

**PAGES
MISSING**

January 5, 1906

nderful

S
AT

particularly

our custo-
able them-

10Z. TO A CASE

Meat

ited
A

ade.

on

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, JANUARY 12, 1906.

NO. 2.

Robinson's Patent Barley

*Is a Steady Seller
With the **BEST TRADE***

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

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

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



Raised on It.

One of the most sasonable and most profitable lines for grocers now is

TABLE SYRUP

"Crown"  Brand

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

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

is of all Syrups the most perfect, purest, healthiest and most satisfactory. It is the product of the finest selected corn—a line that will receive the approval and repeat orders of your customers.

ASK YOUR JOBBER FOR "CROWN" BRAND

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

Did you ever try to increase your business among mechanics and other workmen?

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

The
**Master Mechanics
Extraordinary
Tar Soap**

one of the excellent soaps manufactured by

The Albert Soaps Limited, - Montreal

Coughs Have Made

Mathieu's Syrup of Tar and Cod Liver Oil famous throughout the Dominion as the best and most permanent cure for all throat and lung affections.

It is in constant and ever-increasing demand.

You can increase the number of your customers and the size of your banking account by stocking

**MATHIEU'S SYRUP
of Tar and Cod Liver Oil**

Mathieu's Nervine Powders are too well known as a cure for all nerve pains to need any comment. It is to your advantage to supply the demand.

J. L. Mathieu Co., Proprietors
SHERBROOKE - - - P. Q.

**National
Licorice Co.**



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE**, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: **THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.**

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

Molasses

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

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

**Dominion Molasses Co.,
LIMITED**

Halifax, - Nova Scotia

Agents

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



**When in
Doubt
Buy These
Goods**

***Fry's Cocoa
and Chocolate***

Contain no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

When in doubt buy "*Fry's*."

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results—quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy "*Cox's*."

Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest, but the "best."

When in doubt buy "*Codou's*."

SOLD BY LEADING WHOLESALERS EVERYWHERE

ade

Cod Liver
omunion as
ure for all

increasing

er of your
r banking

RUP
Oil

known as a
nt. It is to

Proprietors
P. Q.

es

ng
er

is.
u.

Co.,

ONTO
MILTON
DON
WIPIC

Manufacturers' Agents and Brokers' Directory

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.
 Have you got something you wish to ship in these cars?
 We will reship, sell or store for you. Write us.
 Wilson Commission Co., Limited
 Brandon, Man.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

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

HALIFAX, N.S.

J. W. GORHAM & CO.

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

MONTREAL

A. J. HUGHES

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

H. J. STEVENS

126 Board of Trade, - Montreal
 Wholesale Brokerage
 Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers
 and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778.

BOND 28.

EXPERIENCED ADVERTISEMENT WRITERS

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

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.
 Warehouseman, Shipper and Steamship Agent.
 Owen Sound, - Canada

ST. JOHN'S, N.F.

THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public
 Commercial Chambers, Water St.
 ST. JOHN'S, N.F.
 A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

TORONTO.

W. G. A. LAMBE & CO.

Toronto
 Grocery Brokers and Agents.
 Established 1885.

C. E. KYLE

Wholesale Grocery Broker and
 Manufacturers' Agent
 27 Front St. E., Toronto
 Highest references. Commissions Solicited.

W. G. Patrick & Co.

Manufacturers' Agents
 and
 Importers
 29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO.

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

CURRENTS

ON SPOT.

W. H. MILLMAN & SONS

Grocery Brokers
 TORONTO

POTATOES

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

R. W. HANNAH

300 Board of Trade Building, - Toronto

VANCOUVER.

J. McA. CAMERON

Manufacturers and Wholesale
 Commission Agent
 Correspondence Solicited

Vancouver, B.C. P.O. Box 912
 Reference—Bank of Hamilton

WINNIPEG.

CALGARY STORAGE

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

JOSEPH CARMAN

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

STUART WATSON

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

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

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

G. B. THOMPSON

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

CALGARY.

Solid brick and stone Wholesale Warehouse
 to let in Calgary, on Stephen Avenue. Just about
 completed. Two stories and basement 100x25,
 cement cellar, steam heated, electric elevator,
 track facilities at back and driveway at side.
 Wired for electricity and piped for gas. Rent
 \$200.00 per month on lease. Apply to

GEO. T. YOUNG,

52-3 Box 623, CALGARY, P.O.

Our

No
 many wa
 principal

Our Success is Due to the Perfection of Our Goods

Something entirely new

Japanese Starch

is a

Revelation in Starching

New Process

It pays to handle reliable goods.

American Pure Food Co.

Montreal, Can.

Write for samples
and particulars

No matter how good your business, it constantly requires pushing. There are a great many ways to push the retail trade to success. It is the opinion of many that one of the principal ways of successfully conducting business is to have reliable and up-to-date goods.

ES
r of my celebrated
Potatoes
station.
IAH
Toronto

R.
MERON
Wholesale
gent
solicited
P.O. Box 912
Hamilton

ORAGE
trally located
ewart
Calgary, Alta.
OKERS.

RMAN
nd Manufacturers
holesale Brokers
is 722 and 723
Man.
Correspondence
Solicited.

ATSON
t and Whole-
Broker.
Man.
ondence Solicited.

business to this
JNTRY
ccount to our
AGE.
lished over 12 years
& Co.
ission Merchants
TOBA

PSON
Commission
t
WINNIPEG, MAN.
PSTAN."
ondence solicited

olesale Warehouse
Avenue, just about
basement 100x25,
electric elevator,
driveway at side.
ed for gas. Rent
Apply to
G,
CALGARY, P. O.

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of our!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made. Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY
LONDON, ONT.

Telephone No.
1971

Office: 2nd FLOOR MERCHANTS BANK BUILDING.
Entrance on Queen's Avenue.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

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

A. G. DOUGHTY & CO. Head Office, 20 Eastcheap, LONDON. PROVISION IMPORTERS. Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

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

This space \$30 per year.

DAVID SCOTT & CO. Est. 1873. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL, Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US. 139 REDCLIFFE ST., BRISTOL, ENG.

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

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO. PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 68, West Smithfield.

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

E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A.B.C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acrition, Liverpool." Code, A. B. C., 4th Ed.

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

This space \$15 per year

Salter & Stokes 20 King St. W. Smithfield, London, Eng
226-7 Central Market, E.C.,
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

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

GEO. R. MEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W.C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.

SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO., 23 KING ST. - LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

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

GEY

Quality
Is Remembered
long after
Price Is Forgotten

CEYLON Tea Talks

No. 6

We have laid before you the main features which go to make a good tea. These are all found in perfect proportions in Ceylon Tea. There are other factors, however, of equal importance, without which the good results are minimized, one of which is absolute purity and absence of extraneous matter.

Ceylon Green Teas are absolutely pure and free from extraneous coloring matter, such as is often used in teas of other growths.

(To be continued)

CEYLON GREEN TEA — the only tea for the real epicure

ir Canada
of foreign
de.

rices and

Y

NICKES & CO.,
ers, EASTONHEAP, LON.
STREET, LIVERPOOL.
ons made in Canned
d Vegetables. Consign-
responsibility solicited.

BEKER & CO.
d Hotel Chambers,
Garden,
ENGLAND
representatives and
Earl Fruit Co.,
ia, U.S.A.
SALTIES,
d CANNED FRUITS
Emulate.
D. and Lieber's.

BYD & CO.,
- LIVERPOOL,
all kinds of CANADIAN
st references. Wide
C. 4th and 8th ed.,
Lieber's Codes. T. A.

'SKELL & CO.
HANTS, LIVERPOOL,
of Spare Ribs, Hocks,
ndid outlet for all kinds
Best prices—prompt
Established 1883.

London, Eng

ILTRY.
We buy outright.

W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.



A Two Cent Mistake

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

IF A MAN WANTS CREDIT

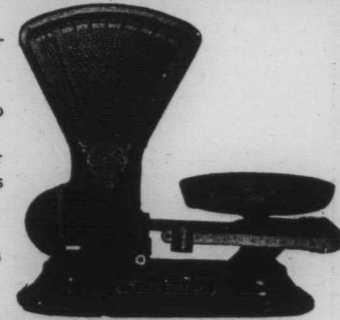
or \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

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

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

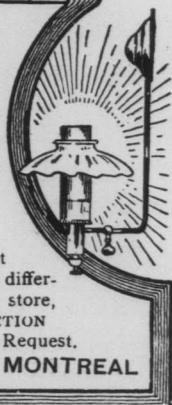
THOS. C. IRVING, Gen. Man. Western Canada Toronto.

THE AUER GAS LAMP

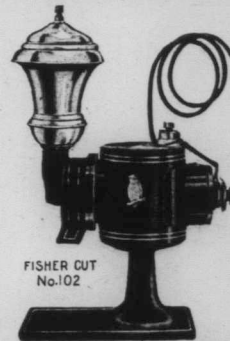


Delightful to read by.
Gives the light of 100
Candles and Costs less
than Coal Oil.

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



ELECTRIC POWER COFFEE MILLS



FISHER CUT No.102

This cut shows one of the designs we are making.

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

Granulates 1-lb. of Coffee a minute.

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

Write us for Prices.

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

"WALKER BINS"

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario

SALES

n, Ont.

S

the Civilized World
U.S.A.

financial condition and
defined as of the
ating information no
ustify its claim as an
nd connections have
ns throughout the

the wholesale, jobbing
business corporations.
dependence invited.

TRENTON, QUE.
MONTREAL, ONT.

E MILLS

one of the de-
g.

H.P. Motor,
or Alternating

. of Coffee a

. of Coffee a

Prices.

TORONTO

NS"

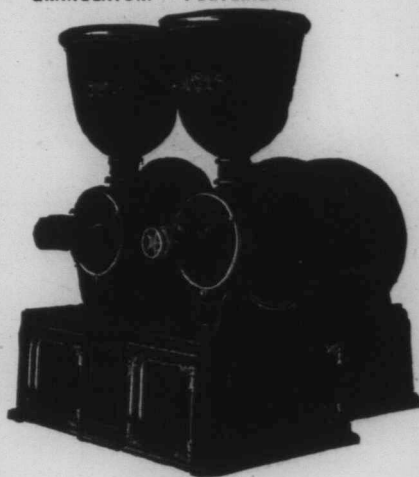
Co.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating



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

Our Grinders Wear Longest

No. 65

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

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

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



STERLING

BRAND

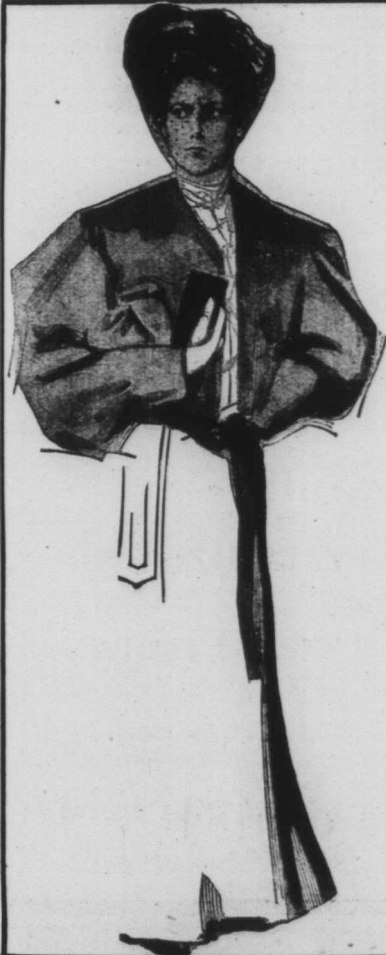
PICKLES

that have made a sure start for larger success for 1906.

There's no line of relishes carried by grocers anywhere that moves more frequently than those bearing the brand "Sterling."

SOLD BY ALL FIRST-CLASS JOBBERS

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



Customers Can Count

That a storekeeper who uses a National Cash Register has newer stock, better methods and satisfactory prices. A merchant who is up to date in his methods of keeping accounts is up to date in other ways

Where a cash register is used there are no disputes over change, money paid on account, bills sent twice. It safeguards purchases made by servants or children

Storekeepers are invited to send for our representative who will explain N. C. R. system

Tear off here and mail to us today

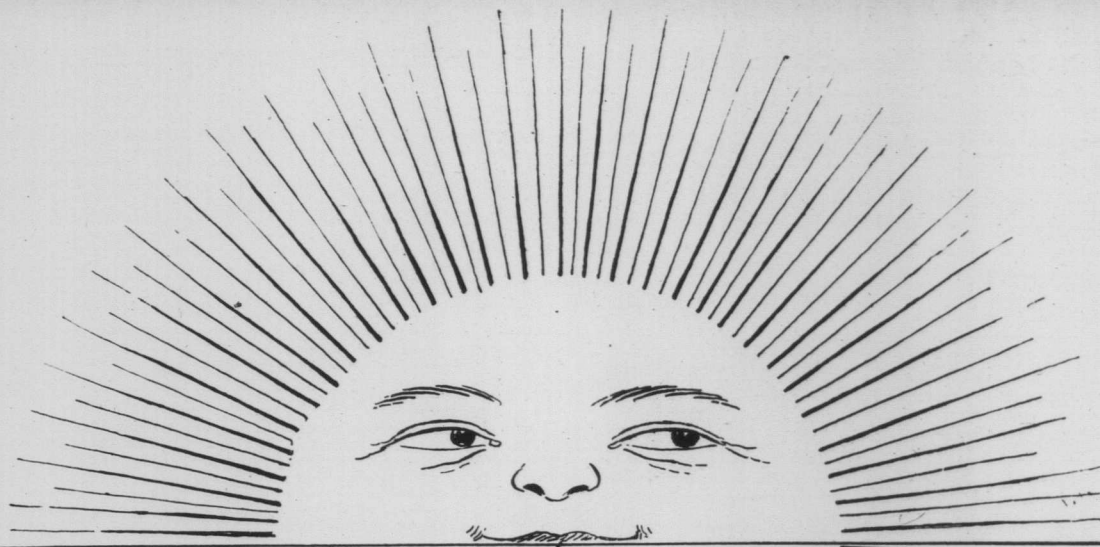
N. C. R. Company
Dayton Ohio

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

Name

Address

No. of men



The sun of prosperity will shine upon your trade this year if you will study the conditions of your tea trade. The prime factor to this end will be the selling of

JAPAN TEAS

—There may be other teas of considerable merit, but for all-around, thorough healthfulness and absolute purity there are none so thoroughly satisfactory and profitable as

JAPAN TEAS

*"Not what is said, but what is done,
is to be regarded"*
Said the old sage.

PATERSON'S CAMP COFFEE ESSENCE

has made a reputation that makes constant sales—surely an achievement. The old sage knew his business.

ROSE & LAFLAMME, Agents
Montreal.



George Dalidet & Co.

BORDEAUX,

FRANCE

The
Noted
Packer
of
French
Products

They
Are
Sellers

Peas
Mushrooms
Mixed Vegetables
Sardines
Crystallized
and
Glazed Fruits

Let us hear from you.

Agents:

ROSE & LAFLAMME
MONTREAL

This Hon
Queen Street
to guests. Bl

TOV

This first-c
part of the e
near to all pr
and Ladies' B

Mrs. J. F. SM

Opposite V

BOA

Mrs. FRASE

Term

A. PASCHAI

C

WO

(CORNER OF
Cool and al
Moderate. El
E. COTTAM.

WINTH

JOHN McEWE

OTTAWA

W. H. DURHA



LONG

Has

Ful

est

THE BEL

WE HA

YO

THE

OA

REI

SAVIN

//

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private board \$12 to \$14 per week.

BOARD AND ROOM

"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA
Terms moderate. Also furnished cottages.

THE AMERICAN HOUSE

A. PASCHAL (Prop.) HAMILTON, BERMUDA
Centrally located. Open all the year round.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)
Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR. RENFREW, ONTARIO
The most popular Hotel in the Ottawa Valley.



THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WE HAVE EVERY FACILITY TO TRANSACT
YOUR BANKING BUSINESS
AND INVITE YOUR ACCOUNT

THE METROPOLITAN BANK.

CAPITAL PAID UP, - - \$1,000,000.
RESERVE FUND, - - 1,000,000.

SAVINGS DEPARTMENT at all branches.

*Interest allowed on deposits of
one dollar and upwards*

WESTERN ASSURANCE COMPANY.

Incorporated 1851

**FIRE
AND
MARINE**

Head Office Capital - \$1,500,000.00
Toronto, Assets, over - 3,300,000.00
Ont. Annual Income - 3,890,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

**Confederation Life
ASSOCIATION**

W. H. BEATTY, President.

W. O. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

**BRITISH AMERICA
ASSURANCE COMP'Y**

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,043,678.59.

LOSSES PAID SINCE ORGANIZATION, \$25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>	<h3>Leading Canadian Accountants and Auditors</h3>	<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>
<p>This space \$30.00 per year.</p>	<p>This space \$15.00 per year.</p>	<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street, Toronto. 52 Canada Life Building, Montreal. 100 William Street, New York.</p>

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>	<h3>LEGAL CARDS.</h3>		<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>
<p>TUPPER, PHIPPEN & TUPPER, Barristers, Solicitors, Etc. Winnipeg, - - - Canada.</p>	<p>ATWATER, DUOLOS & CHAUVIN Advocates, Montreal. Albert W. Atwater, K. C. Consulting Counsel for City of Montreal. Chas. A. Duolos. Henry N. Chauvin.</p>	<p>BEATTY, BLACKSTOCK, FASKEN, RIDDELL & MABEE Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto. Tel. Main 3813. - - - Toronto, Ont.</p>	
<p>IRWIN & JONES, Barristers, etc. H. E. Irwin, K.C., Clerk of the Peace, County of York; B. Morton Jones, B.C.L.; Solicitors for Equity Fire Insurance Co., Berlin Fire Insurance Co. 24 King St. W., Toronto. Weston, Ont.</p>	<p>W. G. WILSON Barrister, Solicitor, Notary, Conveyancer, etc. Napanea, Ont.</p>	<p>MEWBURN & AMBROSE Barristers, Solicitors, etc. S. C. MEWBURN, E. H. AMBROSE, Hamilton, Ont.</p>	<p>WM. A. McLEAN Barrister, Solicitor, Etc. Head Office, Guelph, McLean's Block. Branch Office, Aoton, Town Hall. Corporation Solicitor, Etc.</p>
<p>ROBINSON & GREEN Barristers, Solicitors, Etc. JOHN A. ROBINSON. JOHN R. GREEN. Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.</p>	<p>LOUGHEED & BENNETT, Barristers, Solicitors, Advocates, etc. Calgary, Can. Cables: Lougheed, Calgary Solicitors for: Bank of Montreal. Canadian Bank of Commerce, Bank of Nova Scotia, Merchants' Bank of Canada.</p>		<p>This space \$30 per year.</p>

ALCOHOLISM

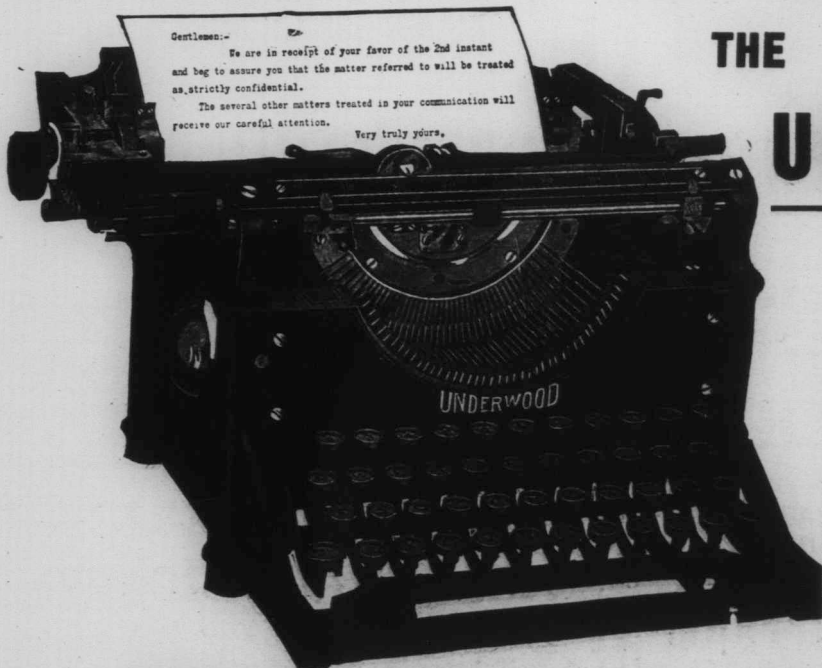
The best treatment for all persons affected with the disease of drunkenness, is known only to

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 occur in their employ.
See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw } **BELLEVILLE, ONTARIO** { J. Frith Jeffers, M.A.
Secretary. } President.



THE UNDERWOOD

The Writing-in-Sight Typewriter

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

UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST,
TORONTO

and at

99 ST. FRANCIS XAVIER STREET,
MONTREAL

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

arranging part-
book companies,
making collec-
g estates, mak-

HARDY,
Accountants,
Insurance Agents,
Toronto,
Montreal,
New York.

arrangement of
assignments, as
legal nature.
MacLean Pub-
or Toronto.

LABEE

to, Ont.

HEAN
tor, Etc.
McLean's Block,
Town Hall
ditor, Etc.

e, Limited

s before vacancies

Jeffers, M.A.
resident.

OD

In-
riter

k 25%

n any

chine.

Grand

Ex-

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?**

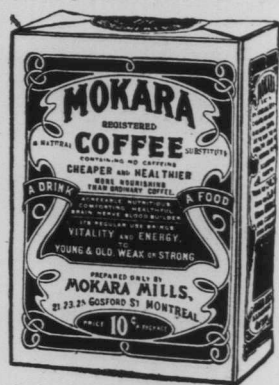
If not, isn't it important that you should?

The **CANADIAN CANNERS, Limited**, 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 "**Canada First**," "**Little Chief**," "**Log Cabin**," "**Horseshoe**," "**Auto**," "**Lynnvalley**," "**Maple Leaf**," "**Kent**," "**Lion**," "**Thistle**," "**Grand River**," etc., etc.



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



Unsweetened

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

"The Brand



of Quality"

We can now offer the trade the following :

APPLE JELLY IN CUPS AND JARS

A Limited Quantity of "Gallon Apples."

APPLE BUTTER IN JARS AND PAILS

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.

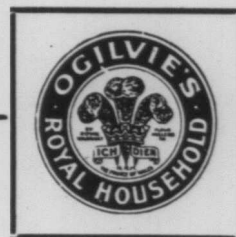
If your dealer cannot supply you with any of the above, write direct to

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont.

8 WELLINGTON ST. EAST, TORONTO, CANADA





\$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 HOUSEHOLD" 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

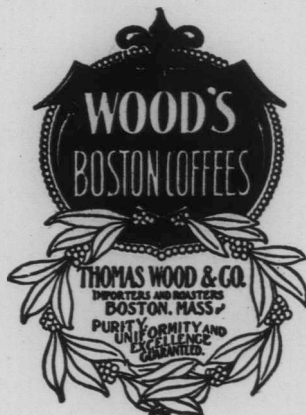
Limited



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, Ill.

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

The amount has arisen (brought on the decision of the bonding private a crucial stage the accusations combine the inviting the trial commitment. We figures of the appeared in

MR. WILLI

“About two Liam Davies considerable packets, but by the short ada, and at about one-half United States penses, to s in weight heavy, and a handsome United States higher freight tured goods at that time time contra goods were steamers at

Som
“Naturally and, thinking business and had given up Chicago and ed in the We tempting off there. but b reluctant to appeal to t They agreed lations a lit gent, and we build, and st by letters to addressing served.

Engl
“Meantime changing. Tl bacon, and t into disreput and Danish b lem. They s improved lar purposes, an that was ch ditch was di of bacon tha ous epicure. port a nu prize-winning Huntingdon, ber and ad they were s Edward Isla asked the as den, but he adopt them; able. He ha his own farr amende honc

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 Canada, and at that time were obtaining about one-half to two-thirds from the United States. The freight 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 goods were often shut out of ocean steamers at Portland.

Some Missionary Work.

"Naturally we became discouraged, and, 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 into disrepute and disgrace. The Irish and Danish bacon curers solved the problem. They supplied the farmers with the improved large Yorkshires for breeding purposes, and very soon the thick fat that was characteristic of the Dunmow sitch was displaced by a long, lean side of bacon that satisfied the most fastidious 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 farmers would not adopt them; they would not be profitable. 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 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 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 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 Minister 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 importance, 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 guarantee 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 Agriculture, but if his methods of running a packing house proved as successful as his manufacturing and commercial enterprises, as I and others know to our sorrow, then heaven help the pork packers. 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."

HON. JOHN DRYDEN'S LETTER.

"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.

Cause of the Controversy.

"What, then, is the cause of so much controversy in reference to the production 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 a common ground.

"First, the packers desire the privilege of importing from the United States a class of hogs for use in their packing establishments which are confessedly inferior 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 unlimited supply can be presented for consumption 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, the 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 hog 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 quality, 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 letter that he asked my assistance, but 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 championing the improved Berkshire. Now, surely Mr. Davies can see—if he cannot, I 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 best bacon producer from Tamworth, from Yorkshire, from Berkshire and other sources. Then the best among the whole lot.

This was the only real way of proving what Mr. Davies asserted was true, that one breed was superior to another. The 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. The 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 had 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 to the discussions which took place. The ideal bacon hog and others which were not ideal were brought into the lecture room. 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. The 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. Following this, 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 with the men upon whom they depend for their raw material.

"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. The 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 were in frequent communication with the Minister of Agriculture, the Hon. 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 quarrel with him for his decision. We think the course suggested by us was the wiser one, although the above figures will demonstrate 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 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 whatsoever. 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

upon an u as affirmed and your w over the those of t journals, a ed, ungene "We mak anxiety a campaign, of confiden to the cont that a spir the breeder and the cur duct to criticisms and the ba actual kno public serv criticisms. conjecture cept as tru who are co wrong is de industry in province ar men who l money in b of which is activity wi ed.

"As an ev has been a pany, as th the business 000 in numb as comparo lent to one-workpeople been from week short business h anxiety and age in hogs natural mea period of hi when under tities would

"We want solation for ly ask that so powerful to do good cease a desti their statem mere conject

"We sincer tion of hogs ers. We beli has been pos gent co-oper and feeders hogs and th good bacon.

is being wro sistent news tion and asse is not suppor we say, as f erned, is no rectly contra which the bu

Com

"If you, wi ers' Advocate ers' Sun, and World, will a Monteith, Mir present Govr Hyden, Minis the Ross adn an Anderson farmers' Ins with your as a

REPLIES.

cle in the Toronto and to recent Farmers' Sun, in bond. The in the bonding est be answered not killed an in Toronto in small house we we killed about y last Summer, eeks ago, which an hogs we have July, 1905, we unication with ure, the Hon. him the neces- side of bacon ogs under the skin branded feared injury to g the products as Canadian in decided to stop to adopt the e have no quar- sion. We think s was the wiser figures will de- ant the whole ny.

packers' com- n your columns the columns of as far as this ere is no ass- tion of packers ver. The state- ou and by the aps it is not re is an under- effective never- we desire to s not had, has direct or in- through Joe h or telephone sort, kind or, whereby the for hogs is dis- s compared, or owing collusion mter involved. some loophole covered, if you to cover the understand that r language. If know the price for hogs each some means un- an discover the for us a very ice.

and Beef. ot desire, and ol the bacon or irect or indirect to bring all the nmand to bear which it was for and desires y source what- that industry to the day-to- mpany were self-respecting, om such efforts ie same money mbination. We rime of playing g a pride in the re associated, e lines indicat- are concerned, gestions based

upon an understanding between packers as affirmed in your article of the 4th, and your writings of the same character over the last two years, as well as those of the Farmer's Sun and other journals, are and have been unwarranted, 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 operated.

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 consolation for this state of affairs. We only ask that in simple justice newspapers, so 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 intelligent 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 is being wrongfully destroyed by a persistent newspaper campaign of insinuation and assertion against packers which is not supported by evidence, and which we say, as far as this company is concerned, is not only misleading, but directly contrary to the whole spirit in which the business is conducted.

Committee Suggested.

"If you, with the editor of the Farmers' Advocate, the editor of the Farmers' Sun, and the editor of the Farming World, will arrange for the Hon. Nelson Monteith, Minister of Agriculture in the present Government, the Hon. John Dryden, Minister of Agriculture in the late Ross administration, and Mr. Duncan Anderson and Mr. T. McMillan, Farmers' Institute lecturers, to join with you 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 understanding 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, questions referred to in the letter of the Hon. John Dryden in the Globe of even date, and which are outside your particular 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 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. McRobbie. The motion was seconded by H. 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 attend the meeting of the Forestry Association 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 mill.

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 representations made. Its work has been done quietly and effectively. Many settlers in outlying districts have been surprised at the erection of a bridge over a 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 matter 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 opinion of this meeting bring increased prosperity to the Mother Country and the colonies."

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.

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 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.



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

A HANDY FRUIT DISPLAY.

How to display dried fruits? This question has at last been solved. I have 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.

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

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.



SUCCESSFUL
please the h
good margi

P

NUT

How n
ness on
even pay
some of
cessful at
tunes? Tl
ed to ma
merican b
hundred
nineti-th

But w
bank bei
one was
in Conne
most suc
The head
who forr
other bar
on accou
the direc
He knew
mer of n
he was l
a very si

After
ship. he
under a
self, of c
he starte
When h
subscrip
bank, an
one whos
"Now, n
single dc
want is y
months,"
counted
agreed to
dent of l

With t
new banl
culation,
the bank
makers v
they ple
scheme v
cashier l
the notes
stock and
chased G
national



THE WELL KNOWN
AND RELIABLE
CAKE.

SUN PASTE
STOVE POLISH

RISING SUN
STOVE POLISH

TINS
GUARANTEED
TO
THE TRADE



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 please the housekeeper and sell themselves without talk and bring the customer back for more. These are the stove polishes that it pays you to handle, with a 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 NECESSARY 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 to-day. You hear talk about the corporations throwing limitations about the individual efforts of young men. The fact is that corporations are reaching out for bright youths and paving 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

JAVARICE

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.

THE
T. UPTON CO.
LIMITED.

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. We 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. The 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 slave. 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 brickbats. 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.

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.

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 Grocers, **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.

OIL.

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, Gagnoll & Co.,
Nice, Barri, Lucca.

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 confectioners.

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 fever.

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, assignee, made the sale.

Mr. H. E. Robinson has been appointed superintendent of the Ingersol, waterworks 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, 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 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."

WHOLESALE GROCERY FOR PORT 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 Gaspé 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 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.

Tartan
BRAND

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.

Here

IS A

it

IT PAY

o

IT GIVI

v

r

BLACK

To retail

THE

BU

Bank of To
in Berlin, Or

Bank of N
a branch in

John] McI
Ethel, Ont., I

The Sover
opened a bra

E. W. Ma
Kenton, Mar

Stewart A
Wheatley, Or

Howard L
Minnedosa, M

The Trade
opened a bra

A. Assaa
Buckingham,

The Bank
opened a bra
B.C.

Guy W. Dy
tol, N.B., has
insured.

Claver &
chants, Coope
burnt out.

A. W. H.
chant, High
burnt out.

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

IT 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—½-lb. and 1-lb. packages.

To retail at **25, 30, 40, 50, 60 and 80c. lb.**

What one grocer says:

Dear Sirs,—
 Oct. —, 1903.
 We would like you to ship us at once, 1 case "KOLONA" 1-lb. packages, green, to sell at 25c. 1 " " ½-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 and 60-lb. cases.

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

BUSINESS NOTES.

Bank of Toronto has opened a branch in Berlin, Ont.

Bank of New Brunswick has opened a branch in Fairville, N.B.

John McDonald, general merchant, Ethel, Ont., has been burnt out.

The Sovereign Bank of Canada has opened a branch in Chatham, Ont.

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

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.

A. Assaad, general merchant, Buckingham, Que., has been burnt out.

The Bank of North America has opened a branch in North Vancouver, B.C.

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

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. Bittancourt. The purchase price is withheld. Mr. 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 another 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 Odd-fellows 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 car of 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 prepared 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 Christchurch.

MINCE MEAT

Now is the time for selling it.

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 over other Brands.

Packages : 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

TELEPHONE M 3960

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 the market. We know you can 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.,
HAMILTON LIMITED



WESTERN GROCERS

Satisfy your customers

by giving them the

Finest Quality Canned Meats

Packed in Canada to-day.

Corned and Roast Beef
1 and 2-lb. Tins

Canned Chicken
1-lb. Tins.

For sale by all Western Jobbers

Packed by

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN
Winnipeg, Man.

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 che...
as ever, an...
gaining in...
New Year...
"guessing"...
pity that r...
able, as "...
widely wro...
the knowir...
have settle...
220,000 an...
stocks of...
Canada, a...
half of the...
of British...
instruction...
for new bu...
reported o...
Bristol and...
ably below...
and all ma...
vaning pr...
There is...
tremely hig...
points for...
bracing all...
to May 1...
generously hi...
doubtedly...
getting the...
as early a...
cheese pri...
higher tha...
have the c...
mers to ins...
of butter...
for the ma...
Latest r...
sreak of a...
butter, wit...
high prices...
is hardly...
other coun...
high prices...
here now...
consumptio...
ter are ver...
the presen...
The Dom...
J. A. Rud...
vocated th...
as it is d...
truly be...
Country"...
Townships...
are the fir...
society in...
and we ra...
ships have...
first qual...
tainly dem...
they are th...
to-date. T...
is decided...
of improv...
should be...
sections of

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 considerably 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 immediate consumption, 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. Ruddiek, has for some time advocated the testing of individual cows, as it is done in Denmark, which may 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 finest quality of butter, and they certainly demonstrate by this step that they are thoroughly progressive and up-to-date. This method of "cow testing" is decidedly a step in the right direction, of 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 cheese 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. This condition is general at all points in regard to provisions. The new regulations 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 cwt., 20,650 cwt., and 26,581 cwt., respectively greater than in 1904, figures for October and November show a falling off in receipts of butter from the colonies of 15,765 cwt., and 3,754 cwt.

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 cwt., 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.

Windsor Salt

must not be confounded with ordinary Salt. In quality, it is as high above the common Salt of trade as can be imagined. It won't cake—it is pure, white, dry. There is no impurity in it because of the care taken in manufacturing. It is sifted, not ground. Every particle of it is a separate Salt Crystal. It pays to sell Windsor Table Salt, because it is so good, clean, pure—**it is all Salt.**

The Canadian Salt Co., Limited
Windsor, Ont.



Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?

The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT
53 Upper Water Street Board of Trade Building
HALIFAX, N.S. MONTREAL

Season 1906

HORSE SHOE SALMON

Now in Store



ALSO

SPRING SALMON—"Columbia" Brand.

COHOES—"Tiger" Brand.

PINKS—"Sunflower" Brand.

"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons
Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

The Mac

Publishers
the Provinc
chewan, M
New Brun
abroad.

CANADA—

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

ST. JOHN

GREAT BRITAIN

LONDON

MANCHESTER

FRANCE—

PARIS

SWITZERLAND

ZURICH

Subscriptions

Great Britain

Ca

THE PA

In another
found go
passing o
the remov
Both side
sues as s
all is said
have follo
the real is
of buying,
accusation
know that
other than
piped at C
in the cor
ly gone ov
great objec
is the "D
Dryden ma
this line,
responsibil
believe he
motive and
a man we
within tha
green, und
make the c
make othe
however, o
of the bu

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.



IS

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



Abbreviated

Molasses
Tea—Ad
Congoes.

Tea—Fir
vance.
Foreign
vanced 1-2c
Fur Skins

Queb

Canned G
teresting to
market. Bu
are light, a
Sorting up
travelers ear
Group No. 1 compr
"Canada Fir-t
shoe" and "At
Group No. 2 compr
"Lynnvalley,"
"Thistle," and
Group No. 3 compr
"Globe," "Ju
brands.

Cherries—
2s, red, pitted.
2s, red, not pitted
2s, black, pitted
2s, black, not p
2s, white, pitted
2s, white, not p

Currants—
Red, heavy syrup
Red, preserved
Black, heavy syrup
Black, preserved

Gooseberries—
Heavy syrup
Preserved

Lawtonberries—
Heavy syrup
Preserved

Peaches—
Yellow, flats, 1 1/2
" " 2
" " 2 1/2
" " 3
whole 2

White..... 2
" " 2 1/2
" " 3

Pie..... 3
Pie, not peeled, 1
Pie, peeled.....

Pears—
Flemish beauty
" "
" "

Bartlett..... 2
" " 2
" " 3

Pie..... 3
Pie, not peeled, 3
Pie, not peeled, 8
gal....

Pineapple—
2s, sliced
2s " " grates
3s " " whole

Plums—
2s, Damsion, light
2s " "
2 1/2s " "
3s " "

Gals. " "
2s " Lomb
2s " "
2 1/2s " "

3s " "
Gals. " "
2s " Green
2s " "
2 1/2s " "

3s " "
Gals. "

ranges for these lines from 4½c to 4¾c per lb. Other arrivals by the Ping Suey were Lipton's pickles from Liverpool direct, and also imported French sardines.

Vegetables.

The fresh 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 Ashcroft 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 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 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 quantities imported from Eastern Canada indicate the possibilities of legitimate trade, if handled properly.

NEW OFFICERS APPOINTED.

At the annual meeting of the grocers' section of the board of trade for the appointment 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, Stinson; forwards, Morton, Taylor, Corodus and Oliver.

Referee—B. R. Brown.

TEA ANALYSIS.

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

	Theine.	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.

QUALITY—The keynote throughout

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

puffed rice has
 ch a great de-
 at the Ameri-
 000 barrels be-
 tion has been
 rican markets,
 npany has been
 n of a plant in
 to manufacture
 an trade.
 he puffed rice
 per day it will
 ease the staff
 chinery will be
 or-saving device
 world has been
 ion of the new
 ll be a big in-
 usiness of the
 e of the many
 can Cereal Co.
 cture in their

MILL.
 of Agriculture
 ed 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
 s full blast since
 run very often
 with the work.
 n made for the
 idy for the mill
 will be granted
 rgest in the pro-
 t of Sherwood's
 arleton county,
 100 barrels per

MARKETS.
 extremely quiet
 has been done,
 arger Manitoba
 p of 20c. in the
 and strong bak-
 n in a measure
 io millers. It
 latter are doing
 resent. Export
 We quote:
 4 40 4 70
 4 60 4 30
 4 10 4 40
 2 00 2 10
 4 80
 4 40
 4 70
 4 20
 2 10

ts.
 d oats was the
 t generally, and
 nd of last week
 le by the associa-
 are 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.

CON
TH
D

CANADA

advising the
us RALSTON
made in a
adian Wheat.
lston stands
lesome wheat

ackages

COMPANY
ONTARIO

G CO., Limited
Ontario.

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

CO., QUEBEC
ippers
L FEED, SALT
FISH
anned Goods Manu-

BRAND

Hulls
ices
ipeg, Man.

A Delicious Cup of Coffee

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

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

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.



SYMINGTON'S
High Pressure
Steam Prepared
PEA FLOUR
EASILY DIGESTED.
For Thickening Soups, Gravies, &c.
Sold in 1 lb. Tins.

SYMINGTON'S
PEA SOUP
Prepared from Symington's Pea Flour, Extract of Meat,
Herbs and other Seasonings.
Only wants the addition of Water.
Sold in 1 lb., ½ lb., and small Tins.
Manfrs: W. SYMINGTON & CO., L.D., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. E. S. McIndoe, 120 Church St., Toronto.
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" Flour

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
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

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

Stock Up With

Mother's Favorite

"MELAGAMA" 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 telephone for samples and quotations which will be cheerfully given.

MINTO BROS., Toronto **F. J. WHITE, MANAGER.**

..... 15 00
..... 25 00
..... 2 75

les.
to report in the
able market. Busi-
t, both among the
the Bonsecours
are holding their
emand. Potatoes
unchanged prices.

..... 0 65 0 671
..... 0 15
..... 0 25 0 35
..... 1 00
..... 1 00
..... 0 12 0 15
..... 2 00
..... 2 00
..... 1 50
..... 0 70
..... 0 40
..... 10 20
..... 2 50 2 75
..... 0 90
..... 2 50 2 75
..... 0 75
..... 2 50 3 00

MARKETS.

uits.
fair interest, and
ing good inquiry.
how that holiday
expectations.
the main feature
constant arrivals
roved condition.
ce on the market
oted at \$3.00 per

and much easier

firm up, and show

great activity
steady advance.
pe fruit has im-
an upward ten-
s are revised to

er box..... 3 00 3 50
"..... 3 25 3 50
box..... 2 00 2 35
..... 3 25
case..... 4 50 5 50
x..... 3 00
ox..... 2 25 2 75
..... 2 50
..... 6 00 7 60
barrel, nominal..... 13 50
sno..... 4 50
..... 1 50
..... 1 40
..... 3 50
..... 2 75
..... 1 75 2 00
..... 2 25 2 50
..... 5 00 5 50
box..... 4 50 5 00
..... 2 75

les.
small volume, and
lines of import-
he market.
added to list at

anding good at-
quoted at 80c.
ng slowly at \$2

held in fair quan-
ly at 35c. to 40c.

hamper..... 1 90
..... 0 90 1 00
..... 1 25 1 30
..... 1 0
..... 3 00
..... 0 40
..... 0 75 1 25
..... 0 50
..... 0 50
..... 0 30
..... 0 35 0 40
..... 0 60
..... 2 00 2 25
..... 0 80
..... 5 00
..... 2 75

"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

PICTORIAL ADS

Do You Illustrate Your Ads. ?

A bright design often goes a long way to increase the effectiveness of a good advertisement.

Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.

Our artist will submit sketches to suit any trade and finish sketches when approved.

Just the actual work of artist and cost of plate will be charged for.

Your advertisement will stand out distinctively. It will be exclusive. It will pay.

Don't hesitate to ask for what you want. We will see that you get it promptly.

Pictorial Advt. Dept.
THE MacLEAN PUBLISHING CO., Limited
 Montreal Toronto Winnipeg

Publications listed in the illustration:
 CANADIAN GROCER
 BUSINESS MAGAZINE
 DRY GOODS REVIEW
 HARDWARE AND METAL
 CANADIAN MILITARY GAZETTE
 PRINTING AND PUBLISHING
 W.L.L. FROST



INTE

"What i
 dence of t
 gation of
 cured wa
 Commissi
 C., relativ
 ies on the
 Fish Com
 Kershaw
 salmon fro
 Columbia
 ed hatcher

"When t
 operation
 tem of ma
 pose of as
 turned out
 native spa
 length of

"The ma
 Mr. Kersh
 that were
 Chinook h
 spawn of
 and the
 1901. The
 that leave
 small bon
 and a hole
 ting of th
 same as a
 —it never

"The Ce
 depleted v
 of salmon
 stream, ar
 demonstra
 by some n

"While c
 marked, w
 ies, the fa
 river found
 during the
 dence that
 only solut
 the depleti

"Mr. Ke
 Columbia
 operators
 mon, and
 it was ap
 one respon

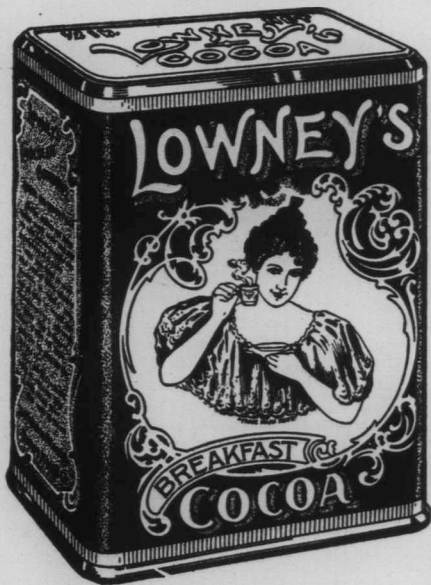
SKEENA

A report
 the Domin
 River says
 the worst
 the middle
 of Novemb
 five or six
 interfered
 work at th
 frequent o

On Sept
 sudden risi
 away sever
 the river
 one of the
 sockeyes v
 spawning.

In spite
 was contin
 in place.

**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 cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 47 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

THE
STEWART COMPANY, LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

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.

SELLING AGENTS:
J. A. TAYLOR R. S. McINDOE JOS. E. HUXLEY
MONTREAL TORONTO WINNIPEG

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

MILK CHOCOLATE

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

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

A CONF

Some very f
ery were in
week, but it
grocers gave
of their busi
tempts were s
yards of colo
spread out in
with an attem
sundry fancy
fectionery se
idea been giv
window would
however, a ve
sult, and it is
material good
lost a fine ch

Nothing len
good effect, a
than a well as
small fancy b
long and arra
the window le
grocer's wind
ner space, an

One advan
that it takes
of stock to g
baskets can b
signs, the val
effect. They
ed packing, i
ranged in des
getting a fine

Another ve
noticed in a
of shelves arc
was certainly
vantage, howe
stock is abso
the effect is
for most groc

It is high
to the advant
displays; it i
is not gettin
should from t
fectionery sal
just in propor
husiasm displ
heart' and lif
hold the resu

USEFUL

Dissolve two
hot water, set
seven pounds
of glucose in
fire and stir
four pounds
this up with
next add two
ounces of n
good beef su

BISCUITS AND CONFECTIONERY

A CONFECTIONERY WINDOW REVIEW.

Some very fine displays of confectionery 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 yards of colored material had been spread 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 regards confectionery, than a well assorted display arranged in small fancy 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 enthusiasm displayed by the salesman. Put heart and life into the display and behold the result.

USEFUL CANDY RECEIPTS.

Taffy.

Dissolve two ounces gelatine in a little hot water, set on one side. Next place seven pounds of sugar and five pounds of glucose into a copper pan, set on fire and stir it up together; then add four pounds of caramel paste, heating this up with the sugar and glucose; next add two quarts of molasses, two ounces of nuco butter, one ounce of good 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 of 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 a short piece, cut off kisses and wrap immediately.

INSTALLING A COFFEE PLANT.

Mr. E. D. Marceau, Montreal, is putting in this week one of the latest up-to-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

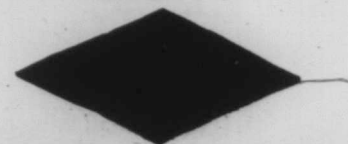
PERFECTION CREAM SODAS

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

3-lb. Cards or Tins.

THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.

DIAMOND Brand

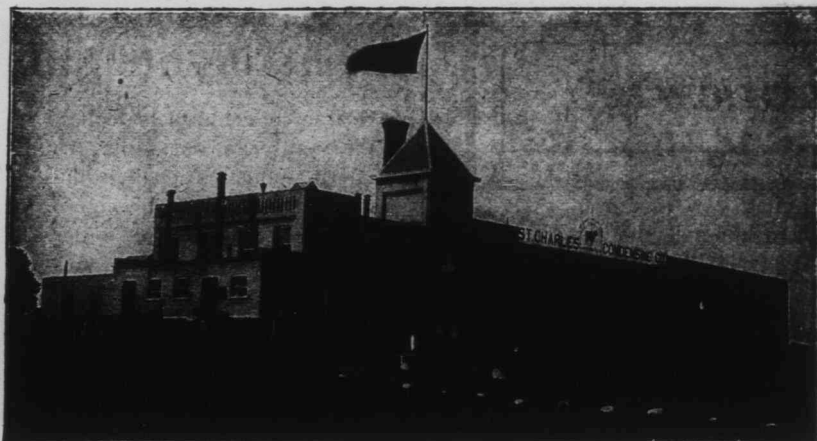


MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal



INGERSOLL, CANADA-FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
EVAPORATED CREAM**

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

St. Charles Condensing Co.

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
Guelph

**"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.,
Limited

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

**DUBLIN,
IRELAND**

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

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

WE QUOTE:

6 1-gal. tins to case, wine measure, \$4.50 per case	24 pints to case, wine measure, \$2.50 per case
12 ½-gal. " " " 4.80 "	12 qt. bottles, 2.40 "
24 ¼-gal. " " " 4.80 "	5-gal. tin, Imperial measure, 1 to case, 3.90 "

We prepay freight on lots of 3 cases or more.

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

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

THE I

Dr. F. praise of much the an artiel for the laborers ing class as a luxu who are its merit parable i been lat source of digestion difficulty, the grou and its than it whether digestion are oblig cheese is may app trated, b ntrogenc not, how hat this soft cur in their before th dergo th develop i distinguish cheese, t by the r

Unfort ent to ob British n demand l strong fla that the undergoi which is the stron and othe which ou er brand got to af milder ty has hito should b

Our Fr years m this type are not c ly nutriti which ma a substit those del the publi ed to pu form of

The p (casein) tised, un as posse which is labor unc are tast ly high p ment wh and more than for

ONE.

assortment of
 LLS.

D CREAM

World's Fair St.
 he purest and best
REFERABLE TO
 purchased through

ndensing Co.

COOKIE'

MENT OF A
 LED OUR

FER''

ger color and
 ate than the
 ial round tins.

g this, next
 ut it conveys a

CO.,
 Limited

IN,
LAND

RUP

it is cheap.

2.50 per case
2.40 "
3.90 "

will be sure of

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 half ripeness, before the butter fat has begun to undergo the fermentative changes which develop the characteristic flavors 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 of 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 Cocoa

Best and Goes Farthest

The Ideal Winter Beverage

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

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

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S Cream Soda Biscuits

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

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
 In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA



This design a guarantee of quality.

TOUGH FIBRE PAPER

FOR GROCERY WRAPPING
 Will not Break or Crack.

Strong, Stiff.
 SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
 TORONTO LIMITED MONTREAL

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 alcohol 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

Te

How
most cor
the differ
ginia tob

The s
which is
you ask
tion is b
that one
other fro

He is
ish and
field, for
varieties
is the le
Virginia
course th
tobacco

Again,
between
cos? It
product i
slowly, th
ed nicoti
state.

Burn we
nicotine
with the
smoke is

We oft
as "cabl
many pe
tually ad
than toba
outside w
with pal
proof of
piece of
which ha
properly
in thin, 1

Even
the test
been to
pinch it
signs of
American

Speakin
cigar, it i
he once t
a cigar i
needed w

The av
sized "sr
Then cor
five class
claro,"

ium; "a
and "ma
fifties bei
ed into
of 10,000

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 glauca*. 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 fair-sized "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 damage 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 CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

THE BEST MADE ARE
McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

petition presented
of creditors.

o., Limited, man-
nt., J. P. Lang-
it liquidator.

Co., confection-
eting to appoint
led for the 12th

eamery, Prescott,
J. K. Dowsley.
be on the 15th

Wm. J. Bartley
he style of Bart-
teas, etc., Mont-

Alexandre H. La-
nder the style of
eneral merchants,

wife of Adelard
d under the style
o., general mer-

Limited, general
Grand Anse, N.
d Thos. Bell, per-

and Alfred Pelle-
nder the style of
cers and liquor

al merchant, Mac-
signed to C. H.
reditors was to
inst.

ederick A. Dorion
Stroud have regis-
f Olive, Dorion &
Montreal, Que.

o., grocers, Niag-
assigned to Ernest
Ont. Meeting of
15th inst.

Co., of Stouffville,
ts, have assigned
nto. Meeting of
been on the 9th

we discover that
ical endurance, a
way, is largely an
at the bully is
oward, and that,
rd Taylor, "the
rest."

GARS

E, P.Q.

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

and

"Money Refunded!"

—Puck.

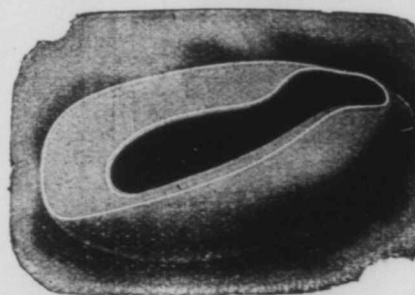


**We extend to the Wall Paper
Fraternity Cordial Greetings for a
Prosperous New Year**

We can supply your Wall Paper
want, be they large or small. We
give prompt and efficient service
in all our departments.

STAUNTONS Limited
Manufacturers, TORONTO

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.

RETURNED
JAN 15 1906

To Owner
out page 45
page 63

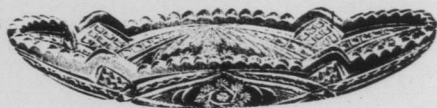


You want a Leader
for your

JANUARY SALES

Order a package of our "Dazzler Asst."
useful pieces to retail for 10c.

Assortment costs you \$10.20.



Will send you illustrations and list for
a postal.

GOWANS, KENT & CO.

LIMITED

TORONTO

The Results are Wonderful

where the sale of

WETHEY'S MINCE MEAT

is carefully looked after—more particularly
during the Xmas Holidays.

*Keep these goods before your custo-
mers and your sales will double them-
selves.*

EVERY JOBBER KEEPS IT

3 DOZ. TO A CASE

Write us for
"Ready-to-use" Mince Meat

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb.

boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

C. E. Colson & Son

MONTREAL, Agents.

C
A

VOL. XX.

CO

A

CO

Just

is a li
trade.
and g
An or

53 Front
TORONTO