. N. L. Martin, asto Toronto houses. signee, made the sale.

Mr. H. E. Robinson has been appointed superintendent of the Ingersol, water-works and has entered upon his duties. Mr. Robinson is a business man of wide experience, having been a member of the grocery firm of Robinson Bros.

George Tay, formerly with W. A. Day, general merchant, Port Stanley, has accepted a position with Estabrooks, the tea merchant, of St. John, N.B. He left for St. John, N.B., last week. On his return he will act as city traveler in Toronto for his new firm.

George H. Campbell, London, for the last five years representing T. H. Estabrooks, wholesale tea merchant, St. John, N.B., Toronto and Winnipeg, in Western Ontario, has been promoted to take charge of the Toronto branch. Mr. Campbell will be much missed on the road, where he made many friends.

J. T. Atkinson is to become a partner in the wholesale grocery firm of Ross &

Parnell, of St. Catharines. Mr. Atkinson was for twenty years with the firm of James Turner & Co., Hamilton, and for the last six years he was connected with the firm of McPherson, Glassco & Co., Hamilton. He recently purchased an interest in the firm of Ross & Parnell, which will be known as Ross, Parnell & Atkinson, Mr. Atkinson will go to St. Catharines at once, but his family will remain in Hamilton until he has disposed of his property, when they also will make their home at St. Catharines.

A very pleasant event took place at Brandon, Brandon, Man., on December 29 last, when the employes of Smith & Burton, grocers, gathered at the home of Mr. Frank Smith, to bid farewell to Mr. E B. Smith, the senior partner of the firm who, with Mrs. Smith, is leaving on Tuesday to spend the balance of the Winter in California, after which they will the control of the winter in California, after which they will be control of the winter in California, after which they will be control of the winter of the control of the winter of the control of the winter of the control o will take up their residence in Hamilton, Ont. Mr. and Mrs. Smith were presented by the employes with an address, Mr. Smith with a handsome suit case and Mrs. Smith with a beautiful writing case. After the presentation the evening was pleasantly spent in a social way, music and games being indulged in. The gathering broke up by all singing heartily "He's a Jolly Good Fellow."

### ARTHUR.

Prominent American merchants who have been visiting Winnipeg have gone to Port Arthur, Ont., with the idea of establishing a wholesale grocery either there or in Fort William. It is said that they have been in the district be-

fore and are well satisfied that there is a paying field for the venture. The construction of the Grand Trunk

Pacific and the undertaking of the double tracking of the Canadian Pacific is believed to have inspired the visitors with the idea that there will be a heavy demand for the lines handled by grocery houses during the next few years. They intend to ship groceries both east and west from the lakes. The men are from Minneapolis.

#### LOBSTER INDUSTRY IN N.S.

To the shore fishermen of Nova Scotia the lobster fishery is beyond question most profitable.

The estimated catch for the world is in the neighborhood of eighty-five million of fish and a very large proportion of sixty-five millions are caught in the waters of the Maritime Provinces, the peninsula of Gaspe and Magdalen Islands peninsula of Gaspe and Magdalen Islands and shows the importance of this fishery to the Dominion. Beyond the seven or eight millions of lobsters canned in Newfoundland, equalling about 1,400,000 pounds, the entire production of canned lobsters is confined to this eastern portion of the Dominion, where about 71,-000,000 pounds are appropriately packed for 000,000 pounds are annually packed for

export to the various countries.

The annual taking of lobsters for the province of Nova Scotia varies around 35,000,000 fish, of which quantity about 28,000,000 would be preserved in the canneries and the remaining quantity exported alive to the nearby markets of the large cities of the United States on the Atlantic seaboard. The plant employed in the catching, canning and exporting is valued at \$650,000.

### WHOLESALE GROCERY FOR PORT

**OUR ANNUAL TEA SALE NOW ON** 



Some big values in all lines, also many snaps. See our travellers or write for samples. If in a hurry for goods phone 596.

BALFOUR & CO.,

Wholesale Grocers,

HAMILTON, Ont.

To retail

Bank of To in Berlin, Or

Bank of N a branch in John Mel

Ethel, Ont., 1 The Sover

opened a bra E. W. Ma Kenton, Mar

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There are a good many people who keep telling you how much money you would make by selling this or that package tea. So you would—if you could only sell them. The trouble is that nearly all of them are "shelf goods"—they stay there.

Here's the difference:

# "KOLONA" pure Ceylon TEA

IS A SELLER—so much so that many retailers handle it to the exclusion of all other packet teas.

IT PAYS YOU a higher average percentage of profit than any other line.

IT GIVES THE CONSUMER, in each grade, better actual value than any other TEA on the market. A strong reason for its ever rapidly-increasing sales.

BLACK, MIXED and GREEN-1/2-lb. and 1-lb. packages. To retail at 25, 30, 40, 50, 60 and 80c. lb.

What one grocer says:

Oct. -, 1903.

Dear Sirs .-

We would like you to ship us at once, I case "Kolona" I-lb. packages, green, to sell at 25c. I " '%-lb. " ass'd, " 40c. We are having quite a run on "KOLONA." The other stores handle—, but we are more than holding our own with "KOLONA." It gives good satisfaction. Yours truly,

SPECIAL-We pay freight on 120-lb. orders. Packed in 30 an 1 60 lb. cases.

EBY, BLAIN CO., LIMITED Blenders and Packers. TORONTO.

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E. W. MacLaren, general merchant, Kenton, Man., has been burnt out.

opened a branch in Chatham, Ont.

BUSINESS NOTES.

in Berlin, Ont.

a branch in Fairville, N.B.

Ethel, Ont., has been burnt out.

Bank of Toronto has opened a branch

Bank of New Brunswick has opened

John McDonald, general merchant,

The Sovereign Bank of Canada has

Stewart Anderson, general merchant, Wheatley, Ont., has been burnt out.

Howard Leslie, general merchant, Minnedosa, Man., has been burnt out.

The Traders' Bank of Canada has opened a branch in East Toronto, Ont. Assaad, general merchant.

Suckingham, Que., has been burnt out.

The Bank of North America has pened a branch in North Vancouver.

Guy W. Dyer, Buckwheat Mills, Brisol, N.B., has been burned out; partially

Claver & Bradbury, general merchants, Cooper's Falls, Ont., have been burnt out.

A. W. H. Thompson, general merchant, High River, Alta., has been burnt out.

F. J. Bittancourt, the Victoria auctioneer, has purchased from the Brockhurst estate the grocery store and cottage at the corner of Second street and King's road. Mr. Bittancourt will stock the store with groceries at once, which will be managed by Miss N. Bittaucourt. The purchase price is withheld. M1. Bittancourt is said to have purchased this property for speculation, as he has confidence in Victoria.

#### THE LATE MR. S. A. MORRELL.

Stephen A. Morrell, a highly esteemed citizen of St. John, N.B., died suddenly at his residence, 233 Main street.

A short time ago Mr. Morrell had a stroke of paralysis but was recovering and doing well, and the family had strong hope of his recovery. He had an-other stroke, however, and before medical aid arrived had passed away. Dr. Kenney said that this last attack had caused hemorrhage of the brain.

Mr. Morrell was born at Kars, Kings county, in 1857. When a young man he went to Pittsburg, Pa. Later he lived in the Western States, where he remained until about 14 years ago, when he went to St. John and started a grocery business in Carleton. About three years ago he removed to Main street, where he has since carried on a very successful business. In September, 1892, he married Miss Griffiths, of St. John, who survives him.

Previous to his late illness Mr. Mor-

rell had always enjoyed exceptionally good health.

Mr. Morrell leaves a widow and two young children.

Mr. Morrell was a member of the Oddfellows and also a Forester. In the latter order he was a very active and prominent member.

#### HINTS TO BUYERS.

White & Co., Limited, received a fine California celery this week, being the fifth car they have had this season.

The American Pure Food Co., Montreal, manufacturers of Japanese starch, are pushing their specialty with vigor and success. Since the enlargement of their factory on Ontario street, completed a few weeks ago, they are pre-pared to fill all orders promptly and back orders are receiving expeditious attention.

White & Co., Limited, have received the first consignment of bitter oranges to come this season.

#### AGENT FOR NEW ZEALAND.

A report from Canada's trade agent at Melbourne, Australia, says that the New Zealand Government has appointed the secretary of the Canadian Manufacturers' Association, Toronto, their representative in Canada, to approach the Canadian manufacturers in reference to exhibiting at the international exhibition at Christehurch.

### MINCE MEAT

We are having a great demand for our Old English Mince Meat. Quality tells always and our customers say ours is the best on We know you can the market. buy mince meat at lower prices, but have you compared the goods?

There is only one way in which to make good mince meat, and that is to use the very best fruits, meats and spices. It won't be cheap mince meat but it will be good, and that is what we want to sell you. This is the season for it; put it on your counter and it will sell.

F. W. FEARMAN CO.,

# MINCE MEAT

Now is the time for selling

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority overother Brands.

> Packages: 65-lb. Tubs 25-lb. Pails 121/2-lb. Pails

### THE PARK, BLACKWELL

PORK AND BEEF PACKERS **TORONTO** 

TELEPHONE M 3960



### WESTERN **CROCERS**

### Satisfy your customers

by giving them the

**Finest Quality Canned Meats** 

Corned and Roast Beef 1 and 2-lb. Tins

Canned Chicken

For sale by all Western Jobbers Packed by

THE MANITOBA CANNING CO., LIMITED GRANDE POINTE, MANITOBA

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NICHOLSON & BAIN NICHOLSON, BAIN & JOHNSTON Calgary, Alta. Sales Agents

### ALWAYS PREPARED

to furnish prices on car lots or less in

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

#### OUR MOTTO:

Prompt shipment and one quality, namely, the best

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

73-75-77 Colborne Street

Toronto.

The chee as ever, al "guessing pity that I able, as widely wro the knowir have settle 220,000 an stocks of Canada, a half of the of British instructions for new bu

January 1

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### PRODUCE AND PROVISIONS

#### CHEESE AND BUTTER BULLETIN

The cheese market remains as strong as ever, and the situation seems to be gaining in strength all the time. Around New Year's there is a general stock "guessing" in the trade. It seems a pity that no reliable figures are obtainable, as "estimates" may prove to be widely wrong, and misleading. However, the knowing ones of the trade seem to have settled their opinion on between 220,000 and 230,000 boxes as the total stocks of cheese in the Dominion of Canada, and as, perhaps, more than half of these are held here for account of British importers awaiting shipping instructions, the total available supplies for new business are very limited. Stocks reported on January 1 from London. Bristol and Liverpool are all considerally below the average of former years. and all markets in the U. K. report advancing prices.

There is a report here also of extremely high bids being made at country points for new fodder made cheese, embracing all goods made, or to be made, up to May 1. The price mentioned is dangerously high, and these bids seem undoubtedly made with the intention of getting the cheese factories started at as early a date as possible, and, as cheese prices are now comparatively higher than prices for butter, it may have the desired effect of getting farmers to insist on making cheese instead of butter where factories are equipped for the making of either product.

Latest reports from British markets speak of great shortage in supplies of butter, with the expectation of unusually high prices, but our Winter made butter is hardly a fit article for export, and other countries will reap the benefit of high prices in the U. K. Butter, made here now, is only good for immediateonsumption, and as our stocks of butter are very light, we have a market for the present production right here.

The Dominion dairy commissioner, Mr J. A. Ruddick, has for some time ad vocated the testing of individual cows as it is done in Denmark, which mas truly be called the "Pioneer Dairy Country" of the world. The Eastern Townships or the Cowansville district. are the first in the field to start an association in this country on these lines. and we may say that the Eastern Townships have supplied us with the very firest quality of butter, and they certainly demonstrate by this sten, that they are thoroughly progressive and upto-date. This method of "cow testing" is decidedly a step in the right direction. improving the dairy herds, and should be adopted in all other dairy sections of the Dominion of Canada. It will surely pay the farmers in the end, as the expense is very light, and the Government is willing to do the work gratis.

There is plenty of room to increase our dairy interests, and the Government is fully awake and doing all in their power to assist the farmers. Canadian rheese and butter are already standard qualities in the British markets and, with proper care and increase in production, there is no reason why our products should not take the lead in time. We have it in our own hands to accomplish this, and, regardless of politics, we should all do our utmost to capture and command the markets in Great Britain for our dairy products, cheese and butter

A good dairy country means prosperity in that country. We have the country; it is now up to the farmers to look after their interests and improve and increase their herds. There is a good market for good goods across the Atlantic, and when the farmers are doing well, the country is prosperous.

#### THE PROVISION SITUATION.

As far as trade itself is concerned, there has been considerable falling off in demand since the holiday. dition is general at all points in regard The new regulations provisions. have not been in force long enough to make a very marked effect on the situation: the only indication is a firming in the price of hogs, but no further advance in reported of quotable nature It is generally considered that the ultimate result, unless some modification is made, will be the reduction of the output of many of the factories. Reports from Montreal denote light deliveries of hogs at that point, so much so that competition at one time reached a most unhealthy stage. At Toronto supplies have been more on a par with the immediate demand, so that prices although very firm, are not quotably different from last week's report.

There is some talk of a conference between responsible men representing interests of both farmers and packers, with a view of reaching some mutually satisfactory basis. It is to be greatly hoped that something will be done, as the whole Canadian situation at the present moment is a most unsatisfactory one.

In the controversy which has been proceeding with such vigor in the public press, a remark made by the W. Davies Company is worth noting, which was to the effect that that company's output during the last year had fallen very considerably short of previous years. If this has been so under free bonding privileges, what will be

the result now that source of supply is stopped?

The cheese situation is a particularly strong one, and is likely to continue so right through the present season. Export demands continue good, whilst available stocks are light at all points, and are mainly held by dealers.

#### OUR LONDON LETTER.

By Our Own Correspondent

Contrary to expectation the butter market remained firm throughout the Christmas holidays, and orders continued to flow in from retailers in steady volume. London has been enveloped in impenetrable fog and this has hindered the punctual arrival of the boats bringing butter to this market, and supplies have been consequently very scarce. The Copenhagen official quotation has been advanced 4 kroner, and now stands at 102 kroner as against 91 for this time last year. Reports show that Danish butter on the spot is 14 shillings and colonial 18 shillings dearer than in 1904.

It is now abundantly evident that, in spite of what was promised some months back, supplies of butter from Australasian sources are far from being sufficient. Since Canadian butter began to get scarce supplies from the colonies have grown smaller and smaller, and whereas stocks received during July, August and September were 26,179 cwts., 20,650 cwts. and 26,581 cwts. respectively greater than in 1904, figures for October and November show a falling off in receipts of butter from the colonies of 15,765 cwts, and 3,754 cwts.

On the butter position generally here, one of the daily papers reports as follows: "The Russian revolution, drought in the Netherlands and a larger demand than ever before from the German market have considerably lessened the imports this year into England of Siberian, Dutch and Danish butter. The Irish and Canadian butter seasons are over, and Australia and New Zealand have not sent us their usual quantities of the commodity during the last twelve months.

"That the scarcity of butter is being felt by the community at large is evidenced by the number of letters and telephone messages received daily by wholesale cold storage merchants, imploring delivery of fresh supplies to the retail trade."

With regard to the cheese market, there is not very much to report. During both November and December supplies have been something like 10,000 cwts. less than for 1904, and prices have been very much higher. At present prices are firm at 63 to 64 shillings for white and 65 shillings for colored. Up to Christmas Day stocks of cheese held in warehouse here in London were steadily growing smaller, but during the past four days a further 16,203 boxes have arrived, and total holdings in London are about 150,000 boxes, as near as can be discovered.

#### ANNUAL MEETING M.P.M.A.

The annual meeting of the Montreal Produce Merchants' Association was held on Monday, January 8:

After receiving the president's address, the retiring treasurer, Mr. Alfred C. H. Froemcke, submitted his financial report, which was received with applause by the members present, who gave him a hearty vote of thanks for his good services during the past three years

After other business had been discussed the election, by acclamation, of the following officers of the association for the ensuing year was announced;

President-Mr. H. A. Hodgson, (reelected), nominated by Mr. R. M. Ballantyne.

Vice-President-Mr. J. A. Vaillan-court, nominated by Mr. H. A. Hodg-

Treasurer-Mr. Isaac Hibbert, nominated by Mr. Alfred C. H. Froemcke.

Members of the executive committee-Messrs. John H. Scott, P. W. Mc-Lagan, Wm. Nivin, and Thos. H. Ryan.

Arbitration committee—Messrs. A. J. Hodgson, A. J. Brice, John McKergow, D. S. Hislop, A. D. McGillis.

Mr. H. A. Hodgson was unanimously chosen to represent the association on the council of the board of trade.

#### PROVISION AND DAIRY MARKETS.

#### MONTREAL. Provisions.

The provision market during the holidays was extremely quiet and is still dull. Prices are unchanged. Receipts of live hogs are light, so light that buyers forced prices up in competition, 7c being paid off cars. Fresh abattoir killed dressed hogs are firm at \$9.25 to \$9.50, while country dressed show an advance of 25c per 100 lbs. and bring \$8.75 to

Poultry is recovering from slump due to mild weather between the two holidays. Stocks are plentiful with prices firm. Turkeys bring 13½c to 14c per lb., geese 10c to 11c, ducks 11c to 12c. Chickens are in good supply and easy at 9c to 9½c and fowls 7c to 8c.

We quote:	
Lard, pure tierces	0 102 0 11 0 112 0 113 0 113 0 113 0 113
Lard, Boar's Head brand, tierces, per lb	0 067 0 078 0 078 0 078 0 078 0 078 1 472 1 372

#### Butter.

The butter market continues firm in tone. Local demand is good and foreign inquiries more active. There is no change in prices, which are quoted: Choice creamery 23c to 23½c; fine, 22½c to 23c. Western rolls are arriving more freely and are obtaining good sale at about 21c.

#### We quote:

Choice creamery	. 0	23	0 23	ł
Finest creamery	. 0	221	0 23	
Good to fine creamery				
Western dairy	. 0	2 1	0 21	
Manitoha dai y				
Fancy Townships				
Fresh dairy tubs				
Fresh rolls	. 0	21	0 21	•

#### Cheese.

The cheese market is steady, business quiet. Prices are still firm and westerns are quoted at 13½c to 13½c, with some choice stock being held at 13½c to 14c. Eastern goods, 13½c. Receipts are very light. We quote:

Selected	0	24	0 25	
Strictly new laid	0	30	0 32	
Pickled and limed	0	20	0 21	

#### Eggs.

There is no change in the condition of the egg market. Prices are steady at 24½c to 25c for selected. So-called strictly fresh have been coming in more freely in the past few days, but the extremely cold weather which has set in will stop supplies. 28c to 32c is about the ruling price, and absolutely, strictly guaranteed fresh new-laid, of which there are a few, are held at 38c to 40c.

#### TORONTO.

#### Provisions.

Local conditions denote continued slowness in demand, in consequence of the heavy stocks still on hand from the holiday. Dressed meats continue firm at previous quotations. Hogs are showing a tendency to advance, but no quotable change. Beef is firm at previous advanced quotations. Mutton and lamb also show firmer quotations. We quote:

Long clear bacon, per lb	0 10%
Smoked breakfast bacon, per lb	0 14
Roll bacon, per lb	0 11
Small hams poulb	0 13
Small hams per lb	
Medium hams, per lb	0 13
Large hams per lb	0 12
Shoulder hams, per lb	0 10%
Backs ner lb 0 15	0 16
Backs, per lb	18 00
Short cut, per bbl	21 00
Short cut, per obl	
Shoulder mess pork, per bbl	15 00
Lard, tierces, per lbtubs	0 10
" tubs "	0 104
" nails "	0 11
" compounds, per lb 0 071	0 074
Plate beef, per 200-lb. bbl	12 50
Para bind	
Beef, hind quarters 6 50	8 00
" front quarters 4 50	5 50
" choice carcases 6 00	7 00
" common 3 50	5 0)
Mutton 0 08	0.09
Spring lamb	0 101
Spring lamb 0 10	
Veal	0 10
Hogs, street lots 8 25	8 75
" dressed, car lots 8 00	8 25
Rutter	

#### Butter.

There is no new feature to report. Arrivals continue to be satisfactory and many factories are now getting down to straight work. Prices remain firm at previous quotations. We quote:

		Per lb.				
Creamery	prints		0 32			
D	solids, fresh		0 24			
Dairy print	8	0 18	0 22			
" large	bs	0 18	0 21			

Egg stocks are being drawn upon pretty freely, the new laid article is still scarce, although showing considerable improvement. Prices are disposed to be easier. We quote:

#### Eggs

New laid	eggs,	per doz. (nominal)	0 30	0 32
Fresh	**		0 24	0 25
Pickled		"		0 22

#### Cheese

Trade has been inactive, with no new feature to report. All stocks are now in the hands of jobbers, who hold them port trade shows improved activity.
We quote:

		Per lb.
Cheese,	largetwins	0 13
**	twins	0 134

#### ST. JOHN, N.B.

#### Provisions.

In barrel pork while market is firm there is little business. Quite high fig-ures are quoted. Beef, which is not high and is rather easier, finds no better sale. Pure lard is still high, with ter sale. Pure lard is still high, with little except American seen. There is, however, some small offering now of Ontario stock. Refined lard still low and selling well. Smoked meats still high. In fresh meats, a dull market reported. Fresh beef, western stock, is low, and domestic very cheap. Lamb holds at a good price and pork is quite high. Mutton dull. Veal little seen. We quote:

Mess pork, per bb	١	 		 	 	 	 \$19	00	\$20	OO merida
Clear pork. "		 		 	 		 18	00	20	CO
Plate beef. ".		 		 	 		 14	00	15	00
Domestic beef, pe	r lb	 		 			 0	05	0	061
Western beef.							0	69	0	084
Mutton,							0	05	0	06
Veal,	41						0	07	0	08
Lamb.	**	 		 	 		0	18	U	09
Pork.	44						 0	09	0	69
Hams.			0.0				0	13	0	14
Rolls.					 		 ñ	10	ő	13
Lard pure, tuis,	44						0	111	. 0	12
" pails.	**							121	ő	124
Refined land, tubs							0	U8	ő	081
" pail	3	 			 	 	0	081	0	09

#### Butter.

Best grade is hard to get and is in demand at full figures. There is no cheap

#### We quote .

Creamery butter	0 27	0 28
Best dairy hutter		0 25
Good dairy tubs		0 23
rair	0 20	0 20

#### Eggs.

There is a fair supply. Full prices are asked. Quality has to be watched.

#### We quote:

Eggs,	hennery	 	 0 30 0 22	0 35 0 24
77	case stock	 	 0 2	3

#### Cheese.

Prices are quoted rather higher. The full figure affects the demand. Stocks are small.

#### We quote:

Cheese,	per	1b	0	121	0	14	

#### Flour, Feed and Meal.

In Manitoba flour price is again quot-In Manitoba flour price is again quoted lower. There is now just a fair difference between this grade and Ontarios—fifty cents. Market is considered fairly firm. While there is little change in oats, oatmeal is again lower and market easy. Sales dull. Cornmeal is rather lower. Beans quiet. Market firm. In seeds the outlook is for high prices, particularly clover.

Frozen fish are having quite a free sale. Prices are reasonable, particularly as compared with the very high prices of dried and pickled fish. Cod, haddock and pollock are sold. Herring are scarce. In dry cod the full prices still rule, though business is rather dull. Pickled herring scarce and very high. Smoked herring also sell at full figures. Haddies unchanged. Haddies unchanged.

Prices ho with the far from a Finest fresh cree

January 1

Supplies freely, but ment so For the fi strong and prices, but are uncerta livered in \ 20 cents pe

Prices ar Tierce basis, per Small package 50-lb. tin cans, pe 20-lb. tin pails, in 10-lb.

Prices are for nearly

Quoted as

Bacon, dry salt lo Shoulders"

Heavy mess pork, Standard mess po

PICK

#### GUELPH 1

The Guel on the 4th i for the year meeting on past year's and regarde in the histor success at t cularly note bers are nov smaller show tario. F. W ford, and w J. Teale wil

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again quot-t a fair dif-and Onconsidered little change lower and Cornmeal is Market firm. high prices,

ite a free , particular-y high prices od, haddock lerring are prices still rather dull. very high. full figures.

#### WINNIPEG.

January 12, 1906

Creamery Butter.

Prices hold firm at last week's level, with the demand strong but supplies far from adequate. Prices to the retail trade are as follows:

Finest	fresh creamery.	in	56-lb.	boxes	 0	26 26
**	**			boxes	0	26
	"	in	1-lb.	bricks	 0	28

#### Dairy Butter.

Supplies are running somewhat more freely, but there is not much improvement so far as quality is concerned. For the first-class article there is a strong and steady demand at top prices, but for the inferior butter values are uncertain. Best dairy butter, de livered in Winnipeg, is quoted at about 20 cents per pound.

#### Lard.

Prices are unchanged at:

		rages take the				. 0	001
		ls, in 87-lb.	cases. per	lb		 0	00%
10-1b.	"	in 60-lb.	**				003
5-lb. 3-lb.	**	**	**	****	****	 . 0	00
	net wh	ite wood pa	ils, per lb	)			001

Prices are firmer with a good demand for nearly all grades. We quote:

Finest	Ontario, las	ge					,		*									0	1	4
**	Manitoba,	twins		• •		*				*	*				*			0	i	39
**	"	small				 							,					ŏ	j	4

#### Cured Meats.

Quoted as follows:

		SMU	KED I	MEATS	5.				
Hams, sele	ected stoo	ek. an	ecial m	ild cur	θ			0	15
Bacon.	**		"	11					19
Backs.	44		44	**				0	14
Pienie,	**	1	14	11					09
Hams, suga	ar cured.	8880	rted siz	98					14
,		heav	y , 20 to	30				0	13
Picnic.	**	8880	rted siz	PAG					08
Shoulders,	**	-	S COLE DES						08
Bacon,	16	bres	kfast b	ellian					14
11	**	bree	kfast b	ooks.	*****				13
44	**	Wil	tshire s	idos	*****		****		15
11	**	ania	ed rolls	long					11
Manitoba	hatta								09
Manitone		*****	***** **		*****				
**	H BKI	nnea					****		10
	001		and ro						11
	rolls, bo	nele	58					0	11
		DV	CATT	3477.4	TC.				*
		JKY	SALT	MEA	115.				
Bacon, dry	salt lon	g cles	AF					0	10
Bacon, dry	1	11	amoke	d				ñ	11
	16	**	honele	ss back				ŏ	ii
Shoulders		**							08
onounders							***	U	vo
		BA	RREL	PORE	Κ.				
Heavy mer	a nork	hone	loss no	- bbl				10	En
Heavy me	se pora,	DOHE	ress, per	1 1 1 1 1	*****			10	00
Standard .			- LLi per	bbl .			****	10	200
Standard 1	ness por	k, pe	r obl				****	10	UU
	470	P	er 1 bbl	******				я	UU
	DIOTE			1-		1			
	PICKL	ED	GOOL	)S (C	OOK	ED			
			80 lbs.	401	bs.	20 lb		15	1he
Pig's feet			5 50	3 (	10	1 6	1	1	
Pig's feet Pig's tong Boneless h	110E		14 50	7 5	20	4 00	í	3	00
Roneless h	ooka	*****	2 50	4 5	0	9 50		2	
Sweet nick	lad anav	o wih	. o ou	ankad s	or a 1h	2 36		0	04
Sweet pick	hock	e ribi	, not c	ooked,	ber 10			U	04
	HOCK	B,			475	****		0	U1

#### GUELPH POULTRY ASSOCIATION

The Guelph Poultry Association met on the 4th inst. and wound up business for the year preparatory to the annual meeting on Thursday, Jan 11. past year's work was reviewed briefly and regarded as the most satisfactory in the history of the association. The success at the Winter Fair was parti-cularly noted. A number of the members are now exhibiting at some of the smaller shows throughout Western Ontario. F. W. Krouse has birds at Meaford, and will go to Owen Sound. W. J. Teale will also exhibit at the latter place.

# CLARK'S MINCE MEAT

The kind your customers are looking for. Made from fresh beef, new fruits, spices and peels; a really fine article. Good thick substantial stock, not load ed with water.

Try a Sample Order. You'll not Regret It.



#### **EVERYTHING**

### Nicholson's Mince Meat

Order: N. & S. JELLY POWDER & B. PUDDINE

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

NICHOLSON & BROCK

9 Jarvis St.,

TORONTO, ONT.

#### SALT SALT

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

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TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

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

### SAUSAGE

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

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

### BUTTER and EGGS

### BUYERS and SELLERS

Correspondence solicited from ONTABIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co. Wholesale Produce Merchants, TORONTO.

C. S. PAGE, Hyde Park, Vt.

White Spruce

### BUTTER TUBS

10-20-30-50 lb.

### EGG CASES AND FILLERS

Order now, for delivery later,

it will Pay You

Hamilton and Winnipeg.

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

#### CHEESE AND BUTTER EXPORT.

The average increase in price of both cheese and butter this year is stated to have been about 2 cents per pound. The total estimated value of cheese exports from Montreal for the season is \$18,029,-358; and of butter \$7,397,492. This is a remarkable record, and illustrates the value of the dairy industry to Canada. There is estimated to be still in stock in Canada about 450,000 boxes, which would make the total value of the cheese produced about \$22,000,000.

The following table shows the exports of cheese from Montreal for a period of ten years:

Q	uantity P.	rice p	er
			Value.
1905	2,120,101	\$8.50	\$18,029,358
1904	2,114,639	6.80	14,379,545
1903	2,395,932	9.00	21,563,388
1902	2,109,171	8.50	17,927,000
1901	1,791,613	7.06	12,541,291
1900	2,077,000	8.00	16,580,000
1899	1,896,496	7.75	14,698,000
1898	1,900,000	6.35	12,065,000
1897	2,102,985	6.75	14,195,000
1896	1,726,236	6.75	11,605,000

The following shows the exports of butter, with the estimated value, from Montreal for a period of ten years:

	Quantity	Price	
	pkgs.	per pkg.	Value.
1905	573,449	\$12.90	\$7,397,492
*1904	490,380	10.80	5,295,210
*1903	338,277	12.00	4,059,324
*1902	539,845	12.50	6,748,262
*1901	410,000	14.70	6,027,000
*1900		14.00	3,640,006
*1899	450,050	13.30	5,998,000
*1898		13.25	3,307,500
*1897	200,000	12.50	2,687,000
*1906		12.25	1,890,000

\*Revised. Calculated on a basis of

70-pound packages.

On the whole, the outlook for the Canadian export butter trade has never been brighter than it is at present. Not only is the demand for the Canadian product expanding in the markets of the Mother Country, but it is also finding markets in the Orient and Japan, the shipments to Japan having increased very considerably during the past few years, while indications point to a still greater demand from that quarter, as the Japanese masses are beginning to use butter more freely and the consumption in the near future should be greater, thus affording another outlet for the Canadian dairies. South Africa, too, promises to be a profitable customer at no very distant date. But it is on the United Kingdom that Canada continues to rely for her great market.

#### POULTRY SHOW FOR ST. THOMAS.

A poultry show was decided upon by the local association and will be held on the 25th, 26th and 27th of the present

William McNeil, of London, poultry breeder, will place the awards.

The intention of the promoters is to make the classification for poultry, pigeons and nets, as liberal as possible.

An energetic secretary will be appointed to solicit specials and receive donations. Several assurances have been received that if the exhibition were held, subscriptions of a generous amount would follow.

#### UNIVERSAL STOCKS OF LARD.

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

As will be seen from these figures, the yield of rice is subject to much fluctuation according to the conditions of the weather experienced in these years. There can be no doubt that the cultivation of rice is rather an uncertain, not to say risky, industry, for if the elements should conspire against it no amount of labor will avail to prevent the crop from ending in failure. It is not unnatural, therefore, that the Jap-anese should gradually turn their atten-tion from agriculture to manufacturing industries, which, if fully developed, may enable Japan, like England, to depend upon foreign countries for her food sup-

	1906. Jan, 1.	1905. Dec. 1.	1905. Jan. 1.	1904. Jan. 1.
Liverpool and Manchester	17,000	7.500	16.000	10,000
Other British ports	8,000	5,000	10,000	1,500
Hamburg	19,000	20,000	18,000	13,000
Bremen	2,000	1,000	1,500	1,000
Berlin	5,000	3,000	5,000	3,000
Baltic ports	7,500	6,000	15,000	7,500
Rotterdam }	2,500	2,500	1,500	700
Antwerp	4,000	1,000	2,500	1,000
Freach ports	1,800	1,500	1,100	.700
Italian and Spanish ports	1,000	1,000	500	500
Total in Europe	67,800	48,500	71,100	38,900
Afloat for Europe	100,000	90,000	68,000	65,000
Total in Europe and affoat	167,800	138,500	139,100	103,900
Chicago prime steam	6,987	18,136	46,596	10,366
Chicago other kinds	6,599	14.756	19,350	9,633
East St. Louis	1,100	None	1,000	1,500
Kansas City	5,664	5,927	5,108	5,188
Omaha	2,836	1,263	4,913	3,128
New York	5,716	4,473	7,192	8,849
Milwaukee	1,858	1,196	8,725	3,097
Cedar Rapids				
South St. Joseph	4,231	1,500	10,924	2,047
Total tierces	202,791	185,751	242,908	147,328

#### JAPAN'S RICE CROP.

A recent issue of the Japan Chronicle, forwarded by Consul-General Miller, of Yokohama, contains an interesting article on the rice crop of Japan, its in-sufficiency to meet domestic needs, and the extent to which Japan is dependent upon foreign countries for food supplies. It is pointed out that Japan is rapidly becoming a manufacturing nation, and that this fact, taken in connection with the steady increase in population (400,-000 per annum), that foreign countries must be looked to for supplying deficiencies in food supplies, leads to the suggestion that Japan has reason for not imposing duties on importations of breadstuffs.

The last estimate of this year's rice crop, taken by the Department of Agriculture and Commerce on October 24, shows a diminution of 25.7 per cent. shows a diminution of 25.7 per cent. compared with last year and of 13.9 per cent. as against a normal year. During the last ten years the annual outturn of the rice crop was as follows:

	ice crop was as ronows	*Koku.
1895		39,960,798
1896	***************************************	36,240,351
1897		33,039,293
1898		47,387,666
1899	***************************************	39,698,258
1900		41,466,432
1901		46,914,434
1902		36,392,266
1903		46,473,298
1904		51,430,221
1905		38,234,265

\*One koku equals 4.96 bushels.

Even now Japan obtains a considerable amount of food from abroad.

Last year's rice crop in Japan was exceptionally good, the yield amounting to 51,430,000 koku. But the supply was to 51,430,000 koku. But the supply was evidently inadequate to feed the population, judging from the large amount of food supplies Japan imported from abroad during the same year. The importation of foreign rice in 1904 amounted to close upon 60,000,000 yen in value, not to mention flour to the value of nearly 10,000,000 yen imported during the year. It is true that during the same period Japanese rice to the value of 4,724,000 yen was exported, but the amount is trifling in comparison with the import, and when deducted the balance remaining constitutes the amount ance remaining constitutes the amount which Japan spends in buying rice to fill the inadequacy of the domestic sup-

#### B. C. FLOUR FOR THE ORIENT.

The C.P.R. steamship Tartar will carry a large shipment of flour consigned to Hongkong from the mills of the Columbia Flouring Company at Enderby, B.C. There will also be a large shipment of flour from Raymond, Alta. Besides this the Tartar will take out a large quantity of Capadian butter put large quantity of Canadian butter, put up at Calgary.

Mr. J. J. McCabe, Toronto, of W. B. Stringer & Co., fruit brokers, is spending the week at the Montreal branch of the firm.

January

these figures, the to much fluctua-conditions of the in these years. that the cultivaan uncertain, not , for if the ele-e against it no avail to prevent n failure. It is e, that the Jap-turn their attento manufacturing ly developed, may gland, to depend for her food sup-

1905.	1904.
Jan. I.	Jan. I.
16.000	10,000
10,000	1,500
18,000	13,000
1,500	1,000
5,000	3,000
15,000	7,500
1,500	700
2,500	1,000
1,100	700
500	500
71,100	38,900
68,000	65,000
39,100	103,900
46,596	10,366
19,350	9,633
1,000	1,500
5,108	5,188
4,913	3,128
7,192	8,849
8,725	3,097
10,924	2,047
42,908	147,328

an obtains a conood from abroad. p in Japan was e yield amounting ut the supply was feed the populalarge amount of imported from ne year. The im-e in 1904 amount-0,000 yen in value, to the value of imported during that during the rice to the value exported, but the comparison with deducted the baltutes the amount in buying rice to the domestic sup-

#### THE ORIENT.

ship Tartar will t of flour consign-the mills of the ompany at Enderalso be a large also be a large n Raymond, Alta. ar will take out a nadian butter, put

Toronto, of W. B. brokers, is spend-Iontreal branch of Baking Powder.
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#### THE PACKERS' AND FARMERS DISPUTE.

In another part of this issue will be found correspondence which has been passing on the important question of the removal of the bonding privileges. Both sides have been making their issues as strong as possible, and, after all is said, it appears clear to any who have followed the subject closely that the real issue at stake is the "flat rate of buying," and associated with it the accusation of a packers' combine. We know that there are two reasons given other than this one, but if what transpired at Guelph, and what has passed in the correspondence since, is carefully gone over, it will be seen that the great objection which rules the situation is the "flat rate." The Hon. John Dryden makes his greatest point on this line, and solemnly lays the whole responsibility at the packers' feet. We believe he is thoroughly honest in his motive and belief when he does this. If a man wears green glasses, the objects within that man's vision will appear green, undoubtedly, but this will not make the objects themselves green, nor make others believe them so. He is. however, overlooking the packers' side of the buying question in his great

anxiety to serve the farming community.

No doubt the farmer has his troubles, and some are intelligent and wise enough to understand and agree that one hog will be worth more than another, and would readily fall in with the packers' grading; but the average farmer cannot understand why certain hogs, which have cost him just as much as others, and received equal care, should bring him a less amount. Therein lies the difficulty, and it is to meet such men, who are by far the majority, that the flat rate has come to pass. Hence the whole question revolves upon the education of the farmer, so that his hog production will be brought to a standard which would bring them all on an equal grading. Careful selection of strains for breeding, good housing, scientific feeding, regular and constant attention, will accomplish everything. The only way for the farmer to maintain supremacy in his market is exactly the same as the manufacturer holds his market, viz., quality. Until that time it is only right and proper that the packer be placed on an equal footing with other manufacturers.

It is a fundamental principle of the tariff policy to admit raw material free, and under our quarantine laws there should be no more risk in bringing in western hogs for immediate killing than any other material. To the objection that some of the hogs thus imported might mingle with Canadian herds, the answer is that the thing is impossible, since every factory is quarantined, and the packer is debarred from selling again an animal on foot under a heavy fine. There would be only the risk of infection by the animals arriving at the factory in carloads, and such risk is incurred daily by all the railways which transport western hogs through Canada to the eastern markets

With regard to the question of combine, it is noticeable that all these accusations have been particularly vague and general. The letter of Mr. W. Davies fully answers the question, in which he throws down the gauntlet to the accusers, and gives them the opportunity to unearth their mare's nest.

It is devoutly to be hoped that some modification will be made of the order-in-council of the Dominion Government whereby packers will be enabled to continue their export business. Surely the men who have done so much to advance this industry in Canada, from almost nothing to over twenty millions a year, are entitled to some thought for their interests at the hands of the Government. It is greatly to their credit that they have been able to produce bacon from imported hogs to compete with the great Chicago houses in the same lines in the British market.

#### TWENTY YEARS OF BUTTER AND CHEESE IN GREAT BRITAIN.

Twenty years have passed away since butter was separately entered in the imports of Great Britain. In 1886 the imports of butter amounted to 77,178 tons, of the value of £8,141,438.

Ten years later, in 1896, the butter imports had risen to 151,886 tons. valued at £15,344,364.

In 1904 the quantity further advanced to 212,050 tons, and the value to £21.117.162

In 1886 the imports of cheese were 86,745 tons, valued at £3,871,359. By 1896 the quantity had risen to 112,226 tons and the value to £4,900,342, whilst in 1904 the imports reached 127,715 tons and the value £5,843,770.

It will be noticed that the imports of butter from all sources have advanced at a more rapid rate than those of cheese.

Three years ago the butter from foreign countries was six times larger in amount than from the colonial supply. A great change was manifest in the 1904 returns-the foreign supply was only three times in excess of the quantity imported from the British colonies.

The large drought area in Central and Southern Europe in the Fall of 1904 compelled many farmers to reduce their milking cows, consequently throughout last Winter and this Spring much less butter was exported from those countries. Australia and New Zealand sent over unusual quantities of choice butter.

There are various opinions expressed in regard to the ability of the Australian farmers to continue largely increasing the output of butter each year.

The imports of cheese into Britain during the past 6 years remained practically stationary, and as the home production exhibits a similar condition, it is evident that cheese is losing the position it once held as a dietary. Trustworthy evidence shows that it is being displaced by the importation of colonial and foreign meat, which, owing to its cheapness and excellent qual-

#### . amplanting cheese.

In 1904 the colonial supply was 96,-380 tons, and the foreign supply was tons. Canada is the main source of supply, the product of the Canadian cheese factories finding much favor among the consuming multitude in Britain.

The enhanced price of cheese which the Canadian factories have received this season will, it is estimated, put in circulation nearly \$4,000,000 extra in the Dominion.

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### THE EQUALIZED SUGAR RATES.

Mr. John Curtis, of Port Hope, writes the Canadian Grocer as follows:

"Editor Canadian Grocer.

"I have been a subscriber to the Canadian Grocer for years, and I read with a great deal of interest in your issue of the 15th inst., an article, copied from the Port Hope Guide, entitled 'The Sugar Outrage,' also the letter replying to the same, signed by Mr. H. C. Beckett, of Hamilton, who, I understand, is secretary of the Dominion Wholesale Grocers' Guild, and your editorial comments on the subject.

"I thank you for throwing your columns open for this discussion, and now, that the Christmas rush is over, I am pleased to accept the opportunity.

"Town editors do sometimes exhibit some 'rare examples of zeal without knowledge,' therefore, we grocers are all glad that you have directed your gifted mind upon this, and have 'given the matter of equalized rates some study,' and also that you have discussed this matter with 'a number of the trade, by very few of whom are they, (the rates), fully understood.' I deem it your duty, as our trade journal, to enlighten us, and shall be glad to have you publish this letter in your next issue, in full, followed by your explanations, for I assume that you have 'taken the trouble to grasp the facts before grasping your pen.'
"Is the Dominion Wholesale Grocers'

Guild a combine? (Webster defines 'guild' a business fraternity or corpora-

"Is the Guild or individual firms in it authorized by Dominion or Provincial statute to become common carriers, or to fix rates on all transportation (Please give chapter and section.'

"Are the Guild rates to be added to price of sugar as per equalized rates book, the same as those fixed by railways and hoats? viz. Hamilton, 4c.; ways and boats? viz. Hamilton, London, 7c.; Toronto, 3c. and Port Hope, 15c. per 100 lbs., all car lots? Are these the rates issued by G. T. R. and C. P. R.? Or does Port Hope and other towns and villages help pay the freight for the cities?

"Please explain why it is necessary for the combine or guild to adhere to a system which you state is so intricate and hard to understand?

"When did a question as to sugar rates ever come before the Railway Commission? For you state, 'for which they have been able to give the Railway Commission a reason that has been accepted, '-please give date when this took place.

"Is the equalized rates system secret and accessible to members of the Guild

only? If it is fair, as claimed, why do you not publish it in full?
"Please explain how, according to the Guild rules, page 8, which reads. 'on carload orders, shipments must, in every case, be made by the refiners;' that on carload orders to Port Hope,

it is necessary the rate be 15c. per one hundred pounds, while the car rate to Toronto is 3c., Port Hope being only four-fifths the distance, and freight charges five times the cost for 63 miles less from the refinery. The wholesaler, not only does not handle, but does not even see the sugar shipped to Port Hope.

"I am glad that you state in your columns 'that the Grocer holds no brief for any section of the trade in this matter,' and I trust I have not trespassed too much upon your space."

JOHN CURTIS.

Port Hope, Ont., Dec. 26, 1905.

The Grocer's invitation in our issue of December 15th, was for "a clearly defined statement of any wrong suffered by a retailer under the equalized rate system, and not an academic discussion of the system itself. We have given Mr. Curtis's letter space, however, in order that any element of doubt that may linger in the minds of reasonable men may be dissipated.

It may as well be stated in the beginning, that we do not intend to answer Mr. Curtis's cleverly worded interrogatories, categorically for the same reason that Mr. Curtis would very justly refuse to answer yes or no to the question as to whether or not he had stopped beating his wife. He would desire to explain that he had never begun such a reprehensible practice.

In fact, to arrive at an intelligent appreciation of the equalized rates system of selling sugar, a brief reference must first be made to the conditions which prevailed before its adoption by the trade, and thus justify the present plan, or find out if one more fair and simpler can be devised. The adoption of the equalized rates system of selling sugar, commenced in October, 1898, and was the final outcome of years of disastrous competition, and an effort, on the part of the trade, to, if possible, place the handling of this commodity on a better basis.

Prior to the adoption of the equalized rates system, the sugar business was done by all wholesalers, and a large majority of retailers, at a heavy loss. Repeated efforts had been made for years, to improve the condition of the sugar trade, but nothing of a permanent and wholly satisfactory nature presented itself, until the present system was adopted.

In the preparation of this system, and the rates adopted, several important matters had to be considered. First, the adoption of the system would en-

able the trade to quote the laid down cost price on the net weight to all retailers, and thus, to a considerable extent, improve the profit of the retailer, as frequently, in calculating the cost laid down, retailers omitted to add the weight of the barrel, overlooking the fact that they had to pay freight on

Secondly, the question of foreign competition had to be taken into consideration, and a remedy provided to offset the very low rates of freight on foreign made sugars, that could be secured to all points in Canada on through bills of lading.

And lastly, in the adoption of the equalized rates, the advantage of reducing the difference that ruled between the prices ruling at competing points, or large wholesale centres, and the towns and villages tributary to such competing points, was considered to be gain to the retail trade.

Under the old conditions, a merchant in Port Hope, buying his sugar in Toronto, paid the price ruling at Toronto, and the freight from Toronto to Port Hope, in other words, the rate of freight from Toronto to Port Hone being 16c. in less than earloads, to which must be added the cartage and the weight of the barrel, increased the rate or the amount of freight to 18 1-2c. per hundred pounds, which was the amount paid by the Port Hope buyer, thus making the ruling difference between Toronto and Port Hope in less than car lots, 18 1-2c. per hundred pounds, whereas the ruling difference under the equalized rates system is only 14c.

If the Port Hope merchant bought sugar in Montreal, he paid less for his sugar, but paid a higher rate of freight, the freight, in less than carloads, from Montreal, being 26c. per hundred pounds, therefore, if the buyer purchased in Montreal 8c. cheaper than in Toronto, (8 being the equalized rate for Toronto), it would cost him just as much laid down, paying his own freight from Montreal, and buying 8c. cheaper in Montreal.

But, under the equalized rates system, the equalized rate for Port Hope is 22c., notwithstanding the fact that the freight rate in less than carload lots from Montreal is 26c., to which must be added the cartage and the weight of the barrel. The price ruling at Toronto, therefore, affects all the territory tributary to Toronto, and if the price at Toronto were higher, there

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> **CHRIS** HUR

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merchant bought paid less for his r rate of freight, n carloads, from per hundred e buyer purchasaper than in Toqualized rate for ost him just as g his own freight lying 8c. cheaper

alized rates syse for Port Hope ng the fact that ess than carload s 26c., to which eartage and the The price ruling affects all the Toronto, and if vere higher, there would, of necessity, have to be a corresponding advance in the equalized rate for Port Hope, and all territory tributary to Toronto, for the reason that the equalized rate is based on the price ruling at the nearest competing point, plus the ruling rate of freight to point of destination, the sugar all being sold at a laid down price on the net weight.

The equalized rates are not freight rates. The equalized rates might be regarded as reduced freight rates, made necessary to meet the conditions incidental to greater differences in costs laid down than otherwise would rule, and their existence to-day is a positive gain to the retail trade.

Manufacturers of many lines of goods see the justice and advantage of delivering their product to all points at the same price, but the fact of their doing so is no evidence that they are doing an injury to the trade in the town where such goods are manufactured. For instance, Surprise Soap is the same price in St. Croix, where it is made, as it is in Port Hope. Would the St. Croix dealers be justified in expecting the manufacturers to sell them at regular prices and allow the freight from St. Croix to Port Hope?

Large quantities of canned goods are packed in Hamilton, and, so far as our knowledge goes, the canners deliver in Montreal at the same price as they sell at in Hamilton. We have not heard of the Hamilton wholesale merchants insisting upon an allowance equal to the rate from Hamilton to Montreal.

We dare say, that if the margin were sufficient to stand it, sugar might be delivered to all points at the same price, as is done on many lines in the grocery trade, but, we fancy the margin is not sufficient to permit of this.

#### **CHRISTMAS WINDOW DISPLAYS**

HURRY UP WITH YOUR DRAWINGS

The competition closes this week. Prizes will be awarded for photos or drawings of window displays of Christmas goods and accompanying descriptions of the same. The prizes will consist of:

FIRST PRIZE - - - \$5.00 SECOND PRIZE - - - 3.00

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15th, 1906, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

Mark all manuscripts and photographs in

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Care should be taken to avoid reflection in the photograph. The best photos are often taken at night.

Webster's definition of a guild as being a business fraternity, would, we think, be understood as an association for mutual benefit, and on similar lines to the Retail Merchants' Association. It would be an unwarranted use of the word combine, to apply it to the Dominion Wholesale Grocers' Guild.

The only common carriers we know of, are steam and electric lines, and the boat companies. The fact of a merchant selling goods at a delivered price, does not, in any sense, constitute him a common carrier, and we fail to see the necessity for any Government authority to sell goods at delivered prices; the railway companies have nothing to do with the equalized rates. All sugar sold, whether f.o.b. or delivered, is subject to payment of the regular railway rates. Any loss in freight by reason of selling sugar at delivered prices, is a matter than concerns the seller, not the buyer.

The shipment of sugar in car lots direct from the refinery, is simply to avoid the payment of two local rates, which would be incurred if the sugar were shipped first to the wholesaler's place of business, and then re-shipped to retail merchants' destination. It would be a senseless waste in paying additional freight charges on all carload shipments.

It is not claimed that the equalized rates system is perfect, but the aim has been, as far as possible and practicable. (having in view the small margin under which the commodity is sold), to equalize the cost to buyers, and thus enable all the trade to be on an equal footing. Conditions of competition over which refiners have no control, necessitate, to some extent, what appears to some to be an inequality in the equalized rates, but this condition is much more pronounced in connection with actual railway rates. So long as all the trade are treated alike as to the margin on sugar, there cannot be just ground for complaint. So far as Port Hope is concerned, it appears to us that their position is better to-day than when buying f.o.b., Toronto or Montreal, and paying freight, and, while the equalized rate at Toronto is lower than at Port Hope, conditions other than the freight rates from Montreal prevail, which justify the lower rate. The fact of Toronto being lower than Port Hope, does not harm the Port Hope trade, particularly since Port Hope gets a lower rate than otherwise as a consequence.

The Grocer did not state that the sugar rates had been before the Railway Commission, and no such construction could reasonably be placed upon our words. The point we wished to make was that the inequalities complained of in the sugar rates, were on all fours with the inequalities which are noticeable in freight rates generally, but which have received the tacit or active confirmation of the Commission. To assume that distance is the only or necessarily predominent factor in the determination of the latter is to treat one of the most complicated and involved questions of the commercial world with unbecoming levity.

While the equalized rates system is difficult to explain in detail, and may be difficult to understand, it is not so, in so far as the sale of sugar under the system is concerned. The wholesale grocers adhere to it, because it is the simplest and fairest method that has yet been suggested. There is no secret about it, but the task of working it out is not only laborious, but confusing to one who has not made a study of it. There are over 20,000 calculations required at the beginning, taking several months to complete. The system is so elaborate, that it would require several editions of the Grocer to explain it in full, and, in the Grocer's opinion, it would be a useless expense.

Mr. Curtis will probably be interested in knowing that the secretary of the Dominion Wholesale Grocers' Guild is Mr. J. Stanley Cook, secretary of the Board of Trade, Montreal, and not Mr. H. C. Beckett, of Hamilton.

#### CHANCE IN MAKE-UP. .

On February 1st The Grocer will in-augurate a new system of make-up which has become necessary to the proper develop-ment, and which it is expected will improve the appearance, of the paper to the con-sequent advantage of reader, advertiser and publisher alike.

The change will be a development of the epartmental idea that has proved so

The change will be a development of the departmental idea that has proved so successful heretofore.

With the first issue of February all advertisements not connected with the special departments will be placed in the front and back of the paper, and thereafter no advertising will be placed between the advertising department in the front and the end of the markets. Nor, indeed, has any new advertising been contracted for in this position during the past two years, although the old advertisements have been continued as before.

This will give straight-away advertising followed by straight-away reading matter to about page 40.

about page 40.

This re-arrangement will necessitate a change in the position of some advertisers who have long had certain positions, but as the result will be to make The Grocer a still better paper, we trust we shall have the co-operation and forbearance of our advertisers until the new arrangement be given a fair trial and its advantages fully recognized.

THE CANADIAN GROCER

January 1

### Half a Million Pounds Increase

Our sales for 1905 were half a million pounds in excess of 1904

This shows we have the tea the public want in

# "SALADA"

CEYLON TEA

Were you a shareholder in this increase? If not, be one for 1906.

We will be glad to hear from you.

Address—"SALADA," Toronto or Montreal

**Highest Award** 

St. Louis, 1904.



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**CANADA'S STANDARD** 

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

# Brantford Prepared Corn Starch

is a heavily advertised, staple starch product that has fulfilled its advertised promises.

Wise dealers know that they must carry BRANTFORD STARCH sooner or later—the sooner the decision the wiser the dealer.

Cooks are delighted with the practical, common-sense recipes on the packages, and consumers realize that there is a "bouquet" and flavor to food made with BRANTFORD PREPARED CORN STARCH that is deliciously different.

Don't resist the inevitable, but put in a supply of BRANTFORD, and do it NOW.

Brantford Starch Works, Limited Brantford, Canada



Abbreviate

Molasses Tea— Ad Congoes.

Tea-Firm vance. Foreign vanced 1-2e Fur Skins

#### Queb

Canned G

teresting to market. Bu are light, a Sorting up travelers can Group No. 1 comps "Canada Fir-t shee" and "Au Group No. 2 comps "Lynnvalley." "Thistle" and

Cherries—
2's, red, pitted
2's, red, not pi
2's, black, pitt
2's, black, pott
2's, white, pitt

Currants—

Red, heavy syr

Red preserved

Black, heavy sy

Black, preserve

Gooseberries—
Heavy syrup ...
Preserved ....
Lawtonberries—
Heavy syrup ...
Preserved ....

Yellow, flats, 11

Pie...
Pie, not peeled
Pie, not peeled
Pineapple—
2s, sliced .....

Gals. ...
2's ...
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# METS AND

Abbreviated Market Notes for Current Week.

#### MONTREAL.

Molasses firming toward advance. Tea- Added to list, China greens and Congoes.

#### TORONTO.

Tea-Firm quotations at slight advance.

Foreign Dried Fruits-Prunes advanced 1-2c, to 1c.

Fur Skins-Slight drop all through.

### Quebec Markets.

#### GROCERIES.

Canned Goods-There is nothing interesting to note in the canned goods market. Business is dull, and orders are light, and of a mixed character. Sorting up odd lines is about all the travelers can do now. We quote:

Group No. 1 comprises—
"Canada Fir-t," 'Little Chief." "Log Cabin," "Horse-shoe" and "Auto" brands, also a 1 private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion,"
"Thistle," and "Graud River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands

FRITTS

			F	RUIT	8			
							Group No. 1.	Group No. 2.
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Red	hear	erved eavy syr eserved					1 20	1 571 1 771 1 75 2 05
Pres	y sy erved	rup					1 90 2 121	1 87½ 2 10
Prese	vy sy erved	rup					1 77½ 1 95	1 75 1 921
Yello	ow, fl	ats, 11 2 2 3 3 ats, 21 2 3 ats, 21 3 ats, 21 2 3 ats, 21					1 90	1 671 1 871 2 : 71 2 831 2 35
Pie, Pie,	not I	21 333	gal				2 50 2 70 1 271 2 571	1 724 2 474 2 674 1 25 2 55 4 50
Bartl Pie., Pie, r	ett.	eeled	3				2 12	1 62½ 1 95 2 10 1 77½ 2 15 2 30 1 2i 3 77½ 3 25 2 50
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Gals.			A P	stand	ard .			3 45

;	21'8 " 1 1	52 80 1 10
	Raspherries— Red. light syrup 1 421 1 Red. heavy syrup 1 674 1	40
	Diack, heavy syrub 1 624 1	85 60 75
	2's, heavy syrup	50 65 25
	VEGETABLES	
	Asparagus— 2's, tips	50
		95
	Bean 4— 2's, wax	80
	2's, refugee 0 85 0	82
	2-lb. tins, per doz	
	Pags	-
		60 67 80 20
	Pumpkins— 3-lb. tins	721
		15 90
	Spinach— 2's, table	40 80
	Squash—	00
	Tomatoes-	-
	3-lb. tins, per doz	921
	FISH	
	Lobster, talls	50 85 00 25
	Salmon, Horse Shoe, Maple Leaf. Clover Leaf.  1-b. Talls, 5 cases and over, per doz	55
	1.1b. Flat 5 coses and once	3/4
	1-lb.   less than 5 cases,	70
	1-lb. " 5 cases and over, " 1	00
		021
	j-b. F.at, 5 cases and over, "	95
	j-lb. " less than 5 cases, "	971
	Sugar-There is no change in the sit	11.

There is no change in the situation of the sugar market. There has heen some considerable buying on part of the jobbing trade during the past few days. This is due, no doubt, to the fact, that on Saturday last, the New York market advanced 10c., and with the strong raw and beet market, both in New York and Europe, the impression prevailed that the turn in sugars had come. Since Saturday, however, New York receded slightly, though the beet and raw market remains firm and strong. This is, as usual, rather a quiet time for sugars, and outside of the little agitation of the past few days, no heavy business is looked forward to for some time. Stocks in the country must of necessity be light, as merchants have been buying for some months past on the hand to mouth basis. We quote:

Dag bag			
ii ii hove	a 100 lba		4 80
" boxe	a. 50 lba	· · · · · · · · · · · · · · · · · · ·	4 90
Extra ground, h	obla		
1. 11 5	0-lb. boxes		4 85
" " 9	5-lb. boxes		4 95
Powdered, bbls .			4 45
Pricht coffee		,	4 20
		********************	
No. 3 yellow			4 10
No. 2 "			4 00
No 1 " hhla			3.90

Syrups and Molasses - Molasses are firm, and holders, who are few, are holding out for an advance of 1-2c. to 1c. per gallon over latest quotations. Jobbers report some better inquiry from country points. Corn syrups are in good demand, and at steady prices. We

Barbadoes, in puncheons.  "in barrels. "in half-barrels.  New Orleans.  Antigus.  Corn syrups, bbls. "bbls. "bbls. "bbls. "34-lb. pails. "25-lb. pails.					ŏ
" in half-barrels  New Orleans. Antigua. Porto Rico.  Sorn syrups, bbls.  " bbls.  - bbls.  " bbls.  38-lb pails.			2		
New Orleans. Antigua. Porto Rico. Dorn syrups, bbls.  bbls. bbls.  bbls.  38-lb. pails.	***	ò			0
Antigus. Porto Rico. Nora syrups, bbls.  bbls. bbls. 38j-lb. pails.				99	ŏ
orto Rico  ora syrups, bbls  bbls  bbls  sbl.lb. pails					ŏ
Orn syrups, bbls.  "				**	U
**	***			**	0
**					0
" -bbls					0
" 381-lb. pails				200	0
" 25-lb. pails.					ĭ
		*		**	*
0.11	***			* *	U
Cases, 2-lb. tins, 2 doz. per case					1
" 5-lb. " 1 doz. "					2
" 10-lb. " doz. "					9
" 20-lb," " doz. "					*

Tea-Trade is reported quiet. Ceylon and India greens are in short supply, and held at advance prices. Cable advices from Colombo during the last four days, state that Young Hysons are particularly scarce, and those of fairly good finish, pale liquoring, are worth 7 3-4d, which is an advance of about 1-2d. Indians are also very scarce. There is no change in Ceylon blacks, which are firm. It is reported that one house has lately picked up all the Ceylon Young Hysons, (about 400 packages), procurable on spot. Japans are quiet, and dealers do not look for any improvement for a few weeks yet, when it is expected that the trade will have to buy, as old stocks are practically closed out. There is very little enquiry for China Greens. We quote:

Japans-Fine						n	26	0	30	
Medium						ŏ	20	0	23	
Good com									18	
Common								ŏ	15	
Ceylon-Broken Pe						ŏ		0	38	
Pekoes							17	ă	20	,
Pekoe Sou						ŏ	15		30	Ĺ
Indian-Pekoe Sou						ŏ		ő	18	
Ceylon greens-Yo							16	ŏ		
	vsons						144		15	
	npowd						134		14	
China greens-Ping							11		15	
Cutus Broons - 1 mi	terrol 8	11	·	lesf.			19		21	
	**	**		cad		ő			32	
Congous-Moning.	finest						30		40	
Congous-monning.	choice						25		30	
**								-0		
**	good o								15	
Pakling,-									20	
rakiing,								ő	30	
	mue.			 *****	***	w	4,		20	

Coffee-Markets continue firm and strong tone prevails in New York market. Locally, business is reported on the quiet side. We quote:

Jamaica	0	104	0	11
Java			0 :	
		16		
Rio, No. 7	0	101	11	10
Santos	0	100	0	121
Maracaibo	U	11		194

Foreign Dried Fruits-In dried fruits there is nothing new to report this week. The local market is dull, and as is usual after the holiday trade, during which fruits of all kinds obtained good sale, business has slackened off. Shelled walnuts are unchanged locally, but latest advices report an advance of 15fr. to 25fr. on small halves. Shelled almonds are unchanged from last report. Dates are receiving some attention, and stocks are fairly plentiful. California

prunes have received some attention at the hands of the trade. We quote:

Valencia Raisins—
Fine off-stalk, per lb 0 04 0 041
Selected nor lb
Layers, "
Dates— Nellowees per lb 0 04 0 04
Dates, Hallowees, per 10
Californian Evaporated Fruits— 0 134 Apricots, per lb. 0 101
Apricots, per lb. 0 101 Peaches, 0 101
Pears, " 0 13
Malaga Daising
Managa Raisins— 2 00 London layers
"Connoisseur Clusters" 2 50
Connoiseer Citisers   0 80     Royal Buckingham Clusters   1-boxes   1 10     boxes   3 50     Excelsior Window Clusters   4 50     t
toyal Buckingham Clusters, 4-boxes 3 50
" Excelsior Window Clusters," 4 50
11 " 18 1 35
Loose muscatels, per lb
" seeded. in I-lb. packages 0 08 0 09
" " 3 crown 0 062
" 4 crown
P 11
Prunes— Per lb.
30-40s
40-50e 0 08 50-60e 0 07
60-708
70-808
80-90s
90-100s 0 05 Oregon prunes (Italian style), 40-50s 0 08
Oregon prunes (Italian style), 40-50s 0 08
50-60s 0 07 Oregon prunes (French style), 60-70s 0 06
" 90.100e 0.04
" 100-120s 0 04
Currants— Filiatras, uncleaned 0 04
Fine Filiatras, per lb., in cases
" cleaned 0 05¼ 0 06 " in 1-lb. cartons 0 05½ 0 06
" in 1-lb. cartons 0 051 0 06 Finest Vostizzas " 0 061 0 071
Finest Vostizzas "
Sultana Raisins—
Sultana raisins, per lb 0 06½ 0 08
" 1-lb. carton 0 09
Eleme Table Figs-
Six crown, extra fancy, 40-lb. boxes 0 13
Four crown, fancy, 10-1b. boxes 0 09 Three crown 0 07 0 07
Glove boxes, fine quality, per box
Glove boxes, fine quality, per box
" pulled figs, in boxes, per box 0 20
" pulled figs, in boxes, per box 0 22 stuffed figs, 0 28 12-oz. boxes 0 06å 0 07
12-oz. boxes 0 061 0 07

Rice and Tapioca—Business in rice is only normal. The advance noted last week on B. & C. rices does not appear to have stimulated buying to any appreciable extent. Tapioca continues decidedly strong, with no indications of weakening. Both London and New York report extreme firmness. We quote:

B rice, in 10 bag lots	 	3 05
B rice, less than 10 ba		
O rice, in 10 bag lots.		
C rice, in less than 10 Tapioca, medium pear		

Spices—The market is dull, little business is doing by the grinders, and prospects for an early improvement are not glowing. Firmnelss appears characteristic of all lines, except nutmegs, in both the London and New York markets. We quote:

	Per ID.
Peppers, black	 0 16 0 22
white	 0 25 0 30
Ginger	0 12 0 20
Cloves, whole	
Cream of tartar	
Allapice	
Nutmegs.	

Beans—The market is unchanged. Stocks are fairly plentiful, and sufficient for requirements. Prices are unchanged, and market generally may be said to be dull. We quote:

Choice prime beans				
Lower grades	1	co	1	CE

Evaporated Apples—Pricds of evaporate apples remain firm, with stocks light. The report that evaporators in the west are holding out for a further advance has not stimulated buying. The trade feel, and justly so, that when prices reach a figure which the consumer deems exorbitant, the consumption will drop off, and rather than buy apples, they will turn to imported dried

fruits. Ruling quotations are 9 1-2 to 10 1-4, according to quality.

Maple Products—These lines are decidedly on the dull side since the holidays, the demand having fallen off noticeably. Some of the larger dealers anticipate a revival of the trade during the next few weeks. Prices are unchanged. We

quote:								
Maple syrup, in w	rood, per	lb .	 	 	 0	051	0 (	06
111 18	rge uns.		 	 	 v	0.02	U	"
Pure Townships a Pure Beauce Cou	ugar, pe	rlb		 	 0	07	0 (	074
Pure Beauce Cou								

Honey—There is a fair demand, with prices firm and unchanged. Dealers at Bonsecour market report about usual business, with a preferred demand for white clover. We quote:

White clover, extracted tins	0	68	0	09	
kegs. comb,new	0	07±	0	08	
Buckwheat	Õ	07	Ō.	071	

#### LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 11th, 12.30 p.m.

BUTTER—Market steady. Creamery, finest quality scarce; 23½c., finest; 23½c., fine; and 22½ to 23c., good to fine. Dairy steady, 20½ to 21½c.

CHEESE—No change. Holders firm; little offering-EGGS—Firmer market. Cold weather stopped supplies. New laid, 32 to 35c. Selected fall stock, 26 to 28c.

PROVISIONS—Firm market. Live hogs scarce. Receipts practically nil. Hams good demand. Lard firm.

### Ontario Markets.

GROCERIES.

Toronto, Jan. 12, 1905.

Trade has been generally slow and uninteresting during week under review. No feature of particular interest has transpired; a few lines have developed strength, and some lines of canned goods denote depleted stocks.

Most firms have been busy stock-taking since the holiday, and a time of protracted dullness was expected.

Canned Goods—Trade has been slow and uninteresting during week under review. There are indications that canners' stocks are getting low, but no movement in prices is expected. We quote:

"Canada First shoe" and "A	rises— ," "Little Chief," "L ato" brands, also all p	og Cabin," "Horse rivate brands.
Group No. 2 compr "Lynnvalley," "Thistle," and	"Maple Leaf," " I "Grand River" bra	Kent" "Lion,"
Group No. 3 compr "Globe," "Ju brands.	ises— abilee," "White Ros	
	FRUITS.	No. 1 2 and 3
preserved, standard, reserved, Blueberies— 2's, standard 2's, preserved.	S's	
2's, " not pit 2's, black, pitts 2's, " not p 2's, white, pitts 2's. " not p	tedd	1 57 1 55 2 02 2 00 1 57 1 55 2 22 2 2 20 1 82 1 80 7 02 7 00

· · · · · · · · · · · · · · · · · · ·		
2's, black, H.S	771 071 021 021	1 75 2 05 5 00 8 00
Grapes—     2s, white Niagara     1       2½s, white Niagara     1       3's, white Niagara     1       Gal, white Niagara     3       Occaphantia     3	421 771 971 521	1 40 1 75 1 95 3 50
Gooseberries— 2's, H. S. 2's, preserved. 2's, preserved. 2's dals, standard. 2' solid pack. 8	90 121 021 021	1 87½ 2 10 6 00 8 00
Lawtonberries—       2's, H.S.       1         2's, preserved       1         Gals., standard       5	771 95 521	1 75 1 921 5 50
Peaches— <ul> <li>1½ s, yellow (flats)</li> <li>1½ s, yellow</li> <li>1</li> <li>2å s, yellow</li> <li>2 š s, yellow</li> <li>2 š s, yellow</li> <li>2 3 s, yellow</li> <li>2 2 3 s, yellow (whole)</li> <li>2 2 s, white</li> <li>1 2 ½ s, white</li> <li>2 3 s, white</li> <li>2 3 s, pie</li> <li>2 3 s, pie</li> <li>2 4 (al., pie, peeled</li> <li>4 (al., pie, peeled</li> <li>4 (al., pie, peeled</li> <li>5 (al., pie, peeled</li> <li>5 (al., pie, peeled</li> </ul> <li>Pears—         <ul> <li>3 (al., pie, peeled</li> <li>4 (al., pie, pie, pie, pie, pie, pie, pie, pie</li></ul></li>	70 90 60 85 371 75 50 70 271	1 67 1 1 87 1 2 57 1 2 82 1 2 47 1 2 67 1 2 5 6 7 1 2 5
2's, Flemish Beauty 1 2's, Flemish Beauty 1 3's, Flemish Beauty 2 2's, Bertlett 2 2's, Bartlett 2 3's, Bartlett 2 3's, Bartlett 2 3's, Bartlett 2 3's, ple 1 Gal., ple, peeled 3 Gal., ple, not peeled 3	65 971 125 80 171 321 276 80 271	1 62½ 1 95 2 10 1 77½ 2 15 2 30 1 25 3 77½ 3 25
2's, sliced	321 57 72	2 30 2 55 2 70
Plums, Damson—       2s, light syrup       0         2s, heavy syrup       1         2½s, heavy syrup       1         3's, heavy syrup       1         Gal., standard       2	923 173 473 773 973	0 90 1 15 1 45 1 75 2 95
Plums, Lombard—       2's, light syrup.     6       2's, heavy syrup.     1       2½'s, heavy syrup.     1       3's, heavy syrup.     1       Gal., standard     3	971 221 521 771 171	0 95 1 20 1 50 1 75 3 15
Plums, greengage—     2s, light syrup	021 271 521 821 471	1 00 1 25 1 50 1 80 3 45
Plums, egg—       2's, heavy syrup	55 821 121	1 52½ 1 80 2 10
Raspberries, Red—     2's, L. S. (Shafferberries)     1       2's, L. S. (Shafferberries)     1       2's, H. S.     1       2's, preserved     1       Galls, standard     5       "solid pack     8	421 671 871 271	1 40 1 65 1 85 5 25 8 25
Raspberries, Black—       2s, black, H. S.       1         2's, pracerved       1         Gals., standard.       5         " solid pack       8	621 771 021 721	1 60 1 75 5 00 8 25
SAUCE, ETC. Tomato sauce, 1's		0 50
Tomato sauce, 1's		0 78
Chili sauce same as tomato sauce. Catsups, tins, 2's. " gal. " jugs. FISH.		
Lobster, talls 1-lb. flats 2	1 00	3 50 3 85 2 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.  -l-lb. Talls, 5 cases and over, per doz  -l-lb. "less than 5 cases, "  -l-lb. Flat, 5 cases and over, "  -l-lb. "less than 5 cases, "  -l-lb. "scases and over, "		1 58 1 57 1 67 1 70 1 70
Low Inlet.  Low Inlet.	0 08 0 25 0 35	95 97 0 14 0 23 0 10 0 27 0 38
Domesud, 3 size, cases 50 tins, per 100	3 75 1 05 4 00 1 45	4 50 1 15 4 50 1 00 1 50 1 00 1 40
Beef, corned is, per doz		2 50 7 80

most deale possible d Advices a much st medium g showing b earlier arr

Ceylons.

The Ind marketed, end of Ma The qua considerab. vances; th verse has tion has I fall back u kets for an quired. The higher price Some in Gow, Wilso "The wo slightly les from China from India counterbala Ceylon and circumstance over-stocke erican marl of trade in this, the ho ly as much from China of an attem the demand expansion i kets for Br Septemberhas been st cord figure "It is in of prosperit

duties in fo Foreign I domestic ma and unintere ports from siderable de ed walnuts on prices qu a feature Dates have scarce. Mai rants at pri out quotable firm, quotati irregular, the ed for by i

with all tha through the

Ceylon to 1

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Elemes, per lb....

ary 12, 1906

...... 0 55 0 90 4 50 7 70 13 00

Olover Leaf. 1 55 2 1 571 1 671 1 70 1 1 00 1 1 021 most dealers to reduce stock as far as possible during stock-taking.

Advices from London, England, denote a much stronger market for lower and medium grades, which are reported as showing better liquoring qualities that earlier arrivals. This is so especially in ('eylons.

The Indian crop has nearly all been marketed, and will be closed till about end of May.

The quality of the leaf usually shows considerable decline as the season advances; this season, however, the reverse has been the case. The importation has been small, and buyers must fall back upon the English or other markets for any supplies which may be required. The probable result being much higher prices.

Some interesting remarks appear in Gow, Wilson & Stanton's report for the closing year, which are as follows:

"The world's tea production has been slightly less than last year, the shortage from China, Japan, and in a less degree from India, not having been fully counterbalanced by the increase from Ceylon and Java. This is a fortunate circumstance in view of the recently over-stocked condition of the North American market and the general paralysis of trade in Russia. Notwithstanding this, the home market has received hardly as much tea as in 1904, the shortage from China being so marked-in spite of an attempt in some quarters to revive the demand for this growth-while the expansion in foreign and colonial markets for British grown tea to the end of September-the latest available datehas been sufficient to overtake the record figure of 1904.

"It is in this field that the main hope of prosperity for tea producers lies, and with all that has been and is being done through the cess funds of India and Ceylon to promote its expansion, there is every reason to expect that increasing success will result, while the Anti-Tea Duty League should prove a useful auxiliary in its efforts to deal with high duties in foreign countries."

Foreign Dried Fruits—Trade on the domestic market has been naturally slow and uninteresting since the holiday. Reports from primal markets denote considerable development of strength. Shelled walnuts are showing strong advance on prices quoted at opening of season, a feature which is usually reversed. Dates have sold freely and are now scarce. Markets abroad are high. Currants at primal points are strong, without quotable changes. Raisins are also firm, quotations for spot deliveries are irregular, the irregularity being accounted for by irregular quality.

We	quote	9:-					
Prunes, 8	Santa Cla	ara-					
		Pe	r lb.			Per	r lb.
90-1008,50	-lb boxes	C 061	0 061	60-70s.	50-lb boxe	s 0 07	0 074
80-90s	**	0 062		50-60s	"	0 08	0 08
70-80s		0 07	0 071	40-50s 30-40s		0 08	0 09
Candied	and Dra	ined P	eels-				0 104
Crange Figs-		0 091	0 161	Citron .		0 16	9.18
Elemes, Tapnets,	per lb						0 14

Apricots-					
Ualifornian evaporated, in 50-lb boxes		0	14	(	15
Californian evaporated, " "		0	14	0	15
Californian evaporated, per lb				0	13
Fine Filiatras 0 35½ up Vostizzas Patras 0 0b 0 06½ Raisins—		0	07	6 0	(8)
Sultana Fancy		0	10	0	14
Valencias, selected Seeded, 1-lb packets		G	051	0	06
California, loose muscatels— 3-crown					
4-crown				ŏ	09
Hallowees 0 (4) 0 05 Fards new choice Sairs 0 04 0 04	est (	0	09	0	101
Domestic evaporated apples					10

#### Foreign Nuts-We quote:

Almonds, Tarragona, per ll	b.						 	 0	12	0	124
" shelled Valencias .						 	 	 0	25	0	28
Walnuts, Grenoble, ".						 	 	 0	154	0	16
Walnuts, Grenoble, "Bordeaux, "shelled										0	12
Filberts, per lb		***	•••	**	**	 	 	 U	20		10
r coams, per m								- 03	14	ñ	17
New Brazils, per lb							 	 0	144	0	15
(The following quotation		on									1-1-

(The following quotations green. For roasted add 2c.)				lots,
Selected Spanish		 	0	081
AL 18, UMINETS AND SUNS				08
Japanese Jumbo's Virginia	 	 	0	084

Rice and Tapioca — Trade continues good in these lines, with prices firm. Montreal rice has advanced on wholesale market, but no quotable change is manifest at present moment. Tapioca is in good demand and exceedingly firm. We quote:

Rice and Tapioca-	
Rice, stand. B.	Per lb.
Rangoon. Patna.	0 031 0 031
Japan	0.06 0.07
Carolina rice	08 0 08

Spices Trade in spices is uninteresting, and no new feature of interest is manifest. We quote:

Spices—	Per lb
Peppera, blk	0 18 0 19
white	0 27 0 18
Ginger	0 18 0 20
Oassia	0 21 0 25
Nutmeg	0 45 0 75
Dloves, whole	0 25 0 38
Oream of tartar	0 25
Allspice	0 15
Mace	0 80 0 90

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

Honey,	extracted clover, in 60-lb. cans, per lb		0	08
**	" in 5 lb. & 10 lb. cans, lb.	.1	0	08
**	sections, No 1, per doz	****	*	00
* 1	Buckwheat, per lb	0 041	0	05
"	" sections per doz	1 00	1	25

Beans—The market shows no change, but is continuing firm. The season's crop has proved of excellent quality. There has been little difficulty in placing goods. Prices are distinctly of an upward tendency, and quotations in consequence are likely to be advanced. We quote:

D		
Beans, handpicked, per bush		1.85
" Time north	0.07	0 07

Hides—The market has a still further downward tendency, but no quotable change is apparent. The conditions are still those of uncertainty, and little confidence is expressed by dealers. Arrivals are still in fair quantity, but no more than demand requires. Chicago shows

no material strength, and the Canadian market is unaffected by it at present moment. We quote:

Hides,	inspected,	steers,	No.	1.	 	 	 				0	11
**	**	**	No.	2.	 						- 0	10
	**	cows.	No.	1.	 -				-		0	10
**		41	No.	2.							ō	09
Countr	y hides. fis	t, per	b		 	 	 		0	09	0	19.
Calf sk	ins, No. 1,	selected			 	 	 				0	13
CVA.	" No. 2	*******	****		 	 **	 	**	**		0	11
oneep	SKIDS				 	 	 		- 1	20	-1	25
Horse	hides, No.	1			 	 	 		3	UO:	3	251
Rende	red tallow.	per lb.			 	 	 		0	04	0	04
Pulled	wools, supe	er, per l	b		 	 	 		0	22	C	24
	to ext									24	0	25

#### Fur Skins.

Badger	No. 1. 80 50	No. 2. 80 10	No. 3.	No. 4.
BearBlack		\$0.10	4	1 00
11		****	****	1 00
	15 00	8 00	3 00	****
" Yearlings		5 00	2 00	0 30
Fisher	6 00	4 00	2 00	1 00
Fox Red	2 50	1 50	0.50	0 20
" Cross	5 00	4 00	2 00	0 50
Lynx	4 00	2 75	1 50	0.50
Marten Dark	10 00	5 00	2 00	0 50
" Pale	4 00	2 75	1 25	0 50
Mink Dark	5 00	4 00	1 00	0 25
		2 00		
Pale	3 25	2 00	1 00	0 25
Muskrat, Ont. & E. Fall	0 12	0 08	****	0 03
_ " N.W.T.&W. "	0 11	0 07	****	0 03
Rabbit	0 01	0 004		
Raccoon	1 25	0 70	0 30	0 10
Skunk	1 50	1 00	0.50	0 20
Weasel White		0 25	0 20	0 04
Wolf Timber	1 50	0 75	0 40	
	1 00	0.50	0 20	****
				0.00
Wolverine	4 00	2 50	1 00	0 25

#### N. B. Markets.

Notes of Interest.

Business continues very quiet. There was considerable interest taken in the visit of the Tariff Commission the first of the week. Nearly every business, and particularly the manufacturers, had some complaint or suggestion to make. If all were acted upon the tariff would indeed be fearfully and wonderfully made.

When it comes right home, nearly every one is a protectionist. Pérhaps the matter of most general interest urged on the commission was the limiting of the British preference to goods imported through Canadian ports. This was urged by both the Board of Trade and the Manufacturers' Association.

#### Conditions.

Dull business means in many lines rather easier values. Cream of tartar is quoted lower. Nutmegs continue very cheap. Rice is held firm and new crop for rather later shipment is quoted higher than last year.

#### Oil.

In burning oil there is still large consumptive demand, Prices continue low. Lubricating oils now have attention; it is value rather than price in this line which counts. In paint oils—linseeds—in original markets, have shown quite a rapid advance, and the outlook is for prices well above last year. Turpentine continues very high. Cod oil is firmer and there continues considerable inquiry.

#### Salt

There is nothing new; this is the quiet season. As carrying charges form a large item in such cheap and heavy goods, importers carry as light stocks of Liverpool coarse salt as possible, prefering to take chances of getting stock at time of demand. In fine salt, little or no business.

#### Canned Goods.

Since the abandoning of the local agreement on prices, in the late Fall, in order to meet lower prices, which it was claimed were being quoted by dealers buying outside of the Canadian Canners' Association, there has been an open market, but while extreme low prices were quoted for a time, stocks are now held firmer; that is, vegetables. The outlook is for low prices in meats; Spring stocks have been largely bought. Fruits unchanged. Salmon held firm. Oysters tend higher. Lobsters continue high; there are fair stocks. In domestic fish, sardines quite freely offered. Haddies and kippers light supply. Clams unchanged.

#### Green Fruit.

Apples are dull; for best stock Canadian Spies are sold; they bring full price. Cheap Nova Scotia apples plentiful. In oranges, Californias and Floridas rather lower. Valencias now sell quite freely; some very nice Jamaicas offered; price unchanged. Lemons are rather lower; there is just a fair sale. Few bananas are seen. There are no cranberries. Malaga grapes rather quiet.

#### Dried Fruit.

The trade is disgusted with the California raisin situation; it is, however, the same every year-always something not business like. Now, after the season is over, there is a big drop in price of seeded. It it were only possible to get a good foreign seeded, California would have a poor show. While some of all kinds of raisins held, stocks not large. In loose muscatels, malagas supply the market; these were bought low. Prunes a light stock; higher prices expected. Apricots and peaches firm. Dates to import are higher; fair stocks are held. Figs and peels out of season. Evaporated apples not a large stock; prices higher, but goods could not be replaced even at present figures; demand not large. Dried apples sell quite freely. Onions are rather higher.

#### Sugar.

Prices are unchanged; there is no large stock; sales are somewhat light; low prices on Scotch granulated have been quoted.

#### Molasses.

Situation unchanged; there is a full stock of Porto Rico and prices are quite low. Barbadoes are rather a light stock, and prices are somewhat firmer.

#### N. S. Markets.

Halifax, N.S., Jan. 19, 1905.

The grocery market is very quiet at present, though the retail trade is considered to be keeping up to the average.

The demand for dried fruits is now falling off, but other lines are finding good sale. Canned goods are selling freely, and

the market is steady.

No change is looked for in sugar prices

at present. Collections are fairly good, and the splendid condition of the roads in most

parts of the province has a tendency to help business along.

#### Produce.

The produce markets are now very steady, with the prices holding firm. According to jobbers here, the butter market in the upper provinces is a little easier in tone, the demand there having fallen off to some extent, owing to the mild weather. They say that this is only temporary, however.

Creamery prints here are quoted at 26c. to 27c., solids 25c. to 26c., and dairy 24c. to 25c. The weather throughout the province is exceptionally mild for the season of the year, in fact, it is almost unprecedented. In some places it was so mild during the latter part of the week that the stock was turned out of the barns into the fields.' The giving of the animals this fresh air, it is said, will greatly increase the milk supply.

Poultry have also been freed from the pens for a few hours each day, and this also will assist them in laying. The egg market is very firm, with stocks becoming somewhat light. Case eggs (for cooking purposes only) are retailbecoming somewhat light. ing at 38c. per dozen. Limed eggs are quoted at 24c. Guaranteed fresh laid eggs are 40c. per dozen. The supply of these is very limited.

The stocks of cheese in these parts are very light, with prices exceedingly firm, and no immediate change is looked for.

Potatoes are a little firmer, and prices have advanced, being now quoted at 32c. per bushel at the wharves. Dealers are selling them (delivered) at 35c. per

#### Poultry and Pork.

The rush for poultry is about over for the season, and some of the jobbers here were hard hit. Long before the holiday season opened, jobbers began heading poultry, and this early demand led the farmers to believe that there was a scarcity of stock. They quoted high prices and declined to sell until they received their figure. The news spread from one part of the province to the other that there was a poultry famine, and up went the prices all round. Jobbers were forced to pay 20c. per pound for dressed Nova Scotia and P. E. Is'and birds, and 20c. per pound and the freight for New Brunswick stock. Besides the tons of poultry brought in from all sections of the provinces, four car-loads were imported from Ontario points.

The native birds find more ready sale than the Ontario stock, being of better flavor, cleaner, and they are also drawn. Geese sold from \$1.25 to \$1.50, ducks about the same per pair, and chickens were 15c. per pound. The soft weather at Christmas and New Years caused a slump in prices, some dealers being obliged to dispose of their stocks at 18c. per pound for turkeys, 2c. per pound less than they cost them. Twenty-three cents was the highest price the dealers quoted for the very choicest birds, but even those who held such first-class stock would not refuse 20c. at the last moment for their birds, most of them being glad to get clear of them at that figure.

Pork is scarce at 8 1-2c, to 9 1-2c, per pound. The supply is not equal to the demand. Small hogs are being greatly sought for, but none seem to be had.

#### Sugar Imports.

The total imports of sugar to Halifax for 1905 were 46,117 tons, a slight decrease over the imports of the previous year. The imports of 1904 were 48,-873 tons, but of this amount 2,543 tons were imported from Peru, the balance being from the British West Indies. No sugar was imported from Germany during 1905. A notable feature is that every pound of sugar that came to Halifax was from the British West In-dies and British Guiana. The sugar business, generally, was good during the year, though the trade was hampered to some extent by the tie-up on the railways. It improved later and closed most satisfactory, though the price was about 1e. per pound lower than that of 1904.

#### Imports of Molasses.

The imports of molasses into Halifax for the year just closed, show an increase over any previous year. This has been brought about largely by the new markets. Halifax is fast becoming the distributing point for the Dominion.

#### B. C. News.

Vancouver, B.C., Jan. 4, 1906. In trade circles there is a general report of quiet business succeeding the very satisfactory holiday trade. In many lines there is a marked stiffening of prices, though in some the local quotations could very well be advanced when compared with the present basis in east-ern supply markets.

#### Groceries.

Dried fruit prices are going up steadily of recent days. The better kinds, that is peaches and apricots, are fully 2 cents higher than opening prices on the new stock last Fall. The quotation is now to the trade 11½c.

Prunes are fully 1c higher all round.

The prices range at present from 5c to

8c. Evaporated apples are quoted at 11½c,

Evaporated apples are quoted at 11½c, and even that price is not as high as eastern quotations would warrant.

In canned goods, stocks have been a little slow coming forward, due no doubt to delayed shipment, not because of any shortage. Nevertheless it is predicted that the supply of tomatoes, beans and strawberries will be short before the season is over. In other fruits California is always available as a source of supply, and canned corn is plentiful, so that the three lines mentioned are likely to be the only ones in which any demand will be felt. Tomatoes cannot be brought in from California or from the Eastern States at prenia or from the Eastern States at prenia or from the Eastern States at present basis of eastern prices. A line of tomatoes in 2-lb. tins selling here at 85c is a new arrival on the market. By steamship Ping Suey, recently arrived, large stocks of sago and tapioca arrived from the orient, relieving a shortage on this market. The price

The Canad

ranges for per lb. Oth were Lipto direct, and

The fresh ket, which of any city Australia a ly the stoc being kept up en route to be sold pickles of s A lot of splendid sh

crate. Good po season. prime and small suppl tatoes have ington and Asherofts h Local pota ton accordi California green cucur peas are in per dozen a

All the c the wholesa week. Th The nearly enou eastern an the supply to 29 cents

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#### WS.

Jan. 4, 1906. is a general resucceeding trade. In many the local quotaadvanced when at basis in east-

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quoted at 111c, not as high as ld warrant. ocks have been a rward, due no ient, not because theless it is pre-ply of tomatoes,

will be short be-In other fruits available as canned corn is three lines menthe only ones in I be felt. Toma-t in from Califorrn States at pre-A line of

prices. is selling here at n the market. Suey, recently arsago and tapioca ient, relieving a The price arket.

ranges for these lines from 4½c to 4½c per lb. Other arrivals by the Ping Suey were Lipton's pickles from Liverpool direct, and also imported French sar-

The Canadian Grocer

#### Vegetables.

The fresh tomato supply of this marthe tresh tomato supply of this market, which has perhaps the widest range of any city in the world, received an accession per steamship Miowera from Australia a few days ago. Unfortunately the stock was shipped too green and being kept in cold storage did not ripen up en route. The consignment will have to be sold to make chow-chow or green pickles of some kind.

A lot of green Bell peppers arrived in splendid shape. They sell at 75c per crate.

Good potatoes are very scarce this season. Even the Ashcrofts are not prime and are not keeping well. Some small supplies of the Yakima Valley potatoes have been imported from Washington and sell at \$30 per ton. The Ashcrofts bring \$28, if of good quality. Local potatoes are from \$12 to \$18 per ton according to quality.

California fresh celery, cauliflower, green cucumbers, string beans and green peas are in the market. Celery is \$1 per dozen and cauliflower \$1.50.

#### Produce.

All the coast creameries have put up the wholesale price to 35c per lb. this week. The quantity being made is approaching the minimum weekly. Not nearly enough for demand is received. Of eastern and northwest creamery stock the supply is fair with price ranging up to 29 cents, and likely to be more. Even then it does not quite reach a parity with present quotations in eastern butter markets.

Cheese is plentiful, but the price is well up in sympathy with the east. Quotations are 15c and 16c. Local fresh eggs are fairly plentiful now and bringing 35c to 40c per dozen. Eastern fresh case goods are really off the market and pickled eggs are being sold in considerable quantities. The price is 25c.

Next month New Zealand creamery

Next month New Zealand creamery butter will arrive per Australian steamer Moana. Every season several shipments are brought in, but the quantity is never great as the price is necessarily high. It is always prime fresh stock, and compares with the local fresh in the class of trade it commands. The poultry market is extremely quiet now that New Year's is past. The dealers could scarcely have made any money

ers could scarcely have made any money seeing that the retail prices paid were as low if not lower than the first quotations from jobbers to the retail trade The same price-cutting occurred last season, and still there does not seem to be any tendency to correct this rather unbusiness-like method of handling a very important annual trade. The quan-tities imported from Eastern Canada indicate the possibilities trade, if handled properly. of legitimate

#### NEW OFFICERS APPOINTED.

At the annual meeting of the grocers' section of the board of trade for the ap-pointment of officers for the ensuing year, the following officers were elected: President, Thomas Kinnear; vice-president, William Ince; secretary-treasurer, Agnes C. Gray.

#### WHOLESALE GROCERS AT HOCKEY

In the second game of the Wholesale Grocery League, between T. Kinnear & Co., and James Lumbers, the former team won by a score of 6 to 2. Neither team had any practice this season, and, considering this, the game was fast and exciting. The Kinnear team had the advantage of a little combination, and this no doubt won for them. The Lumbers team will improve a great deal as the season advances, and will certainly be heard from later. The teams were

T. Kinnear & Co.—Goal, Holden; point, H. Rennie; c. point, Humphrey; forwards, Kinnear, McGregor, Graham, and C. Rennie.

James Lumbers-Goal, "Wes." Lumbers; point, Brethour; c. point, Stin-son; forwards, Morton, Taylor, Corodus and Oliver.

Referee-B. R. Brown.

#### TEA ANALYSIS.

The appended analysis of the various teas was recently published iff the New York Herald, under the signature of Dr. Ernest J. Lederle, of New York:

		Tannin.
Ceylon	2.64	14.04
Ceylon Green	2.55	11.37
India	3.09	11.04
Congou	2.50	7.19
China Country Green	2.28	12.54
China Ping Suey	2.29	9.86
Japan Basket Fired	2.53	9.70
Pan Fired Japan	2.33	7.69
Formosa Oolong	2.41	9.86
Foochow Oolong	2.37	11.37

### **ENCOURAGE YOUR CLERK**

to take a more lively interest in his work, to become a better informed grocer, to develop ideas for advertising and window dressing, and progressive retailing.

You can best do this by having a copy of THE CANADIAN GROCER sent to his home address, where he can read it at leisure and think out how he can apply its suggestions.

It will cost you only \$2 from now to Dec. 31st, 1906. Send in your order now. Your clerk will appreciate the courtesy, and you will both reap the benefit.

#### THE CANADIAN GROCER

MONTREAL

TORONTO

WINNIPEG



### GREIG'S WHITE SWAN

### Flavoring Extracts

Long and successful experience in this department enables us to state with absolute assurance that our flavors will satisfy the most exacting.

**OUALITY**—The keynote throughout

THE ROBERT GREIG CO., Limited White Swan Mills, TORONTO.

Montreal

Manito

(Market quotations

It has been a

uneventful wer

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day nature, and

prevails, and 1

few, if any, ch interest to repe

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at last week's

demand is repo

Canned Good

#### AN ANNUAL BANQUET,

A gay and jovial party were assembled in McConkey's banqueting room on Friday, December 29 last, composed of the sales staff of John Sloan & Co., Toronto and Belleville. The party had assembled, as is their annual custom, for friendly intercourse and encourage-

The chair was ably filled by Mr. C. Parsons, one of the oldest members of the staff, who conducted the proceedings in a masterly and happy manner. In proposing the health of the firm, he commented upon the excellent year's business that had fallen to their lot, and spoke in encouraging terms of the prospects for the opening season. He believed they had never stood on better terms with their many chents, many of whom constantly held their orders over for the firm's travelers, so satisfied were they with the manner John Sloan

& Co. conducted their business.

The toast was suitably and happily responded to by Mr. Frank Sloan on behalf of the firm.

The company broke up after a genuinely good time, in which many interesting and instructive incidents occurred.

There were present Messrs. Frank Sloan, C. Parsons, J. Hayden, J. B. Mayled, J. H. Burton, J. R. Smith, W. M. Cole, A. Armstrong, W. H. Maxwell, P. H. Brown, H. Brett, G. Sanderson, F. Tait, F. Ormerod.

#### VISITOR FROM BOSTON.

The Grocer had the pleasure this week of an interview with Mr. Arthur H. Bailey, of Boston, Massachusetts. Mr. Bailey has the distinc-Bailey tion of being the inventor and patentee of an article of diet of such merit that his goods have received the endorsation of the United States Government in the way of orders for his products, namely, Bailey's Extract of Clams. This article is supplied to the navy and army hospitals, homes of physicians, and connoisseurs.

Mr. Bailey is introducing the goods to the Canadian market, and has for some months past operated through his Montreal agents, Messrs. Jason S. Creed & Co., and will shortly intro-duce them to the trade of Toronto and the west.

#### SUGAR BEET INDUSTRY.

England has at last taken kindly to the sugar beet, which at Burton-on-Trent has delighted the grower by exhibiting over 16 per cent. of sugar, o 2 per cent. more than the coontinental beet contains. For a long time the soil of England has been pronounced favorable for beet culture, but this is the first experiment to prove it.

In Nebraska one of the largest sugar factories in the United States closed lately because the farmers would not raise enough beets to keep it running.

In Michigan the sugar beet has been found the most profitable crop, and the acreage is increasing. One sugar company gives free seed and free freight, and pays a flat rate of \$5.00 per

As beet culture involves a great deal of hard labor, and farmers do not take

Mindly to it, experiments are now going forward for the development of a single germ seed, which will reduce the process of thinning. The labor question is a severe handicap to beet raising in Kent county, and any new seed that will save time and exertion will be a welcome relief.

#### NEW MONTREAL TEA FIRM.

Bartley & Reid, 218 Coristine Building, Montreal, have registered as tea merchants, importers and jobbers. The members of the new firm are W. J. Bartley and John G. Reid, and both gentlemen are tea experts of many years standing and training, having been connected for over twenty years with John Duncan & Co., Montreal. Mr. Bartley is well acquainted with the trade west of Kingston, the Eastern Townships and Quebec, having covered these districts for years, while Mr. Reid needs no introduction to merchants in the Ottawa Valley and Eastchants in the Ottawa Valley and Eastern Ontario districts. Their many friends in the trade wish them every success in their venture.

#### TEA MERCHANT MARRIED.

Mr. T. Kusanobu, of the Japan Central Tea Traders' Association, Montreal, took a step on December 27 last which binds him more closely to Canada than any naturalization papers could possibly do. On that day he was joined in wedlock to Miss Mary Murray, of Deer Park, Toronto, by Rev. Dr. D. McTavish. The ceremony was performed at the home of the bride's parents, and was witnessed by many of the bride and groom's friends. Among the latter was Mr. Shaw T. Nishi-mura, of the Japan Central Tea Traders' Association. Mr. and Mrs. Kusa-nobu, after a bridal tour to New York and the Eastern States, took up their residence in Montreal. The Grocer joins the many friends of the young couple in wishing them a pleasant journey through life.

He: Miss de Jones—Clara—I never loved anyone but you. Will you be my wife ? She: But I've been told that you proposed to four other girls within a month. He: True, darling; but I did it merely for practice, so that I wouldn't blunder in proposing to you.

### **AGENCIES WANTED**

We wish to represent manufacturers and provision dealers in Manitoba, Saskatchewan and Alberta. We have well established sales agents in every important town. At Winnipeg we have first-class warehouse accommodation. Interested parties are referred to The Eastern Townships Bank of Canada.

CANADIAN CO-OPERATIVE CO., Limited BOX 559 WINNIPEC, MANITOBA Capital \$250,000.



THE PEOPLE OF IAMAICA

HALIFAX, Nova Scotia

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

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

The original and only Genuine Preparation for Cleaning Cut-lesy, 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.



Apples—gallons, per doz. 3-lb. Cherries—
red pitted, per 2-d
Currants—
new red, 2 doz. ca
black

new Lawtonberries-2's, F.B., per 2-de 3's.

50 Years the People's Choice.

lue.

or the Laundry.

STRENGTH.

Sold in Sifting Top Boxes

Sawyer's Crysal Blue gives a cerutiful tint and estores the color to linen, laces and cods that are worn and faded.

It goes twice as far as other Blues.

Blue Co.

ON, Mfrs. Scotia

E OF

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hey ought hey don't . A small

ON IER"

. Better

Halifax.

l and only Genuine for Cleaning Cutand 1s. Canisters

POLISH

NS, Limited

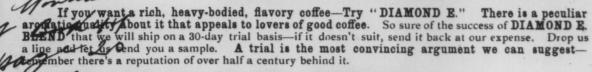
ery, Glass and pers, etc.

don, England

Craig Street

### Diamond E. Blend

### Makes Delicious Coffee



WAS. H. & A. S. EWING

Montreal Coffee and Spice Steam Mills,

55 Cote Street, Montreal

#### Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Jan. 11th, 1906.)

It has been an exceptionally quiet and uneventful week in local wholesale circles. Business is still of the after holiday nature, and while a steady undertone prevails, and prices hold firm with but few, if any, changes, there is nothing of interest to report and the week has presented no new features.

Canned Goods—The market holds firm at last week's price range, and a steady demand is reported. We quote:

demand is reported		W	e	qu	10	te				
FRUI	TS.						oup			
										55 08
Cherries— red pitted, per 2-doz. ca	se .					. 4	33		4	28
new red, 2 doz. cases, poblack	er ca						48 83	-		43 78
Gooseberries—	**					4	08		4	03
Lawtonberries-	**					3	83		3	78
Pears— 2's, F.B., per 2-doz. case 3's.										53 04
Peaches—							08 14			03 09
Plums— Damson, 1's " Lombard, 1's " Greengage, 1's "							13 23 33		2	08 18 28

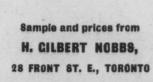
Pumpkins-						
3's	**				2 09	2 01
Pineapples-						
2's siced, 2	doz. cas	ses, per	case			4 25
2's wh le,	14		14			3 75
2\'s, wh le,	44		10			4 50
2's. grated,	**					4 50
						1 00
Raspberries-	**					
red (new)					3 63	3 58
blick (new)	**				3 53	3 48
Strawberries-						
new	66				3 33	3 28
au.					0 00	0 40
	v	FORT	ABLE	2		
		EGEI	ADLE	. 3.		
Beans-						
golden wax	**				1 93	1 88
refugee,	**				1 98	1 93
Beets-						
3's					2 39	2 34
Corn-					2 40	2 OI
	**				1 00	1 02
2'8	-	****		*******	1 98	1 93
Peas-						
(No. 4) 2's	**				1 53	1 49
(No. 3) 2's	44				1 68	1 63
Succotash-						
2'8	**				2 63	2 58
					4 00	2 00
Tomatoes-	**				1 00	1 00
3's	**	*****	*****		1 98	1 93
Salmon France	Diwon	akara	-			6 95
Salmon, Fraser	Diver 80	жкеуе,	hat o			6 25
Skeena	miver,	**	11	*****		6 00
triver a	Inlet,	"	**	*****		5 90
" Red Sp	ring,	**				5 75
" humpbe	ack.		**			3 75
" cohoes.			-11			4 85
" Clover	Leaf Fo	II deli	PAPE 1	to 4 cam	00	6 30
" Clover	reat, ra	H CLOIL	ory, I	to 4 cas	00	6 20
Pork and beans	(V.U.P.	Uo.), 1	s, per	doz		1 25
						1 90
44		- 4	8,			
	**	3	8,			2 60
		3	8,			
Soups (Van Cam	p's), per	doz	8,			1 25
Soups (Van Cam Boneless chicke	p's), per	doz	doz			1 25 2 75
Soups (Van Cam Boneless chicke turkey	p's), per n, lb. tir	doz	doz.			1 25 2 75 3 25
Soups (Van Cam Boneless chicke turkey ducks	n, lb. tir	doz.	doz.			1 25 2 75 3 25 3 25
Soups (Van Cam Boneless chicke "turkey "ducks Canned chicken	n, lb. tir	doz.	doz.	doz		1 25 2 75 3 25 3 25 3 25 3 25
Soups (Van Cam Boneless chicke turkey ducks Canned chicken turkey	(Man. C	doz ns, per	doz	doz		1 25 2 75 3 25 3 25 3 25 3 25 3 25
Soups (Van Cam Boneless chicke turkey ducks Canned chicken turkey	(Man. C	doz ns, per	doz	doz		1 25 2 75 3 25 3 25 3 25 3 25 3 25
Soups (Van Cam Boneless chicke turkey ducks Canned chicken turkey chicken	(Man. C	doz ns, per	doz	doz		1 25 2 75 3 25 3 25 3 25 3 25 3 25 3 20
Soups (Van Cam Boneless chicke "turkey" ducks Canned chicken "turkey chicken	(Man. C	doz ns, per	doz	doz		1 25 2 75 3 25 3 25 3 25 3 25 3 25 3 20
Soups (Van Cam Boneless chicke "turkey "ducks Canned chicken "turkey chicken	(Man. C (Aylmer (Delhi), Aylmer	doz ns, per	doz	doz.		1 25 2 75 3 25 3 25 3 25 3 25 3 30 3 20 3 30
Soups (Van Cam Boneless chicke turkey ducks Canned chicken chicken turkey turkey turkey	(Man. C (Aylmer (Delhi), Aylmer)	doz ns, per	doz	doz		1 25 2 75 3 25 3 25 3 25 3 25 3 30 3 20 3 30 3 20
Soups (Van Cam Boneless chicke "turkey ducks Canned chicken "turkey chicken "turkey ("turkey	(Man. C (Aylmer (Delhi), Aylmer)	doz ns, per	doz	doz		1 25 2 75 3 25 3 25 3 25 3 25 3 30 3 20 3 30 3 20 3 30
Soups (Van Cam Boneless chicke " turkey ducks Canned chicken " turkey " chicken " turkey (" turkey (" duck (A	(Man. C (Aylmer (Delhi), Aylmer) (Delhi) :	doz ns, per	doz	doz		1 25 2 75 3 25 3 25 3 25 3 25 3 30 3 20 3 30 3 20

Corned beef		**	2's	**			2
_ "	William Land	**	l's	"	*****		1
Roast beef (!	Man. Ca	n. Co.)	, 2's, ]	perdoz			2
((	Clark's),	1's, pe	r doz				1
	**	2's.	**				2
Potted meat							0
Veal loaf (L	ibbey's),	1 lb.,	per de	Z			1
		1 lb.	**				2
Ham loaf	**	lb.	**				1
**	**	1 lb.	41				2
Chicken loaf	* **	à 1b.					1
11	46	I lb.					3
Lunchtong	ie (Clark	(s) 1's					3
**		er), 1's					2
Sliced smoke				h tins r	erdoz		ī
"	41	11		b. tins.	11		3
- 11	**	. 44		b. glass.	**		3
Chipped	**	- 66		b. tins.	**	****	ĭ
- if	**	**		b. tins,	44		2
41	44	**		b. glass,	44		3
Sliced bacon		44		b. tins,	**		3
SHOOM DAGON		**		b glass,	41	****	3
Corned beef	(Clark's		tins,	per doz.			1
**	**	2-lb.	44	**			2
Lobsters (ne	w), 1-lb.	flats,	per 8-	loz. case			16
							30
" "	ž lb.	talls,	per 4-	doz. case	*****		10

Sugar—Prices throughout the list show no change, but hold at the level of the previous week. Yeliow sugar is firm at the advance of three weeks ago, and granulated shows no change. We quote:

Montreal granulated, in bbls	4 95
in sacks	4 90
" yellow, in bbls	4 55
In sacks	4 50
Wallaceburg, in bbls	4 85
in sacks	4 80
Berlin, granulated in bbls	4 85
Icing sugar in bbls	5 55
in boxes	5 75
" in small quantities	6 15
Powdered sugar, in bbls	5 35
" in boxes	5 55
11 11 1	

JUST—HOLBROOK'S SAUCE.
JUST—THE BEST.







AND IT PAYS YOU WELL.

#### CONDENSED OR "WANT **ADVERTISEMENTS**

Advertisements under this heading, 2c. a word first nsertion; 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.

#### YEARLY CONTRACT RATES.

100	words each	insertion,	1 year	
	**	**	3 months 10 00	
50	- 11	11	1 year 17 00	
50	41.	- 11	6 months 10 00	
25	**	"	1 year 10 00	

#### TO MANUFACTURERS.

A RE you represented in Newfoundland? If not, write A. J. Frost, who is open for a few good agencies; has a good connection; good references. Address A. J. Frost, Manufacturers' Agent, St. John's, Nfld.

#### BUSINESS CHANCES.

\$500 CASH—Grocery business; low rent; Toronto Junction. Box 100, CANADIAN GROCER. [f]

A CHOICE grocery for sale this week, \$400 Box 102, CANADIAN GROCER. [f]

ESTABLISHED grocery business for sale; first-class location in Toronto; good reasons for selling. Box 101, CANADIAN GROCER. [f]

FOR SALE—A reliable flour and feed business; centrally located in Preston. Box 103, CANADIAN GROCER.

FOR SALE OR TO RENT—The cheese and butter factory and plant at Oakwood, Ont.; possession given Feb 1st. For further particulars apply Box 1C6, CANADIAN GROCER. [f]

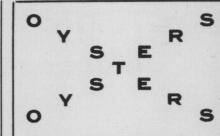
FOR SALE—Stock of groceries and meat market; doing good business; reason for selling. ill health; location 225 Huron Avenue, Port Huron, Michigan. [f]

FOR SALE-Groceries, butcher, restaurants, stocks of all kinds; city or country. A. Hudgin, 198 Dundas, Toronto.

FOR SALE—Best general business in New Ontario village of one hundred on Rainy River; turnover, thirty thousand; stock, eight thousand; rent for large store and dwelling of six rooms, twenty dollars per month; postoffice in connection; in centre of rapidly growing agricultural section; terms, one half cash, balance spread over two years if secured. Apply Box 23, Barwick, Ont.

GROCERY or general busicess, in country village. Box 104, CANADIAN GROCER. [f]

GROCERY business; long-established and free-hold; for sale; terms easy; satisfactory reasons; the finest business chance in city for moderate capital; none but principals need apply. Box 105, CANADIAN GROCER. [f]



Standards, \$2.00 per gal. Selects, \$2.25

THE W. J. GUEST FISH CO., WINNIPEG, MAN.

#### MANUFACTURERS!

If open to appoint agents in

#### WINNIPEG or CALGARY

will be pleased to have you write us or our Calgary branch.

NICHOLSON & BAIN, WINNIPEG, Wholesale Commission Merchants and Brokers.

CALGARY BRANCH:

NICHOLSON, BAIN & JOHNSTON

ARE YOU

**GETTING YOUR SHARE** 

#### LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

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

NICHOLSON & BAIN, WINNIPES, MAN.

#### DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO. INGERSOLL

Established - - 1886

#### WHEN ASKED FOR



"some gela-tine," your safest course is to supply

COX'S

It is so uniform in qual-ity, so clear,

so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:

J. & G. COX.

C. E. Colson & Son, Montreal D. Masson & Co., A. P. Tippet & Co.,

Gorgie Mills. **EDINBURGH** 



We ship in any quantity, everywhere.

Packed by

### CODVILLE &

Winnipeg and Brandon, Man.

CODVILLE, SMITH & CO., - Calgary, Alta.



ADDRESS-Mail P.O. Box 791 WINNIPEG.

Syrup "Crown I "Kairomel" sy

January 19

Lump, hard, in in in

Syrups holds stead Brand' sy

other brane dull. Price

Raw sugar ...

Whole green R Standard Java i Old Governmen

Imperial Java, i Pure mocha "Maracaibo Choice Rio.... Pure "Seal Brand (C &

Epps 1 lb packa Fry's 1 lb "1 lb "1

Marmala Marmalade (C.

(Upt Jam-Pr C. & B. jams in

Upton's jam (in Tea-Qu

ngous, M. 12, 8.C.P.

Foreign a somewha week thou Trade is qu for some ti Sultana raisins,

Table raisins, Co
ext
Roy
Imp

Valencia raisins,

California raisin



ndon, Man. - Calgary, Alta.

YSTERS.

January 12, 1906	THE MARKETS
Lump, hard, in bbls	Prunes, 90-100 per lb. 0 061
Raw sugar	" 70-80 " 072 " 0 072
Syrups and Molasses-The demand	50-80 " 0 07
holds steady at firm prices. "Crawn	" choice silver, per lb 0 10
Brand' syrups are in good demand, but	" silver, per lb
other brands of syrups and molasses are	" dry cleaned, Fillatras, per lb 0 06
dull. Prices follow:	" Filiatras in 1-lb pkg, dry cleaned per lb 0 07
(IIIII. I FICES TOHOW.	Wostizzas, uncleaned
5-lb tins, per 1 " 2 60	100-70
" 10-10 tins, per 3 2 50 2 40	Apricots, choice, in 25-lb. boxes, per lb 0 12
barrel, per lb 0 031	Apricots, standard in 25-lb. boxes, per lb 0 111
"Kairomel" syrup, 2-lb. tins, per 2 doz. case 2 20	" standard 0 121
" 10-lb. " " " 2 40	standard " 0 15
Parhadoes molasses in 4-bbls, per lb	Plums, choice (dark pitted) per lb
New Orleans molasses in 1-bbis, per lb 0 022	Condied Pools Market lead with do
Porto Rico molasses in 1-bbls., per bbl 0 044	Canalog I cols Market abad with de-
Blackstrap, in bbls., per gal	mand practically nil. We quote:  Lemon, per lb
" 5 gal. bsts., each	Orange " 0 111
" roasted, per lb 0 15	Mixed, in 1-lb drums per doz
Old Government Java in 25-lb. tins, per lb	Nuts-No change in prices and the
" Mocha	demand has fallen off since the Christ-
Pure mochs " " 0 25	mas needs were filled. Prices hold un-
Choice Rio	changed from those of a week ago at:
Pure	Almonds, per lb
" " " 1-lb " " 0 33	(shelled), per lb
Columbe   Columb	Almonds, per lb. 0 124  " (shelled), per lb. 0 30  Fülberts 0 10  Peanuts, 0 111  Jumbos 0 14  Walnuts, new, Grenobles, per lb 0 15  " Marbots 0 13  Pecans, per lb. 0 15  Brazils, per lb. 0 15
Epps' ½ lb package, per lb	Walnuts, new, Grenobles, per lb 0 14
Fry's 1b "Homoeopathic, per lb 0 30 "1b "tips concentrated, per doz 2 40	Pecans, per lb. 0 15 0 16
Mott's Soluble, in bulk, 12 lb tins, per lb 0 19	Brazils, per lb 0 15
Mott's Homoeopathic, 2s's	Spices—Prices have been steady since
Van Houten's, 2's, per doz	the recent revision. We quote:
Baker's unsweetened, per 0-36	GROUND SPICES.
" a, " 0 34	Pepper, black, in 10 lb boxes, per lb
Fry's fry's per 10	Clayer in 5 lb boxes par lb. clayer in 5 lb boxes par lb 0 20
Marmalade—We quote:	Cassia, " 11 0 12
Marmalade (C. & B.), 1-lb. glass, per doz 1 80	Pepper, black, in 10 lb boxes, per lb. 0 18  "white," 5  Cayenne pepper, in 2 and 5 lb. tins, per lb. 0 20  Cloves, in 5 lb. boxes, per lb. 0 22  Casaia, 0 12  Allapico, 5 111 0 lb. boxes, per lb. 0 13  Mixed spice, in 5-lb. boxes, per lb. 0 20  Mace, in 5-lb. boxes, per lb. 0 20  Mace, in 5-lb. boxes, per lb. 0 70
" tins, " 1 56	Mixed spice, in 5-lb. boxes, per lb
Marmalade (C. & B.), 1-lb. glass, per doz     1 80       "" 7-lb. tins, per lb.     0 95       "" 4-lb. tins.     0 10b       " (Upton's), 7-lb. pails, per pail     0 50       "" 1-lb. glass,     1 30	WHOLE SPICET.
" 1-lb. glass, " 1 20	Black pepper, per lb 0 13
Tom Prigos continue as follosw.	Cinnamon (ordinary), per lb 0 18
C. & B. jams in 1-lb tins, assorted, per doz 1 65	Nutmegs, per lb
" " strawberry, " 2 00	Cloves according to quality) 0 141 0 25 Ginger, por lb
" glass, assorted, " 2 05	Allspice, per lb
" strawberry, " 2 20	Mixed spices, for pickling 0 12
C. & B. jams in 1-lb tins, assorted, per doz. 1 65  "" strawberry, 1 85  "" raspberry, 2 00  "glass, assorted, 2 05  "aspberry, 2 40  "strawberry, 2 20  "aspberry, 2 40  "raspberry, 0 12  "T-lb, tins, assorted, per lb 0 12  "raspberry, 0 13  Upton's jam (in Winnipeg), per pail 0 50  (in Brandon), 0 50  (in Calgary), 0 52  "(in Lethbridge), 0 57  (in Edmonton), 0 60	Black pepper, per lb.
(in Brandon),	Rice, Tapioca and Sago—Tapioca is
" (in Calgary), " 0 52 " 0 57	still firmly maintained at the high price
" (in Edmonton). " 0 60	quoted below. Rice and sago are steady. We quote:
Tea-Quoted as follows:	Renggon rice per lb 0.034 0.032
Congous, M. 12, half chests, per lb 0 12	Rangoon rice, per lb.     0 03 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
S.C.P. and M. 14, half chests, per lb 0 15	Sago, per lb 0 04
" A.A.N., in cads, per lb 0 19	Pot and Pearl Barley-No change in
Ceylon, bulk, per lb	prices, which are as follows:
Pekoe P H.T., in 1 chests, per lb 0 18	Pot barley, per sack
No. 414 and 418, 0 20	Pot barley, per sack         2 20           Pearl barley, per half sack (49 lbs)         1 65           " sack         3 30
" No. 57, " 0 25	Evaporated and Dried Fruits-
Tea—Quoted as follows:  Congous, M. 12, half chests, per lb. 0 13  " cads, per lb. 0 13  " S.C.P. and M. 14, half chests, per lb. 0 15  " cads, per lb. 0 16  " A.A.N., in cads, per lb. 0 19  " J.A.P., No. 1, 0 25  Ceylon, bulk, per lb. 0 18  " Pekoe P H.T., in 1 chests, per lb. 0 18  " broken Pekoe, No. 62 in chests, per lb. 0 18  " No. 414 and 418, 0 20  " No. 57, 1 chests, 0 22  " No. 57, 1 chests, 0 25  Gunpowder, in quarter chests per lb. 0 26  Young Hyson, in 1 chests, per lb. 0 26  Scented Orange Pekoe, in cads, per lb. 0 26  Scented Orange Pekoe, in cads, per lb. 0 26  Foreign Divided Fruitte, Pyrocas showed	Evaporated apples have advanced to 11
Scented Orange Pekoe, in cads, per lb	1-2c. per pound for 50-lb. boxes and for
Total Ditte Times - Titles showed	25-lb. hoxes the price has also advanced
a somewhat easier tendency during the	to 12c. per lb. New dried apples, 50-lb.
week though no changes are reported.	boxes, are quoted at 8 1-4c. per lb.
Trade is quiet and likely to continue so	Beans-New white beans are still
for some time. We quote:	quoted at \$2.05 per bushel.
cleaned,	Woodenware-Prices as follows:
Sultana raisins, bulk, per lb     0 63       cleaned,     0 08       1 lb pkgs     0 694       Table raisins, Connoisseur clusters, per case     2 60       extra dessert,     3 40       Royal Buckingham,     4 00       Imperial Russian     5 25       Connoisseur clusters, 1 lb pkgs     per case (20 pkgs).       3 25	Butter tubs, wooden hoops, 2 in nest, per nest. 0 42 0 45
" extra dessert, 3 40 " 3 40 " 4 00	Butter wire hoops, 2 hoops in nest, per nest 0 63
Imperial Russian 5 25	Pails, 2 hoops, per doz 195
case (20 pkgs)	Wash tubs, common and wire hoop, per nest of 3 2 0)
Connoisseur clusters, 1 lb pkgs per case (20 pkgs). 3 25 Connoisseur clusters, boxes (5½ lbs). 0 80 Valencia raisins, f. o. s 1 35 1 50  " layers. 1 70 1 85 California raisins, muscatels, 2 crown, per lb. 0 09  " 4 0 09  " 0 09  " 0 09  " 0 000	" No. 0, per doz 41 0)
" selected	No. 2, per doz 7 50
California raisins, muscatels, 2 crown, per lb 0 09	" Nests of Nos. 1, 2 and 3 1 90
" " de de seaded in a la packages	Butter boxes, per nest of 3, to hold 14, 28 and 56 lb 0 56 2, to hold 14 and 28 lb., 0 26
per package 0 091	## WOUGH ### TICES AS TOHOWS:  Butter tubs, wooden hoops, 2 in nest, per nest. 0 42 0 45  " 3 hoops, 2 in nest, per nest. 0 70 0 73  Butter wire hoops, 2 hoops in nest, per nest. 1 00 1 25  Pails, 2 hoops, per doz. 1 95  Pails, 2 hoops, per doz. 1 95  Pails, 2 hoops, per doz. 1 95  Wash tubs, common and wire hoop, per nest of 3 2 0 1  " No. 0, per doz. 41 01  " No. 1, per doz. 8 75  " No. 2, per doz. 7 50  " No. 3. 5 40  " No. 4, per doz. 7 50  " No. 5 tohold 14, 28 and 56 lb 0 56  Butter boxes, per nest of 3, tohold 14, 28 and 56 lb 0 26  Butter tubs, fibre and cover, per doz. 4 00  Butter moulds, for 1-lb, b-leks, per doz. 1 87  ***Thorew.** No. 1 1 87  ***Honew.** No. 1 1 80  ***No. 1 1 80  ***Honew.** No. 1 1 80  ***No. 1 1 80  ***Honew.** No. 1 1 80  ***No. 1 1 80  ***Honew.** No. 1 1 80  ***No. 1 1 80  ***Honew.** No. 1 1 80  ***No. 1 1 80  ***Honew.** No. 1 1 80  ***No. 1 1 80  ***Honew.** No. 1 1 80  ***No. 1 1 80  ***Honew.** No. 1 1 80  ***No. 1 1 80  ***Honew.** No. 1 1 80  ***No. 1 1 80  ***Honew.** No. 1 1 80  ***No. 1 1 80  ***Honew.** No. 1 1 80  ***No. 1 1 80  ***No. 1 1 80  ***No. 1 2 80  **No. 1 2 80  ***No. 1
" fancy seeded in 1-lb. packages 0 091	Honey—New honey is now on the mar-
" " choice seeded in 1-lb packages	ket and is meeting with ready sale.
per package	Prices are as follows:
per package 0 12	45

THE MARKETS	
Prunes, 90-100 per lb. 0 06  " 80-90 " 0 06  " 70-80 " 0 07  " 50-80 " 0 07  " 60-70 " 0 07  " choice silver, per lb. 0 10  " aliver, per lb. 0 10  " aliver, per lb. 0 05  " dry cleaned, Fillatras, per lb. 0 65  " dry cleaned, Fillatras, per lb. 0 66  " wet cleaned, per lb. 0 06  " Filiatras in 1-lb pkg dry cleaned, per lb. 0 67  " Vostizzas, uncleaned 0 06  Hallowee dates, new per lb. 0 06  Figs, cooking in taps and sacks 0 04  " boxes 0 04  Apricots, choice, in 25-lb. boxes, per lb. 0 12  Apricots, choice, in 25-lb. boxes, per lb. 0 12  Apricots, choice, in 25-lb. boxes, per lb. 0 12  Peaches, choice, per lb. 0 13  " standard 1 25-lb. boxes, per lb. 0 11  Pears, choice (halves), per lb. 0 16  " standard 1 0 12  Pears, choice (halves), per lb. 0 16  " standard 1 0 15  Plums, choice (dark pitted) per lb. 0 11  Nectarines, choice. 0 12	-
Hallowee dates, new per lb	-
Candied Peels—Market dead with demand practically nil.         We quote:           Lemon, per lb.         0 11           Orange         0 11           Citron         0 18           Mixed, in 1-lb drums per doz         2 36	e-
Nuts—No change in prices and the demand has fallen off since the Chrismas needs were filled. Prices hold un	ne t-
changed from those of a week ago at:	
Almonds, per lb.	
Spices—Prices have been steady sine the recent revision. We quote:	
Pepper, black, in 10 lb boxes, per lb.	
Black papper, per 1b.   0 25	18
still firmly maintained at the high price quoted below. Rice and sago are stead; We quote:  Rangoon rice, per lb	y .
Patina       " 0 04         Taploca, per cwt       5 50         Sago, per lb       0 04         Pot and Pearl Barley—No change i	•
prices, which are as follows:         2 20           Pot barley, per sack.         2 16           Pearl barley, per half sack (49 lbs).         1 65           " sack.         3 30	
Evaporated and Dried Fruits- Evaporated apples have advanced to 1 1-2c, per pound for 50-lb, boxes and fo 25-lb, boxes the price has also advance to 12c, per lb. New dried apples, 50-lb boxes, are quoted at 8 1-4c, per lb.  Beans—New white beans are stil quoted at \$2.05 per bushel.  Woodenware—Prices as follows:	or d
## Wooden Ware—ITTGES as IOHOWS:  Butter tubs, wooden hoops, 2 in nest, per nest. 0 42 0 45.  " 3 hoops, 2 in nest, per nest. 0 70 0 73.  Butter wire hoops, 2 hoops in nest, per nest. 0 63.  " 3 hoops in nest, per nest. 1 00 1 25.  Pails, 2 hoops, per doz. 1 95.  Pails, fibre, per doz. 3 25.  Wash tubs, common and wire hoop, per nest of 3 2 0 1	

Clover honey 1-lb glass, 2 doz. in case, per doz	. 2 00 . 0 50 . 1 00 . 0 07
Fancy comb honey, 2 doz. to the case, per doz	. 2 50 . 4 75 . 6 75
"60-lb tins, per lb "60-lb tins, per lb "60-lb tins, per lb "per case.  New honey, 5-lb tins, 1 doz. in case, per case.  "10-lb. tins, 6 in case, per case.  "60-lb. tins, penlb "60-lb. tins, penlb"	. 6 40
Glass Fruit Jars-Prices for the	e sea-
son of 1905-06 are quoted as follo	7 75
" half gallons	. 8 75 . 11 75
Salad Dressing— There is som mand still at following prices:	e de-
Durkee's, per 2-doz. case.  Royal, small, per doz.  'large.'	. 7 00 . 2 85
Vinegar (C. & B.), bottles, pints, per doz.	. 4 75 . 1 20 2 10
Sauces-Quoted as follows:	
Worcestarshire Lea & Perrins' & nints, per doz	.\$3 65
" White's pints "	0 90
raterson's pints	1 75
Essence of anchovies (C. & B.), per doz	
Buckwheat-Ouoted as before at	\$1.70
Breakfast Cereals—Prices hold s	tandar
at last week's advance. We quote	
Polled Oats 90 lb sacks per out	. 2 15
40-lb. " "	. 2 25
40-lb. " 20-lb. " 3-lb. " Commeal, in sacks. " in ‡ sacks.	. 2 55
Fish and Oysters—Prices are fire	. 180
unchanged since last week's rev	
We quote:	
Lake Superior trout.	0 09
	0 10
Red Snapper	0 15
Mackerel. Red Snapper B C. Salmon. Halibut. Wh'te fish (L. Winnipeg), per lb Pickerel. Jack fish	0 081
Pickerel	0 051
Titanan baddia	0 08
"Halifax" brand salt cod, fish cakes 24-1's. "Acadia" 2-1's. "Bluenose" 20-1's. "Acadia" 2-1b. boxes. "Steedded 24 cartoons.per bx. "sheedded 24 cartoons.per bx.	0 08
" Acadia " 2-lb. boxes	. 0 09
Large Labrador and Nfld salt herrings per 100 lb per 2c-lb. pail Salt mackerel, in 20 or 30-lb. pails	4 00
Smoked halibut strips	0 121
Smoked halibut strips Kippered gold eyes, per doz Yarmouth bloaters, 60 in box, per box	0 45
Lobsters, fresh boiled. per lb. Caviare, extra, small jars, per jar. Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal	. 2 25
Green Fruits—Dealers report a	
sonable quietness. Trade is quit	e as
good as was looked for after the he	oliday
season and prices hold at the pro-	evious
week's level. We quote: ORANGES AND LEMONS.	
Fancy California navels, 126's, per case	83 50
Fancy California navels, 126's, per case	. 6 00
	84 ! 0
Northern spies. XX. per bbl XXX "XXX Russets, per bbl	4 50
Almeria grapes. per keg. Winter pears. (B.C.), per case. Cranberries, (Jersery), per bbl	3 50
Valencia onions, (large cases)	. \$1 50
Valencia onions, (large cases) Spanish onions, per case Native onions, per lb.	03
HERRING SEASON CLOSED	
The St. Johns, Nfld., west coast	t her-
ring fishing season has virtually e	ended.
The American vessels are badly capped through their inability to	have

The American vessels are badly handicapped through their inability to have their fish frozen ashore, this privilege being denied them by the treaty, and will therefore be unable to ship full cargoes. A number of the vessels are leaving daily, partly laden, and all will be gone by the first of next week, fearing to remain longer on account of the ice, which is fast forming.

### Right Quality

Would you like us to state why we claim that **Orange Meat** stands for Right Quality?

Here are the reasons:

#### First

The large quantity of highgrade Canadian wheat that we have.

#### Second

The exclusiveness of our manufacturing process.

#### Third

The absolute cleanliness of our plant.

#### Fourth

The praiseworthy opinions of men eminently qualified to adjudge cereal values.

Four good and true reasons.

Many grocers, when renewing their orders for

### **ORANGE MEAT**

have a kind word to say about the Quality. We don't ask for these encomiums, still they come—perhaps from Grocers right in your town.

When one grocer in a town doesn't sell **Orange Meat** and another sings its praise and orders regularly, isn't it time that the first man looked into the question?

Agents in Montreal: R. B. Hall & Sons. Agents in Winnipeg: Scott, Bathgate & Co.

### The Frontenac Cereal Co.

Limited KINGSTON, ONT.

#### FLOUR AND CEREAL FOODS

#### GENERAL CONDITIONS

The past week has been one of inactivity and depression. There is an increased pressure to sell Winter wheat by country dealers, on account of short storage capacity, which must result in lower prices, if persisted in. As millers have practically ceased buying for the present, prices will of necessity be gauged by export values, which at the present time may be characterized as uncertain.

There has been a decline in actual export trade during week under review. A good deal of movement on account of standing orders is reported, but no new business of importance has been done. Offers from the British market show a disparity of some 30 cents on prices asked, but with the reduced freight rates, dealers are getting nearer together, and the outlook is more interesting.

It is estimated by dealers that the Ontario wheat crop will be considerably below expectations, so that the present low values of Ontario are not expected to continue. Manitoba wheat cannot possibly fill the same bill as Ontario wheat. Demand, therefore, for soft flours will probably be more difficult to fill at a not very distant date, with the natural result of high values.

The heavy sales of Manitoba wheat for export during the past month, combined with the shortage in elevator space during October and November, on account of the shortage in the supply of cars to ship out the wheat already sold, has resulted in the supply of wheat in store this side of the lakes, held for millers' use during the Winter months, being much lighter than usual.

Little or no trade has been sent west from the eastern provinces since our last report. Eastern orders have been slow for some time.

#### PUFFED RICE IN CANADA.

Once more the American Cereal Co. are extending their mammoth works here. This time they are making an entirely new thing, which will serve two purposes—a cereal and a confection. The new cereal is called puffed rice. It is ordinary rice put through a patent process, which causes the grains of rice to swell to the size of a 5-grain capsule, and also turns it a delicate brown. Puffed rice is very wholesome, pleasant to the taste, and has no injurious ingredients. As a confection it will take the place of popcorn—it has no hull and is very easily digested.

Puffed rice is also a new thing in the

Puffed rice is also a new thing in the United States, comparatively speaking. It was first put on the market by the American Cereal Co.. Chicago, and patented by them. It has proved to be a great seller. Thousands of barrels are being sold as fast as the manufacturers

can turn it out. In fact, puffed rice has become so popular and such a great demand has been created that the American factory is already 25,000 barrels behind its orders.

So far this new confection has been only offered on the American markets, but for some time the company has been considering the installation of a plant in the Peterborough mills to manufacture puffed rice for the Canadian trade.

While the capacity of the puffed rice mill will be 300 barrels per day it will not be necessary to increase the staff very materially. The machinery will be automatic and every labor-saving device known to the mechanical world has been included in the construction of the new machines. But there will be a big increase in the general business of the mill. This is only one of the many cereals which the American Cereal Co. will be likely to manufacture in their mills in Canada.

#### A FINE GRIST MILL.

Deputy Commissioner of Agriculture T. A. Peters has returned from Port Elgin, where he inspected a very fine grist mill lately erected there by J. & C. Hickman. The mill is a three-storey structure with a high basement and was built at a cost of about \$10,000, having a capacity of 80 barrels per day. It is run by steam power.

run by steam power.

The mill started running in December last and has been running full blast since then, being compelled to run very often until 10 p.m. to keep up with the work.

An application has been made for the regular Government subsidy for the mill and a subsidy of \$1,000 will be granted the proprietors.

This new mill is the largest in the province with the exception of Sherwood's mill at Centreville, Carleton county, which has a capacity of 100 barrels per day.

#### MONTREAL MARKETS. Flour.

The local flour trade is extremely quiet and some little shading has been done, originating with the larger Manitoba millers, who made a drop of 20c. in the price of Spring patents and strong bakers. This drop has been in a measure met by Western Ontario millers. It is reported that these latter are doing but light business at present. Export inquiry has been light. We quote:

Straight rollers       4 00         Extra       4 10         Straight rollers, bags, 90 per cent       2 00         Royal Household       4 00	Straight rollers 400 Example 4	Winter wheat patents 4 40	1
Straight rollers, bags, 90 per cent	Straight rollers, bags, 90 per cent. 2 00  Royal Household. Glenora	Straight rollers 4 00	
Royal Household	Royal Household	Extra Straight rollers, bags, 90 per cent	
		Royal Household	4
Manitoba spring wheat patents		Buckwheat flour	2

#### Rolled Oats.

The feature in rolled oats was the weakness in the market generally, and a decline towards the end of last week of 12 1-2c, per bag, made by the association. The lower prices are due no doubt to the keen competition at present pre-

puffed rice has ch a great delat the Ameri-

tion has been rican markets, npany has been n of a plant in to manufacture an trade.

000 barrels be-

the puffed rice per day it will ease the staff chinery will be r-saving device world has been ion of the new ll be a big inusiness of the soft the many can Cereal Couture in their

#### MILL.

of Agriculture led from Port ed a very fine there by J. & s a three-storey sement and was \$10,000, having per day. It is

ng in December 5 full blast since run very often with the work. In made for the sidy for the mill will be granted

rgest in the pro-1 of Sherwood's arleton county, 100 barrels per

#### RKETS.

has been done, arger Manitoba op of 20c. in the and strong baken in a measure io millers. It latter are doing resent. Export

We quote:

4 40 4 7
4 90 4 23
4 10 4 4
2 00 2 11
4 4 4
4 7
4 7
4 7
4 7
2 10 2 10

d oats was the
pt generally, and
end of last week
le by the associaare due no doubt
at present pre-



Every woman thinks she is a born baker, and every unsuccessful effort is blamed on the Flour. She is pretty sure to buy her groceries where she gets good Flour and just as sure to go some place else when she gets poor Flour; hence, the most important thing in a grocery store is Flour. The best Flour to handle is

### QUAKER MANITOBA PATENT

The Quaker quality you find in Quaker Oats, you will find in Quaker Flour. We combine experience in milling with Canada's newest and most modern mill and the finest Manitoba wheat to give you a Flour that will satisfy all your customers all the time.

The American Cereal Company, Peterborough, Ont. vailing, and, in some quarters, a further decline is looked for this week.

Fine oatmes Standard of Granulated	atmeal,	bags		•								••	-	2	54	0	2 2	60 45
Rolled oats,								• •		• •		• •	3	ž	4	5	5	30
	90-lb. h	ags		.,		•	.,										2	80
	80-1b. b	BKB.											•					00

#### Feed.

The market for feed of all kinds continues decidedly firm. There is a scarcity of Ontario bran, due, it is claimed, to millers working on short time. quote:

Ontario bran	17	00	17	50
Ontario shorts	20	00	21	00
Manitoba shorts	19	50	20	00
Mouillie, milled	18	00	18	90
" straight grained	25	00	28	00

#### Hay.

Business in hay is dull, with ample stocks to fill immediate requirements. There is very little being done in an export way, although the English market is reported firm. There is a lot of No. 2 being offered, but the demand for same is limited, as there is sufficient No. 1 to

**** *** *******			
No. 1	8	50	9 00
" 2	7	25	7 50
Olover mixed	6	00	6 50
Olover, pure	5	50	6 00

#### TORONTO MARKETS. Flour.

Business has been uninteresting and without distinctive feature since our last report, and orders have been mainly of a sorting up character. Export trade has shown slow demand and few orders have been in evidence. Prospects for export are considered good. The recent drop in freight rates will be an

important factor in encouraging trade. Prices show tendency to decline towards a nearer parity to foreign offers. Domestic prices show decline of 15 cents on Manitoba flours. We quote:

Manitoba wheat patents, Strong bakers	per bbl. in	bags	4	30 10	4 4	70 50
Ontario wheat patents	**	"		75	4	00
Straight roller		"				

#### Grain.

Trade has been of a very holiday nature, and little feature of interest has been manifest. It is considered that the Ontario wheat crop is considerably be-low expectations; if this really proves the case a stronger position must develop, as Ontario flours cannot be replaced by Manitoba. Other grains have shown fluctuations since our last report, prices are therefore revised accordingly. We quote:

All on track	(Personal)		
	Northern No. 1	0 881	0.89
Hamitona wheat,	hard, No. 1,	0 003	0 00
11 11	" No. 2	0 851	0 86
Red and white,	per bushel,	0 82	0 83
Barley			
Oats, new,		0 37	0 371
Peas	***************************************		0 82
DUCKWIESU	*******************************	0 55	0 56
Rye, per bushel,	"		0 /4

#### Breakfast Cereals.

The delivery of grain for breakfast cereals is reported as fairly good at most points throughout the province. Trade, however, is disappointing even at this season, which is always considered a falling one. Prices are unchanged at the decline reported in our last.

					carlots, en				
tra	ck, p	er bbl					5	30	
Rolled	whe								
n-H-4			50 ID8			****	1	30	
Rolled	OMETS,	BURLIGRI	ra, cariots,	per bb	l., in bags in wood		4	75	
**	**	**	**	for	broken lota		5	15	

### RALSTON HEALTH

#### NOW MADE IN CANADA

We have pleasure in advising the HEALTH FOOD is now made in a Canadian Mill from Canadian Wheat. Without question Ralston stands first as the most wholesome wheat food made.

Cases 36-2 lb. packages Cases 24-1 lb. "

THE TILLSON COMPANY TILLSONBURG, - ONTARIO

#### The McLEOD MILLING CO., Limited Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

#### NAP. G. KIROUAC & CO., QUEBEC

FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manuaurers or Grocers' Supplies.

### Grocer's Bank Account

#### HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CAN-ADA and practical and experienced HARD WHEAT

Selected, Government-inspected Manitoba Wheat. Capacity 1,200 bbls. per day.

Delivered prices on application.

### Lake Huron and Manitoba Milling Co.

GODERICH, MONTARIO.

#### You Buy" BUFFALO BRAND VALUE



At the price of common

#### ROLLED OATS

You are Getting Double Value Free from Black Specks and Hulls Ask for Car Lot Delivered Prices

NICHOLSON & BAIN, Winnipeg, Man.

January 19

MI

advising the us RALSTON w made in a nadian Wheat. ilston stands lesome wheat

ackages

COMPANY

ONTARIO

G CO., Limited Ontario.

Flour, Feed and nd in return will will mean an in-

CO., QUEBEC

L FEED, SALT FISH

Canned Goods Manu-

### BRAND

seg. Man.

### **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 sampletest 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.

#### SONS H. EWING &

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

January 12, 1906

TORONTO BRANCH, 29 OHURCH STREET

Telephone orders receive prompt attention.

# EASILY DICESTED. For Thickening Soups, Cravies, &c. Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings. Only wants the addition of Water. Sold in I lb., \(\frac{1}{2}\) lb., and small Tins. \*\*Manfrs: W.SYMINGTON & CO., LD., Market Harboro', Eng. Messrs. Watt, Scott & Goodscre, Montreal. Mr. B. S. McIndoe, 120 Church St., Torento. Mr. E. A. Smith, St. John, N. B.

#### IT STANDS TO REASON

We have a first-class milling plant in the best wheat growing section in Canada. We use the best wheat grown to make

### Gold Crown"

Our methods are scientific and the result is the best flour made. Don't take our word for it. Ask us to prove it.

Sutcliffe-Muir Milling Co., Limited Moosomin, Sask.

······



#### CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate " 1/2 " 25-lb. Pails. 75-lb. Tubs. 1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

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

Stock Up With a

### Mother's Favorite

### " Ceylon Tea

The Tea that has come to the public's notice on account of its superior quality. The margin of profit is better than any other package Tea on the market. Our travellers are now armed with complete lines of new Bulk Teas of all varieties; if not calling on you, write or te'ephone for samples and quotations which will be cheerfully given.

MINTO BROS., Toronto

F. J. WHITE, MANAGER.

January 12,

Our Brands of California Navels are selected for color, ripeness and

Without these qualities the retailer cannot expect satisfactory sales.

We have a few lines Almeria Grapes. We are prepared to quote special prices on

#### LEMONS. BANANAS. CALIFORNIA CELERY

If you want car of Yellow Onions, 400 sacks to car, write for prices.



TORONTO, CANADA.

#### DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Expoters

5-7 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 meat in appearance, they are strong and durable. Send your orders to

Oakville Basket Co. Oakville, Ont.

### GREEN FRUITS AND VEGETABLES

#### FEATURES OF INTEREST.

In fruit centres, reports generally denote continued interest, the enormous holiday trade would appear to have been only a feature revealing a strong general demand.

Oranges, which were perhaps the main feature, were left with greatly depleted stocks after holiday sales. then car loads have been constantly arriving, and all good fruit easily disposed of. This is especially so in Ontario. Some dealers who, in their anxietv to push trade, allowed unripe fruit to go to their customers, are complaining, but this has increased the sales of the more careful dealers, whose goods were matured.

The lemon situation is interesting; the late season closed on an extraordinarily strong market. Prices had reached well-nigh record figures, and stocks were almost impossible to obtain at that. The new crop coming on was not considered a heavy one, and barely sufficient to meet demand; it was, therefore, expected that prices would rule firm after the opening values had been fixed. This, however, has not proved so, as supplies arriving are over-abundant for the demand. This condition has to a large extent arisen from the influence of the Russian market. Owing to the disturbed condition of that country, Russia has bought but sparingly, being generally a large buyer. The extra supplies have been directed to the Canadian the American markets, and the moment exceeded the deand for mand. This, however, rs not expected to be a lasting feature. Dealers acquainted with the situation are expecting a development similar to that of last season when prices reached high figures, but probably not of so serious a nature.

The banana market has met with good encouragement. Previous to the holi day they had been relegated to the back place, and prices consequently ruled easy. There is, however, a healthier demand, and values have advanced materially.

The eranberry situation shows little Maritime Provinces stock is quite depleted, and at no point is there abundance.

#### COLONIAL FRUIT IN ENGLAND.

The results of the colonial fruit show in London shows an excellent list of awards made to British Columbia exhibitors. The show was held under the auspices of the Roval Horticultural Society in London on December 5th and

The following is the list of prizes: The Province of British Columbia, gold

medal; J. C. Gartrell, Trout Creek, B.C., silver gilt Knightian medal; J. R. Brown, Summerland, silver Knightian medal; Thos. W. Stirling, Kelowna, silver gilt Knightian medal; the Coldstream estate, Vernon, silver gilt Knightian medal; Thos. G. Earl, Lytton, silver Knightian medal; Mrs. J. Smith, Spence's Bridge, silver Knightian medal; Kootenay Fruit-Growers' Association, silver Banksian medal; J. L. Pridham, Kelowna, silver Banksian medal.

#### SUPERIORITY OF CANADIAN APPLES.

Consul Daniels, of Sheffield, England, rites that at a meeting of the National Federated Association of Fruiterers. Florists and Greengrocers, recently held in that city, it was pointed out that Canadian apples were superior to those of the United States, and that they sold at a much better price in the English market. This was attributed to the fact that the Canadian Government had adopted the suggestions made by the National Federation of Fruiterers with regard to the grading and packing of

Concerning produce grown upon sewage farms, mention was made of the claim by medical men that fruit should not be grown upon these farms, but vegetables so grown did not contain any impurities if boiled. No official action was taken on this matter.

With a view to decreasing the amount of unsound fruit offered for sale the appointment of public inspectors in fruit markets was urged, it being contended that sanitary authorities in some of the large towns were neglecting to pay attention to unsound fruit.

#### ALLEGED FRAUDULENT FRUIT PACKING.

The fruit division of the Department of Agriculture is determined to put a stop to the fraudulent packing of fruit. The most recent case drawn to the attention of the department is that of Robert Coyle, sr., who was packing apples at Trenton, under the brand of Coyle and Peterson. Mr. Carey, Dominion fruit inspector, entered the warehouse and examined a few barrels which he claimed he did not find satisfactory. During the dinner hour the remaining barrels, it is alleged, were rushed into a car, and when Mr. Carey returned an engine was attached ready to pull the car out of the yard. Mr. Carey insisted upon making a careful examination before the car left, and found fruit marked No. 1 that was little better than trash. Mr. Covle signed a ter than trash. declaration, admitting that the fifty barrels in the car were the same grade under the members of

AUSTRAL

A letter from the I Fruit-Grow according t from the s West Aus the Austra especially t Winter sup riving from tremely par Heretofore faultless, b cases from and was, r black cank the Fruitwith a vie rigid inspe from the I

#### POTATOE

The offic potatoes i acreage of 209 acres 1903, with 350 bushel bushels in in 1903. potato ere short, and port large ing the ba figures ar of special both in th

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Trade in days has dealers de great acti The only is a dror navels of is reported tween the the indep States, and further d meeting v of the fru any other abnormal to \$25.00 Cods. Th per barre coming a We quo

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ABLES

Trout Creek, B.C., n medal; J. R., silver Knightian rling, Kelowna, silnedal; the Coldrnon, silver gilt os. G. Earl, Lytton, lal; Mrs. J. Smith, silver Knightian uit-Growers' Assosian medal; J. L. silver Banksian

#### )F CANADIAN

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#### DULENT FRUIT

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of stuff. An information will be laid under the Fruit Marks Act against the members of the firm.

### AUSTRALIA FAVORS CANADIAN FRUIT.

A letter received at Nelson, B.C., from the Dominion Government by the Fruit-Growers' Association, states that according to advices received at Ottawa from the states of Tasmania, Victoria, West Australia and South Australia, the Australians are looking to Canada, especially to British Columbia, for their Winter supply of fruit, as the fruit arriving from San Francisco has been found to be infected. Australia is extremely particular as to fruit inspection. Heretofore, Canadian fruit has been faultless, but a recent shipment of forty cases from Vancouver was badly sorted, and was, moreover, badly affected with black canker. Action will be taken by the Fruit-Growers' Association here with a view to the maintenance of a rigid inspection of all the fruit exported from the province.

### POTATOES PLENTIFUL IN GREAT BRITAIN.

The official estimate of the crop of potatoes in Great Britain shows an acreage of 608,473 in 1905 against 570,209 acres in 1904, and 564,286 acres in 1903, with the production of 140,474,350 bushels in 1905. against 133,961,483 bushels in 1904, and 108,778,619 bushels in 1903. In view of the fact that the potato crop of the United States is short, and that the Americans will import large quantities from Europe during the balance of the season, the above figures are, says the Trade Bulletin, of special interest to potato merchants both in the United States and Canada.

#### MONTREAL MARKETS. Green Fruits.

Trade in green fruits since the holidays has been exceedingly quiet, and dealers do not look forward to any great activity for some weeks to come. The only change of importance to note is a drop in the price of California navels of from 25c. to 35c. per box. It is reported that there is a little war on between the Citrous Fruit Association and the independent packers in the United States, and there is every likelihood of a further decline. Jamaica oranges are meeting with splendid sale, the quality of the fruit being fine and sweeter than any others. Cranberries have taken an abnormal rise and are selling at \$15.00 to \$25.00 per barrel, the latter for Cape Cods. The price in New York is \$26.00 per barrel, and they are practically becoming a luxury now.

We quote:	
ranges, Florida, case	
#A018************************************	
Pates, per ID	. 1 85
Dates, per lb. ananas locoanuts, per bag of 100. ineapples amacs grans fruit, per box	5 70
ineapples	3 50
amaion Braha seast to	. 2 25
emons, per box	
rames Almeria extra fanty Lamascopers	
Fancy	

#### "Bronco" Brand Navels

California's finest high-colored Navels, with a skin like silk.

We strongly recommend this brand for high-class trade.

Sold at same price as ordinary grades.

#### Bananas

We are importing some select fruit each week—making a specialty of Port Limon Jumbo Bunches.

### **Long Island Native Oysters**

Acknowledged by all to be the finest, largest and most deliciously flavored Oyster coming to Canada.

Fresh Daily by Express, Direct from the Beds.

Syda & Cousins' Finnan Haddies, Smelts, Flounders, Trout, Whitefish, Ciscoes.

Also all kinds of Pickled Fish.

### WHITE & CO., LIMITED

TORONTO

HAMILTON

W. B. STRINGER

### POSITIVELY J. J. MOCABE THE BEST LEMON

is "St. Nicholas" and the grocer who handles only "St. Nicholas" brand during 1906 will have a prosperous New Year so far as his Lemon business is concerned.

W. B. STRINGER & CO., Toronto and Montreal. Sole Agents.

### GROCERS, ATTENTION! EXTRA FANCY CAMELLIA BRAND NAVELS

126s, 150s, 176s, 200s, \$3.15 per box. Finest arrival this season.

The F. T. JAMES COMPANY, TORONTO

We have carload of fine **SWEET POTATOES** in Hampers and they are **CHEAP**—\$1.75 per Hamper, with special price in lots.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

### THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

FANCY NAVEL ORANGES.—We have them at prices that will make you money.

FANCY ALMERIA GRAPES.—At \$5.50 while they last.

Send along your orders.



#### The Analysis Is What Tells

You may be selling Jams and Jellies that look very nice to you, but would look quite different to the analyst.

The E.D.S. BRAND of JAMS, JELLIES and SEALED FRUITS IN GLASS is one of the few brands that analysts have pronounced PURE. Don't you want the Pure Fruits?

The Eby, Blain Co., Limited, are Toronto agents for these 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.

E. D. Smith's Fruit Farms, Winona, Ont.

### Hugh Walker & Son,

Send us your fruit orders. We have exceptional facilities and will give you satisfaction.

DROP A CARD FOR OUR LIST

HUGH WALKER & SON, WHOLESALE Guelph, Ont.



TORONTO, CAN BUTCHERS AND GROCERS. 4 3

#### ORDER NOW

SYRUP OF MALT

EXTRACT OF MALT

as easily as other grocers. They are favorite lines and not high-priced.

We will send you a sample with pleasure

GEO. SLEEMAN, Guelph, Ont

### VICTORY

DINNER RELISH



is the sauce for every dinnerhot or cold, and the sauce for every Grocer,large or small.

Awarded 16 Medals.

SPECIFY IT N YOUR NEXT ORDER.

G. F. SUTTON. SONS & CO. King's Cross LONDON, ENGLAND 
 Cranberries, N. S., nominal
 15 00

 Cape Cod, " 25 00

 Spanish onions, cases
 2 75

Vegetables.

There is no change to report in the condition of the vegetable market. Business is extremely quiet, both among the commission men and the Bonsecours market dealers. Onions are holding their price with a fair demand. Potatoes are somewhat dull at unchanged prices.

Potatoes, per bag	0 65	0 671
Mint, per doz. bunches		0 15
Parsley, " '.	0 25	
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen	0 14	2 00
Green onions, per bbl		2 00
Cauliflowers, home grown, per doz		
Cadilliowers, nome grown, per doz		1 50
Green peppers, per basket		0 70
Home-grown cabbage, per doz		0 40
Tomatoes, box		10 20
Spanish Opions, cases	2 50	2 75
crates		0 90
Red onions, brl	2 50	2 75
Turnips, bag		0 75
Sweet potatoes	2 50	3 00

#### ONTARIO MARKETS. Green Fruits.

Trade has been of fair interest, and buyers have been making good inquiry. Evidence goes to show that holiday trade was well up to expectations.

Oranges are perhaps the main feature and sell well, and constant arrivals come to hand in improved condition. Marmalade oranges are on the market for the first time, quoted at \$3.00 per box.

Lemons are pleutiful and much easier at \$2.25 to \$2.75.

Apples continue to firm up, and show a strengthening market.

Bananas have shown great activity and prices are showing steady advance. The demand for grape fruit has improved, and shows an upward tendency. All our prices are revised to

time of going to press.

We quote:			
Oranges, California, 96's to 100's, per box	3 00	3	50
" 250's to 288's "	3 25	3	
		2	35
"Florida 96's to 216's "		3	25
" Valencia, 420's, 714's, per case	4 50	E	50
Marmalada 2 0'a non hor	1 00	0	
Marmalade, 2 0's, per box	: * : :		00
Lemons, Messina, 300 s 300 s, Der DOX	2 25		
" fancy, 300's '			50
Grapes, Almeria, per barrel	6 00	7	00
Cranberries, fancy Jersey's, per barrel, nominal		13	
			50
Apples fenou spice per ber			
Apples, fancy spies, per box		1	50
" greenings, per box		1	40
" Winter varieties, per barrel		3	50
" cooking, per barrel		2	75
Bananas, per bunch, firsts	1 75	9	00
Jumbos	0 05	0	50
Dingerples per con	2 20		
Pineapples, per case	5 00		50
Grape fruit, Florida, 46's, 96's, per box	4 50	5	00
Tangerines, Florida, fancy   strap		2	75

#### Vegetables.

Trade has been of small volume, and uninteresting. Several lines of imported goods are now on the market.

California celery is added to list at \$5.00 per case.

Mushrooms are commanding good attention and are now quoted at 80c. Cucumbers are selling slowly at \$2

Imported lettuce is held in fair quantities, but imoving slowly at 35c. to 40c.

We quote: atoes, kiln dried sweet, bushel hamper .....

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"How Could it End in Any Other Way?"

When we select only "high grown" tips for

### Blue Ribbon Ceylon Tea

and so get the *right* foundation, make the tea by machine and so *ensure* cleanliness, put it up in moisture-proof packages and so *preserve* the flavor, how could *Blue Ribbon Ceylon Tea* be other than the *best tea?* 

Yet that's the history of Blue Ribbon Ceylon Tea, and that "right-start right-end" record is emblazoned on the package in the form of a Blue Ribbon—Sign of Merit.

The Red Label Line is so good that experts have pronounced it cheap at 50c.

It sells at 40c.

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY @ SONS

IMPORT AND EXPORT AGENTS

QUEBEC

Montreal

**OTTAWA** 



#### INTE

"What i dence of the gation of cured was Commission C., relativies on the Fish Com Kershaw salmon fro Columbia ed hatcher

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#### FRESH AND CURED FISH

#### INTERESTING EXPERIMENTS.

"What is believed to be the best evidence of the efficiency of artificial propa-gation of salmon that has ever been secured was recently obtained by Fish Commissioner Kershaw, of Victoria, B. C., relative to the operation of hatcheries on the Columbia River," said Deputy Fish Commissioner Perry Baker. "Mr. Kershaw received tails and fins of 100 salmon from a single trap owner on the Columbia River that were plainly mark-

ed hatchery fish.
"When the hatcheries were placed in operation on the Columbia River a system of marking was adopted for the purpose of ascertaining if any of the salmon turned out of the river returned to their native spawning grounds, and in what length of time.

The marked fins and tails received by Mr. Kershaw were found to be salmon that were turned out of the Kalama and Chinook hatcheries four years ago. The spawn of these fish was taken in 1900, and the young salmon turned out in 1901. The fish were marked in a manner that leaves no doubt of this fact. The small bones in the fins were cut down and a hole punched in the tail. The cutsame as a man losing part of his finger—it never grows out again.
"The Columbia River was practically

depleted when the artificial propagation of salmon was commenced on that stream, and the past several years has demonstrated that it has been restocked

by some means.
"While only a part of the fish were marked, when released from the hatcheries, the fact that one trap owner on the river found at least 100 of these salmon during the past season is conclusive evithat artificial propagation is the only solution of the problem to prevent the depletion of the salmon fisheries.

"Mr. Kershaw asked a number of the Columbia River cannerymen and trap operators to watch for the marked salmon, and during the rush of the season it was apparently overlooked, as only one response has been received."

#### SKEENA HATCHERY DOING GOOD WORK.

A report from the north referring to the Dominion hatchery on the Skeena River says that the past season has been the worst for rain for many years. From the middle of September up to the end of November there had been only about five or six days of fine weather. This interfered in no small way with the work at the hatchery, as floods were of frequent occurrence.

On September 21 there was a very sudden rising in the river which carried away several of the fences which were in the river and also took away entirely one of the pens in which several hundred sockers were enclosed and ready for sockeyes were enclosed and ready for

spawning.
In spite of these difficulties the work was continued and the fences again put in place. At the end of the season the

officer in charge had the hatchery full of splendid sockeye ova. It is estimated that the spawn secured will number 3,-928,000, all in splendid condition. The season has therefore been a successful

A flood in the Lakelse River on which the hatchery is located occurred on November 13. This is reported to have been the worst of the season. The water rose over the banks so that there were two inches on the floor of the hatchery. Trees washed out by the roots came down the river, and the employes of the hatchery feared that the works would be damaged. Towards the end of November the floods subsided, the weather becoming colder. The superintendent is Thomas Whitwell, formerly of Victoria.

#### MOVE SALMON CANNERIES.

The Capital City Cannery Co. will, it is fully expected, erect a cannery before the coming season's operations open. Last year, it will be remembered, this company disposed of the fish taken in its traps to Fraser River canneries. This was done purely to test the traps, and was not supposed to be a proper method of handling the fish.

The company is now preparing for active work this coming season, and it is said that a cannery has been decided upon. The capacity and exact location has not been fully settled, but will come up before the directors within a few

It is highly probable, however, that the new cannery will be located on Esquimalt harbor, and will be of about the same capacity as that put up by J. H. Todd & Co. It will likely be built to handle 35,000 or 40,000 cases.

It is also reported that the Capital City Co. will not be the only one to build at Esquimalt this Spring. Dr. Bell Irving, who has trap sites along the straits, will, it is said, put up a cannery here to handle the take from the traps. It is probable that others will also be put up. This is made necessary after the experience of last year, when the fish were sent to the Fraser. It has been found that to properly handle the catch canneries must be near the traps.

It is, therefore, doubtful whether in future any salmon will be sent to the Fraser from the Vancouver Island traps, except possibly in the case of an exceptionally heavy run, when a distribution of the take might relieve the situation.

#### MONTREAL MARKETS. Fish.

Fish trade has been quiet during the past week. Dealers anticipate a much better demand now that the holidays are over. The present cold, seasonable weather has had a good effect upon trade.

Merchants are now ordering frozen as well as salt and prepared fish for their

regular Winter trade, with no risk of deterioration.

Haddies are more plentiful and meet-

ing with good demand.

Winter-caught frozen pike, pickerel or dore, also white fish, are now on the singly frozen haddock and cod. These latter are very handy, as they are frozen separately and packed in cases and will keep a great length of time. New frozen herring are also arriving more freely, although the price is. held firm.

The demand for bulk oysters is not so brisk as during the holidays, although regular dealers are moving out a fair quantity.

We quote:

Fresh fish-	_								
Fresh	haddock.	per lb.				. 0	034	0	04
" 1	market co	d, per l	b			. 0 (	134	0	04
**	steak cod	, per lb				. 0	D4 1	0	05
Frozen fial	-								
	lmon, per	r 1b				. 0 (	184	0	09
Qualla	, hard					. 0 (	74	ō	80
Halibu	t, per lb.					. 0 (	180	0	09
Gaspe	salmon, per lb	per lb						0	15
Dore,	per lb					. 0	062	0	07
White	fish, per ll		*****			. 0 (	18	0	091
Sea tro	out, per li					. 0 (	18	0	08
Laket	out "					. 0 (	181	0	09
Stripe	l bass, pe	r lb						0	15
Large	herring, p	er 100 t	ish	*****		. 1	90	3	00
Mediu	m					. 1 :	50	1	60
	No. 1, p								
Macke	rel			*****					12
	ds	******	******	*****	******	* ***		ä	00
Smoked fis	h-								
	es, 15 and								
Kipper	ed herrin	g, per t	xo					0	90
Bloate	rs, 100 in	box, pe	r box		******			1	25
Yarmo	uth bloat	ers, 60	in a be	XC	*******			1	25.
New h	erring, in	small b	oxes,	per bo	I			0	11
Oysters an	d Lobster	rs							
Hand-	picked Ma	lpeque	Oyst4	rs, per	r bbl	.11 (	10 1	2	00
Stands	rds, per i	mp. ga	1					1	40
Selects	, per imp	ZB						1	60
Oyster	pails, pin	ts, per	100					1	00
**	" qu	arts, '	* ***					1	25
Prepared f	ish-								
Bonele	ss fish, 1 cod.	and 2-1	b. bric	ks. pe	r 1b			0	051
**	cod,	"	11					0	06
**	fish, 2	5-lb. bo	xes, p	er lb .				0	044
Skinles	s cod, 100	-lb. cas	es, per	case.				6	00
Galt and ni	oklad flak								
No. 1 I	abrador	herring	per l	bl				8	00
"	14	11	per h	alf bbl				3	ã
0.77	**	**	per pa	il				ō	an a
**	**	salmon	. tiero	0			1	8	ã
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" B	.C. salmo	n, bbls					. 1	2 :	50
	**	half	bbl					7 1	00
" L	abrador s	ea trou	t, bbla	L				9	50
11 10	ke trout	now beer						4 1	En
" m	ackerel, r	er nail						2	00
" la	rge green	cod, p	er bbl.	, 200's	******			9	90
" m	rge green edium, nall,			**	******			7	50
. SU	nail, "			**	******			6	50
Pollock	, msd., gr	reen					. 1	6 !	50
Haddo	ck							7 1	00
Salt ee	is, bbis						_ 1	01	07
Sardine	es, bbls,	200 lb.	*****				.	5	00

#### TORONTO MARKETS. Fish

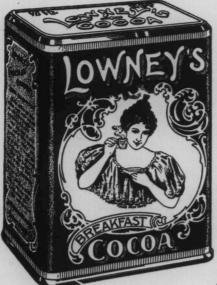
The market reports good trade for current week, the demand covering all lines that are readily available. Oysters especially have been well maintained, and supply regular and good. Since the holiday season sales continue to make steady advancement, and the prospects this season are considered as unusually good.

We quote:

Frozen halibut, per lb	0-10
Fresh haddock "	
Frozen trout "	0 09
Fresh cod steak, per lb.	0 08
Fresh cou sceak, per 10.	0 07
" lobsters, boiled, per lb	0 35
Frozen B.C. salmon, per lb	0 10
onnings per gal	1 25
Whitefish, per lb	0.09
Pickerel 0 07	0 074
Oysters, standard, small pail	4 30
selects, pall	4 80
Finnan haddies	0 07
Ciscoes	1 95
Kippers, 80 to box	1 25
Diesters 20 to 101	1 30
Bloaters, 80 to box	1 15
Mackerel, perib	0 10
Labrador herring, salt, No. 1, half bbl	3 25
Frozen sea herring, per lb	0 041
* 10 mon non morrisol bot to	0.048

#### Dried and Cured Fish-We quote: es of 100 lbs., per lb ... 0 052 0 05

## A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product ; no " treatment " with alkalies or other chemicals: no flour, starch, ground cocos shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street. BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

REFINED PEOPLE

ASK FOR

STEWART'S

DELICIOUS

CHOCOLATES

AND

CONFECTIONERY

SECURE YOUR TRADE

HANDLE THIS HIGH-CLASS LINE

EARN MORE MONEY

DO IT NOW

HE

STEWART COMPANY, LIMITED TORONTO

We beg to advise the Grocers of the Dominion that we are making the finest

CANADA:
No better
Country



MOTT'S: No better

The guarantee
of purity and
satisfaction
established by

### MOTT'S CHOCOLATE

has made

"Diamond" brand and

"Elite" brand

The grocer's safest sellers

Every jobber sells them.

John P. Mott @ Co. HALIFAX, N.S.

J. A. TAYLOR MONTREAL BELLING AGENTS: B. 8 MOINDOE TORONTO

JOS. E. HUXLEY WINNIPEG

### MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

### COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED TORONTO

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#### BISCUITS AND CONFECTIONERY

### A CONFECTIONERY WINDOW REVIEW.

Some very fine displays of confectionry were in evidence during holiday week, but it was noticeable how few grocers gave prominence to this branch of their business. A few feeble attempts were seen; in one instance a few vards of colored material had been pread out in a section of the window, with an attempt at artistic display, and sundry fancy boxes and articles of confectionery scattered about. Had the idea been given maturity, a very good window would have resulted; as it was, however, a very poor effect was the result, and it is difficult to suppose any material good would accrue. The grocer lost a fine chance.

Nothing lends itself more readily to good effect, as recards confectionery, than a well assorted display arranged in small faney baskets about twelve inches long and arranged to show well above the window level. This was seen in one grocer's window, occupying only a corner space, and the effect was excellent.

One advantage of such a display is that it takes only a very small quantity of stock to give the best results. The baskets can be of mixed shapes and designs, the variety only adding to the effect. They can be filled up with colored packing, and the candies, etc., arranged in design over the surface, thus getting a fine show at little expense.

Another very effective display was noticed in a well ordered arrangement of shelves around a small window, and was certainly a good idea. The disadvantage, however, is that a good deal of stock is absorbed in the display, and the effect is too straight and heavy for most grocers' space.

It is high time that grocers awoke to the advantages of these confectionery displays; it is evident that the grocer is not getting the full advantage he should from this department. The confectionery sales will move up and down just in proportion to the amount of enhusiasm displayed by the salesman. Put heart' and life into the display and behold the result.

### USEFUL CANDY RECEIPTS.

Dissolve two ounces gelatine in a little of water, set on one side. Next place seven pounds of sugar and five pounds of glucose into a copper pan, set on the and stir it up together; then add four pounds of caramel paste, heating his up with the sugar and glucose; ext add two quarts of molasses, two sunces of nuco butter, one ounce of god beef suet or stock, and stir and

cook to two hundred and sixty degrees on thermometer; then add the gelatine; pour out quickly on greased marble, and when cool enough to handle, pull well on the candy hook; put back on the table and stretch out into long strips, and cut into lengths to suit your trade. This taffy can be made any flavor desired, by flavoring and coloring to match and just omitting the molasses.

#### Black Walnut Taffy.

Take three pounds of sugar, three pound glucose, three pints of water, two quarts of molasses, one can condensed milk. Place the sugar, glucose and water in a copper pan, set over a good fire and stir until boiling; let boil a few minutes, then add molasses. After it boils up and settles down again, add the condensed milk; then stir and cook to a good crack. Next throw into the batch three sheets of gelatine, previously soaked in a little water; pour out on a greased marble, and when cool enough to handle pull over the candy hook: spread out flat, then spread some black walnuts on the table; begin on one edge and roll up the batch over the walnuts; flatten down with an iron bar, and put more walnuts on. Form into loaf shape, and cut into thin slices

#### Vanilla Chewing Candy.

Dissolve two ounces of gelatine in a little hot water and set it on one side. Now place seven pounds of sugar into a copper pan; and five pounds af glucose, two ounces of nuco butter, one ounce of cocoa butter, four pounds of caramel paste; set over fire, stir well and cook to 256 degrees on the thermometer; then add the gelatine, pour out on an oiled marble, fold in the edges, flavor vanilla, and pull well on hook. When the batch is pulled enough. place back on the candy table, stretch out into long strips, cut off bars and wrap in wax paper, or else stretch out short piece, cut off kisses and wrap

#### INSTALLING A COFFEE PLANT.

Mr. E. D. Marceau, Montreal, is putting in this week one of the latest upto-date Fraser Gas Coffee Roasters The growth of Mr. Marceau's coffee business has made it necessary to increase facilities for turning out his brands of coffees. The machine in question is one of the most perfect turned out by the Fraser Gas Coffee Roaster Co., having the latest improved stoning and cleaning attachments. When the roaster has been established, Mr. Marceau will be in a position to promptly fill all orders of his rapidly growing trade.

#### An Afterthought

Grocers here and there look at these ads. and pass on. An afterthought occasionally strikes them. They read the ads. again, and after a while they order. Then they become regular customers—not because they want to benefit us particularly, but because their customers are asking for the biscuits.



are liked for their tastiness and health-giving qualities. There is something about

### PERFECTION CREAM SODAS

that makes them the "onceliked-always-liked" biscuits. No wonder grocers are **kept** busy selling them.

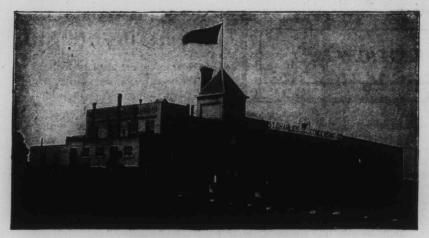
3-lb. Cards or Tins.

Biscuit & Candy Company,

Stratford, - Canada.



Sugars Limited, Montreal



INGERSOLL, CANADA-FACTORY

#### AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

### ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes PREFERABLE TO FRESH MILK. Can be purchased through any wholesale house.

St. Charles Condensing Co.

### WE LOSE MONEY

to make it occasionally. If you purchased any candies from us lately you know what kind of goods we put up. When we go in search of candy makers we get the very best men that money can buy. Incidentally we make the best candies that money can buy, and guarantee the quality of every pound we send out. Let us have a trial order when our traveller calls to see you.

Imperial Biscuit Co., Limited

"Like an old-fashioned 'COOKIE'

only smaller and better."

THIS WAS THE DESCRIPTIVE COMMENT OF A CANADIAN BUYER WHO SAMPLED OUR

### "GINGER WAFER"

RECENTLY

It's a thin, brittle biscuit of ginger color and flavor—much lighter and more delicate than the ordinary ginger snap and is sold in special round tins.

You can't go wrong in including this, next order. It isn't an expensive variety, but it conveys a high-priced impression.

### W. & R. JACOB & CO.,

Canadian Agents I

Kenneth H. Munro, 324 Coristine Bld. Montreal C. & J. Jones Bros., 424-425 Union Bank Building Winnipeg Wilson Bros.

DUBLIN, IRELAND

### CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

6 1-gal. tins to case, wine measure, \$4.50 per case 24 pints to case, wine measure, \$2.50 per case 12 ½-gal. " " 4.80 " 12 qrt. bottles, 2.40 "

24 ¼-gal. " " 4.80 " 5-gal. tin, Imperial measure,1 to case, 3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO. 88 GREY NUN ST., MONTREAL, QUE.

Dr. F. praise of much the

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#### THE FOOD VALUE OF CHEESE.

Dr. F. T. Bond, F.R.S.E. writing in praise of cheese, says: "It has been so much the custom to look upon cheese as an article of diet which is fitted only for the robust digestions of agricultural laborers and other members of the working classes, or in its more select forms, as a luxury to tickle the palate of those who are satiated with a good meal, that its merits as an article of diet comparable in all respects with meat have been lately overlooked. Even as a source of nutriment for those of robust digestion, who can digest it without difficulty, it is much less appreciated, on the ground alike of high nutritive value and its economic superiority to meat, than it deserves. But for those who, whether on the score of age, delicate digestion, or pathological tendencies, are obliged to be careful in their diet, cheese is, paradoxical as the assertion may appear, not only the most concentrated, but the most digestible form of nitrogenous nutriment available. It is not, however, of every kind of cheese that this can be said. It is only the soft curd, unpressed forms of cheese, in their early stages of hall ripeness, pefore the butter 1at has begun to undergo the fermentative changes which develop the characteristic navors which distinguish the commoner forms of cheese, that can be eaten with impunity by the most delicate stomach.

Unfortunately, it is not easy at present to obtain cheese of this type in the British market, in which the prevailing demand has hitherto been for cheese or strong flavor; but there is some evidence that the taste for cheese is gradually undergoing a similar change to that which is producing the replacement of the strongly flavored beers, butters, teas, and other similar articles of food in which our forefathers indulged, by milder brands. If the public could only be got to appreciate the advantages of the milder type of cheese over that which has hitherto held the market, there should be no difficulty in supplying it.

Our French neighbors have for many years manufactured small cheeses of this type, under various names, which are not only delicious eating, but highly nutritious and very digestible, and which may be strongly recommended as a substitute for meat, and especially for those delusive meat extracts in which the public are being so actively inveigled to put their trust as a concentrated form of nutriment.

The principal constituent of cheese (casein) has of late been largely advertised, under various proprietary names, as possessing a high nutritive value, which is quite true. But these articles labor under the disadvantage that they are tasteless powders, sold at a relatively high price, destitute of the fatty element which all good cheese contains and more appropriate for the sickroom than for the dining room table.

Fortify yourself against inclement season.

# Van Houten's

**Best and Goes Farthest** 

The Ideal Winter Beverage

Grocers make friends by recommending it. There is money and satisfaction in handling Van Houten's.

Dominion Agents | J. L. WATT & SCOTT, - TORONTO WATT, SCOTT & GOODACRE MONTREAL

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

MoLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EPPS'S

GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal. In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba. BUCHANAN & CORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA



#### TOUGH FIBRE PAPER

Strong, Stiff.

PRICES GLADLY SENT.

FOR GROCERY WRAPPING

ANADA

#### ENTERPRISE IN GREECE.

Consul Horton, of Athens, writes that the currant company of Greece has on foot two enterprises for utilizing the supply of currants withheld yearly from sale, which are likely soon to be put into effect. A concession has been secured from the Boule (Parliament). for establishing a public automobile service between the various cities and towns of the kingdom which are not situated on railroad lines.

These automobiles will employ alcoho! as fuel, and will be under the control

of a company having 800,000 francs capital. It is reported that Hamburg capitalists are interested in the enterprise, as well as the Bank of Athens, and other local banks.

A company is also being formed for the manufacture of lamps for lighting that will burn spirits prepared from currants. It is claimed that these lamps give a softer light than electricity, and that they are much cheaper. The Currant Co. will undertake to furnish spirits of wine to both these enterprises at a fixed and reasonable price.

### What It Means When You Are on the Right Track

To be a successful cigar-seller in the capacity of grocer is not as difficult as it looks. There are a number of smokers who never go near cigar stores, but buy from their grocer. If you keep the cigars that smokers want you will be on the right track.

Let us see why smokers ask for

### Pebble and Pharaoh

cigars, and why, therefore, you should keep them:

"PEBBLE and PHARAOH cigars are made from tobacco I personally select.

"PEBBLE and PHARAOH cigars are made by experts.

"PEBBLE and PHARAOH cigars are full-flavored, even smokers.

"PEBBLE and PHARAOH cigars are widely advertised.

"PEBBLE and PHARAOH cigars are regarded as leaders."

With a stock of PEBBLE (5c.) and PHARAOH (10c.) cigars you are on the right track—the business-getting, profitable track.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

### Chances for Success

To succeed in tobacco-selling you must, first of all, have tobacco enthusiasm.

Then you must make it a rule to pass over "probables" and to give your attention to "sure-sellers," "favorites.' This will mean the selection of

### T. & B.

the ideal tobacco for grocers to handle.

Your chances for success, then, are just these:

Smokers come into your store to get groceries, see a nice arrangement of Tobacco— T.&B.—and buy some. Then they come to your store, just to get tobacco—which means quite often. A smoker here and there soon counts up.

The chances for your success are good.

When will you start selling T. & B.?

The Geo. E. Tuckett & Son Co., Limited Hamilton, Ontario

January

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### TOBACCOS, CIGARS AND ACCESSORIES

#### THINGS A DEALER SHOULD KNOW

#### Terms and Their Meanings.

How many people, even among the most confirmed smokers, know what is the difference between Turkish and Virginia tobaccos?

The smoker, of course, can tell you which is which at the first whiff, but if you ask him what the original distinction is between the two he will tell you that one comes from Turkey and the other from the States.

He is wrong. You could grow Turkish and Virginia tobaccos in the same field, for they are merely two different varieties of the same plant. Turkish is the leaf of Nicotiana rustica, while Virginia is Nicotiana augustipolia. Of course the two are often blended by tobacconists.

Again, what constitutes the difference between "strong" and "mild" tobaccos? It is simple enough. The strong product is so manufactured that it burns slowly, the result being that the contained nicotine is distilled in an unaltered state. Mild tobaccos are those which burn well, and thus their contained nicotine is consumed or decomposed, with the result that a less narcotic smoke is formed.

We often hear cheap cigars spoken of as "cabbage leaves," and doubtless many people believe that these are actually adulterated with other substances than tobacco. Often in such a weed the outside wrapper is noticed to be patched with pale green, and this fact is held proof of the cabbage leaf libel. The piece of greenish leaf is real tobacco, which has been plucked unripe or not properly cured. It is only to be found in thin, poor leaf.

#### Dry or Moist, Which?

Even in England, where for years the test of a cigar as to condition has been to hold the weed to the ear and pinch it to hear it crackle, there are signs of a revulsion in favor of the American way of keeping cigars moist.

Speaking of this habit of pinching a cigar, it is told of a London importer that he once told a customer who was trying a cigar in this manner, that what he needed was a concertina, not a cigar.

The average Englishman likes a fairsized "smoke," about five inches long. Then comes the grading of color in the five classes—"claro," light; "colorado claro," semi-light; "colorado," medium; "colorado maduro," semi-dark; and "maduro," dark. Packed in boxes, fifties being the favorite packing, pressed into shape, then arranged in cases of 10,000, they are dispatched by steamer to New York. There they are transhipped to big English liners for Liverpool, whence they journey by rail to London "under bond." On Wednesday of every week the two great bonded warehouses of London, Haydon Square and Crutched Friars, are busy with the arrival of the week's "mail" from Cuba. A dock sample of each is delivered to its consignee, but the bulk is not cleared or the duty paid until the goods are actually required for sale. This avoids the heavy expenses of sinking capital in paying duty long before cigars are used

### GREAT DAMAGE TO CUBAN TOBACCO.

Reports from Cuba are to the effect that heavy and continued rains have done great dama or to the young tobacco plants. It is feared that only the latest planting in some districts will be saved.

In Pinar del Rio the plants in the low lands were completely ruined, but there is hope that those on the ridges may be saved.

One farmer in the Vuelta Abajo lowland district told a correspondent of N. Y. Tobacco, that the \$25,000 which he had spent for 8,000,000 seedlings, and the loans advanced to his tenants, would be a total loss even if the weather should be dry henceforth. The few plants which were large enough to have withstood the rains would have lost all the sap in their leaves, and would be like hay, having lost all attributes of the nicotine weed

# SWEET



### CIGARETTES

STANDARD OPTHE WORLD

Sold by all leading Wholesale Houses.

#### **CLAY PIPES**

THE BEST MADE ARE

#### McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow. Scotland.

### All First-Class Grocers

Handle

### OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

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#### BUSINESS CHANGES.

Achille Michaud, general merchant, Tetu, Que., assets sold.

Poirier & Co., grocers, Lachine, Que., statement being prepared.

W. A. Ross, general merchant, St. Godfrey, Que., assets sold.

E. N. Smith, grocer, boots and shoes, Dresden, Ont., has sold out.

Wm. F. Morenz, grocer, Mitchell, Ont., has assigned to B. F. Kastner.

Meloche & Co., general merchants, Thurso, Que., assets to be sold.

Kate Sickles, confectioner, Strathroy, Ont., has assigned to James Cox.

W. Brown & Co. (estate of), tobacconists, Winnipeg, Man., stock sold.

John Daze, grocer, Arnprior, meeting of creditors has been held.

Perry Bros., bakers, Selkirk West, Man., has assigned to C. H. Newton.

Fischel, Smith & Co., eigar manufacturers, Montreal, Que., have assigned.

E. Marshall & Co., grocers, Grenfell, Sask., have assigned to John Walker.

D. Abramovitch, grocer, Winnipe Man., has assigned to Henry Detchon.

John Peachy, confectioner, Dauphin, Man., has advertised business for sale.

L. P. Pepin, grocer, Montreal, Que., has assigned to Bilodeau & Chalifoux.

R. Watkins, confectioner, Baldur, Man., has sold out to W. B. Robertson.

Joseph Poisson & Co., general merchants, Gentilly, Que., assets to be sold.

P. Maher, general merchant, St. Guillaume Station, Que., demand of assign-

Claver & Bradbury, general merchants, Cooper's Falls, Ont., offering to com-

J. J. Clark, confectioner and grocer, Carberry, Man., has assigned to H. R. Hooper.

Armand McGowan, general merchant, St. Ours, Que., has assigned to Kent &

P. H. Currie, general merchant, Sas-katoon, Sask., has been succeeded by Currie Bros.

Chas. McDougall, general merchant,

Maddock, P.E.I., has sold out to Joseph C. Wilkinson.

Wm. F. Morenz, grocer, Mitchell, Ont., meeting of creditors was to have been on the 9th inst.

general merchant, Mc-Kenzieville, Man., has been succeeded by McGuire Bros.

P. W. Forshee, grocer, baker, boots and shoes, Florence, Ont., is removing to Dresden, Ont.

Joseph Haller, flour and leeu hall Preston, Ont., has advertised chant, Preston, business for sale.

F. S. Buckingham, general merchant, LaVallee, Ont., has been succeeded by Geo. McTavish, jr.

M. Beckman, general merchant, Wadena, Sask., has been succeeded by Beckman & Knuteson.

Emporium Cigar Co., manufacturers, t. Hyacinthe, Que., are offering 30 St. Hyacinthe, cents on the dollar.

L'Islet, Que., assets were to have been sold on the 12th inst.

M. J. Lavoie, general merchant, St. Anaclet, Que., assets were to have been sold on the 10th inst.

Levesque, general merchant, Fraserville, Que., assigned. V. E. Paradis, provisional guardian.

Fairfield & Co., general merchants, Rockland, Ont., assets were to have been sold on the 12th inst.

Vair Bros., wholesale produce and evaporators, Owen Sound, Ont., have assigned to Wm. H. Smith.

Abraham Hadis, general merchant, Arden, Ont., meeting of creditors was to have been on the 5th inst.

Alfred Bouchard (estate of), general merchant, St. Paul's Bay, Que., assets to be sold on the 18th inst.

A. Desjardins, grocer and baker, St. Therese, Que., meeting of creditors was to have been on the 9th inst.

Leblanc & Caza, general merchants, Comber, Ont., meeting of creditors was to have been on the 5th inst.

F. G. Casey (estate of), general merchant, Belcarres, Sask., stock was to have been sold on the 8th inst.

Hugh Allan, cheese and produce, Mont-

real, Que., absentee, petition presented to call him for meeting of creditors.

T. O. Lamontagne & Co., confection-ery, Quebec, Que., meeting to appoint curator has been called for the 12th

Francis M. Scott, creamery, Prescott, Ont., has assigned to J. K. Dowsley. Meeting of creditors to be on the 15th

John G. Reid and Wm. J. Bartley have registered under the style of Bart-ley & Reid, importers teas, etc., Montreal, Que.

Alfred Dumont and Alexandre H. Latour have registered under the style of Dumont & Latour, general merchants, Montreal, Que.

De. Regina Bessette, wife of Adelard Bergeron, has registered under the style of A. Bergeron & Co., general merchants, Granby, Que.

J. W. Dumas & Co., Limited, general merchants and millers, Grand Anse, N. B., W. H. Harrison and Thos. Bell, permanent liquidators.

Joseph L. Pelletier and Alfred Pelletier have registered under the style of Pelletier & Frere, grocers and liquor dealers, Montreal, Que.

Wm. H. A. Olive, Frederick A. Dorion and Frederick St. G. Stroud have registered under the style of Olive, Dorion & Stroud, produce, etc., Montreal, Que.

John D. Mears & Co., grocers, Niagara Falls, Ont., have assigned to Ernest J. Leith, Hamilton, Ont. Meeting of Meeting of

Ont., general merchants, have assigned to Richard Lee, Toronto. Meeting of creditors was to have been on the 9th

As we grow older, we discover that the capacity for physical endurance, a very good thing in its way, is largely an accident of nature, that the bully is oftener than not the coward, and that, in the words of Bayard Taylor, "the bravest are the tenderest."

An unprecedented rush of orders from Grocers, precludes the writing-up of the Sherbrooke Cigar Co.'s advertisement. However, all orders for

### HOGEN-MOGEN and ROYAL SPORT CIGARS

will be well taken care of.

THE SHERBROOKE CIGAR CO., SHERBROOKE, P.Q.

Metropolitan Soap Co., Limited, manufacturers, Toronto, Ont., J. P. Langley appointed permanent liquidator.

S. J. Rourke, general merchant, Mac-Gregor, Man., has assigned to C. H. Newton. Meeting of creditors was to have been on the 10th inst.

creditors to be on the 15th inst. The Mammoth Fair Co., of Stouffville,

"Yes," we propose t store." "To was asked. on I expect say we shall at exceptions see our adver

" 'Positively, " 'Satisfa etition presented g of creditors.

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Co., of Stouffville, ts, have assigned into. Meeting of been on the 9th

we discover that ical endurance, a way, is largely an nat the bully is coward, and that, ard Taylor, "the rest."

#### WALL PAPER

#### LOOKING TOWARDS SPRING.

WITH Christmas over and the holiday trade a thing of the past, merchants can now turn their attention with some degree of care to the necessaries for Spring. Will this Spring's business bulk up more than last year's? That is the important question, because week for week and month for month the merchant should attempt to excel his previous records.

To accomplish this there must be no let-up in energy and enterprise. Make all the departments go with an additional hum. Take time to look over every man's samples. There is no knowing when something may turn up which will just suit your particular trade. Even if there is nothing you want it will freshen you up to take a look at what others are buying.

However, there is another way to increase business, and that is to take a department which has not hitherto been pushed, or has been altogether neglected, and make a feature of it.

#### Profit in Wall Paper.

Have you really worked the wall paper department for all it was worth in the past? The chances are you haven't. Supposing you lay out from now till Spring to open up a good live campaign. Make your selection of papers now when you have the complete range to choose from. Plan big. Order enough to make a good big showing. You can do this without any great expenditure of capital, for wall paper can be bought in very cheap grades.

You will not find a department which will prove more satisfactory than this. It is neat, clean stuff to handle; it is sold in definite quantities, that is to say, in complete rolls; there is no cutting nor measuring required; and finally, it is sold in large enough quantities to make each sale worth while.

#### Prepare in Advance.

Anticipation is the keynote for the present. The department is quiescent now, but none the less, now is the time to complete preparations. Selections should be made and the necessary quantity estimated. Then decide upon the way you will handle the stock, where you will keep it and how bring it before the public.

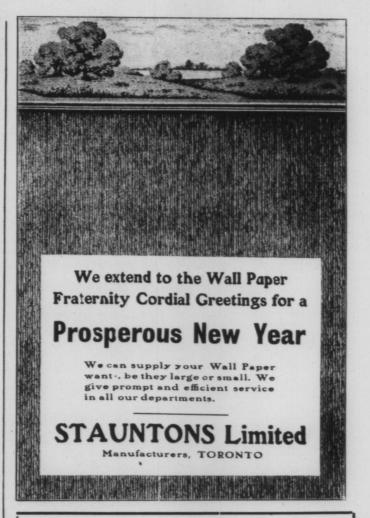
It is too often the case that merchants do not look beyond the week in which they are living. After all, is not this one of the chief reasons of success for such men as Timothy Eaton, namely, that they can see far enough ahead to anticipate the wants of the public? Be provident and decide upon your course now while you have time. Novel schemes for assisting sales should be figured out during the quiet season, not while the stress of business is upon one.

"Yes," said the general merchant, "it is true that we propose to establish a hospital as an adjunct to our store." "To treat the victims of the bargain rushes?" was asked. "Yes, but that is merely a beginning. Later on I expect to see the business branch out, and I dare say we shall treat all comers for all sorts of complaints at exceptionally low figures. In my mind's eye I can see our advertisement reading

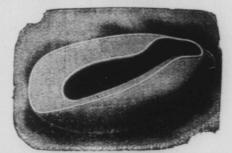
" 'SPECIAL THIS DAY ONLY! " 'Appendicitis Operations at Cut Rates. "'Positively, Only One Operation to Each Customer!
"'Satisfaction Guaranteed or Appendix Replaced

" 'Money Refunded !'

-Puck



### 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.

### 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.

#### SPECIAL SALE ADVERTISEMENTS.

The special sales advertisement here given was designed because special sales are now of quite frequent occurrence and because I think that many of the special sales advertisements running in Canadian papers lose their effectiveness for the reason that they are prepared on the itemizing plan.

I take it that a special sale is only the means to an end and that that end the means to an end and that that the sign of goods other than those advertised at a special price, and also the working up of a larger trade. This is reason enough why a trade. This is reason enough why a special sales advertisement should be designed to draw the people out rather than to tell them the whole story on

When full details are given, with special prices, opportunities for comparison are within reach of those customers who wish to find out what other grocers are doing as well as what you are doing. Such is not always a desirable thing, unless you are the "lowest" man in every case, and being the "lowest" man has its-drawbacks.

When prices are put on paper they can always be used against you, too. People who live at a distance which prevents their dealing with you regularly may see your advertisement and tell their "other" grocer about it. If he "cuts" to secure the trade, that fact may be used against him to catch an may be used against him to catch another grocer, so all the grocers would lose in the end.

By stating the chief lines that are to be sold at a figure lower than usual but not stating the figure—you create curiosity and stir up the investigating spirit. This means that the people will come out. You, of course, want their entire order and will work with that in

"Save your money" is a pertinent, snappy and suggestive heading. It serves to attract, which is the true function of a heading. But at the same time it does not attract to deceive. It is the thought-form of the advertisement, as it were; the story in brief.

I do not care for enigmatical or delusive headings. In the first place, they are unbusinesslike. In the second place, they displease the reader instead of impressing him.

Every advertisement heading should be logically connected with the text. You might as well put the name of a street or a building across the top of your advertisement as some phrases entirely irrelevant. Catching the reader's eye is one thing, but appealing to his reason is a far more important thing.

It will be noticed that the date of the special sale under discussion is repeated and attention riveted on the address. I regard these as salient points in a special sales advertisement.

Many advertisements along this line, often met with, entirely overlook the in-

submitted, are valueless; but the idea of these references is to dispel any misconceptions in the reader's mind as to the grades of the goods.

If it is assumed that this advertisement has appeared in a paper, and the statements about quality were incorrect, the people, even if they came out and did some buying, will not have to buy from the same store again, so it is clear who the loser would be in such a case.

But if the statements were correct—and of course they should be—it would not take some of the people long to figure out just what I have noted elsewhere on this page—that other groceries would have to be purchased to make the special sale as green the selfthe special sale a success, from the seller's standpoint.

If there were not a sufficient number of purchases of goods other than the three lines advertised the sale would be a failure from its own standpoint. regards the future it might be the stepping stone to success.

You ask, "Why a failure?" Simply because you cannot sell two or three lines of first-class groceries cheaper than another grocer unless you are reimbursed from some other source. If the groceries are not first-class (in other words, are old stock) it is a different matter. But special sales of this sort soon run But special themselves out.

Perhaps you inquire, "If the special sale proves a failure in itself, how can it be the stepping-stone to success in the future?" In just this way: Providing future?" In just this way: Providing the sale has been correctly viewed your motive will have been to secure increased patronage, steady patronage.

It will be assumed that the special sale drew out a number of buyers who got more than dollar-for-dollar value. These buyers were pleased with your stock and returned to the store when the same goods were perhaps a few cents higher. They would be told that the old price were assent. price was a special but that the present quotation would compare with any other grocer's quotation and the quality of the goods was as high as at the special. The chances are these buyers would leave an order.

But if the groceries sold at the special had not given entire satisfaction you may be sure none of the buyers would drop into the store again to pay regular prices, or, for that matter, to purchase anything more at special sales.

So it will be seen from the above observations that the special sale that paves the way for a larger and steadier trade in the future—even at a sacrifice—is a sure sale. The special sale that ends in itself—to clean out a stock or defeat a rival-is a doubtful sale.

A. A. B.

### Save Your Money

On Thursday next we will have a special sale of

### **Canned Goods** Teas and Coffees Cereals

The Canned Goods represent the best brands in the country; the Teas and Coffees are A 1 grades and the Cereals first-class in every respect.

If you would like to get some of these goods without having to pay the biggest price, you will come out to see us Thursday of this week.

Don't forget the name and address.

B. BUTLER 36 FRANKLIN STREET PERTH, ONT. -

sertion of the street address. When you are bidding for local trade the appearance of your name somewhere in the advertisement is sufficient. But a special sales advertisement should be framed as much for new customers as for regular customers. Hence the essentialness of name, street address and town or city being well displayed.

Some grocers may think that brief references to the quality of goods, as is the case in the advertisement herewith



Quotations The followi department apply

Quotations for pro

Baking nonia Powder-brand, 48 5c. 1 27 10c 10 25c

JERSEY CREAT 5 doz. in case

cean Baking Powe

but the idea o dispel any misder's mind as to

at this advertisea paper, and the were incorrect. came out and did have to buy from so it is clear who uch a case.

ts were correctould be-it would people long to fighave noted elsehat other grocer-urchased to make ess, from the sell-

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tilure ?" Simply ell two or three eries cheaper than ou are reimbursed If the grocer-(in other words, different matter. his sort soon run

"If the special n itself, how can e to success in the Providing ectly viewed your to secure increasatronage.

that the special er of buyers who r-for-dollar value. eased with your the store when the laps a few cents told that the old t that the present are with any othand the quality of as at the special. buyers would leave

sold at the speentire satisfaction one of the buyers tore again to pay that matter, e at special sales.

com the above obspecial sale that arger and steadier en at a sacrifice— special sale that n out a stock or oubtful sale.

A. A. B.

### BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 Ib. Tins, also in Air-tight Fancy Drums and Barrels

**BRAID'S BEST** is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your COFFEE BUSINESS, ALL OF IT, and are making the lowest possible prices for the high grade of goods handled We are direct importers, and know all the sources of supply.

Our specialty is HIGH-GRADE DRINKING COFFEES, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of BRAID'S BEST COFFEE.

Write Us for Samples

WM. BRAID & CO.,

Vancouver, B.C.

### **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.

Jan. 11, 1906.

Quotations for proprietary articles, brands, are supplied by the manufacturers or cents, who alone are responsible for their

#### Baking Powder.

Ammonia Powder-		
Bee" brand, 48 5c. pkgs., per case	.81	75
" 27 10c. pkgs, "	. 2	00
" 10 25c. pkgs, "	. 1	75
Cook's Friend—	Per	do
Size 1, in 2 and 4 doz. boxes	82	40
" 10, in 4 doz. boxes	2	10
" 2 in 6 "		80
" 12, in 6 "		70
" 3, in 4 "	0	45
Pound tins, 2 doz. in case	3	00
12-oz. tins, " "	2	40
5-lb. " 1 " "	14	00
W. H. GILLARD & CO.		
Diamond—		

### IMPERIAL BAKING POWDER.

O HE COL	MINIOR.		O	wu
4-doz	10c.			85
3-doz	6-oz.			
1-doz	12-oz.	********		50
3-doz	12-oz.	********		40
-doz	21b.			50
-doz	51b.	*********	13	75

Size, 5	doz.	in case							٠.				80
11 9	**	**			• •		•	• •				• •	٠,
11 9	**	**	*	9.0	• •	*		• •			*	• •	9
			**		**	*	٠.	•		•			-

# s-When part will be allowed to discount will be allowed to

# "KING" BAKING POWDER.

Keen's Oxford, per lb	<b>\$</b> 0	17	
Reckitt's Square Blue, 12-lb. box	0	17	
Reckitt's Square Blue, 5 box lots		16	
Gillett's Mammoth, } gross box		00	
Nixey's "Cervus," in squares, per lb.		16	
" in bags, per gross	1	25	
" in pepper boxes,			
according to size 0 02	0	10	



#### AMERICAN PURE FOOD COMPANY. Borax "Queen

40-oz. cz 8-oz.	se, 4 doz.					
Cor	Lot 7 ca	ases, freig	ht pa	aid.		
		30 days.		Lung .	nee	

#### Cereals.

#### Chocolates and Cocoas

THE COWAN CO., LIMITED.		
Cocoa—		
Hygienic, 1-lb. tinsper doz.	\$0	
" \\ -lb. tins "	3	50
" I-lb. tins "	2	00
" fancy tins "	ō	85
" 5-lb. tins, for soda water		
fountains, restaurants, etc., per lb.	0	50
Perfection, 1-lb. tins, per doz Cocoa Essence, sweet, 1-lb. tins,	2	40
doz	2	55
Chocolate-	-0	40
Queen's Dessert, ‡'s and ‡'s	0	42
Mexican Vanilla, 2's and 1's		35
Royal Navy Rock. " "	0	30

### Batger's Whole Fruit Strawberry Jam

Batger & Co., London, England, with over 150 years experience, together with the finest Garden Strawberries England can produce, are to-day manufacturing Strawberry Jam by the most modern methods, in a factory where cleanliness comes first. As a result we are offering you a first-class reliable article, a jam that every Good Grocer in Canada can sell to his customers, knowing that it will give the satisfaction that builds up

Start 1906 by ordering a trial case of 4 dozen.

\$1.90 Doz.

ROSE @ LAFLAMME

MONTREAL and TORONTO

DON'T RUN CHANCES

> with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND" MAPLE SYRUP

> has stood the test of vears of success. It is reliable. It sells well. It gives a good margin of profit.



AGENTS. MONTREAL.

Concentrated, ‡ s, 1 doz. in box 2 40

" 15. " 4 50

" 14b. " 4 50

Homesopathic, ‡ s, 14-lb. boxes 8 25

Homesopathic, ‡ s, 12-lb. boxes 1 10ps 2 Cocoa, case of 14 lb., per lb 0 37 BENSDORP'S COCOA A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Torento. lb tins, 4 doz. to case....per doz., \$ .90 SUCHARD'S CHOCOLATE AND COCOA.

Milka, 36's (36 tablets in a box)....\$2 25
" 24's (24 tablets in a box) .... 3 00
Velma, 24's (24 tablets in a box) .... 3 00

Per doz Per lb.

Per doz.

R S. McIndoe, Agent, Toronto.



Per lb.   Per
WALTER BAKER & CO., LIMITED.
Per lb.  Premium No. 1 chocolate, 12-lb. boxes \$0 35  Vanilla chocolate, 6-lb. boxes 0 47  German sweet, 6-lb. boxes 0 26
Breakfast cocca, ‡, ‡, i and 5-lb tims 0 40 Cracked cocca, ‡-lb, pkga., 12-lb, boxes 0 33 Caracas *weet chocolate, 6-lb, boxes 0 37 Caracas sablets, 100 bundles, tied 5 s, per box 3 00 Soluble chocolate (hot or cold soda) 1-lb, cans 0 42 Vanilla chocolate wafers, 43 to box, per box 1 56 The above quotations are f.o.b. Montreal.
WALTER M. LOWNEY CO.
Canadian Branch 530 St. Paul St. Montreal. Breakfast cocoa— Per lb. 12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c, 6-lb. boxes, 12 boxes in case, 1-lb. tins. 40c, 12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c. 6-lb. boxes, 12 boxes in case, 1-lb. tins. 42c. 6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 42c.

ROSE &

LAFLAMME



	THE STATE OF THE S
Milk chocolate—	THE EBY, BLAIN CO., LIMITED.
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs 35c. 6-lb. bxs., 12 bxs. in case, 1-lb. pkgs 35c.	In bulk— Per lb Club House. 0 32
Vanilla sweet chocolate—	Royal Tava
3-lb. bxs. 24 bxs., in case, 1-lb. pkgs32c.	Royal Java and Mocha 0 31
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs32c.	Nectar 0 30
Tid-Bit chocolate—	Empress
6-lb. bxs., 12 bxs. n case, 1-lb. pkgs. 30c. 12-lb. bxs., 6 bxs. in case, 1-lb. pkgs. 30c.	Ambrosia. 0 25
Diamond sweet chocolate—	Fancy Bourbon 0 20
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs23c.	High Grade package goods—
12-lb. boxes, 6 boxes in case, 2-lb. pkgs 23c.	Gold Medal, 2-lb. tins 0 30
Condensed Milk.	Gold Medal, 1-lb. tins
	Kin Hee, 1-lb. tins
"Anchor" brand, cases 4 doz., per case \$5 00 "evap. cream. cp. 4d. "4 65	lb. glass jars 0 30
BORDEN'S CONDENSED MILK CO.	English Breakfast, ground only 1-
DOLLD BL. II COLLEGE BL.	1b. tins 0 12
Wm. H. Dunn, Agent, Montreal & Toronto.	JAMES TURNER & CO. Per lb.
Cases. Doz	Mecca
"Gold Seal" branc (4 doz.) 5 00 1 25	Cairo 0 20
"Challenge" brand (4 doz.) 4 00 1 00	Sirdar 0 17
Evaporated cream—	Old Dutch Rio 0 124
"Peerless" hrand evap. cream 4 75 1 20	
" hotel size 4 90 2 45	E. D. MARCEAU, Montreal. Per lb-
CONDENSES	"Old Crow" Java
	"Condor " Java
CARLE BILINES	
Range Range	15-year-old Mandheling Java and
DORDENS 5	hand-picked Mocha 0 50
Decies Decies	1-lb. fancy tins choice pure coffee, 48
THE THEFT STORY	tins per case
	" " 2-lb. tins 0 60
EVADORATED	100 lb. delivered in Ontario and Quebec.
(REAM	Rio No. 1 0 15
The market and the second arrange	Condor I. 40-lb. boxes
	" II, 40-lb. boxes
TRUBO CONDENSED MILE & CANNING	" IV, 80-lb. boxes
CO., LIMITED.	
"Jersey" brand evaporated cream per case (4 doz.)	s. H. & A. S. EWING's.
per case (4 doz.)84 65	Mocha and Java coffee, in 1-lb tins, 30-
"Reindeer" brand per case (4 doz) 5.60	Ib cases
	Mocha and Java coffee, in 2-lb tins, 30-
	lb cases 29
I IERSEY CREAM	Cheese.
St.	Imperial-Large size jarsper doz. \$8 25
Marie The Control of	Medium size jars 4 50

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

As Swe

Coupon B





Maple

AGENTS. MONTREAL.

TURNER & CO. Per 11 hoice pure coffee, 48 0 20
fee, 1-lb. tins 0 31
2-lb. tins 0 60
Ontario and Quebec. 0 15 offee, in 1-lb tins, 30offee, in 2-lb tins, 30-

Cheese.

ve your Satisfaction.

### GRANULATED SUGAR Extra Standard A Strictly CANADIAN PRODUCT



As Pure as the Purest As Sweet as the Sweetest Equal to Any for All Purposes ASK FOR IT

#### ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

### Coupon Books-Allison's. Un- Covers and num Coupons bered. numbered

Allison's Coupon Pass Book.

Wholesale Agents The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$3.40.

#### Infants' Food.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal. 1.1b. tins... 2 25 \$1, \$2, \$3, \$5, \$10 and \$20 books.

#### Jams and Jellies.

Frank Magor & Co., Agents.

 Orange marmalade
 \$1 50

 Clear Jelly marmalade
 1 80

 Strawberry W.F. Jam
 2 00

 Raspberry "
 2 00

 Apricot
 1 75

 Black currant
 1 75

 Other Jams
 \$1 55
 1 90

 Red currant jelly
 2 75

Compound Fruit Jams—
12-ox 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, 3 and 9 pails in crate. ... ... ... ... per lb. 0 062
30-lb. wood pails. ... ... ... ... ... ... 0 062
Compound Fruit Jellies— ... ... 0 07
2-lb. tins, 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. 0 064
30-lb. wood pails. ... ... ... 0 065
130-lb. wood pails. ... ... 0 065
14 30-lb. wood pails, 6 pails in crate per lb. 0 064
15 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.

MAIIONAL LICOMICE CO.		
5-lb. boxes, wood or paperper lb. Fancy boxes (36 or 50 sticks)per box		40 25
"Ringed" 5-lb. boxesper lb.	ô	40
"Acme" pellets, 5-lb, cansper can	- 2	00
" (fancy boxes 40) per box Tar licorice and Tolu wafers, 5-lb.	1	50
cansper can	2	00
icorice lozenges, 5-lb. glass fars 20 5-lb. cans	ī	75 50
"Furity" licorice 10 sticks		4E 73
Dulce large cent sticks, 100 in box		

#### Lye (Concentrated).

GILLETT'S PERFUMED. Per case. 1 case of 4 doz. \$3 60 3 cases of 4 doz. \$3 50 5 cases or more \$3 40 "Anchor" brand 1-lb. glass. \$1 50

### SOUTHWELL'S GOODS. Per doz Wethey's condensed, per gross net ...\$12 00 per case of doz. net ..... 3 00

#### Mustard.

COLMAN'S OR KEEN'S.

D.S.F Ib. tins per doz.s	11	4
D.S.F., lb. tins per doz.	2	5
I-lb. tins "	5	0
Durham 4-lb. jarper jar.	0	7
" 1-lb. jar	U	Ľ
F. D., 1-lb. tinsper doz.	0	8
" 1-lb. tins "	1	4

#### E. D. MARCEAU, Montreal.

"Condor." 12.lb. boxes-

lb. tins	001	35
Old Crow," 12-lb. boxes—  -lb. tins	000	25 23 224 70 25

Orange Meat.



THE EBY, BLAIN CO., LIMITED.

Orange Marmalade.

#### Pickles.

STEPHENS'.

A. P. Tippet & Co., Agenta

Corked (pints) .....per doz.\$ 2 30

#### Sods.

Dwight's

Cow Brand

Soda

Soda

Case of 1-lb. contair ing 60 pkgs., per box., \$3 00.

Case of 1-lb. contair ing 60 pkgs., per box., \$3 00.

Case of 1-lb. contair ing 120 pkgs.)

per box., \$3 00.

Case of 1-lb. contair ing 120 pkgs.)

Lib. (containing 30 1-lb. pkgs), per box., \$3 00.



Cresc

SODA

Salts (Sulp onlyentir e kely sto

PURE SC

BRUNK

is Hone

to Mak

Busine



These two lines bear the name

### BORDEN"



A guarantee of absolute purity and freedom from adulteration is the hall mark of Borden's brands of Condensed Milk and Evaporated Cream. Avoid trouble with your customers by selling only "Eagle" brand Condensed Milk and "Peerless" brand Evaporated Cream.

FOR SALE BY ALL JOBBERS-

#### WILLIAM H. DUNN,

Scott, Bathgate & Co., Winnipeg, Man.

MONTREAL AND TORONTO

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

#### Soap and Washing Powders.

A. P. TIPPET & CO., Agents.



Potash or Lye, bxs

WM. H. DUNN AGENT.



CHASER SOAP.

(Fairbank)

GOLD	DUST	WASHING	POWDER.
packs	ages	•••••	\$

100 5c. 3 100 10c. cakes (Glycerine Tar Soap). 6 100 10c. cakes (Sanitary Soap) 6 100 5c. cakes (Fairy Soap) 3 100 5c. cakes (Fairy Soap) 3 100 5c. cakes (Canco	90
100 10c. cakes (Glycerine Tar Soap) 6 100 10c. cakes (Sanitary Soap) 6 100 5c. cakes (Fairy Soap) 3	10
100 10c. cakes (Sanitary Soap) 6 8 100 5c. cakes (Fairy Soap) 3 9	50
100 5c. cakes (Fairy Soap) 3 9	50
100 5c. cakes (Capco Soap) 3 9	
100 5c, cakes (Scouring Soap) 3 9	
100 5c. bars (Santa Claus Soap) 3 8	
100 5c. bars (Clairette Soap) 3 6	š
100 5c, bars (Mascot Soap) 3 4	5
The above quotations are all on 5-box le	
When not more than one box of laundry s	

#### Starch.

EDWARDSBURG STARCH CO., LIMITED.

### Benson & Co.'s Prepared Corn.... 0 068 Canada Pure Corn ..... 0 058

dwardsburg No. 1 white, 1-lb. car. 0 10 dwardsburg No. 1 white or blue, 4-lb. lumps...... 0 081 AMERICAN PURE FOOD COMPANY.

1 case, 5 doz. Case
5 " 5 Lot 5 cases, freight paid. 4 85 CORN STARCH "ROYALTY." 

BRANTFORD STARCH WORKS, LIMITED

Ontanto and Sucoco.		
aundry Starches— Oanada Laundry, boxes of 40-lb. Asme Gloss Starch—	<b>\$</b> 0	041
1-lb. cartons, boxes of 40 lb Finest Quality White Laundry—	0	051
3-lb. Canisters, cases of 48 lb Barrels, 200 lb. Kegs, 100 lb.	0	05± 05 05
Lily White Gloss— 1-lb. fancy cartons, cases 30 lb. 6-lb. toy trunks, 8 in case 6-lb. enameled tin canisters, 3		071 071
in case	0	071 061
Brantford Gloss-		
1-lb. fancy boxes, cases 36 lb Canadian Electric Starch—	\$0	071
Boxes of 40 fancy pkgs., per case Celluloid Starch—	2	50
Boxes of 45 cartons, per case	3	50

Unnary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb...... 0 05½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb...... 0 06½
Crystal Maise Corn Starch—
1-lb. packages, boxes 40 lb...... 0 06½
SAN TOY STARCH.
10c. pkges, cases 5 doz., per case... 4 75
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Oulinary Starches—
St. Lawrence corn starch, 40 lb . 0 068

Durham corn starch, 401b	0 00\$
undry 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 46 lb	0 041
Ivory Gloss, 8-6 famil, pkgs., 48 lb	0 07
" 1-lb. fancy, 30 lb	0 071
" large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 071



OCEAN MILLS.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London— 

Stove Polish.

FIRE SUNT (SPOVE POLISH) for durability and tor cheapness this prepa ration is truly unrivalle





Enameline No.0 38
4, bxs., ea. 3 dz.
Enameline No.0 65
6, bxs., ea.3 dz.
E n a m e 1 i n e
liquid, bxs., ea.0 80

"OROWN" BRAND PERFECTION SYRUP. Per case Enamelled tins, 2 doz. in case					rup				
Enamelled tins, 2 doz. in case \$2 40 Plain tins, with label— 2 lb. tins, 2 doz. in case 1 90 5 lb. tins, 2 doz. in case 1 90 5 lb. tins, 2 doz. in case 1 90 6 lb. tins 1 90 1 1 2 25 20 1 2 25 20 1 2 20 10 and 20 lb. tins have wire handles.   5 SMALL'S BRAND—Standard.   6 gal. tins, per can 4 40 1 90 1 90 case 4 49 1 5 45	"0	ROW	N" BB	AND	PER	FECT	TON	SYR	UP.
Enamelled tins, 2 doz. in case \$2 40 Plain tins, with label— 2 lb. tins, 2 doz. in case 1 90 5 lb. tins, 2 doz. in case 1 90 5 lb. tins, 2 doz. in case 1 90 6 lb. tins 1 90 1 1 2 25 20 1 2 25 20 1 2 20 10 and 20 lb. tins have wire handles.   5 SMALL'S BRAND—Standard.   6 gal. tins, per can 4 40 1 90 1 90 case 4 49 1 5 45								Par	CARR
Plain tins, with label—  2 lb. tins, 2 doz. in case	Unav	malla	A tina	9 400	ino	000			
2 lb. tins, 2 doz. in case. 1 90 5 " 1 " 2 35 10 " 1 " 2 25 20 " 1 2 25 (10 and 20 lb. tins have wire handles.) gal. tins, per can. 4 40 " " per case. 4 40 " " 5 45	DILLIA	попе	ou umb,	la hal	. ш с	ano.			8 20
5 " 1 " 2 35 10 " 1 " 2 25 20 " 2 10 20 and 20 b. tins have wire handles.)  SMALL'S BRAND—Standard  gal. tins, per can. 4 40 " per case 4 40 " 5 45	Plau	tine	s, with	raper-					
10 " " " 225 30 " " 310 (10 and 20 b. tins have wire handles.) gal. tins, per can. 440 " " per case. 490 " " 5 45		2 lb.	tins, 2	doz. i	n ca				
210 (10 and 20 b. tins have wire handles.)  SMALL'S BRAND—Standard. gal. tins, per can. 4 40 "per case 4 90 "5 45		5	1	**	**			2	35
210 (10 and 20 b. tins have wire handles.)  SMALL'S BRAND—Standard. gal. tins, per can. 4 40 "per case 4 90 "5 45	1	0 1	1 1	11	66			9	25
(10 and 20 lb. tins have wire handles.)  SMALL'S BRAND—Standard.  gal. tins, per can					-			9	10
SMALL'S BRAND—Standard.           gal. tins, per can.         4 40           " per case.         4 90           " " 5 45			4 00 h	Alma I	ha		h	dlan	,20
gal. tins, per can. 4 40 4 per case 4 90 5 45	(1								-1
" per case		8	MALL'S	BRA	IND-	-Stal	ndar	a.	
" per case	gal.	tins	, per ca	m				4	40
" " 5 45	66	11							90
	44	14	POT 66						45
3 10			- 65					-	
				***			****	0	10

MOTHER 5 , 60 and 100 lb. bear put up in 34, 60 and 100 lb. bear put up in 34, 60 and 100 lb. bear put up in 34, 60 and 100 lb. color put up in 10 lb. color put up in 34, 60 and 100 l 1 lbs. 4 ls.

1 lbs. 4 ls.

1 lbs. 4 ls.

1 lbs. 8 ls.

1 lbs. 8 ls.

3 p.c. off 30 days or 3 months.



Tass. SALADA CEYLON.

Brown Label, 1's	\$0 20	80 25	
f 1'a	0 21	0 26	
Green Label, I's and I's	0 22	0 30	
Blue Label, 1's, 1's, 1's and 1's	0 30	0 40	
Red Label, 1's and 1's	0 36	0 50	
Gold Label. §'s	0 44	0 60	



Black Label, 1-1 Blue Label, ret						80	19 20
Green Label.	-	40c.	******	***	••••	ŏ	28
Red Label,	11	50c				Ö	35
Orange Label,	**	80c				0	42
Gold Label.	"	80c				0	55
			123.07	-			-



Cases, each 60 1-lb	\$0 35
" " 30 I-lb}	0 36
" " 120 i-lb	0 36
LUDELLA CRYLA	
	\$0 25 0 25
Orange Label, I's and ½'s 0 21 Brown Label, I's and ½'s 0 28	0 30
Brown Label. 1's 0 30	0 40
Green Label, I's and I's 0 35 Red Label, I's 0 40	0 50
"CROWN" BRAND	
Wholesale.	Retail
Red Lacel, 1-lb. and is \$ 0 35	<b>\$0</b> 50

Wholesaie. Refail
Red Lacel, 1-lb. and is.     \$ 0 35 \$0 50       Blue Label, 1-lb. and is.     0 28 0 40       Green Label, 1-lb.     0 19 0 25       Green Label, is.     0 20 0 25       Japan, 1s.     0 19 0 25
E. D. MARCEAU, Montreal.  Japan Teas—
Saban rese

"Condor"	I 40-lb. boxes \$0 42}
11	II 40-lb. boxes 0 371
- 11	III 80-1b, boxes, 0 324
TREET AAA To	pan, 40 lb "at 0 30
EMD AAA JE	
" AA	40 " 0 271
Blue Jay, bask	et fired Japan, 70 lbs., 0 25
"Condor"	
	V 80-lb. " 0 25
	XXXX 80-lb.boxes 0 211
	XXXX 30-lb. " 0 22
	XXX 80-lb. " 0 19
	XXX 30-1b. " : 0 20
	XX 80-lb 0 18
**	XX 30-lb. " 0 181
	LX 60-lb. per case, lead
	ackets (251's and 701's) 6 25
	lon black tea in lead packets
	l, is, is and is,
Green Labor	1, In, In and 15,
ou-in. cases	retail 0 25 at 0 20
Grey Label	, is, is and ls,
	retail 0 30 at 0 23
Yellow Lal	bel, is and is,

cases .....retail 0 35 at 0 26
Label, ts, ts and ls,
cases .....retail 0 40 at 0 30
Label, ts, ts and ls,
cases .....retail 0 59 at 0 34 ok Teas-"Old Crow" blend nzed tins of 10, 25, 50 and 80-lb.

1 per lb.

Tobacco.

THE I	EMPIRE TOBACCO CO., LIMI	TED.
Smoking-	-Empire, 4s, 6s and 12s	80 46
"	Amber, 8s. and 3s	0 60
**	Ivy. 78	0 50
**	Rosebud, 78	0 51
Chewing-	-Currency, 12s. and 64s	0 46
"	Old Fox, 128	. 0 48
**	Snowshoe, 64s	0 51
**	Pay Roll, 718	0 56
- 19	Stag, 10 oz	0 45
**	Bobs, 6s. and 12s	0 45
**	" 10 oz. bars, 64s	0 45
14	Fair Play, 8s. and 13s	0 53
**	Club, 6s. and 12s	0 46
**	Universal, 13s	0 47
"	Dixie, 7s	0 56
	Vinegars.	

E. D. MARCEAU, Montreal. Per ga



of Borden's stomers by

ctoria, B.C.

....} ...... 0 86

" retail 0 30 at 0 23 is and 1s, ... retail 0 35 at 0 36 is and 1s, ... retail 0 40 at 0 30 is and 1s, ... retail 0 50 at 0 34 s, is and 1s, ... retail at 0 40

Orow" blend—
10, 25, 50 and 30-lb.
per lb. 0 36
0 25
0 20
0 30
0 173

obacco.

OBACCO CO., LIMITED. 4s, 6s and 12s... \$0 46 8s. and 3s..... 0 60 0 50

ned SEPT-THE GANADIAN GROGER TONE SEPON SAND, - - TOTAL is Honest Goods and just the Thing on Which

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C&B

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boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

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