

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. XIX.

MONTREAL AND TORONTO, AUG. 11, 1905.

NO. 32

Keen's
Oxford Blue



Should SELL
Everywhere
in Canada

Are you selling
The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

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

CHRISTIE'S WAFER ROLLS

are a delectable morsel. If you
have not carried same in stock,
send for sample.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL.

Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Brunner Mond & Co.'s WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland Montreal

SOLE AGENTS FOR CANADA.

THE SAVING SPIRIT

TELLS YOU TO GET



PEACOCK BRAND UNFERMENTED WINES

AND TO KEEP UP THE STOCK

The price is an attraction. The quality an argument. Pure wines. No alcohol nor adulterants. GRAPE and CHERRY our specialties.

The BATES MFG. CO., Limited
9-11 Francis St., TORONTO.

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

BORDEAUX RELISH




is pure, unadulterated and appetizing. It is made from high quality ingredients, and from a first-class recipe. Price, \$1.20 dozen. 2 dozen in a case. In 5-case lots, freight prepaid. Order through your wholesaler.

GOLDEN DATES

1/2-lb. and 1-lb. packages, 4 dozen in a case. Every grocer should handle dates put up in this way, as they are much cleaner than when in bulk. We positively guarantee these dates to be fresh stock and to keep for any length of time.

The Merchants' Mfg. & Supply Co.

58 Colborne Street, TORONTO

The
"Thistle"  **Brand**
 Fish

NOV 15 1905
 Toronto Pub Co.
 Cut Book 43.
 Page 28
 A.P.T.



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

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

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

Not the Cheapest but Always the Best

ARTHUR P. TIPPET & CO.

Agents

8 Place Royale, MONTREAL. 20½ Front Street, TORONTO.

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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.

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The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

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

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Long Distance Phones OFFICE 715 HOUSE No. 1556

Norman D. McPhie

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Commission Merchant

OFFICE: 58 KING ST. E. HAMILTON, ONT.

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

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

JNO. A. MOIR

Wholesale Commission, Teas and General Groceries. Established 30 years.

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Write me for snaps in Ceylons, Blacks and Green, also Japans, Gunpowders and Young Hysons, direct consignments. Buy direct from producer. I am quoting Kipperd Herrings, plain and in tomato sauce, inside prices. Write for quotations.

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Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1865

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WHOLESALE GROCERY BROKER
and MANUFACTURERS' AGENT

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Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents

and
Importers.

29 Melinda St., TORONTO

Get our prices for

SALMON

Car of

FANCY BARBADOES MOLASSES

just to hand. Lowest prices.

2 cars

BARBADOES RAW SUGAR

Nice grocery kind.

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

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J. McA. CAMERON

Manufacturer and Wholesale Commission Agent

Correspondence Solicited

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Reference - Bank of Hamilton

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BONDED AND FREE. FORWARDING AGENTS. Commercial Travellers Tax. We will hold Stocks for you so that you can supply your customers in any part of British Columbia

Consign your cars to us. Correspondence invited.

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VICTORIA AND VANCOUVER

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COMMISSION BROKERS

Correspondence Solicited. Reference - Bank of British North America, Victoria.

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In a new brick block centrally located.

Dingle & Stewart

Winnipeg, Man. Calgary, Alb.
COMMISSION BROKERS.

REGINALD LAWSON

MANUFACTURERS' AGENT and
WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence
Solicited

WINNIPEG, MAN.

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 Wholesale
Commission Broker.

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Highest References.

Correspondence Solicited.

GEORGE ADAM & CO.

Wholesale Grocery Brokers and
Commission Merchants,

WINNIPEG, - - MANITOBA.

The big crowd is heading for Western Canada. Get them buying YOUR goods. You can do so by corresponding with US.

Members Western Wholesale Brokers' Association,

CANNED SALMON

1905 PACK

Wire or write us for prices:

Fraser River Sockeye
Skeena River Sockeye
River's Inlet Sockeye
Red Spring S.
Cohoos
Humpbacks

Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

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Wholesale Commission Merchants and Brokers.

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THOMAS B. CLIFT

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SALT
FULL STOCKS. **ALL KINDS.**

No trouble to give information.

VERRET, STEWART & CO.,
MONTREAL

The *Maple Syrup*

that passed through the recent
test of purity at the Inland
Revenue Department, as

GENUINE
Maple Syrup

was

GRIMM'S

It's always the same—
We buy only the best and
guaranteed pure syrup—
We are not blenders—

Send for sample lot and prove it yourself.

THE GRIMM MFG. CO.

Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies

MONTREAL



It does matter what kind
of goods

THE GROCER

sells his customer. Happily
he can make no mistake
when he sells

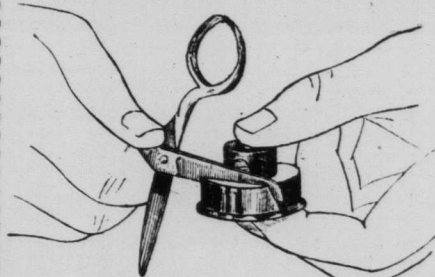
Sterling Brand
Pickles

They're all good and always
good

MADE IN CANADA BY

The T. A. LYTLE CO., Limited

124-128 Richmond W., Toronto, Can.



Rose Automatic Scissors Grinder.

ROSE AUTOMATIC GRINDERS

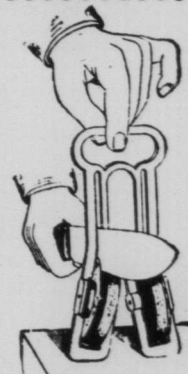
The Rose Automatic Scissors Grinder is neatly finished in nickel, and is a practical, simple and valuable addition to the work-basket. It retails at 50c.

The Rose Automatic Knife Grinder, No. 5, is for household use. It affords a simple, efficient and quick way for putting a keen edge on knives. Any person can operate it without danger. Retail price, 35 cents.

LIBERAL DISCOUNTS TO AGENTS AND DEALERS

Get further particulars from

The Ontario Supply Co., Owen Sound, Ont.



Rose Automatic Knife Grinder, No. 5.

Imitated but not Duplicated

JAPAN TEAS have a character and flavor all their own, and no attempt at imitation has ever produced anything like their equal.

JAPAN TEAS are the cleanest, purest and most invigorating teas grown and their devotees will be satisfied with nothing else.

Your tea department should include a well-chosen assortment of Japans. They are excellent value at present prices.

Don't delay in making your purchases. Early buying will mean Teas well bought.



IT IS A FACT
THAT

Paterson's Camp Coffee Essence

Is the very best selling essence of
Coffee on the market. Good
value the reason.

ROSE & LAFLAMME,
Agents, Montreal.

Flett's

Pickle Sales

increase rapidly if you sell
FLETT'S PICKLES. Your
customers eat more pickles
when they eat **FLETT'S**.

Thus the delicious quality
of **FLETT'S** increases the
consumption of pickles.

ROSE & LAFLAMME

Agents, MONTREAL

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19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.



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IF A MAN WANTS CREDIT

for \$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.

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

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

Offices throughout the Civilized World

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THE
"VAMPIRE"
Spiral Flycatcher



5cts.
each

Clears the house of flies

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube: By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known:

This article is a quick seller and carries a large profit: It is **CLEAN, SIMPLE and EFFECTIVE:** As a window show it draws crowds. **No POISON, No LEAKAGE.**

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SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

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GREIG'S
WHITE SWAN
RENNET TABLETS

FOR MAKING

JUNKET

The most delicious hot-weather Dish

Each tablet makes one pint of Junket.
24 tablets in a bottle. To retail at 10c.

3 Doz. in a Display Tray

THE ROBERT GREIG CO., LIMITED

White Swan Mills, - TORONTO

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Are you in a Tea Tangle? Are you groping midst the confusion of "course-changers'" admonitions for the Light to a safe Tea Policy? If so, listen to us. We will pilot you to the **Only Safe Light**—

Ceylon Teas

Ceylon Teas have the same relationship to the Grocer that charts have to the mariner—they can be followed; and for a **generation**, not a day. In spite of the currents of criticism, and the floods of praise for other teas, **Ceylon Teas** are **always** "there" when the "soundings" for sales are made. Get into the "course" of **Ceylon Teas** and you have the Light to **Brisk Business, Safe Sales, Particular Profits**—all this, and a **pile of satisfaction**.

REFRIGERATORS



FOR
**Butchers
and
Grocers**

Any Size. All Guaranteed to do the work.

Write for Catalogue and Prices.

Eureka Refrigerator Co. Limited
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TORONTO - - CANADA

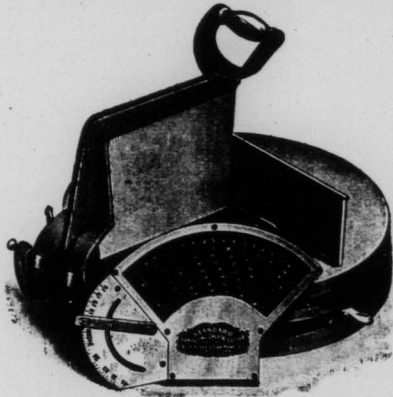
BIG PROFITS IN SYRUP OF MALT AND EXTRACT OF MALT

Just get started and they will soon get known among your customers.

A Sample Awaits You.

GEO. SLEEMAN, Guelph, Ont.

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**Computing Cheese Cutter
INSURES PROFITS
ON CHEESE**

- 1.—It cuts to accurate weight.
- 2.—It computes precise money value.
- 3.—It cuts without waste.
- 4.—It preserves the cheese.

Every grocer can afford it.

No grocer can afford to be without it.

Price and Terms Right.

Write for Folder.

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AND STORE FIXTURE CO.,**

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Metal Polish works with a rapidity and brilliancy not known in other polishes. Liquid or paste, 10c. and upwards. Better carry it.

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WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

T. B. BOWYER & CO.

80a Fenchurch Street, London, Eng.

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.

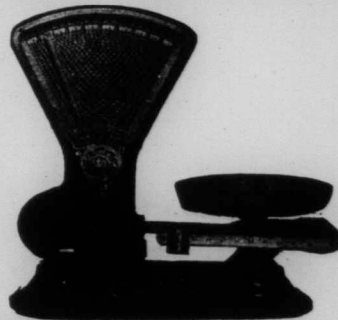
A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

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.



DO YOU REALIZE?

That Your customers require the HIGHEST quality at a reasonable price.

**Holbrook's
WORCESTERSHIRE
Sauce**

PAYS 40% AND

Is the

Acknowledged

Premier

Sauce

of the

World



25c. Per Bottle

25c. Per Bottle.

Sample and prices from
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The best treatment for all persons afflicted with the disease of drunkenness, is known only to

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Absolutely private treatment.

1,000 White Business Envelopes, \$1.00

(PRINTED TO ORDER)

This offer is to get you started. We want your trade, and we don't do cheap-looking work, either. Give us your next job, and you will be satisfied.

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Write for Catalogue of Printing.



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The Writing-In-Light Typewriter

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

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HOTEL DIRECTORY.

NEIL McCARNEY, Prop. W. O. McCARNEY, Manager

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LEADING COMMERCIAL HOTEL. GANANOQUE, ONT
Located in Heart of Business Section. Ten First-class Sample Rooms.

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O. F. BAKER, Prop. GALT, ONT
First-class accommodation for Commercial Men.

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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, within one minute from Post and Telegraph Offices, Tram Junction and principal clubs. 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.

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

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"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, DEMARARA.)
Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

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PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co., 29 Broadway, New York.

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



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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 o.

THE BELL TELEPHONE COMPANY OF CANADA

1905 — Unexcelled in Magnitude — 1905
Unequaled in Excellence

CANADIAN NATIONAL EXHIBITION

AT TORONTO, AUG. 26 to SEPT. 11.

\$45,000 in Premiums. - \$38,300 in Attractions.

The Irish Guards Band

By permission of His Most Gracious Majesty King Edward VII, the band of the Irish Guards, His Majesty's favorite household band and the finest military musical organization in the Empire, will give two concerts each and every day.

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In an especially built, extensive, fire-proof art gallery will be presented the grandest collection of art and art treasures ever got together on this continent, including loans from the King, the Corporation of the City of London, the great English Universities, the Republic of France, South Kensington Museum, Lord Strathecona, the Lieut.-Governor of Ontario and other distinguished bodies and gentlemen.

Coronation Picture

By special command of His Majesty the King, Abbey's noted and historic painting will be on exhibition during the entire fair.

Fall of Port Arthur

The greatest pyro military display ever produced before the Canadian people. Scenes in this most recent of the world's most appalling event will be vividly portrayed with real Japanese and Russian soldiery taking part. The fireworks display will be on a brilliant scale, introducing new features of an Oriental character.

Other Things to See

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Special Excursions

Special cheap railway and steamboat excursions have been arranged. Enquire of your nearest station or ticket agent for rates.

W. K. McNAUGHT, President.

For Prize List, Entry Blanks and Information, address

J. O. ORR, Manager and Secretary

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Have you ever realized the advertising value in your Show Windows, and that you could talk to the thousands of people passing your Store with bright, attractive Show Cards? We can supply Show Cards and Price Tickets at low prices. Write for our Catalogue which show you as well hundreds of other styles of Signs.

THE MARTEL-STEWART CO., LTD.

681-683-685 Craig Street, - Montreal, Canada

OUR SPECIAL LINE IS

OFFICE AND WAREHOUSE TRUCKS

We design each truck specially for the work it has to do. This affords a positive guarantee to the purchaser that our goods will answer his requirements.

MONTEITH, NIXON & COY.

Makers of Good Trucks

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Telephone Park 1318

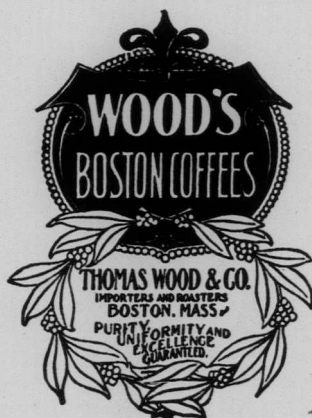
RED FEATHER

is the name to conjure with when it comes to Coffee.

Red Feather Coffee is the greatest breakfast palate tickler that ever went down the red lane. The quality is superb. The flavor exquisite—in short, it's the nicest coffee ever sold to the consumer and the most attractive package on the market.

W. H. GILLARD & CO. of HAMILTON, CANADA,

have purchased a carload and are offering a special price as an introduction.



ON GUARD

It may be a good idea to close the door after the horse has disappeared. Cut you loose your horse all the same; and once gone, he may never come back. In like manner the Grocer's trade "makes itself scarce" unless properly protected. Place a good faithful guard on duty at the doorway. The strongest detail you can select is

WOOD'S COFFEES

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

MATHIEU'S NERVINE POWDERS

is just such an article that will bring many a casual into your store. The reputation of these powders—18 in each 25c, package—is wide and their effect on all Headache and Nerve Pains is of such a nature that the customer is apt to give you some of the credit.

The profit is safe. turns over rapidly and is, by itself, well worth having.

Chills are of common occurrence during summer. The majority turn naturally to the well-tried remedy.

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

Do not disappoint them by being out of stock of this valuable remedy.

THE J. L. MATHIEU CO., LIMITED, SHERBROOKE, QUE.

CASTILE SOAP

The Famous

"SNAKE"

Brand

2, 2½ and 3-lb. Bars.

BEST IMPORTED

A trial will convince you that this Brand is all we claim for it.

Warren Bros. & Co.

Wholesale Grocers 35 Front St. East, Toronto

CANADIAN MANUFACTURERS IN ENGLAND

By W. L. E.

THE TRIP TO PARIS.

BOTH of what may be termed our first and last official functions, were surprises. The first was the reception given to us by the King and Queen. The last was the invitation from the Paris Chamber of Commerce, through the French ambassador in London, to



Excursionists on Steamer at Liverpool. In the foreground is Mr. Burns, of Burns & McClurg, Toronto. The gentleman with the silk hat is Mr. Hutchins, of the Great West Saddlery Co., Winnipeg.

visit "Gay Paree." The invitation was of the heartiest kind, and it was intimated the more that came the better would our host be satisfied.

The invitation came when we were in the midst of our provincial tour, and when hospitality was being heaped upon us with such rapidity that we were threatened with annihilation. But it was accepted with pleasure, and in fact, enthusiasm. The three weeks' of British hospitality had made us veteran campaigners in the field of pleasure. And so 160 of us shouldered our baggage (pardon, Monsieur, luggage,) and started for the French capital.

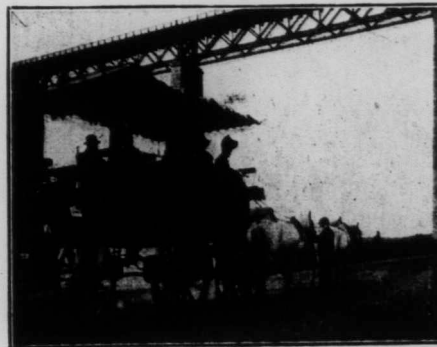
As in our provincial tour, so in this journey to Paris, representatives of the London Chamber of Commerce accompanied us to the French capital to see that no harm befell us. Our guardian angels in this particular instance were Messrs. R. S. and L. Fraser, (who had scarcely lost sight of us since we reached the British capital) and Col. Sir Roper Parkington.

Two hours after leaving London we were steaming out of Dover harbor, and 70 minutes later we were entering Calais. The mayor of Calais, other officials of the town, and Mr. Poindron, the Canadian commercial agent at Paris, were on hand to welcome us. They were full of smiles, and courtesies. In the restaurant at the landing stage, luncheon was awaiting us, and as we were awaiting the luncheon, the latter soon became a part of ourselves.

Of course, there was speechmaking. The words that were spoken were not understood by all present, but no one misunderstood the sentiments expressed.

The mayor of Calais proposed the health of King Edward, and Mr. W. K. George, in responding, said, amid much applause, that to the harmonious relationship existing between the English and French speaking people of Canada was largely due the progress of the Dominion of Canada. A remark that also came in for warm approval, was that made by the president of the Calais Chamber of Commerce, when he said that the ties of relationship between Canada and France were of a peculiar and special kind. Another remark to the effect that a special order had been issued by the customs authorities, exempting our baggage from examination, was naturally cordially welcomed.

At Paris, the representatives of the



Excursionists at the Firth Bridge. Young man in the rear of the brake is Mr. Northway, of Northway & Son, Toronto.

Chamber of Commerce and Senator Rolland of Montreal, were on hand to receive us. About eight hours after we left the British capital we were located in the French capital.

On the first day of our visit to Paris we were allowed to have our own sweet way. We had neither receptions nor dinners, for all of which we were truly thankful. But we did not waste the day. We utilized our freedom by getting acquainted with the city, and studying the customs and habits of the people, incidentally, of course, admiring the dress and beauty of the Parisian belles.

But the second day of our stay in Paris was well filled in. In the morning there were drives; after luncheon there were visits to the Chamber of Deputies and the Senate, both of which houses were in session. Then came the reception tendered by the Paris Chamber of Commerce, while the day was closed with a banquet.

Nothing could have been more cordial than the reception, and no one could have done more for our entertainment. The Weather Clerk was the only one against whom we have any complaint to make. He simply roasted us. But probably it was more the mistake in the head than of the heart. He might possibly have been laboring under the erroneous idea that we needed to be thawed out after coming from Canada. At any rate, whatever may have been his preconceived notions, he certainly melted us. But we enjoyed the function none the less. We were welcomed in English as well as in French, and the replies from the representatives of our party were also couched in both languages. President George spoke in English, and was profuse with apologies because he was unable to speak in French. The duty of replying in French devolved upon Senator Rolland, and well did he acquit himself.

The French want to do more business with us. And it is not all born of the monetary desire either. Canada is lost to France, but while the political ties have been severed, those of sentiment are still strong. This fact was much in evidence at every function, and on all occasions. It is to be devoutly hoped that this sentiment will always be strong. It is a good thing for business as well as for peace.

On the great national fete day, the day in commemoration of the fall of the Bastille, we were honored with seats on the grand stand at Longchamps, from



Some of the female employees of Lever Bros., Port Sunlight.

which we had a magnificent view of the review of the garrison of Paris, some forty thousand men. And here our joy was made complete by the hearty cheers that were accorded the British naval officers who had come up from Brest to, like ourselves, see the review. The

British naval officers were gratified smiles indeed as they drove away.

On the evenings of the fete days we had an exceedingly good opportunity of seeing the light-hearted people of Paris abandon themselves to pleasure. At 7 p.m. street car and bus traffic was suspended, and then the fun began. The streets were literally filled with people. Brass and string bands, and in lieu of bands, hand organs, were stationed at short intervals all over the city. Every street and public square became a dancing platform until far after the "rosey hue of morn" had appeared, and the necessities of business demanded that the drays and other vehicles should again be allowed to travel their accustomed route. Tell it not in Gath, some of our Canadian fellow travelers vied with policemen, soldiers and citizens generally in tripping the light fantastic over street car rails and cobble stones. And they appeared to enjoy it just as much as the natives themselves.

Mr. Anatole Poindron, the Canadian commercial agent in Paris, did much to

make our stay in the French capital pleasant. He came down to Calais to help us, and in Paris he was here, there and everywhere, anxious to be of service to us; and he was of service. From what I could gather he is a good man for the position he holds. He is certainly anxious for the extension of trade between Canada and France, and was ready at all times to place himself at the disposal of those in our party who could find time to visit those in Paris who might be interested in trade between the two countries.

While in Paris I was impressed with the opportuneness of the present for the development of trade between Canada and the French republic. As I have already pointed out the sentiment of business men in France, towards Canada is most favorable, and they are ready to buy from us as well as to sell to us. It is up to our business men to take advantage of this, and I am sure Mr. Poindron, the Canadian commercial agent, 101 Rue Reaumur, will be glad to lend all the assistance in his power to those who may seek it.

WESTERN RETAIL ASSOCIATION NEWS AND TOPICS.

As announced in the last issue of The Canadian Grocer, this paper has been chosen by the executive of the Retail Merchants' Association of Western Canada as the official medium for association news. This paper has been chosen because it is quite safe to talk plainly in its columns. None but retail and wholesale merchants are on its subscription lists, and hence it is safe to discuss freely and frankly in its columns topics which it would not be wise to discuss in papers read by any of the general public.

The columns of this paper are at the disposal of merchants who are members of the western association and of those who are not. There are many topics which require discussion in the strictly trade paper, for there is nothing like an open, frank discussion of trade grievances and troubles to clear the air. So, send in your letters, western dealers, and remember that you need not be afraid to talk plainly. Only the trade will read what you have to say. Address The Canadian Grocer, 511 Union Bank Building, Winnipeg, Man.

Secretary Coulson has received a number of letters from western grocers and general merchants since the semi-annual meeting asking for particulars about what was done at that gathering. It is impossible for him to answer all these letters in full, although he will be pleased to furnish information on any particular points. He has referred all inquirers to the complete report of the proceedings given in The Canadian Grocer of August 4.

Early in the week, Secretary Coulson

addressed a circular letter to the entire western trade, which was in substance as follows:

Dear Sir,—If you did not attend the semi-annual meeting held in Winnipeg during Exhibition week you have, no doubt, read the report of same in The Canadian Grocer and the Commercial, and you are now acquainted with the objects and aims of the association and the progress which it has made to date.

We owe our phenomenal success to the sound principles of our constitution and the active endorsement of the wholesale trade. As a business proposition there is none better, and it should appeal to every general merchant. I will visit your town shortly for the purpose of organization, and I hope you will call on each merchant in your town with a view to forming a local board.

The Canadian Grocer has been appointed the official paper for association news and an extended account of the proceedings at our semi-annual meeting appears in the issue of August 4. If you are not already a subscriber, a sample copy of that date will be sent to you.

Yours truly,

W. A. COULSON,
Secretary.

Secretary W. A. Coulson left Winnipeg on Monday for a short trip on association business in the southern part of Manitoba. His intentions were to visit Plum Coulee, Emerson and probably one or two neighboring towns, returning to

Winnipeg on Saturday. A thorough canvass of the remaining towns of Manitoba will be made immediately and the secretary will then direct his energies towards the organization of the two new provinces. From assurances received by letter from grocers and general merchants in the Territories there can be no doubt of the success of the movement farther west when the organizer commences to work this new territory.

A. S. Lock, of Foley, Lock & Larson, in his address to the association at their closing meeting a fortnight ago, foreshadowed pretty clearly the attitude of the wholesalers towards this vexed question of long credits. He pointed out that there are three parties involved in the problem; first, the wholesaler and manufacturer; second, the retailer, and third, the consumer. The root of the whole trouble lies with the slow-paying consumer, who owes big store bills; he can be influenced most by the retailer, who is his source of supplies. Perhaps the retailer is too good natured and doesn't press hard enough for payment; perhaps he is afraid to do so because such action may drive trade to a competitor who gives longer credits. In that case the retailer needs a little pressure from the wholesaler in order to remedy matters. Perhaps the remedy may come from the wholesalers making a concerted effort to collect all outstanding accounts. With a bumper crop, the Fall of 1905 looks like the psychological occasion for such an effort.

KEEP A LIST OF LEAKS.

Did you ever seriously try to make a list of the holes through which possibly little bits of profit were constantly dribbling away? Overbuying is a leak. An extra five off for taking a quantity is a saving, but if the quantity lasts you a period of four times as long as the time it takes to get a fresh supply from your market, you have lost the profit on a part of your capital unnecessarily tied up. And if that loss of profit exceeds your saving, it is not necessary to have additional proof that overbuying may be a leak.

Stowing away goods likely to sell on sight, where they cannot be seen, is a hole through which leak profits that might have been made had the goods been properly displayed.

Failing to care for goods, so that they get shop-worn, and must, therefore, be sold at reduced prices, is another leak. Holding of seasonable goods until they become utterly out of style, rather than getting rid of them by taking a small loss, is still another leak.

Letting windows go unwashed and unchanged is a decided leak. Not only are you thus losing profit on sales that might be directly caused by particular displays in the windows, but you are also failing to improve an opportunity right at hand in the form of those windows to give passers-by most convincing reasons for coming into your store.

Letting your bills go unpaid until too late to secure discounts that may be offered for cash, is another leak. Very few cash discounts are so small but that they afford a profit over and above the interest that would have to be paid were it necessary to borrow money with which to pay the bills.—The Drummer.

Travellers' Holidays

Our Travellers will start out on Monday, the 14th. To those of you who do not receive advice cards that they will see you next week, do not forget when wanting goods that we would like to have your order by mail, phone or wire. **Use the phone at our expense.** We have been kept busy shipping goods and we thank our customers who have been entrusting their orders to our care.

LUCAS, STEELE & BRISTOL, HAMILTON.

It is now up to us to make

Jersey Cream Yeast Cakes

The largest sale in the world—as well as the best.

To do this we want \$50,000. We expect to get it later on from the other fellow—but we want it right now.

We have the goods, you have the money.

Teas are advancing and, if reports are correct, now is the time to buy. We have \$75,000 worth well selected and well bought. In exchange for your cash you can have your own selection at cost for the next 30 days. Your order must come direct to the house as our travellers will not be allowed to cut prices. Send us your confidential order for 5 or 10 packages, Japans, Y. Hysons, Gunpowders, Ceylons, Indians, or any grade you want—a good 25c., 30c. or 40c. tea.—we will do the rest. You will be surprised with the quality and at the price. At same time, order if it is only one—a box of

Jersey Cream Yeast Cakes

LUMSDEN BROS., - Hamilton, Ont.

Tartan
BRAND

BALFOUR & CO.,

Our travellers are away *recuperating* for the battle.

Phone at our expense

Long Distance No. 596

We guarantee quick shipments and Lowest Prices.

Hamilton, Ont.

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN CAKES **IN TINS**

WELL KNOWN AND RELIABLE. **3000 TONS SOLD YEARLY** **DURABLE AND ECONOMICAL**

DUSTLESS, LABOR SAVING, BEST IN THE WORLD. GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

OTTAWA RETAIL GROCERS' ANNUAL PICNIC.

A "CAPITAL" day was last Monday, August 5, when the members of the Ottawa Retail Grocers' Association and their friends to the number of nearly 1,800, held their fifth annual picnic and excursion to Carleton Place. The brightest and sunniest weather was served out by the weather man and this was, no doubt, out of compliment to the Ottawa grocers, who, besides being the brightest and most up-to-date grocers of the land, are a genial, happy and unanimously friendly aggregation of

deserve copious praise for their efforts and the thanks of their patrons. The hard and indefatigable labors of President Forde, Secretary H. C. Ellis, Messrs. Hunter Scott, C. B. McLean, H. W. Booth, A. W. Huband, and their aides-de-camps of the committees could only result as it did in a successful day for everyone. To patronize the excursions of the Ottawa Retail Grocers' Association should become a pleasant duty for all Ottawa. It was apparent that even the Federal Government realized it a duty and for the first time in many years Government offices were closed and many of the heads and clerks of the Departments took advantage of their holiday to accompany the purveyors to Carleton Place.

The first train of six coaches left the Union Depot at 8.40, a special of fifteen coaches at 9.10, another at 1.10, while at 12.10 a special left from the Central Depot. All of these trains were loaded to the trucks. The Citizens' Band of Smith's Falls accompanied the first section, and met the various trains on their arrival at Carleton Place. The games and sports were run off at the new town grounds and the grocers had the honor of being the first to break ground for future games. The grounds are situated close to the banks of the lovely Mississippi River, not the mud-bottomed, large stream bisecting Uncle Sam's dominions, but a lovelier sheet of water, with shady banks and little islands scattered along its course from Mississippi Lake to the Ottawa River.

Carleton Place having declared August 7 its civic holiday the attendance during the afternoon was increased by over 800 citizens; so, altogether, nearly 2,500 people attended this, the most memorable picnic in the annals of the Ottawa Retail Grocers' Association.

Promptly at 8.10 p.m. the return trip citywards was effected and Ottawa reached at 9.15.

Programme.

Association football match, Carleton Place High School (1st half) vs. Thistles of Ottawa; prize, silver cup, value \$25; won by Thistles of Ottawa.

Committee men's race, 150 yards; open to members of any of the Grocers' Association Committees; 1st prize, caddie Bobs' tobacco, valued at \$7, P. Lamoureux; 2nd prize, goods valued at \$5,

D. Halliday; 3rd prize, 1 doz. maple syrup, valued at \$5, W. G. Lanthier.

Hop, step and leap, 1st prize, box of T. & B. cut, valued at \$5, A. Vaughan; 2nd prize, box cigars, valued at \$3, G. Thompson; 3rd prize, brier pipe, valued at \$2, H. Howard.

Running long jump, 1st prize, one case Radnor, valued at \$10, H. Howard; 2nd prize, one case pickles, valued at \$4, A. Vaughan; 3rd prize, box of cigars, valued at \$3, A. McCallum.

Boys' race, 12 years and under, 50 yards, 1st prize 5 lbs. Salada tea, \$2.50, C. Storn; 2nd prize, box Blueol, \$2, J.



Mr. F. Forde,
President Ottawa Retail Grocers' Association.

business men. It is The Grocer's privilege to attend and enjoy the outings of the different grocers' associations in Ontario and Quebec, and while all of them are conducted with the most satisfactory results to themselves and friends, it can truthfully be said that the "Senators" know all that is requisite for the conduct of affairs of this kind, and it is no disparagement of other picnics to say that some of the larger commercial bodies would find a few valuable pointers by attending these annual outings of their Ottawa brethren. Everything went off in good shape, good time and splendid order, and the various committees having charge of the excursion and games



Mr. H. W. Booth,
Vice-President Ottawa Retail Grocers' Association.

McIlquaham; 3rd prize, 1 dozen chocolate \$1.50, W. Lapointe.

Girls' race, 12 years and under, 50 yards, 1st prize, 20th century ice cream freezer, \$5, Miss P. Bovelie; 2nd prize, 5 pound caddie of tea, \$2.50, Miss D. McKenzie; 3rd prize, 5 pound box chocolate, \$2, Miss G. Goode; 4th prize, basket assorted essence, \$1.50, Miss H. Forde.

Ottawa grocery drivers race, 100 yards, 1st prize, barrel flour, \$6, J. Troughton (with H. H. Brennan & Sons); 2nd prize, box Eclipse soap, \$5, R. Russell (with C. J. Provost); 3rd prize, 10-lb. tin of coffee, \$4, J. Gravel (with F. A. Scott & Son); 4th prize, 2 dozen bread

MINTO BROS.,

Telephone Main 353

F. J. WHITE,
Manager

DIRECT TEA IMPORTERS AND BLENDERS

TO THE PUBLIC:

As **Canada's Greatest Exhibition** is fast approaching we this week remind our numerous patrons of the fact that we most respectfully invite you all to visit our exhibit in the Manufacturers' Building and have with us a cup of that most delicious beverage **MELA-GAMA TEA**, admitted by thousands to be the most invigorating of any on the market to-day. Our young ladies will be pleased to serve you and hand you sample.

"White's Special" X, XX, XXX, is attracting considerable attention and is forging ahead to soon be a leader. Don't fail to write us regarding your wants. We assure satisfaction.

Warehouse and Salesrooms: **55 Front St. East, TORONTO, CANADA**



Move and Advance with the Times

Grocers rarely neglect to fill the wishes of their customers, and if an article called for is not in stock, will procure it for them—

Condensed Milk and **Evaporated Cream** some years ago were rarely called for. Now every up-to-date grocer handles them. In buying always select the best.

**Borden's "Eagle" Brand
Condensed Milk**

**Borden's "Peerless" Brand
Evaporated Cream**

For sale by all jobbers or

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.

JOS. IRVING, 92 Wellesley St., TORONTO

Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

Travellers' Vacation

Our men are now all enjoying a well-earned holiday.

We are still here, at your service by mail or wire, with an experienced mail order staff and a shipping staff whose reputation as quick shippers has been established for years.

We can guarantee satisfaction with our handling of mail and wire orders.

Send us your orders and you will find our prices are quite as good as those advertised as snaps.

JAMES TURNER & CO., Hamilton

PROMPT SHIPMENTS

Travellers will be on their holidays from July 29 to August 12. We solicit your business by mail, or TELEGRAPH or TELEPHONE AT OUR EXPENSE. You want quick shipment and low prices. Send your orders here; they will be appreciated.

THOMAS KINNEAR & CO.

WHOLESALE
GROCERS

- TORONTO and PETERBORO

CHEESE

Roquefort
Gorgonzola
Gruyere
Edam
Pineapple
Camembert
Limberger
Stilton
Cream Neufchatel
Oka

MacLaren's Imperial

QUOTATIONS

and

QUALITY

Will suit you.

A. F. MacLAREN IMPERIAL CHEESE CO.

TORONTO

LIMITED

tickets, \$2.50, G. Ackland (with W. T. Ackland).

Quarter mile race, open to any clerk in grocery or provision stores, 1st prize, silver medal, value \$15, R. Halliday; 2nd prize, silver medal, value, \$10, G. Saunders; 3rd prize, carving set, \$5, R. McMeekan; 4th prize, 10-lb. tin of coffee, \$1, J. R. Pritchard.

Grocery merchants' race, 75 yards, 1st prize, 4 cases Blueol, \$20, G. St. Laurent; 2nd prize, 100 cigars, \$17, H. C. Ellis; 3rd prize, 1 dozen brooms, \$5, J. Lamoureux.

Open race, 100 yards dash, 1st prize, silver pickle stand, \$7, E. R. Williams; 2nd prize, box Fairy soal, \$5, M. Skuce; 3rd prize, 10-lb. caddie of tea, \$4, J. Richards.

Lady employes' race, 50 yards (Ottawa grocers), 1st prize, parlor lamp, \$10, Mrs. Atkinson; 2nd prize, silver salad bowl, \$5, Mrs. Irwin; 3rd prize, cut glass dish, \$4, Mrs. Bishopric; 4th prize, 5-lb. box of fancy chocolates, \$2.50, Mrs. Ogden.

Sack race, open, 25 yards, 1st prize, caddie tea valued at \$5, J. McCarton; 2nd prize, cheese, value \$4, W. L. Allan; 3rd prize, 2 dozen bread tickets, \$2.50, J. Holtby; 4th prize, 1 box cigars, \$2, M. Skuce.

Comfort Soap race, prizes valued at \$100, 1st, Mrs. J. W. Lewis; 2nd, Mrs. A. Irwin; 3rd, Mrs. Towns; 4th, Mrs. W. Moylin; 5th, Miss Sullivan; 6th, Mrs. Scrimmons.

Three-legged race, 50 yards, 1st prize, 2 bags flour, value \$6, J. Elliott and M. Ashfield; 2nd prize, 2 boxes cigars, value \$5, R. McCallen and J. Holtby; 3rd prize, 2 x 5 caddies tea, \$4, R. Halliday and M. Skuce.

Grocery travelers' race, 100 yards, 1st prize, umbrella, value \$8, C. Kenney; 2nd prize, demijohn lime juice, \$5, A. W. Jones; 3rd prize, box biscuits, \$2, C. Schwerdfleger.

Championship Ottawa Valley lacrosse match, Stars of Ottawa vs. Carleton Place, won by Carleton Place Lacrosse Club, score 6-2.

Fat man's race, 200 pounds and over, 1st prize, box Oriental soap, value \$5, W. McIlquaham; 2nd prize, 10-lb. caddie tea, value \$4, W. J. Corby; 3rd prize, 5 lbs. Blue Ribbon tea, \$2.50, C. B. McLean.

Mounted race, running 25 yards carrying man on back, returning with runner on back, 1st prize, 2 boxes Sapolio, \$7, W. D. Jones and A. G. Spence; 2nd prize, 2 x 5 caddie tea, \$5, J. Troughton and E. Cote; 3rd prize, 2 dozen bread tickets, W. McLaughlin and H. Ashfield.

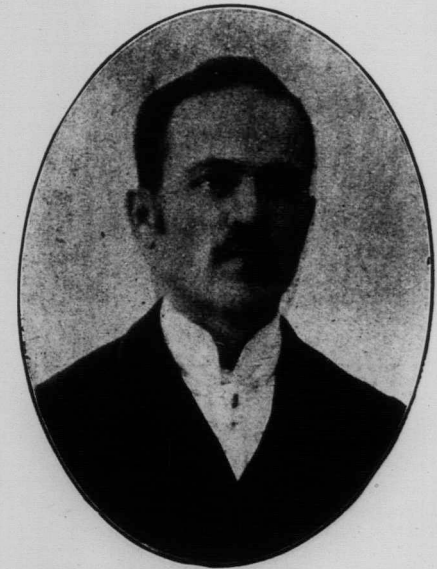
Boys' race, boots and stockings, 10

yards and under, 1st prize, box cocoa, value \$2.50, E. Smith; 2nd prize, box biscuits, value \$1.50, B. Humphreys; 3rd prize, box assorted essence, value \$1, W. French; 4th prize, box chocolates, \$1, S. Hunter.

Married ladies' race, 50 yards, 1st prize, set indurated ware, \$12, Mrs. J. W. Davis; 2nd prize, 1 case baking powder, \$6, Mrs. R. Lawson; 3rd prize, 1 case Snow Flake table salt, \$3.50, Mrs. C. B. Allan; 4th prize, 1 dozen bread tickets, \$1.25, Mrs. McCauley.

Tug of war, grocery drivers vs. clerks, 2 cases assorted canned meats, \$15, won by grocery clerks.

Tug of war, Ottawa merchants vs.



Mr. C. J. Provost,
Treasurer Ottawa Retail Grocers' Association.

Carleton Place merchants, goods valued at \$12, won by Ottawa merchants.

Dancing, unmarried couples, waltzing, lady, wedding cake, \$10; gentleman, marriage license, won by Miss Mary Golden and Mr. C. Gravel.

Cake Walk—Lady, 1 cake, \$5; gentleman, box cigars, \$3, won by Miss L. Towers and Mr. W. Crawley.

Clog Dance—1st prize, 1 case assorted pickles, J. Little; 2nd prize, cigar case, valued at \$4, H. Cook.

Picnic Notes.

Among list of donors of prizes were noted the following: The E. W. Gillett Co., Limited, Toronto; Christie, Brown

VINEGAR It will pay you to handle THE BEST

"IMPERIAL"

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO



The all-important features of Economy, Efficiency, Convenience and Cleanliness, combined with the utmost attractiveness in their display, have made Walker Bins.

The Ideal
Grocery Store Fixture

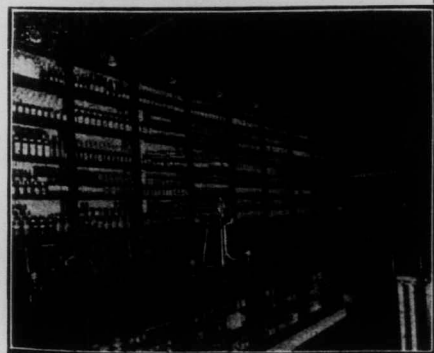


are recognized as a real and tangible force in business building. They improve the character, quality and volume of it.

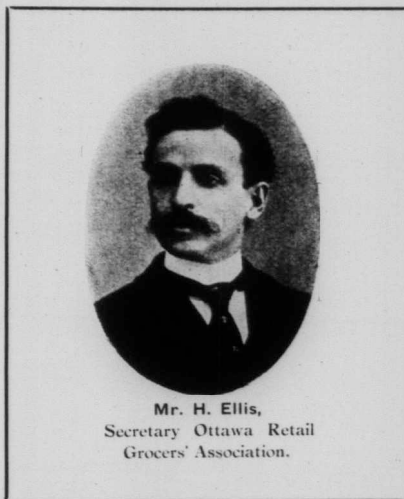
They are an investment not an expense
May we submit plans and prices?
Write for Booklet.

The Walker Pivoted Bin & Store Fixture Co.

HEAD OFFICE:
Board of Trade Bldg., - Toronto



Co., Limited, Toronto; Wilson, Lytle & Badgerow Co., Limited; Comfort Soap Co., Toronto; Blue Ribbon Tea Co., Toronto; Salada Tea Co., Toronto; United Factories, Toronto; Cowan Co., Limited; Toronto; Park, Blackwell Co., Toronto; Pure Gold Mfg. Co., Limited, Toronto; Provost & Allard, Ottawa; S. J. Major, Limited, Ottawa; High Grade Coffee Co., Ottawa; Corby & Foulks, Ottawa; Dowd Milling Co., Ottawa; B. Slinn, Ottawa; G. W. Shouldis, Ottawa; J. A. Laurie (Robertson Bros), Ottawa; H. N. Bate & Sons, Ottawa; F. J. Castle Co., Limited, Ottawa; C. H. Cochrane & Co., Ottawa; American Tobacco Co., Montreal; J. M. Douglas & Co., Montreal; D. Rattray & Sons, Montreal; N. K. Fairbank Co., Montreal; James Pyle & Son, New York; Canada Sugar Re-



Mr. H. Ellis,
Secretary Ottawa Retail
Grocers' Association.

finery, Montreal; St. Lawrence Sugar Refining Co., Montreal; Verret, Stewart & Co., Montreal; Snowdon, Forbes & Co., Montreal; Kearney Bros., Montreal; Canada Maple Exchange, Montreal; Geo. Matthews Co., Ottawa; Wm. Clark, Montreal; F. W. Fearman, Hamilton; Tuckett Cigar Co., Limited; Walter Baker & Co., Boston; Royal Crown Soap Co., Winnipeg; Heinz Co., Pittsburgh, Pa.; Chase & Sanborn, Montreal; D. S. Perrin & Co., London, Ont.; and a few score others.

Mr. John Bambrick, Mrs. Bambrick, and family, were thoroughly enthusiastic in their enjoyment of the grocers' great outing.

The way President Ford and Hunter Scott were hustling out tickets at the depot was an encouragement to the en-



Now is the Time

for Bakers and Confectioners to order their supply of

UPTON'S

**RASPBERRY
JAM**

made up pound for pound of fresh fruit and granulated sugar.

UPTON makes a specialty of this line.

Write for Prices

INDEPENDENT—SURE THING!

[T is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

Independent
Packers

Frankford
Ont.

A. H. ALLEN, Manager

A POINTER

on breakfast foods

"NORKA" Richer Than Wheat Better Than Meat

IS THE BEST-SELLING FOOD ON THE MARKET. YOU SHOULD HANDLE IT—
BECAUSE

"NORKA" is the ONLY Cooked OAT. READY TO SERVE.

"NORKA" is the newest and BEST breakfast food on the market.

"NORKA" is selling well with the retail trade.

"NORKA" is well advertised. You get the benefit of this.

"NORKA" is PROFITABLE. It is not sold to cutters.

Cases
36
Packages
\$4.50 c s
5 Case-lots
\$4.40
Freight
Paid

THE EBY, BLAIN CO., Limited, TORONTO
SOLE AGENTS FOR CANADA AND THE BRITISH ISLES.

tire committee. At the grounds both these gentlemen were "all over the field," and in at the death of every event.

Treasurer C. J. Provost's smile was of the happiest kind. That "safety grip" of his was loaded with shekles.

Mr. J. M. Black, of the Royal Crown Soap Co., Limited, Winnipeg, was a busy man, and a popular one. Those samples of "Witch Hazel" handed out to the ladies on the train were much appreciated. The idea was a good one—as good as the soap.

Park, Blackwell Co., Limited, Toronto, were well and ably represented by their eastern representative, Mr. F. W. Mallette. With headquarters at Ottawa, it is easily understood why he was familiarly greeted by the grocers.

Mr. J. A. Laurie, own brother to the famous "Annie Laurie," so dear to the heart of every Scotchman, represented Robertson Bros., confectioners, Toronto, and well did he do the honors. Even the hot weather didn't affect his geniality, though his avoirdupois was perceptibly reduced.

Capt. Harry A. Bate, of H. N. Bate & Son, wholesale grocers, Ottawa, was a patron of the games and sports. The distinction conferred upon him and The Grocer as judges of the fat men's race was borne meekly though the shock of the collision at the finish was terrific.

Wonder what that Carleton Place was doing out at the grounds? He must have found things too much alive for his business—the only dead thing on the grounds was the picnic lemonade.

Secretary Ellis wasn't quite one of the first in the three-legged race, but to his credit he it said, he also wasn't quite the last to finish. He modestly ad-

mitted that he could manage his own legs all right, but the perverseness of his running mate's was unaccountable and entirely without reason.

Mr. A. E. Provost, of Provost & Alford, wholesale grocers, Ottawa, was an interested and popular spectator. His hat was ever off to the ladies, and his friendly grip of the hand with the boys. The Grocer looked in vain for the automobile, but that was having a well-earned rest.

It was astonishing how Mr. F. D. Cockburn warmed himself into the hearts of the married and marriageable ladies in that Comfort Soap race. The finish was exciting, but those who did not get the principal prizes carried away valuable souvenirs in the shape of bars of "Comfort." This race was accredited one of the best features of the day.

Auctioneer Corby and his megaphone were two of the busiest lines of the picnic. How everyone hustled to get into line on the "call of the wild."

There never was a picnic of grocers or other bodies that was run off and managed in such excellent manner. Every event on time, according to programme announcements. Well done, committees!

Dr. Preston, M.L.A for Carleton, was a visitor, and enjoyed the outing very much. So many voters, young and old, could not very well be neglected.

Mr. C. E. Allen, of the Montreal Packing Co., Montreal, was present in company with Mr. J. T. Cuddy, Eastern Ontario representative. To The Grocer Mr. Allen admitted that this picnic was the finest and best managed affair of its kind he had ever attended, and he had been at a few. Mr. Cuddy, who has covered the United States from north to

south, expressed himself as surprised and delighted at the way everything went off.

Talk about a worker! Mr. A. W. Huband, of Bate & Co., hasn't his equal anywhere. Never lost his head, had his hand on every string of the games, and that Canadian symbol of industry, the beaver, wouldn't be in it with Mr. Huband. His office should be made a permanency by the Grocers' Association.

Mr. H. W. Booth, vice-president, was here, there and everywhere, and kept in close touch with everything that had to be done. Hunter Scott's coat, also, was ever off, and when any one had to be relieved from duty he was ready to step into the breach. Is it any wonder that the picnic was a success?

The "Magic" Baking Powder caps contributed by the E. W. Gillett Co., Limited, Toronto, were distributed by the committee, and were much appreciated by the participants in the games. There was quite a scramble for these caps, and the committee could have distributed an endless supply.

Treasurer C. J. Provost is a great admirer of The Grocer, and to its representative stated that he has now had it regularly for more than fifteen years, and considers it the best investment for any and every grocer. He stated that it had become almost a necessity; he looked forward to its arrival with pleasure and read it with profit. Thanks!

Wonder what was meant by "Bully's Acre?" Possibly friends Ellis, Booth and York can enlighten us. Whatever was meant, when the expression was

(Continued on page 26)



"PRINCE OF WALES" Mocha and Java Coffee

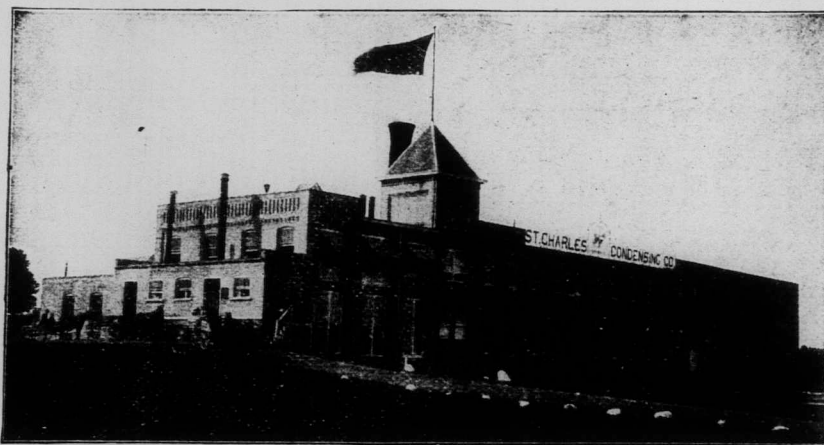
"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills,

53 & 55 Cote St., Montreal
Cor. LaGauchetiere St.



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.

YES

Eggs AND Butter

THAT'S WHAT WE WANT

**IN ANY QUANTITY
and at ALL TIMES**

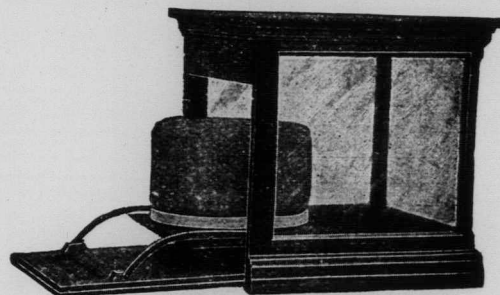
The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 3491.

Toronto.

PROFITS IN CHEESE



Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters. Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always tempting in view, under glass.

PRICE \$7.50 The Cabinet is a very handsome glass, polished hard-wood display case; a most attractive fixture. Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

F.O.B. Factory

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON

Head Office, TORONTO

<p>BUTTER CHEESE EGGS</p>	<p>DAIRY PRODUCE AND PROVISIONS</p>	<p>BACON LARD HAM</p>
--	--	--

CHEESE AND BUTTER BULLETIN

Montreal, August 10, 1905.

BOTH cheese and butter show a healthy and natural reaction after the recent sharp advance in prices, and from present outlook it seems as though a safe trading basis in both articles had again been reached.

The indisposition of the importers in the United Kingdom to follow the extreme prices paid at country points has had a sobering effect. Nobody here seems inclined to store July cheese at the high prices ruling lately, and the only salvation was to reduce bids in the country to a point where the natural demand in British markets could again be met.

Reports from across the Atlantic generally speak of light stocks in first hands and as our stocks of cheese are unquestionably far below the average at this season of the year, the present situation may be called sound, as our goods find a ready market at present values.

Once the July make has been disposed of and the August make is coming forward, our dealers and exporters will feel inclined to store their goods rather than sell them at a loss, as there will be only three months of production to supply the demand for eight months or more, and under ordinary conditions this three months of production should not be more than what the consumers in Great Britain will require during the Winter months.

Should the Fall make of cheese be very large, there might be danger in carrying goods into the Winter months, but, with the still ruling high prices of butter and the continued good demand for this product, it is not likely that those now making butter will turn their attention to cheese. The natural inference would be that there will not be too many cheese made, and that holders may reasonably expect to make a profit on any goods of the Fall make, which includes the August make. Meanwhile, at least, it does not seem probable that prices will still further decline.

The make of butter is considerably in excess of former years, but owing to a good demand in Germany a large proportion of the continental make has been side tracked from markets in the United Kingdom and, although our prices have been much above the average for this year, the demand for our Canadian product has been and still is very good. There exists almost a famine in the cheaper grades of butter, notably western dairy, and this grade is selling today at unprecedentedly high prices with a consequent great scarcity of supplies; besides the export outlet, there is a demand from our home trade for this grade of butter and, unless Winter dairying is taken up, there will be a shortage of supplies for our home consumption.

Creamery butter also has been in steady demand for export, so that there is hardly any accumulation of goods, in spite of the increased production, and prices are in consequence at a point rarely exceeded during the Winter months of non-production. There is naturally a very large consumption of butter in Great Britain, and if the foreign supplies are cut short, as they have been so far this season, the demand is felt here, especially as our creameries are catering to the British trade by giving them what they want in quality, style of package, etc.

In conclusion, it may be said that both cheese and butter are on a safe basis, and at present, at least, the situation is free from speculative influences; prices of both articles are high, but there is at the moment nothing in sight to cause a decline.

It was pointed out to Mr. Fellowes that, as the Act was working at present, it was nothing less than a piece of unwarranted protection, which, while it favored a fixed set of breeders, mainly Irish, at the same time did enormous harm to the farmers in England and Scotland and at the same time deprived many willing laborers of work. It was shown that to have the cattle killed at once was a loss, not only because by fattening their value could be enhanced some £2 or so, but also because the feeding and fattening of them would afford work for many unemployed, and their offal could be turned to excellent account.

It was also urged that the exclusion of Canadian cattle fell heavily upon the master farmer in Greater Britain, since he was thus deprived of what might be termed his raw material. In other words, he had not sufficient cattle to fatten and consequently this trade had

LARD STATISTICS.

The following comparative table of stocks of lard held in Europe and afloat on August 1, 1905 has been received from the W. K. Fairbank Co.:

	1905. Aug. 1.	1905. July 1.	1904. Aug. 1.	1903. Aug. 1.	1902. Aug. 1.	1901. Aug. 1.
Liverpool and Manchester	28,000	26,500	34,000	26,000	16,500	18,000
Other British ports.....	15,000	15,000	16,000	8,500	2,500	6,500
Hamburg.....	30,000	20,000	27,000	14,000	14,000	13,500
Bremen.....	1,500	1,500	1,000	1,500	1,000	1,000
Berlin.....	3,000	4,000	1,500	1,500	1,000	2,000
Baltic ports	22,000	22,000	14,000	12,000	6,500	11,000
Amsterdam }	1,500	4,000	3,000	1,000	3,500	2,000
Rotterdam }						
Mannheim }						
Antwerp.....	8,000	7,000	3,000	1,000	1,500	6,000
French ports	750	900	1,500	900	1,100	2,000
Italian and Spanish ports.....	1,000	1,000	1,000	500	1,000	1,000
Total in Europe	110,750	101,900	102,000	66,900	48,600	63,000
Afloat for Europe	70,000	65,000	40,000	40,000	42,000	54,000
Total in Europe and afloat.....	180,750	166,900	142,000	106,900	90,600	117,000

LONDON PRODUCE LETTER.

By Our Own Correspondent.

FOLLOWING on what was written in the London Letter of last week, a little might be said about the efforts being made on this side for the removal of the embargo, which forbids the importation of Canadian cattle into Great Britain for the purpose of mixing with the herds there.

As was mentioned last week, the harm done by this measure is by no means confined to Canada, and it is little wonder to find that on May 11, 1905, a deputation, representing British agriculturalists, consumers, butchers' societies, farmers and commercial and municipal interests, waited upon Mr. Fellowes, president of the English Board of Agriculture, and asked for the removal of the embargo.

fallen off. As said last week, it was computed that something like 250,000 carcasses less per year are exported than formerly. The agriculturalist also had his complaint, lamenting that now a big crop of turnips positively meant a loss to him, since he could not get the stores to feed. In many parts of Scotland and in some portions of England the turnips were useless.

The president of the Board of Agriculture was given plainly to understand how differently conditions obtained now to ten years ago, and it was pointed out that from an economic point of view the retention of the embargo was doing enormous harm. It had the effect of alienating the feelings of Canadians from the Mother Country and of bringing into imperial relations an undesirable amount of bitterness. Canadians

MILK.

TRIM YOUR SAILS TO THE WIND THAT BLOWS

The public are realizing the advantage of using Condensed Milk. The demand is steadily increasing.

The enterprising Grocer can increase his sales 100 per cent. by giving prominence to Reindeer Condensed Milk.

Get every customer started using it—do it systematically.

IT PAYS TO HANDLE



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

ROLLED BACON

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

F. W. FEARMAN CO.,
LIMITED
HAMILTON

Large Profits



on cheap goods
don't pay in
the long
run.

Your profits on Gillett's Goods are good all the time because the goods are PURE, well advertised and steady sellers.

Try **MAGIC BAKING POWDER**

Ask your jobber for it.

as a sample test.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

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

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO.
LIMITED
TORONTO

TELEPHONE M 3960

felt that an injustice was being done them, and this injustice affected no considerable portion of the Dominion.

In reply to the deputation, however, Mr. Fellowes, the president, said that as long as he was in office he could hold out no promise that the Act of 1896 would be removed. He dwelt upon the disastrous effects of the foot and mouth disease of ten years previous, and, although he did not think that there actually was any disease in Canadian cattle, still there was always the risk. The price of meat had not been enhanced since the embargo had come into force. Canadian cattle had a long way to come, and in this there was danger. Although at the time no response was given to this argument, it was afterwards pointed out that no disease had ever been found in those cattle which arrived for

immediate slaughter, and, in any case, the quarantine could be brought into force to make doubly sure. Scarcely a word was said by Mr. Fellowes on the embargo as a measure of protection against Canadian competition.

The members of this deputation afterwards assembled at the Westminster Hotel, London, and after further discussion it was determined that a national organization should be formed with the object of pushing forward the movement for the abolition of the embargo and of securing the support of parliamentary candidates. The latter, of course, was with an eye to the coming general elections. The most prominent member of this deputation was Lord Aberdeen, while many M. P.'s were also in attendance.

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

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—The provision market still continues firm, with steadily advancing demand, and prices ruling toward stiffness. The weakness apparent in lard at our last going to press has recovered itself, and an advance is recorded ranging at about 1-4c. all round, and there are recorded and the man wanted no 1 are prospects of a still further advance. Hogs, too, have firmed up to \$9.50, and are maintained at that figure. Hams are not showing abundance, which has somewhat stiffed prices, but no material change is recorded. Lamb has weakened decidedly, prices standing at 11c. Beef remains in steady demand. We quote for this week:

Small hams per lb.	0 14
Medium hams, per lb.	0 14
Large hams per lb.	0 13
Shoulder hams, per lb.	0 11
Backs, per lb.	0 15
Heavy mess pork, per bbl.	16 50
Short cut, per bbl.	21 51
Shoulder mess pork, per bbl.	14 50
Lard, tierces, per lb.	0 09
" tubs "	0 09
" pails "	0 10
" compounds, per lb.	0 07
Plate beef, per 200-lb. bbl.	12 00
Beef, hind quarters	9 00
" front quarters	5 00
" choice carcasses	6 00
" medium	6 25
" common	5 50
Mutton	0 08
Spring lamb	0 11
Veal	0 07
Hogs, street lots	9 50

Long clear bacon, per lb.	\$0 11
Smoked breakfast bacon, per lb.	0 14
Roll bacon, per lb.	0 11

Butter—The firmness denoted in our last report is being well maintained, and butter showing quality is well competed for at an easy advance of 1a. to 2c. In addition to the increased foreign demand mentioned last week, there has been a decided improvement in home con-

SALT SALT

TABLE, DAIRY AND CHEESE SALTS
FINE AND COARSE SALTS IN SACKS AND BARRELS
LAND SALT

C. R. COOPER
Toronto Salt Works
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS

We are in receipt of a communication from C. S. Page, Hyde Park, Vt., which authorizes us to say to those of our readers who are engaged in the Butchering Business, that if they will send him a postal card with their name and post office address thereon and say that they saw this notice in the CANADIAN GROCER, he will enter their names on his list of customers and send them free, postpaid, from time to time as issued, his Hide Bulletins, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Cracklings, etc. Mr. Page has been in the Hide and Skin trade for more than fifty years and has the reputation of being responsible and reliable.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

<p>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.</p>	<p>DAVID SCOTT & CO., Est. 1878. 10 North John St. LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.</p>	<p>GEORGE LITTLE LIMITED Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.</p>	<p>HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.</p>
<p>JOHN LETHEM & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiters; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.</p>	<p>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.</p>	<p>E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code. CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.</p>	<p>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 Liebers.</p>
<p>JAMES MARSHALL, ABERDEEN, SCOTLAND. Cables, Halcyon. Codes, A. B. C., 5th ed. Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.</p> <p>This space \$15 per year.</p>	<p>This space \$15 per year.</p> <p>Telegraphic Address, "Fondants, London." A. E. SOWERBUTTS & CO. PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield</p>	<p>ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., 4th Ed.</p> <p>HAMBURG. Kaiser Wilhelmstrasse 74-75. Neubeck & Schipmann, Commission Agents and Merchants.</p>	<p>THOS. BOYD & CO., 28 KING ST., LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."</p>

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.

Salter & Stokes, 19-20 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.

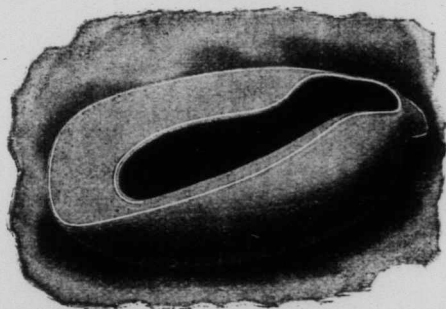
IN BLACK AND WHITE

The evidence in favor of Blue Ribbon Tea is overwhelmingly convincing of its popularity. It is used on trains, on boats, by farmers and townfolk, in cities—by everybody.

Blue Ribbon Ceylon Tea

has distinct qualities. Other teas might have these if they were grown in the Blue Ribbon way, made and packed in the Blue Ribbon way. In that growth, make and packing is embraced the "drawing" power—the people to you. Blue Ribbon Tea to them. It's worth 50c., but sells at 40c.—Red Label.

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.

How's This



for

Promptness?

On the 4th July we cabled an order to one of our factories for 6 crates of Dinner Sets of a special composition, which had to be prepared for this particular order. Four of these crates arrived in Montreal on Sunday last, the 6th August, just 33 days from the date our customer gave us the order.

MORAL.—Order your crockery through us.

BARNARD & HOLLAND CO.

Crockery Importers and
Manufacturers' Agents,

Coristine Bld'g.
Montreal

OTTAWA RETAIL GROCERS' PICNIC.

(Continued from page 19)

used it certainly betokened a popular trio of grocers.

Chief of fire department, W. McIlquham, of Carleton Place, was the winner of the fat men's race. No wonder conflagrations don't get much headway in his town if he puts on such spurts while on duty as he did in the race.

As a master of ceremonies at the dancing pavilion, Mr. James Mundy was a decided success. Himself a master of the art, he was the right man in the right place.

Charley Wilson, familiarly known to

his friends as "Buck," a South African veteran, made an efficient referee during the lacrosse match between the Ottawa Stars and the Carleton Place club.

Mayor Bennett, of Carleton Place, and Chief of Police Hugh McWilson, were guests at the picnic. The mayor was pleased with the magnificent turnout, and the chief of police happy because he had nothing to do.

Mr. S. G. Burgess, of the Ottawa Citizen, and Mr. D. B. McRae, of the Journal, as well as Mr. A. D. Branscombe, press correspondent, officiated in the interests of their respective journals, and welcomed The Grocer with the glad hand.

AMERICAN TEA CULTURE

THE latest industry, in the development of the Southern States, and one that promises to become one of the greatest commercial factors in the future business of the United States, is the cultivation and manufacture of tea. For the past hundred years there have been tea bushes and small domestic gardens scattered throughout Georgia and South Carolina, but they served nothing further than to afford a limited family supply.

It was not until 1890 that Dr. Charles U. Shepard undertook to demonstrate the practicability of growing and manufacturing tea to offer on the American market. All previous attempts had failed either through lack of knowledge or the failure to adopt methods of cultivation suitable to local conditions. Rules laid down for tea on the low, torrid plains of India and Ceylon were followed, the result being failure, though many of the plants survived.

Starting on the principles practised by his predecessors, Dr. Shepard soon discovered the causes of their failure and set about to overcome them. Chief of these was the serious loss from the severe cold frequently experienced during the Winter months. To remedy this a new system of pruning was inaugurated, whereby the clean stem of the Oriental plant was replaced by a sucker growth of many shoots from the root of the plants, thus forming a cloak or protection during severe cold weather. This also increased the strength and productivity of the tea bush.

* * *

The fields are laid out in two ways, in hedges or in squares like corn is generally planted. They both have their advantages, but the former seems the more preferable on fertile soil as permitting many more plants to the acre, and thus a larger yield. Needless to say, the trials and disappointments for a number of years would have disheartened a less persistent and scientific man. The infancy of the future tea industry was in safe hands, however, and in the hands of one who cut loose from the old idea of trying to make the conditions of our climate accommodate themselves to the previous surroundings of the tea plant, and taking the more rational course of cultivating the tea plant to thrive under conditions as found here.

* * *

In luxuriance of growth the American gardens are in advance of the average Asiatic garden and it was not long ago that a Japanese official, on seeing the

gardens of the Pinehurst estate, said that he had seen nothing in Japan to surpass them. As all agriculturalists know, the sharp frosts of Winter increase the sweetness of fruit, and so with tea, the cold that at first seemed a bar to its cultivation in the Southern Atlantic States brings out the fragrance and sweetness essential to a high grade. The tea plant is a perennial, though during the Winter months the leaves are too tough to utilize.

* * *

In the Pinehurst tea gardens may be seen tea grown under cocoanut matting. This is done in only one other garden, in Japan, where it is said to be reserved for the exclusive use of the Imperial court. The effect of this shade is to give the leaves a bluish color. It also produces very much more tender and larger leaves. The tea made from this leaf is of exquisite delicacy and sweeter to the taste than teas not grown under shade. In Japan this tea is known as "sugar tea." The work at the Pinehurst tea gardens has been largely of an experimental nature to determine the most profitable methods of growth and quality. There has probably been more original work and more new successes in the field and factory at the Pinehurst gardens than at any other place in the world. All of the more successful methods of the East have been employed, the best of their machinery used, and with these as a basis American ingenuity has developed improvements unknown in the great tea-making districts of the world. Everything but the plucking of the leaf is done by machinery.

* * *

Although Dr. Shepard long ago demonstrated the practicability of making tea in the United States, no one attempted to follow in his footsteps until the Winter of 1901, when Roswell D. Trimble organized a company with northern capital to undertake the production of tea on a large commercial scale. Having become convinced, through frequent visits to Pinehurst, of the profit of the enterprise, he organized a company which bought about 6,500 acres of land between Charleston and Savannah. There the conditions were different from those at Pinehurst, as the lands were old rice plantations and the idea was to utilize the rich soil of these rice fields for establishing the gardens. The company, while under the management of Roswell D. Trimble, have been most successful in establishing their gardens, and as a whole, have demonstrated the great

suitability of the South Atlantic coast lands for the establishing of a tea industry on a large scale. Up to the present time this company have not made any tea from their gardens. The two great commercial questions that had to be decided were, first, could they grow and make tea in competition with the cheap labor of the East, and, secondly, could they sell it at a profitable figure? Had they to compete with the cheap labor of the East without the aid of machinery it would be out of the question. Machinery is their salvation, for labor, however cheap, cannot compete with machinery, nor can it produce as good results. The only hand labor employed at the Pinehurst tea gardens is the plucking of the leaf from the bush. This can never be done by machinery, as it is not a uniform but a discretionary operation. The leaf, once delivered at the factory, simply passes from one machine to another until its final delivery ready for packing.—Major R. D. Trimble in Tea and Coffee Trade Journal.

A VALUABLE ISSUE.

A COPY of the Spring and Export Number of The Canadian Grocer, for May, 1905, lies on our desk, and after a hasty glance we find it contains some 200 pages and is full of valuable information. It is full of half-tone illustrations, and the special cover done in colors is a gem.

Among the special articles is a trip to the West Indies, British Columbia Fruit, Export Trade in Dairy Produce, The Fisheries of Canada, The Canadian Fruit Market, and a score of other well-illustrated articles. "A Comparison of Nova Scotia and Ontario Apples" speaks well of ours. A. A. McNeil, of the Fruit Division, has a valuable article on co-operation among Canadian apple growers, in which a beautiful view is given of Hillcrest Orchards, Kentville. Mr. Gillies, one of the editors of The Grocer, has written Down by the Sounding Sea, an account of his first trip to the Maritime Provinces, in which he speaks of the Summer charms, etc. He uses in that some views of Capt. Allen's farm, Woodburn, and shows Mr. J. E. Kinsman and his famous Gravenstein tree that is 100 years old and has given a crop of 27 barrels some years. Mr. Gillies has a good word for the Evangeline Land and for Kentville. Mr. Gillies came to Moncton last year to report for his journal the session of the Maritime Board of Trade and was so impressed with the country that he felt bound to make it known to his readers. The culture of tobacco in Cuba with views is very interesting. Among the contributed articles we find one, Nova Scotia and its Advantages, by M. G. DeWolfe, of Kentville, with a half-tone of the writer. This article will draw the attention of many to this county. This edition of The Grocer goes to every part of the British Empire and to many foreign lands. In our limited space we can hardly refer to so much as it contained between the covers of 200 pages, but can only say that the edition is one of the most valuable ever sent out by a Canadian publishing house, and will do much to advertise this Dominion and show to the world the wonderful resources of this Canada of ours. This Export Number is a feather in the cap of The MacLean Publishing Co.—Acadian Orchardist.

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TO LOWER EXCHANGE RATES.

FOLLOWING the lead of the American Bankers' Association, the Canadian Bankers' Association will try to recover the money order business of Canada, which is now almost entirely done by different express companies and the Government Postoffice Department. This action will end the practice of banks of charging 15 cents on a cheque whether it was for \$3 or \$50, and any amount under \$5 will, according to the new rates agreed on, be put through for a charge of 3 cents; from \$5 to \$10 for a charge of 6 cents; from \$10 to \$20 for 10 cents, and from \$20 to \$50 for 15 cents.

Retail grocers and general merchants ought to welcome the proposed change to a man, if for no other reason than because it will mean a saving in dollars and cents. If the average retailer stops to consider, his exchange account amounts to no small item in the course of the year. Suppose he accepts one draft a day, and receives payment from customers at the rate of one cheque a day, by no means a high average, since drafts are drawn for any amount from \$1 up, it means twelve exchanges a

week, forty-eight a month, and 576 a year, from which must be deducted the number of drafts on which the bank charges a nominal collection fee and cheques payable at par. If 400 exchanges are paid during the year they will average at least \$60, an amount which may be out of all proportion to the actual cash turnover.

It is because the wide-awake retailer has become wise to this fact that express and postoffice money orders are coming into general use, particularly for small remittances. The banks, realizing that this trade is theirs by right, and at the same time impressing upon the retailer that it is an advantage to him to have his collections, etc., go through one channel, are endeavoring to make this possible by lowering the present rates of exchange.

ITINERANT RETAILERS.

SUMMER months witness the flourishing of an all-too-numerous class, viewed from the retailers' standpoint,—the pedlars. Every section can contribute its quota of woeful incidents and unfair competition arising from this class. They are always supposed to operate under the authorization of municipal ordinances. Little capital is needed and the exchange business facilitates sales in country districts. Increased licenses strictly enforced furnish the surest and safest guard to the ordinary merchant. Even in city circles the pedlars and vendors have won a sure foothold, and their position deserves the earnest consideration of retail associations. Various conditions have combined to mitigate the evils of the city pedlar upon the business of the legitimate merchant. Many houses and tenements which are rapidly becoming a part of Canada's cities have conspicuously displayed a sign reading "No pedlars allowed." Further than this, general dry goods and department stores offer the bargains in smallwares, formerly supplied by the pedlar, at lower prices. This is, perhaps, the remedy of the evil in most instances. Jew pedlars have established themselves seemingly irrevocably in Montreal.

HIGH PRICES FOR LEMONS.

A LIVE topic of discussion among the wholesale and retail grocery trade of Canada and the United States to-day is the abnormally high price of Verdilli lemons. On Aug. 10, 1905, the price quoted on the Toronto fruit market was \$5.50 per case, or \$1.50 in advance of the quotations of a year ago. It is just seven years since lemons soared to anything like present prices.

The reason for the advance is not far to seek. This year's lemon crop is from fifty to sixty per cent. short, owing to disastrous frosts in Messina early in the season, which seriously damaged the fruit buds. The North American market has felt the effect of this shortage so much that in New York alone the receipts of lemons for the month of July, 1905, were 112,000 boxes less than for the corresponding month of 1904. In the Canadian market the story repeats itself. The consumption of lemons beginning to show a considerable falling off because the average consumer does not care to pay above a certain price, and when the limit is reached he reverts to the use of limes and fruit juices.

All stocks in sight up to the first of September have been contracted for by Ontario fruit dealers, and after that it is thought that prices will show a further advance. Until very recently the only substitute for Verdilli lemons was California fruit. The season for California cured lemons, however, is now at an end, and there is nothing to take their place except fresh cut California stock, which is comparatively deficient in keeping qualities.

MAY CARRY U.S. MAILS.

THE Allan turbiner Virginian is experimenting with United States mails on her present trip from England, and stands to outdo all previous records. She left Merville at 2 p.m. on Friday, Aug. 4, and passed Belle Isle at 6.55 p.m. on Tuesday, Aug. 8, a distance of 1,760 knots, an average of seventeen knots an hour. Calculating at the same rate of speed, the Virginian should land her mails at Rimouski on Thursday, Aug. 10, at 8 a.m. This is equivalent to five days, nineteen hours from Merville to Rimouski, and would break all records.

The question now before the public is, "Can mails for the United States be delivered sooner if carried by Canadian mail steamers?" Can her mails be delivered in Chicago not more than twenty-four hours later than if they were carried by the Lucania running her usual speed? If the Virginian succeeds in doing so the supremacy of New York as a port for postal steamers on the Atlantic run will be seriously threatened. Canada will become not merely the shortest route to the Orient, but to the greater part of the United States as well. Anticipating the fact that there will be even faster steamers than the Virginian on the Montreal route in the near future, the success of her present voyage may mark the beginning of a great change in the mail route between Great Britain and the United States.

GROCERS' MISTAKES.

I DLE capital is a drain on resources which eventually compels retrenchment or the increase of working capital, says the New York Commercial.

This condition is more often found in retail grocery stores, perhaps, than in any other lines in business. No retail stocks deteriorate as seriously as groceries. In no other line of goods should there be more judicious buying, limited to what may be termed current necessities. This doesn't apply to all varieties of groceries, but to a considerable proportion, and imported goods are perhaps the most unprofitable of all to buy and hold.

How to Buy Foreign Goods.

Imported groceries are bought sparingly by the most progressive grocers, but they are bought frequently. A small stock need not mean that the quality is unsatisfactory, nor that it will be impossible to fill orders. On the contrary, a small stock of imported groceries, judiciously selected, will supply the requirements of all ordinary stores and save the owner from possible loss.

A small stock turned quickly is the best policy for all retail grocers. Buy frequently, thus keeping goods fresh, and getting back the investment and the profit almost immediately. The retailer in this way obtains three important advantages. He always has fresh stock, which is one of the chief points of attraction for customers, present or prospective. He gets back his original investment to use again, possibly in purchasing goods on which there is still greater profit, and he gets the profit on the original investment to invest in something else. These features should be of sufficient importance to cause any man to hurry his transactions, but there are others, which, morally, at least, are quite as important.

Activity Attracts.

Active stock means a lively business, and that in turn attracts by its very activity. Buyers go to stores where business is done. They argue that the stock is fresh, that they are more likely to get what they want and that the service will be more prompt.

In the internal economy of the store itself activity is important, because it prevents loitering among employees and keeps every one keyed up to working pitch, a more important consideration than some people imagine. If employees see stock moving out rapidly and know the store is making money, they feel more contented, and will work harder

of their own volition. On the other hand, a store where spiders spin webs in front of the shelves will never have contented employees.

Make a Noise.

Sometimes to cause things to go, it becomes necessary to make a noise about them. One retailer in relating his experience, said he bought a quantity of prunes at 2 3-4c. Then he began to advertise them. He sold 20 pounds for \$1. or 5c. a pound, in single pounds. The sale, as can be imagined, was very lively as long as the offering lasted, and customers returned for more.

An experienced grocer in discussing this phase of retailing not long ago, declared that fully two-thirds of the retail grocery trade carry a great deal more stock than their business requires. Slow moving stock, according to his opinion, should be held down to the lowest possible point and never allowed to reach a cumbersome quantity. Some grocers, he said, turn their stock three, some six, and some a dozen times a year. Assuming reasonably good management, it isn't difficult to tell who makes the most money.

To do business successfully in the retail grocery trade requires good management and constant activity. Small, but active stocks, composed principally of those goods which are usually moving, are the most profitable. Make as big a noise about the goods as possible, the more the better, and keep them whirling. Sales must be active, capital must be kept on the move, turning over constantly, and then it will accumulate more capital. If all retail grocers did this there would be more satisfaction with more business.

NICKEL COINS FOR CANADA.

A RECENT suggestion that Canada should adopt nickel as a metal for coins, using the pure metal rather than the alloy used by the United States Government, has much to commend it. Canada has the greatest deposits of nickel in the world, and is practically the source of the world's supply. The adoption of the metal for all coins would, therefore, be a great advertisement for the country and aid materially in the development of this branch of the mining industry.

Nickel is growing in popularity for coinage purposes in Europe, and Canada would do well to be one of the first countries to adopt the metal. Its use for fifty, twenty-five, ten or five-cent pieces would cost much less than the present silver coinage, and the Government's profits would, consequently, be

larger. The day is past, however, when the public look for intrinsic value in coins, most coins being mere tokens. It is the Government's fiat that places value on the coins, and pure nickel, which will stand hard wear, would be an almost ideal metal for a Canadian coinage.

THE VALUE OF CO-OPERATION.

I F Canadian exporters have anything to learn from the methods employed by European merchants and manufacturers in exploiting the world's markets, it is summed up in the one word, "co-operation." And a remark of one of the leading United States consular agents to Germany on this subject is not without interest when it is remembered that German tradesmen have had remarkable success in securing a foothold in foreign markets. He says:

"The time has arrived when our exporters must get rid of jealousies and mistrust and join with competitors for the protection of their mutual interests. It is a matter not of opinion, but of compulsion, and the sooner the export trade realizes it the better. In our foreign commerce more thorough methods must be adopted if we would cope with other nations. Associations of exporters may be beneficial in many ways. They can have frequent meetings to devise inducements for attracting foreign trade; they can discuss their experiences and enlarge their knowledge on the various phases of modern export trade; they can more effectually protect themselves against losses, etc., and have a regularly constituted bureau of information, where the names of undesirable customers may be registered, and they can encourage our young merchants in the scientific and practical study of commerce and foreign languages. Canada has already such an organization in the Canadian Manufacturers' Association.

"Another factor is liberality. While seeking new customers it is above all of greatest value to retain the old ones. Differences between the exporters and receivers of goods may not be avoidable, but they are sometimes based on grounds too frivolous for a quarrel. If the exporter is at fault, he ought to make amends; if the purchaser is the guilty party, the exporter should meet him halfway. Independence is a valuable quality, but stubbornness is enough to ruin any business. To regain a customer lost is the most difficult task in commercial life, but it is often very easy to hold one if the proper means are applied.

"In these days of intense competition nothing is more fatal than adhering strictly to set policies. Every avenue of trade is crowded with cool and keen-witted men, fertile in expedients and de-

vices, who are perpetually inventing new ways of buying cheaply and at best terms, and if success is wanted in business our manufacturers and exporters must shape themselves to every exigency. It is a great mistake of some exporters to discriminate too much between the regular and casual foreign buyer. The same means that made the first permanent can make the second permanent also. Moreover, patience, fairness, and persuasiveness are necessary to develop our export trade. Many merchants fail to follow this course, and as a consequence are the losers. It is natural enough that the introduction of new articles into foreign countries should meet with prejudices and doubts, and only perseverance, fair dealing, and the power to convince the foreigner of his false opinion will overcome this drawback.

"A further means of building up export trade is the allowance of credit. It is impossible for exporters on this side of the Atlantic to sell their wares on a strictly cash basis where European merchants give credit. Of course, this does not mean that credit should be given to all who ask for it, but careful inquiries will enable our merchants to weed out undesirable foreign purchasers and to greatly limit the risks.

TARIFF INQUIRY.

It has been officially announced that the committee of ministers who are to inquire into the operation of the Canadian customs tariff at the next session of Parliament, will enter upon their work about the end of August or the beginning of September. Meanwhile it is well for parties interested to prepare such information as they intend to submit and to select representatives to appear before the commission. The Grocer has to listen to a tale of woe from time to time from members of the trade. Such complaints should be aired publicly before this commission if they are to be remedied. Otherwise the customs authorities will conclude that everything is running smoothly, and proceed to pass approval on the present regulations. If it is the dumping regulations that are at fault, a strong representation on this subject should be arranged without delay.

All who come before the committee should be prepared with accurate information respecting the requests they have to make and be ready for cross-examination in matters about which there may be diversity of opinion. Reasonable notice will be given of the visits of the committee to the several points selected, which will include one or more places

in every province of the Dominion. All inquiries should be directed to Mr. John Bain, assistant commissioner of customs, Ottawa, secretary of the tariff commission.

EXECUTIVE ELECTED.

The Canadian Association of Master Bakers have elected their executive for the ensuing year: President, George W. Shouldis, Ottawa; vice-president, M. Bredin, Toronto; J. R. Heardman, Cornwall; A. L. Thirudeau, Windsor; W. D. Muir, Vancouver; treasurer, A. W. Carriek, Toronto; secretary, James Acton, Toronto; executive (with the officers), A. M. Ewing, Hamilton; John Turnbull, Toronto; T. Fitzgerald, St. Catharines; R. H. Harrison, Woodstock; legislative, George W. Shouldis, B. Slinn, John Borthwick, Ottawa; A. A. Lees, A. M. Ewing, Hamilton; John Turnbull, M. Bredin, James Acton, Toronto; James H. McEwen, Montreal; E. Parnell, jun., London.

MODERN COLD STORAGE PLANT.

It was with no little pleasure, on a hot day late in July, that a representative of The Grocer was shown through the cold storage warehouse of Gunn, Langlois Co., Montreal, which has recently been enlarged and remodelled.

The new wing is a building 60 feet by 120 feet, and five stories high including the basement, and gives the firm 220,000 cubic feet additional space, making altogether some 325,000 cubic feet of refrigerator space in which the temperatures range from five degrees below up.

The plant as it now stands is built on the slow burning principle, the very latest idea along this line having been incorporated. The walls and partitions have been rendered absolutely fire proof by the use of a covering of compressed mineral wool, expanded metal lath, and good hard cement. Wired glass is used in all the windows throughout the building, and the elevators are built in a special well separate from the rest of the building, and equipped with automatic fire doors. In addition to this, the electric light wires are all encased in iron conduits.

As a result of their efforts toward making their warehouse practically fireproof, Gunn, Langlois & Co. have succeeded in getting from the fire underwriters the lowest fire insurance rate in Montreal. The warehouse is situated on a corner, with six doors on the west side providing for prompt receipt and delivery of pro-

duce. The plant has a capacity of 100 tons, refrigeration, developed by machines installed by the Lavergne Machine Co., of New York, and the Linde British Co., of Montreal. Passing from one cooling room to another of progressively lower temperature, one was impressed irresistibly with the effectiveness of artificial refrigeration.

Nor was this effect diminished by the sight of the tiers of butter, cheese, etc., and the stores of poultry and game which, from all appearances, may be kept indefinitely in this Arctic region, fronting on St. Paul street.

IMPORTANT TRADE MARK DECISION.

AN end of what has been a long-contested trade-mark case was reached recently by the decision of the Privy Council in throwing out the appeal in the case of Gillett vs. Lumsden. The dispute is one of long standing and has been fought from one court to another up to the Privy Council. E. W. Gillett Co., Limited, objected to Lumsden Bros., of Hamilton, making use of the words "Jersey Cream" in the description of yeast, baking powder, etc., declaring that the words constituted a sort of trade mark for the Gillett products. Justice Street upheld that contention, but full court thereafter upset the judgment as have also the courts higher up.

Clute, Pinkerton & Cook acted for Lumsden Bros., and were represented before the Privy Council by Groege F. Shepley, K.C., while Mr. Bicknell, of Bicknell, Kappel & Co., appeared for the appellants.

NOT TOO EARLY.

Now is the time of year for the grocer or general merchant who is thinking of installing new heating apparatus in his store to come to a decision. If it is to be a stove, it may be all right to wait until the cold weather is at hand; if it is a hot-air furnace or hot-water system, which requires some time to set up, it is none too early for him to complete his arrangements now.

Mr. John F. MacLaren, Toronto agent for the Ogilvie Milling Co., Limited, was met by The Grocer in Ottawa this week. Of the many delegates attending the Canadian Association of Master Bakers in that city this week, Mr. MacLaren seems to be one of the most popular. His acquaintance with the baking and grocery trade of not only Toronto, but Ontario, is a close and valuable one, and no one is a harder worker or pays closer attention to the interests of his customers than Jack MacLaren.

"SALADA"

Ceylon Tea

Black, Mixed or Natural Green

Why?

Salada Teas have been accorded a sale without precedent in the annals of the Tea trade.

Why ?

Holding fast all tastes on a "cup draw."

Why ?

Earning every dealer's support and good will throughout the entire American continent.

Why ?

Promptly winning the Highest Award and the Gold Medal at the St. Louis Exposition, 1904.

Why ?

"Draw your own conclusions."

"SALADA" Toronto or Montreal.

COLES Electrically Driven Coffee Mills.

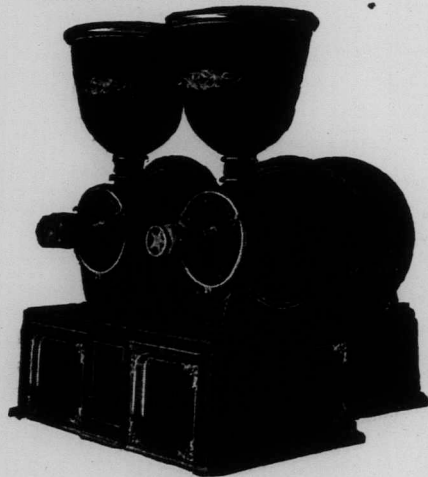
GRANULATOR. PULVERIZER.

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.

BRANTFORD PREPARED CORN STARCH

is no commonplace staple. Unique methods of manufacture and a fine discrimination in selecting the right kind of corn, have produced a better grade of corn starch than the trade has ever known before.

Based on merit and backed by good advertising, the inevitable result has been a DEMAND and progressive dealers should be prepared to supply it.

The dainty food prepared from Brantford Starch brings the customer back again many times. The common sense recipes on the packages delight the cook.

BRANTFORD STARCH WORKS, Limited
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Quebec Markets. GROCERIES.

Montreal, Aug. 10, 1905.

THIS week's trade on the whole is good, but featureless. Sugar being in its full season is much in view, and firm in prices owing to a steady, good demand. Molasses also keep up pretty well in Montreal, but the stocks are too small to give way to any large sales. Teas continue in good demand, and dealers report a fair business. Coffees and spices are much the same as last week, the anticipated advance in peppers not having made any appearance as yet. The canned goods situation is as puzzling as ever. The improbability of lower prices is almost confirmed and jobbers look at it that way. Fish is scarce, but in exceptionally good demand for this time of the year. The fish dealers have made good business this year. Maple products and honey are quiet, being, to speak plainly, out of season. Flour and feed enjoy a good demand, but lack in interesting changes. Other lines are practically the same as during the previous week.

Sugar—The sugar market is very active, specially in refined, which enjoys an enormous demand. This is the season for this article and dealers claim that business is exceptional and very satisfactory. Other lines, such as granulated and raw, are also in good shape. We quote:

Granulated, obls	\$5 00
" 1-bbls	5 15
" bags	4 35
Paris lump, boxes and bbls	5 50
" 1-boxes and 1 1/2-bbls	5 60
Extra ground, bbls	5 35
" 50-lb. boxes	5 55
" 25-lb. boxes	5 65
Powdered, bbls	5 15
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2	4 60
No. 1 " bbls	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 50 4 75

Syrup and Molasses—Some dealers are of opinion that the last week's improved demand is still prevailing, while others deem it only fair. No big transactions are reported, owing to stocks not being large. In fact, any stock of consequence in Montreal is held by three or four big dealers. Prices are unchanged.

Barbadoes, in puncheons	0 35
" in barrels	0 37 1/2
" in half-barrels	0 38 1/2
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02 1/2
" 1-bbls	0 03
" 3 1/2-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " 1 doz. "	2 25
" 20-lb. " 1 doz. "	2 10

Teas—The market for Ceylon and Indian blacks is about the same as last

week. A little more activity is noticeable in Japans and particularly in last season's third crop, which is selling at 12 1/2c. to 15c. China greens are short. Large orders have been given for import. New teas are also active. Poochow pekoes are said to be scarce and consequently higher figures are expected.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 12 1/2	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14 1/2	0 15
Gunpowders	0 13 1/2	0 14
China greens—Pingsney gunpowders	0 12	0 12
Oongous—Kaisows	0 12	0 12
Packing boxes	0 12	0 14

Coffees—The local stocks of coffees are light, owing to small receipts, and a steadiness in consumption. Consequently, prices are advancing. Still higher prices are expected. However, no particular activity is reported.

Good Cocotas	0 11	0 13
Choice "	0 12	0 13
Jamaica coffee	0 10 1/2	0 11
Mocha	0 18	0 24
Mocha	0 17	0 20
Rio	0 10	0 12
Santos	0 09 1/2	0 12

Spices—The market continues active in all lines owing to a good demand. Expected high prices have not as yet appeared, but some dealers still claim that present figures will change soon, and especially in peppers and cloves. Other lines are steady. We quote:

Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cream of tartar	0 17	0 30
Cloves, whole	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Canned Goods—The canned goods situation is unchanged. Orders for futures continue to come in steadily. It is reported that some dealers have offered old stock of salmon at reduced prices, but their success in this case, it is thought, is only problematic. The pea crop is promising to be a good one, and it is thought that prices may be easier. We quote:

Sugar beets	\$0 85	0 95
2's Asparagus Tips	2 50	
2's Beans, Golden Wax	0 80	
2's " Refugee or Valentine	0 82 1/2	
2's " Crystal Wax	0 92 1/2	
2's Peas, No. 4 " Standards	0 82 1/2	
2's " No. 3 " Early Junes	0 85	
2's " No. 2 " Sweet Wrinkled	0 95	
2's " No. 1 " Extra Fine Sifted	1 30	
2's Table Stomach	1 40	
Pears—Flemish Beauty, Bartlett's and pic in 2, 2 1/2 and 3's	\$1 15	\$2 20
Peaches—White, yellow and pic, 1 1/2's, 2's, 2 1/2's, 3's	1 25	2 82 1/2
Gallon pears	3 15	3 67 1/2
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	0 72 1/2	
" gal.	2 50	
3-lb. squash	1 00	
2's Cherries, red, pitted	2 20	
2's " black, pitted	2 20	
2's " black, not pitted	1 75	
2's " white, pitted	2 40	
2's " white, not pitted	2 00	
2's Curran's red, heavy syrup	1 57 1/2	
2's " red, preserved	1 77 1/2	
Gals. " red standard	4 75	
Gals. " red, solid pack	7 00	
2's " black, heavy syrup	1 75	
2's " black, preserved	2 05	
Gals. " black, standard	4 00	
Gals. " black, solid pack	8 00	

2's Gooseberries, heavy syrup	1 62 1/2
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57 1/2
2's " preserved	1 85
Gals. " standard	4 97 1/2
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson light syrup	1 00
2's " " heavy syrup	1 20
2 1/2's " " " "	1 77 1/2
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 15
2's " " heavy syrup	1 35
2 1/2's " " " "	1 62 1/2
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47 1/2
2 1/2's " " " "	1 72 1/2
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52 1/2
2 1/2's " " " "	1 80
3's " " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " " " "	1 90
Gals. " " standard	2 62 1/2
2's Strawberries, heavy syrup, 1903 pack	1 47 1/2
2's " " 1904 pack	1 69
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	3 50

New Canned Goods for 1905:

Strawberries.

	Group No. 1	Group Nos. 2 & 3
2's—Heavy syrup	91.52 1/2	\$1.50
2's—Preserved	1.67 1/2	1.65
Gallons—Standard	5.27 1/2	5.25

Cherries.

2's—Red, pitted	2.02 1/2	2.00
2's—Red, not pitted	1.57 1/2	1.55
2's—Black, pitted	2.02 1/2	2.00
2's—Black, not pitted	1.57 1/2	1.55
2's—White, pitted	2.22 1/2	2.20
2's—White, not pitted	1.82 1/2	1.80

Rhubarb.

2's—Preserved	1.17 1/2	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52 1/2	2.50
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Peas.

2's—Standard (No. 4)	.62 1/2	.60
2's—Early June (No. 3)	.70	.67 1/2
2's—Sweet Wrinkled (No. 2)	.82 1/2	.80
2's—Extra fine sifted (No. 1)	1.22 1/2	1.20

Spinach.

2's—Table	1.42 1/2	1.40
3's—Table	1.82 1/2	1.80
Gallons—Table	5.02 1/2	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:
Horseshoe, 1 to 4 cases—Talls \$1.57 1/2
Horseshoe, 5 cases and over—Talls 1.55
Horseshoe, 1 to 4 cases—Flats 1.70

Horseshoe, 5 cases and over—Flats	1.67 1/2
Maple Leaf, 1 to 4 cases—Talls	1.57 1/2
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67 1/2
Clover Leaf, 1 to 4 cases—Talls	1.57 1/2
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67 1/2
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47 1/2
Arrow, 1 to 4 cases—Flats	1.62 1/2
Arrow, 5 cases and over—Flats	1.60

Terms—Net 30 days, or 1 p.c. 10 days, days, i.o.b. any wholesalers' points in Ontario and Quebec.

Per doz.	
Corn, 2-lb. tins	\$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60

Fish—All lines of fresh fish are scarce but the good demand for them keeps up steadily. What fresh stock is arriving is immediately disposed of, no stock being left over. Higher prices are soon expected in lake fish, such as trout, white, dore and also in finnan haddies, owing to scarcity and good demand. Brook trout is now selling at 20 cents. Fresh Gaspé salmon is about done, and dealers have to fall back on British Columbia or frozen Gaspé. There is little or no demand in salt fish, except for boneless and skinless cod. However, as the weather is getting cooler, it is expected that consumption will greatly increase. We quote:

Fresh B.C. salmon	0 15
Sword fish	0 10
Black bass	0 12
Fresh mackerel, per lb., chilled	0 09
Gaspé Salmon, per lb.	0 15
Sturgeon	0 09
Dore, fresh	0 09
Fresh white fish	0 09
Lake trout	0 09
Brook trout	0 20
Choice select bulk oysters, per gal.	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb.	0 05
Fresh pike	0 07
Fresh halibut	0 13
Fresh steak cod	0 06
No. 1 Labrador herring in 20-lb. pails	0 80
half bbl.	3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring	1 00
per keg	0 65
Holland herring, per keg	0 75
No. 1 salt mackerel, pail of 20 lbs.	2 00
Skinless cod (100 lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
fish	0 05 1/2
fish, loose, in 25-lb. boxes	0 04 1/2
Labrador salmon, half bbl.	9 00
(200 lbs.) bbls.	17 00
(300 lbs.)	24 00
Lake trout, salt, 100 lbs.	4 50
Sea trout in bbls, 200 lbs.	10 00
half bbls.	5 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian 1/2 sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz.	2 25

Rice and Tapioca—It is thought by dealers that tapioca will shortly advance owing to a steady and good demand. Rice is only steady with no particular feature.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, less than 10 bag lots	2 95
Tapioca	0 03 1/2 0 04

Foreign Dried Fruits—The condition of the market is much the same as last week. Dealers find advantageous prices for their goods and even old stocks are disposed of with benefit. There are no changes in prices.

Valencia Raisins—	
Fine off-stalk, per lb.	0 05 0 06
Selected, per lb.	0 06 1/2 0 06 3/4
Layers	0 07 0 07 1/2

Dates—	
Dates, Hallowees, per lb.	0 04 0 04 1/2
Californian Evaporated Fruits—	
Apricots, per lb.	0 13 1/2
Peaches, "	0 10 1/2
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
1-boxes	0 80
"Royal Buckingham Clusters," 1-boxes	1 10
boxes	3 50
"Excelsior Window Clusters," 1-boxes	4 50
boxes	1 35

Californian Raisins—	
Loose muscatels, per lb.	0 07 1/2 0 08
seeded, in 1-lb. packages	0 08 0 09
" 2 crown	0 06
" 3 crown	0 06 1/2
" 4 crown	0 08

Prunes—	
30-40s	Per lb. 0 08 1/2
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
90-100s	0 04
100-120s	0 04

Currants—	
Filiatras, uncleaned	0 04 1/2
Fine Filiatras, per lb., in cases	0 04 1/2 0 05
" cleaned	0 04 1/2 0 05 1/2
" in 1-lb. cartons	0 05 1/2 0 06
Finest Vostizzas	0 06 1/2 0 07 1/2
Amalias	0 06

Sultana Raisins—	
Sultana raisins, per lb.	0 06 1/2 0 08
1-lb. carton	0 09

Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07 1/2
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
stuffed figs	0 28
12-oz. boxes	0 06 1/2 0 07

Country Produce.

Maple Products—Both sugar and syrup are in little demand, and manufacturers are busy canning fruits or vegetables. Prices are unchanged.

Maple syrup, in wood, per lb.	0 06 0 06 1/2
in large tins	0 07 1/2 0 07 3/4
Pure new sugar, per lb.	0 10
Pure Beauce County, per lb.	0 06 0 07

Honey—Honey continues dull. Dealers do not expect any improvement before the weather becomes decidedly cool. It was expected that through the arrival of new honey, which, by the way, is not as plentiful as first thought, the demand and consumption would increase, but such hopes have not been fully realized, although some inquiries have been made for the new stock. We quote:

White clover, extracted tins	0 07 0 07 1/2
" kegs	0 07 1/2 0 07 3/4
" comb	0 11 0 12 1/2
Buckwheat	0 06 0 06 1/2

Beans—Market is high and firm, and a fair and steady demand prevails at quotations.

Choice prime beans	1 65 1 70
Lower grades	1 40 1 50

Hops—There is practically no change in hops. Both in New York and locally they are firm and inactive. There is no demand, as nearly all buyers have contracted with holders for their supply for from one to three years in advance. Prices unchanged.

B.C.	0 36 0 38
Choice Canadian	0 25 0 30
Fair to good	0 24 0 26

Evaporated Apples—Nothing of note to report. Evaporated apples continue dull at from 6 1-4c. to 6 1-2c., and dried apples, dead demand, 3c. to 3 1-2c.

Flour, Feed and Meal.

Flour—The market is about the same as last week, owing to a fair demand.

The prices remain the same and firm enough. Very little exports are done, but local business is considered good. We quote:

Royal Household	5 70
Glenora	5 40
Manitoba spring wheat patents	5 40 5 60
strong bakers	5 10 5 30
Winter wheat patents	5 30 5 50
Straight rollers	5 00 5 10
Extra	4 50 4 60
Straight rollers, bags, 90 per cent.	2 40 2 50

Feed—The demand for feed is said to be very good and steady, and owing to this prices are higher, particularly in bran and shorts. Mouillie enjoys a fair but only steady demand. Prices are as below:

Manitoba bran, in bags, per ton	17 00
shorts	20 00 21 00
Ontario bran, in bulk	16 00 16 50
shorts	20 00 21 00
Mouillie	24 00 27 00

Rolled Oats—Rolled oats are as dull as usual and prices unmodified. Oatmeal is not in any better shape, and dealers do not expect any near improvement. We quote:

Fine oatmeal, bags	2 85 2 90
Standard oatmeal, bags	2 70 2 75
Granulated	2 70 2 75
Rolled oats	2 30 2 25
bbls.	5 50
90-lb. bags	2 65
89-lb. bags	2 30

Hay—The finest hay is not more abundant than during the previous week, while the common grades are in sufficient supply. The demand is considered pretty good. Prices are not altered as yet.

No. 1 timothy	8 00 8 50
" 2 " choice	7 00 7 50
" 2 " ordinary	7 00 7 25
Clover	6 00 6 50
Clover mixed	6 00 6 50

Ontario Markets.

GROCERIES.

Toronto, August 11, 1905.

SINCE our last issue business generally has given every satisfaction, several firms reporting receipt of good volume of substantial orders. Considering the holiday season is upon us, and that certain markets are still in transition state, and not, therefore, conducive to substantial trade, the present condition may be taken as an indication of a general healthy commercial state. In canned goods there is little to remark; prices remain unchanged. In coffee domestic trade is slow, but foreign indications denote firmness with upward tendency. Tea is in an exceedingly interesting stage, the attitude of domestic buyers being to hold back for lower prices, whilst from all foreign points come news of increased firmness. Foreign dried fruits are naturally slow, in face of continually increasing receipts of fresh fruits; prices, however, are stiffening, and the opening season promises to open strong and healthy. In foreign nuts there is little doing, walnut prospects showing somewhat behind usual prospects. Tapioca has firmed up owing to scarcity, and shows an advance of 1/2c. The spice market is slow. Cream of tartar has shown an unusual development since Friday last of 2s. per cwt. The provision markets generally show steady trade, with lard scarce and advancing. The grain market has fallen to an even basis, and is expected to maintain, awaiting new arrivals. The sugar market continues strong and re-

indifferent in regard to volume, and little activity has been manifest. Prices remain as previous quotations, but there are indications of changes in the near future. Dates, which have been offered at exceptionally low values, are now showing a decided firmness, and first and second tide steamer arrivals have advanced during the last day or two fully 1s. per cwt.

Valencia raisins are reported as being much below previous estimates, and in the opinion of experienced growers will be considerably below last year's crop. The current situation having now reached its climax, and the law granting the proposition to the Bank of Athens having become an accomplished fact, it is confidently expected that the market will open strong, but at present there are no offerings to notice. Altogether the indications are for firmer prices. We quote:

Prunes—		Per lb.	Per lb.
90-100s.....	0 05 0 05	60-70s.....	0 06 0 06
80-90s.....	0 05 0 05	50-60s.....	0 07 0 07
70-80s.....	0 06 0 06	40-50s.....	0 08 0 08
		30-40s.....	0 09 0 10

Candied Pec's—		Per lb.	Per lb.
Lemon.....	0 09 0 10	Citron.....	0 15 0 17
Orange.....	0 09 0 10		

Figs		Per lb.	Per lb.
Elemos, per lb.....		0 08	0 0 13
Apricots—			

California evaporated.....		Per lb.	Per lb.
Peaches—			
California evaporated.....		0 11	0 13

Pears		Per lb.	Per lb.
California evaporated, per lb.....		0 13	
Currants—			

Fine Filiatras.....		Per lb.	Per lb.
Patras.....	0 04 0 04	Vostizzas.....	0 07 0 07
	0 06 0 06		

Raisins—		Per lb.	Per lb.
New selects.....		0 05 0 06	
Sultana.....		0 05 0 10	
California, loose muscatels			
3-crown.....		0 05	
4-crown.....		0 07 0 08	

Dates—		Per lb.	Per lb.
Hallowees.....	0 4 0 05	Fards new choicest	0 09 0 10
Maira.....	0 04 0 04	new choicest.....	0 09

Foreign Nuts—There is little to note in these goods. Jumbo peanuts are reported as scarce, but not to make any variations from our previous quotations. The crop of walnuts is expected to be much below last season, probably by some 50 per cent., which is expected to bring the market in that line to a more rational basis. Quotations are:

(The following quotations on peanuts are for sack lots, green.)		Per lb.	Per lb.
Selected Spanish.....		0 08	
A 1s, banners and suns.....		0 08	
Japanese Jumbo's.....		0 08	
Virginia.....		0 10	
For sack lots roasted add 1c. to above quotations. For small, 2c.			
Almonds, Tarragona, per lb.....		0 12	0 12
Walnuts, Grenoble.....		0 12	
" Bordeaux.....		0 09	0 10
Fiberts, per lb.....		0 10	
Pecans, per lb.....		0 13	0 15
New Brazils, per lb.....		0 13	0 14
Cocconuts, Jamaica, per sack.....		4 50	
Italian Chestnuts, per lb.....		0 08	

Rice and Tapioca—The situation in these lines remains unaltered. The scarcity in tapioca has had the natural effect of bringing prices to advance point. They now stand at an easy 1/2c. advance. We quote:

Rice and Tapioca—		Per lb.	Per lb.
Rice, stand. B.....	0 03 0 03	Tapioca, staple.....	0 04 0 04
Rangoon.....	0 03 0 03		
Patna.....	0 05 0 05	" double goat.....	0 05
Japan.....	0 06 0 07	Carolina rice.....	0 08 0 08
Sago.....	0 03 0 04	Louisiana rice.....	0 05 0 07

Spices—The spice market is suffering with its usual inactivity at this season; most firms have already laid in their

stocks in view of pickling. Prices continue firm. In the case of cloves prices have steadily advanced, and now stand some 8s. per cwt. higher than a month ago. Previous quotations still maintain.

Spices—		Per lb.	Per lb.
Peppers, blk.....	0 18 0 19	Cloves, whole.....	0 25 0 35
white.....	0 23 0 27	Cream of tartar.....	0 25 0 30
Ginger.....	0 18 0 25	Allspice.....	0 14 0 17
Cassia.....	0 21 0 25	Mace.....	0 80 0 90
Nutmeg.....	0 45 0 75		

Dried and Cured Fish—There is little movement in dried and cured fish; a small trade is still doing with prices remaining unchanged and nothing of interest to note. We quote:

Boneless fish, per lb.....	0 04
Cod fish, 1-lb. bricks.....	0 06
Boneless cod, per lb.....	0 08 0 10
Quail-on-toast, per lb.....	0 06
Flitched cod fish, in cases of 100 lbs., per lb.....	0 06

Country Produce.

Evaporated Apples—Business is reported as inactive, with previous quotations ruling. We quote:

Evaporated apples.....	0 07 0 0
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Eggs—We have a still further advance to record in eggs. Business is still maintained at even prices, and with fewer arrivals prices have somewhat stiffened. We quote:

New laid eggs, per doz.....	0 17 0 18
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Beans—The market in beans continues

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Aug. 10, 12.30 p.m.

BUTTER Market weak and lower; little or no demand, stocks light; fancy, 21c to 22c; choice, 21c to 21 1/2c; good to fine, 20c to 21c.

CHEESE Lower but firm fair demand; Eastern, 10 1/2c; Ontario, 10 1/2c to 10 3/4c.

EGGS Tone continues firm; no exports, demand only local and stocks small; selected fresh gathered, 21c; straight, 19c.

PROVISIONS Market strong with good demand all round and general scarcity; live hogs, 7c to 7 1/2c; dressed hogs, 8 1/2c to 10c; hams, 13 1/2c to 14 1/2c; bacon, 14c.

slow, with prices remaining at previous quotations. Developments are still too immature to offer any advice on the coming situation. We quote:

Beans, handpicked, per bush.....	1 89
" prime, No. 1.....	1 65
" prime, No. 2.....	1 59 1 60
" Lima, per lb.....	0 07 0 07 1/2

Maple Products—Whilst there still remain some stocks on hand, little business is moving and previous prices continue to rule. We quote:

Maple sugar, 1 lb cakes, per lb.....	0 09 0 10
large cakes in tubs, per lb.....	0 08
Maple syrup, per imperial gal.....	0 90
" wine gal.....	0 65
" imperial quarts.....	0 25
New maple syrup, per imperial gal.....	1 59
per wine gal.....	0 85

Honey—Trade in honey at this season is practically at a standstill, with stocks merely nominal. Previous quotations still maintain:

Honey, extracted clover, per lb.....	0 07 0 08
sections, No 1, per doz.....	1 90 2 00
" No. 2.....	1 65
" Buckwheat, per lb.....	0 05 0 06
sections per doz.....	0 75 1 00

Fresh Fish—The market in fresh fish has been exceptionally healthy since our last issue, supply coming to hand has been good and in good condition, with demand steadily advancing. Whilst our former prices remain unchanged, there

are indications of a stiffening with upward tendency. We quote:

Fresh halibut, per lb.....	0 13
" haddock.....	0 07
" trout.....	0 08 0 09
" cod steak, per lb.....	0 07 1/2
" lobsters, boiled, each.....	0 15
" B. C. salmon, per lb.....	0 20
Shrimps per gal.....	1 15 1 25
Whitefish, per lb.....	0 09
Herring.....	0 05 0 0
Pickeral.....	0 07 0 08

Grain, Flour and Breakfast Foods.

Grain—Since our last report the grain market has assumed a more rational atmosphere, and prices have accordingly settled down to a more stable basis. Manitoba wheat has had a substantial drop, No. 1 being now quoted at \$1.08, and No. 2 at \$1.04 to \$1.05, with other grades in proportion. The market itself is only moderate in activity. With the new wheat gradually coming to hand a steadier and more reasonable market is expected to develop. The following prices were ruling at time of going to press:

All on track Toronto.....	1 08
Manitoba wheat, Northern No. 1 (nominal).....	1 08
" No. 2.....	1 04 1 05
" No. 3.....	0 91 0 92
Red and white, per bushel, old.....	0 84 0 85
" new.....	0 81 0 82
Barley.....	0 50 0 52
Oats.....	0 44 0 44 1/2
Peas.....	0 77 0 78
Buckwheat.....	0 6 0 64
Rye, per bushel.....	0 65 0 66

Flour—The flour market has fallen somewhat flat, buyers showing inclination to await arrival of new flours as far as possible. The soft flours are expected to be marketed within the next two weeks, and hard flours some weeks later. Meanwhile moderate trade is being done at previous quotations. We quote:

Manitoba wheat patents, per bbl. in bags.....	5 00 5 50
Strong bakers.....	4 81 5 20
Ontario wheat patents.....	4 40 4 60
Straight roller.....	4 30 4 40

Breakfast Foods—Trade in breakfast cereals, whilst showing a decline as compared to later in the season, still stand well to the front in volume, and prices are well maintained at previous quotations, with good stocks on hand. We quote:

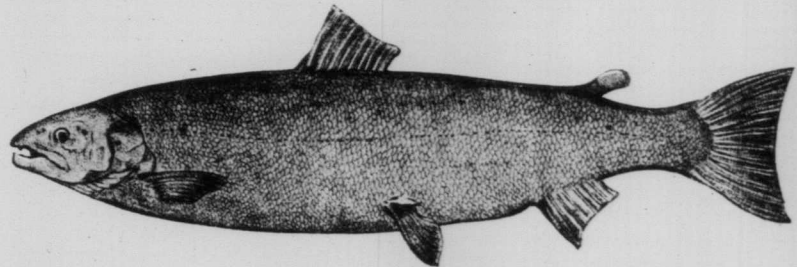
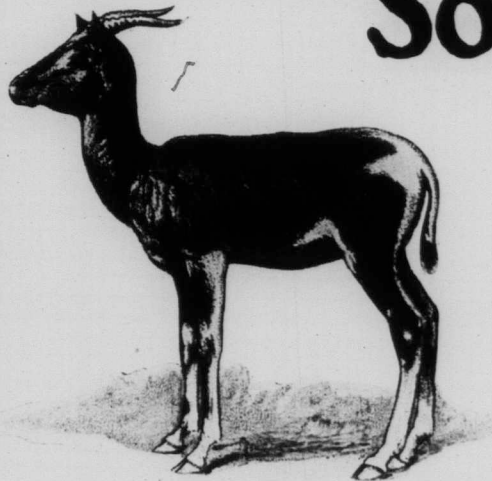
Oatmeal, standard and granulated, carlots, on track, per bbl.....	5 30
Rolled wheat in boxes, 100 lbs.....	2 90
" 50 lbs.....	1 50
Rolled oats, standard, carlots, per bbl., in bags.....	4 75
" " " in wood.....	5 00
" " " for broken lots.....	2 75
Rolled wheat, per 100-lb. bbl.....	3 35
Cornmeal.....	5 00
Split peas.....	4 00
Pot barley, in bags.....	4 00
" in wood.....	4 25

Hides, Tallow, Skins and Wool—Trade in hides and wool is reported as still active, and prices are expected to be well maintained in view of continued activity. Country hides are showing an advance of an easy 1/2c. per lb., with lamb skins and shorn pelts at an easy 5c. rise. We quote as follows:

Hides, No. 1 green steers, per lb.....	0 10
" No. 2.....	0 09
" No. 1 green, per lb.....	0 19 1/2
" No. 2.....	0 18 1/2
Country hides, flats, per lb.....	0 08 1/2 0 09
Calf skins, No. 1, sel. ctd.....	0 10
" No. 2.....	0 08
Lamb skins, each.....	0 60
Shorn pelts.....	0 50
Rendered tallow, per lb.....	0 04 0 04 1/2
Unwashed wool, new clip, per lb.....	0 16
Wool-washed fleece.....	0 26
Rejections.....	0 20
Pulled wools, super, per lb.....	0 21 0 23
" extra.....	0 22 0 24

W. B. Moore has purchased the grocery business of J. McBride, Millbrook, Ont.

Fraser River Fancy Sockeye Salmon



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The Very Finest. Equal or Superior to that of any brand on the market, and absolutely inferior to none.

Label.

Embossed. The most Original, Attractive and Artistic yet seen anywhere, being the finest production of the highest skilful workmanship in lithographing.

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\$1.50 per doz. F.O.B. MONTREAL.

Lots of 5 Cases or more, freight prepaid to any boat point or railway station in ONTARIO and QUEBEC.

Terms: Net 30 days or 1 per cent. 10 days.

Full Delivery Guaranteed.

We have never yet delivered less than 100 per cent. of any goods we sold, no matter how short, poor or otherwise unfavorable the conditions of crops, fishing or packs, and we are not going to begin this year.

WHAT WE SELL WE DELIVER

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Importing Wholesale Grocers and Wine Merchants

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The Most Liberally Managed Firm in Canada.

AN UNPRECEDENTED PRICE FOR BEEF HIDES AND VEAL SKINS.

10 1-2c. per pound, green untrimmed weights for beef hides, and 21c. per pound, green untrimmed weights for veal skin is offered by C. S. Page, Hyde Park, Vt., if the butcher will send him his name on a postal card, and will say thereon, "I am interested in your offer, which I saw in The Canadian Grocer." It should be distinctly understood that at this price Mr. Page pays the freights and all expenses of consular invoices, entry fees, duties, etc., but in no case will these prices be paid unless you first write, referring to The Canadian Grocer, and get his reply before shipping. Write in either French or English. Mr. Page has the reputation of being both respectable and reliable, and is said to be the largest dealer in calfskins in the United States.

HOW WINE IS MADE.

By Leon Col. Davis, in Daily Mail.

WE were in the very heart of the Grande Champagne country of the Charente, and had motored out from Cognac in order that I, on the first day of my stay, should gain a general idea of the country, and see something of the work of the vintage.

Standing on the high ground before the farmhouse in the vineyard, I looked round at a billowy country of soft rises and gentle valleys. The clumps of Autumnal trees and the purple and brown of plow land and waste alternated with the emerald of meadows and the deeper green of the vines.

Long grey houses and red roofs were half hidden in the gold and crimson and green and russet of the groves; poplars, orange with auburn leaves, stood along the banks of little streams which flowed through vales where the cattle grazed on the turf; the tips of steeples told of villages hidden away in the folds of the ground, and in the far distance one saw the fringe of the tall chimneys of Cognac and the umbrella-shaped belfry of its big church.

Of course, I asked questions, and the first two were: "Have the vineyards recovered after the scourge of phylloxera?" and "Is the brandy now made as good as it was before the little insect came from America and destroyed the vines?" The story of how a succession of plagues, almost as many as Pharaoh brought upon Egypt, visited vines, and how they were met and overcome, was too long a tale to tell in a vineyard with an afternoon sun beating on us, and my host proposed to postpone that story till some evening after dinner. My other question, my host told me, had been answered for the farmers by the brandy itself. One portion of the Charente country, the marshy Pays Bas, possessed a clayey soil, which repelled the phylloxera, and there was no need to replant the vines. The Pays Bas brandy to-day comes exactly in the scale of excellence of cognacs where it did before the appearance of the plague of insects.

The districts produce brandy which is at its best in the Grande Champagne, and then declines in value as the circles of the various Bois—Fine Bois, Bon Bois, Bois Ordinaires, Bois a Terroir—go ever further from the centre; though

I learned that no farmer in the Charente ever acknowledged that his vineyard lies outside the limit of the Bons Bois.

The Grapes.

We saw the grapes picked, and emptied from the wooden baskets into a great vat on wheels, which two horses harnessed tandem drew to one of the windows of a great shed. Door there may have been to the shed, but I saw none. We scrambled in through one of the windows, and I was in semi-darkness. As soon as my eyes became accustomed to the brown half light, I found myself in a picturesque interior, which would have pleased the eye of any artist. Three windows in the shed were squares of fierce light, and at the fourth the men and the great vat and a slide, down which the grapes came to be crushed, blocked the sunshine. The broad roof above the beams was picked out with delicate points of vivid pink, where the sun strove to find a way in through the loose-laid tiles. In the warm gloom men in colored shirts or striped jerseys, with bare arms, were straining at the bars of the press, and from the openings of the great circle full of grape pulp oozed the juice, and flowed away into channels under the flooring.

From the pressing room we climbed down into a long, dark shed, where, below a pipe which ran the whole length of its roof, the farmer had placed rows of barrels into which the young wine ran from taps overhead, and thence we went on the distilling shed, where in a few weeks' time, when the young wine had fermented, the brandy would be made.

The pot-stills which the farmers use are very simple; but experience has shown that the best brandy comes by the simplest means. The brandy is twice distilled, and only the best portion of each distillation, the heart of the heart of the spirit, is retained.

Mr. James Hennessy, the head of one of the great brandy firms of the town of Cognac, was my guide through the stores of his house, and amid avenues of giant vats and acres of hogsheads I learned something of the care with which brandy is stored, matured, and eventually put on board ship for England.

A Great Vintage.

Brandy of vintage years, I found, is generally shipped to England in bulk and allowed to mature in the casks in British stores; 1900 was a vintage year, and 1904 will also probably be regarded as one. The bottled brandy, which is exported in cases, has matured in the stores at Cognac, and has attained the age guaranteed by the stars or letters on the corks. Once in bottle the brandy does not continue to mature, and thus a "one star" brandy in bottle will never become a "three star," however long it may be kept in a cellar.

The chalk in the soil of the rolling hills of the Champagne districts has a good deal to do with the excellence of the brandy; but it very nearly defeated the plucky people who have replanted the whole, or almost the whole, of the Charente vineyards with American roots. They last great vintage from the purely French vines in the Charente was in 1875. It was a glorious Summer that year, and the grapes ripened splendidly. But what was helpful to the grapes was also helpful to the phylloxera insects, and the minute pest increased by countless millions. The farmers, most of

them, uprooted and burned their vines, and many of them sold their pot stills as old metal. The big firms of the brandy trade, however, did not give up the battle, and prepared, like a garrison which knows it will be obliged to stand a siege, to hold out through the bad times. As the plague had come from America, it was to America that the committee turned their eyes for the remedy, and the farmers of Cognac began to replant with American roots.

The American vines, which flourished well enough in the low lands, were strangled by the chalk in the hills of the Grande and Petite Champagnes, but a savant who was sent to America returned thence with the Berlandieri vine, which he had found in chalky Texas, and the battle was won.

In 1890 the first note of triumph was sounded in an official report; in 1896 a definite victory all along the line was announced. Meanwhile the big firms, husbanding their precious stores of brandy, and drawing on the Pays Bas and the vineyards in other parts of the country which had withstood the pest for the full amount of wine they could produce, found other enemies in the field against them. England required brandy, and many Englishmen did not at all like paying an increased price for it because an objectionable insect was ravaging the Charente vineyards. The Englishman asked for cheap brandy, and he got it—with a vengeance. How some of it was made is one of the guilty secrets of the world, but I am told that it is possible to-day to buy in Bordeaux for 6f. a case which purports to contain twelve bottles of brandy, capsuled, swathed in straw, and starred like the Milky Way.

From what I saw during my stay in Cognac I can say with certainty that the vineyards of the Charente are producing more wine than they did before the evil days of the "seventies," and that the spirit distilled from the wine is as fine a brandy as "Cognac" has ever produced.

HINTS TO BUYERS.

Buyers of sugar syrups may procure same from H. P. Eckardt & Co.

H. P. Eckardt & Co. are offering special value in washed Brazil nuts.

"Liquid Vencer" is having a large sale with the Eby, Blain Co., Limited, Toronto.

New apricots, fancy California, in 25-lb. boxes, are in stock with the Eby, Blain Co., Limited, Toronto.

E. L. Jemmett, Beamsville, is making a specialty of guaranteeing his "Crown Brand" fruits. A guarantee is placed in every crate, basket, etc., going out.

The Eby, Blain Co., Limited, Toronto, are offering a snap in Singapore pineapple, 1½s., both sliced and whole.

TO INCLUDE ADULTERANTS.

The Ontario Board of Health have approved of Dr. Hodgett's recommendation that all milk adulterants be dispensed with. Accordingly, the doctor is communicating with the Minister of the Interior urging legislation from the Dominion Government excluding the importation of all such preparations to the country.

"You know that all comparisons are odious," and like Uncle Josh's mule, sometimes kick back. In THE CANADIAN GROCER of last week you were invited to compare the prices of the "Combine" with those of United States packers.

It is scarcely necessary to state here that the advertiser did not buy "Combine" goods last season, i.e., direct from the "Combine."

In THE CANADIAN GROCER of July 28th, page 32d, this advertiser, who poses as the true friend of the retail merchants, advertises ordinary Canadian 3's Tomatoes at \$1.25 per doz. Now, as the packers from whom he purchased these Tomatoes are "independent," i.e., outside of the "Combine," and were quite free to sell their tomatoes at any price they pleased, it is only a fair supposition, judging from the tone of this advertisement that he was able to purchase his Tomatoes away under "Combine" prices, say, for the sake of argument, at 60c. per doz., which from his advertisement he wishes you to believe is a fair price.

Subtract from his selling price \$1.25 per doz., his cost price, possibly, 60c. per doz., you have his profit, viz., 65c. per doz., or something over 100 per cent. "O ye gods," just think, over 100 per cent. profit! but he is no "Mercantile Buccaneer," he is the true (?) friend of the retail merchant. He loves him better than a brother, and that is why he sells tomatoes at \$1.25 per doz. when the "Combine" price to you was \$1.15 per doz. and the U.S. price is, according to him, 60c. per dozen. It is quite possible, however, that he paid more than 60c. per doz., but there was no reason why he should have had to pay "Combine" prices as he bought his goods from an "Independent" packer, who was free to sell to him at any price he pleased.

As to the comparison between prices in the United States and in Canada. It is quite true that prices were very low in the United States last season on Corn and Tomatoes, due to an excessively large pack.

About four years ago there was a great scarcity of Corn and Tomatoes in the United States and prices ruled exceedingly high—just as prices on Corn and Tomatoes in Canada have been high owing to short packs, and in consequence a large increase in cost of packing—prices were so high in the United States that it was profitable to import Tomatoes and Corn from Canada in the face of a practically prohibitive duty of 35 per cent. and 1c. per lb. The fact of this great scarcity in the United States encouraged a great many companies and individuals to start packing, with the result that during the last three years goods were packed largely in excess of the country's power to consume; and last year hundreds of packers unable to stand the strain on their finances were forced to the wall and their goods were thrown on the market at slaughter prices, and history is likely to repeat itself in Canada. A perusal of any trade paper such as "The Trade" Baltimore, "New York Journal of Commerce," "The Canner," Chicago, will corroborate the statements as above.

This season affairs in the United States look a little better. They are only having a 50 per cent. crop of Peas and prices are stiffening in consequence. To-day's prices in the United States range from 70c. to \$2.20, as compared with prices in Canada, 60c. to \$1.20. In Tomatoes, even with a carry over of millions of cases prices have risen to 72½c. per doz. with prospects for 80c. very shortly (Vide N.Y. Journal of Commerce). Bear in mind these United States prices are to the Wholesale Trade, whereas the Canadian prices are to the retail trade.

It is true that Corn sold at very low prices last season in the United States, but a great deal of this cheap Corn was common Field Corn. Best quality of Maine Corn sold right along at from 90c. to \$1.00 per doz F.O.B., and this Maine Corn is not a whit better than any of the Canadian Cannery standard brands such as Aylmer, Little Chief, Delhi, etc. We know this for a fact as we have samples of this fancy Maine Corn in our offices and have made careful comparisons.

In many lines, gal. Apples, Cherries, etc., prices are very much higher in the United States than in Canada.

Again, the advertiser makes another mis-statement, through ignorance or with a desire to mislead. He states that labor and cost of materials are cheaper in Canada than in the U.S. Take the price of fresh Tomatoes: a reference to the Baltimore "Trade" of July will show that in Maryland and other large tomato centres, tomatoes have been contracted at from 15c. to 18c. per bushel, as against 25c. per bushel in Canada. This makes an extra cost to Canadian packers of at least 15c. per case, not even taking into consideration the larger number of cans per bushel in the U.S., due to slack filling.

We hope that we have succeeded in showing how deliberately misleading some advertisements are. The policy of the Canadian Cannery, Limited, will continue to be to pack the very highest quality of goods at low prices, but if crops are short it is only reasonable to expect higher prices than when they are plentiful. Demand and supply regulate prices in everything and everywhere, some advertisers to the contrary notwithstanding.

Remember that practically all of our processors have had nearly a quarter of a century's experience in canning. There is nothing experimental about our plants. Quality of goods is guaranteed.

Canadian Cannery, Limited.

ADVICE TO YOUNG CLERKS.

(By F. Farrington in Interstate Grocer.)

ALL kinds of clerks begin well; a new broom sweeps clean. But your employer will judge you by the way you wear, not by the way you start in. Lots of good starters are poor finishers.

Be prompt. One of the first things for a man to learn if he expects to be a business man is the necessity for promptness. Tardiness may do in swell society, but it won't do in business.

There's a right way to do everything. You probably will do most things the wrong way first. When you do find out the right way, remember it.

Keep busy. As long as there is a bit of dirt in sight, you have no excuse for being idle. You have no excuse for being idle anyway. There are a thousand things to do without waiting to be told.

Don't get the notion in your head that most of the old-fashioned, fundamental rules are exploded theories, and that you have a lot of new ideas that are going to revolutionize business. Revolutions are not so easily started, and many of them end in smoke anyway.

Be a man. Now that you have started in business life, just drop out the fool boy tricks that are a nuisance to everybody but boys. Take your job seriously, but don't be gloomy and solemn.

Do little things with the same degree of care that you use in the more important things. If you have ideas, don't be afraid to suggest them to the boss, but think them over a little and weed out the nonsense first.

Find out where things are. Keep looking over the stock until you know just where to get whatever is asked for. That is one of the first ways to make yourself valuable; be able to wait on trade without keeping them waiting.

Keeping things in their places is more than necessary. It will enable the buyer to know what to buy and the seller to know what to sell. Don't leave things out of place a minute longer than is necessary.

Be affable and courteous. Be polite to the ladies and to everyone else. Don't hurry your customers. Make them feel that you have time enough to get them anything that they want and to show them goods besides.

Hand people their change or packages. Don't lay the money down somewhere in their vicinity for them to pick up.

Make your packages neat. Make them conspicuous for their neatness.

Don't you make a single sale that you are not absolutely positive you are allowed to make, and then be positive that you are right before you make it. Get into the habit of being right the first thing.

Don't be cocksure. Just make up your mind that you don't know a thing—that you probably don't even suspect anything. Few men get over the cocksure period before thirty. You might try to be an exception.

You are liable to be called to wait upon very particular people at any moment. Always appear as neat as possible to customers.

Don't wear a chip on your shoulder. A good many people will be impertinent to you, but you can't afford to resent it. Be above getting angry when customers show their ill breeding.

The proprietor wants you to draw to the store all the trade you can but that does not mean that he wants your

friends to get into the habit of loafing there. Loafing is the bane of many a store. Do all you can to keep it from hurting yours.

Identify yourself with the store to the extent of keeping up the same interest in the business that you would if it were your own.

Be honest with yourself and you will be honest with everybody else. Never compromise when it is a question of honesty. Keep the difference between "yours" and "mine" firmly fixed in your mind.

Don't slouch around. Don't sit on the counters and don't act as if your backbone was rubber. Be erect and alert.

You may think that it is none of the boss's business what you do outside of store hours. You are mistaken. It is very much his business, though he probably will not say a great deal about it. The first intimation you are likely to get of his being interested will be an invitation to look for a new job.

Leave alcoholic drinks alone. A resolution to that effect admits of no possible qualification or exception.

Take pains with the children. They very soon grow up and children are most discriminating customers that come into a store. They know every time when they are treated well and they report things at home.

Your salary is small, but you aren't worth much; in fact, the boss is taking some chances in keeping you at all, and it won't be wise for you to discount your future wages. Keep down expenses and then your creditors won't be asking your employer to help them collect their bills against you.

If your boss is the right sort he will raise your wages sooner than he said he would—if you are worth the raise. Better be worth it.

When you set out to do a thing, do it! Don't be a quitter. Be thorough.

Don't hang around the door of the store, either inside or outside. Don't be a sign telling people that there's nothing doing.

Keep close watch of the advertising that the store is doing. Read it carefully and know what to expect customers so call for.

Try your own hand at ad. writing. The employe who can write ads. is always in request.

MEXICO'S NEW TARIFF.

FOLLOWING is a synopsis of the modified tariff recently enacted by Mexico, which becomes operative on and after Sept. 1. The items listed are those on which increases have been made.

The old and new rates are given, the old rates being quoted first in each instance. The gross kilo includes the entire packing or casing; the net kilo is the goods without packing or casing. The legal kilo is that prescribed in the tariff act and affected by certain regulations named in the act:

Belts, of cow-hair felt, for machinery, gross kilo, 10c., 11c.

Belts, leather and cables, machinery, gross kilo, 50c., 55c.

Butter, legal kilo, 20c., 25c.

Candles, tallow, gross kilo, 18c., 20c.

Candles, or wax tapers, legal kilo, 60c., 70c.

Cheese, all kinds, legal kilo, 12c., 15c.
Coined silver, money of Mexican mintage, in pieces of 1 peso, when imported in amounts exceeding 5 pesos, gross kilo, \$10, \$15.

Clocks, for towers and public edifices, unchanged, 2c.

Barley, in grain, mashed or germinating, 100 kilos, 5c. per kilo, \$1.50.

Clocks, for house, legal kilo, 75c., \$1.

Clocks, mechanism for, legal kilo, 60c., 70c.

Columns, steel or iron, when they have perforation or a special cut, brackets, bedplates for columns, fish plates, braces, with or without bolts, and other pieces of iron or steel for building purposes, not otherwise specified, gross kilo, 3c., 4c.

Copying apparatus, for reproducing manuscript, gross kilo, 5c., 6c.

Corn, 100 kilos, 75c., 80c.

Cotton, unmanufactured and unginning, gross kilo, 3c., \$3.30.

Cotton, ginned, gross kilo, 7c., \$7.70.

Cotton, carded, legal kilo, 20c., 22c.

Cotton waste, gross kilo, 2c. per kilo, \$2.20.

Crackers, all kinds, gross kilo, 15c., 16c.

Electric lamps, incandescent, commutators, extinguishing devices, circuit closers, with handles, fuses, cut-outs, rosettes and safety pieces, gross kilo, 10c., 11c.

Electric lamps, arc, gross kilo, 5c., 6c.

Fish, dried, smoked or pickled, or fish products, legal kilo, 12c., 15c.

Fish, fresh, and fish products, though preserved in ice, legal kilo, 2c., 3c.

Foodstuffs, preserved, animal, legal kilo, 15c., 18c.

Fiber, vegetable, linen, ramie, and others not otherwise specified, unmanufactured or rasped, 100 gross kilos, 2c. per kilo, \$2.20.

Fiber, jute, manila hemp, pita, ixtle, jeniquen, New Zealand, rasped or unmanufactured, 100 kilos, 50c., 55c.

Furniture, of ordinary wood, without cushions and without incrustations, ornaments of metal or upholstering, containing silk, legal kilo, 20c.

Furniture of fine woods, or ordinary woods with fine veneering, with cushions and without incrustations, metallic ornaments or upholstering, containing silk, legal kilo, 30c.

Furniture of fine woods, or ordinary woods with fine wood veneer, without metallic ornaments, incrustations, cushion or upholstering, containing silk, legal kilo, 35c.

Furniture of fine woods, or ordinary wood, with fine wood veneer, with cushions, and without incrustations, metallic ornaments, or upholstering containing silk, legal kilo, 45c.

Furniture, wooden, of all kinds, gilded or without incrustations or ornaments, other than precious metals, or with upholstering containing silk, legal kilo, 70c.

Geldings, head, \$40. \$45.

Girders, iron or steel, not having perforations, nor special cut, gross kilo, 2c., 3c.

Hogs and sucking pigs, 100 kilos, 5c., 6c. When imported in cages the weight of cages will be computed.

Honey, gross kilo, 5c., 6c.

Hoops, iron and clasps for fastening packages, gross kilo, 1c., 2½c.

Meat, fresh, of all kinds, net kilo, 8c., 10c.

Meat, dried, salted, smoked, or pickled fish, or fish products, legal kilo, 12c., 15c.

Machines of all kinds for industry, agriculture, mining and the arts, not

specified, and their loose parts, or repair pieces, 100 kilos, \$1.50, \$1.65.

Oats, in grain, 100 kilos, \$1, \$1.50.
Oil, impure mineral, per net 100 kilos, 3c. net kilo, \$3.30.

Oil, refined, mineral, benzine, paraffin and mineral wax, legal kilo, 8c., 9c.

Rails, iron or steel, when the weight of the linear meter does not exceed 10 kilograms, gross kilo, 2c.; rails, iron or steel, when the linear meter does not exceed 10 kilograms, and switches, turtles, ties, frogs, spikes and fish plates, for laying rails, gross kilo, 2c. At present rails pay 1c. gross kilo when the linear meter weighs more than 12 kilos, and are free when the linear meter does not weigh more than 12 kilos.

Silk, artificial, unmanufactured, net kilo, 55c.

Sacks of jute, pita, ixtle, jeniquen or hemp, specified in section 382, gross kilo, 11c, 12c.

Snuff, legal kilo, \$3, \$3.30.
Steel, in bars, of various shapes, 100 gross kilos, 5c. kilo, \$5.50.

Tobacco, chewing, legal kilo, \$1.10.
Tobacco, Virginia, unmanufactured, net kilo, 50c. gross kilo, 55c.

Tobacco, unmanufactured, not otherwise specified, filling, gross kilo, 80c.
Tobacco, wrappers, gross kilo, \$2.50.

Tobacco, sifted or cut, for cigarettes, legal kilo, \$1.50, \$1.70.

Tobacco, manufactured into cigarettes, legal kilo, \$2, \$2.20.
Tobacco, manufactured into cigars, legal kilo, \$7, \$7.70.

Tea, legal net kilo, 50c., 55c.
Toys, automatic, moved by cord, steam or electricity, legal kilo, 60c., 80c.

Watches, repeating, silver or other material, except gold, or having parts of gold or gold plate, each, \$6, \$6.50.

Watches, non-repeating, gold or gold plated, even though set with precious stones, each, \$7, \$8.

Watches, repeating, gold or gold plated, set with precious stones, each, \$14, \$16.

Watches, mechanism, for non-repeating, each, \$1, \$1.25.

Watches, mechanism, for repeating, each \$5, \$6.

Watches, non-repeating, of silver or other non-metallic substance, when inlaid with gold or gold plate, each, \$2, \$2.50.

Watches, repeating, of silver or other substance, except gold, each, \$1, \$1.25.
Wax tapers, gross kilo, 60c., 70c.

Wire, of copper, brass, bronze or white metal, lined with any substance, gross kilo, 5c., 10c.

Wire, naked, of copper, brass or white metal, not exceeding 2 millimeters in diameter, gross kilo, 8c., 10c.

Wire, naked, of copper, brass, bronze or white metal, exceeding 2 millimeters in diameter, gross kilo, 5c., 6c.

Wire, iron or steel, more than 1 millimeter in diameter, 100 gross kilos, 5c. a kilo, \$6.50.

Wire, iron or steel, 1 millimeter or less in diameter, gross kilo, 8c., 9c.

Wire for fences, 100 gross kilos, \$2.50.
Apparatus for the extinction of fires, free.

Scientific instruments, free.
Live animals, not otherwise specified, free.

Foreign goods will only be subject, on their importation, to the foregoing rates plus the tax of 1½ or 2 per cent. collected by the custom houses in behalf of the municipalities, in accordance with the provisions of article 7 of the general custom house ordinance, and in given cases the loading and unloading dues instituted by decree of July 1, 1898. In consequence the decree of November 25, 1902, which laid down the present basis for the assessment and collection of the duties incidental to the importation of foreign merchandise; article 106 of the law of April 25, 1893, and article 4 of the law of May 4, 1895, which, respectively, created a stamp tax on foreign playing cards and foreign alcoholic and fermented beverages, are abrogated.

Article 3 of the decree of February 23, 1897, which reduced by 50 per cent. the import duties on iron piping intended to be used for city water supply systems, and the provisions of all laws, circulars and other legal enactments contrary to the terms of the present decree, are repealed, except the provision of the law of March 25, 1905, which granted certain franchises to mining, and the provisions of the law of May 30, 1905, which exempted from payment of duties such foreign articles as being included among those designated by the executive are imported into the territory of Quintana Roo for consumption therein, which provisions are to remain in force for the time fixed by the laws mentioned.

WILL CHANGE FISCAL YEAR.

The Government have decided to change the fiscal year of the Dominion, so that instead of the Federal accounts, trade statistics, etc., being calculated each year up to the end of June, they will be made up at the end of March. The gen-

eral opinion is that the beginning of Spring is a better time to open the fiscal year than the present date, especially from the point of view of trade returns. The change to the first of April will allow of the Department's reports being printed in time for Parliament to meet in October or November, beginning with 1906.

COMPANIES INCORPORATED.

The Stewart Co., Limited, Toronto, share capital \$100,000; purpose, to take over the business of the Stewart Co., and A. J. Stewart, and to manufacture and deal in confectionery, etc. The directors are: L. J. Applegath, A. J. Stewart, and W. N. Ferguson, all of Toronto.

The Cleveland Seed Co., of New York State, have been granted the right to do business in Ontario to the extent of \$40,000. O. L. Daily, of Picton, has been appointed attorney.

CANADIAN EXPORTS.

Canada's exports to Great Britain for the month of July are as follows:

Cattle	18,205	£306,126
Sheep and lambs	941	1,441
Wheat, cwt.	663,230	239,621
Wheat, meal and flour		
cwt.	77,300	35,825
Peas, cwt.	4,820	1,632
Bacon, cwt.	168,000	379,420
Hams, cwt.	57,065	137,435
Butter, cwt.	62,575	296,700
Cheese, cwt.	299,263	714,321
Horses	57	2,310

REVIVAL OF SUGAR INDUSTRY.

A report from G. E. Burke, Canadian agent in Jamaica, states that there is a revival of the sugar industry in the island. Hundreds of small cane mills are being imported from the United States. Mr. Burke urges Canadian merchants to get after this business. He also recommends box shoo manufacturers in Canada to get a move on to secure the control of the market for shooks for orange and pineapple boxes.

The assets of the Ritchie-Hearne Co., Limited, Brampton, have been sold to Mr. Ritchie, of Stratheona, N.W.T., for \$2,000.

L. A. PRICE, Bordeaux, France.

EX. SS. MANCHESTER SHIPPER. Now in our Port.

100 Cases "Mushrooms"
100 " "French Peas"
100 " Fancy "Assorted Goods" } Tins and Glass

SEE OUR PRICES.
ALWAYS INTERESTING.
QUICK SHIPPERS.

L. CHAPUT, FILS & CIE, Wholesale Grocers and Importers of Teas, Wines and Liquors.

Agents, - - MONTREAL.

PERSONAL MENTION.

Mr. P. Emond, of Emond & Cote, cheese and butter exporters, Quebec, is dead.

Mr. F. D. Cockburn, Montreal, is looking after the Comfort Soap wants of the Ottawa grocery trade this week.

Mr. Fred. Sloan spent the week end at the Windermere with his brother Bert., who has been there for the last ten days.

Mr. Frank Matthews, of Geo. Matthews Co., Limited, Ottawa, Peterboro and Brantford, is at present in Europe

vacation at Old Orchard Beach. Mr. Henry, of same firm's traveling staff, has returned to work after an enjoyable outing.

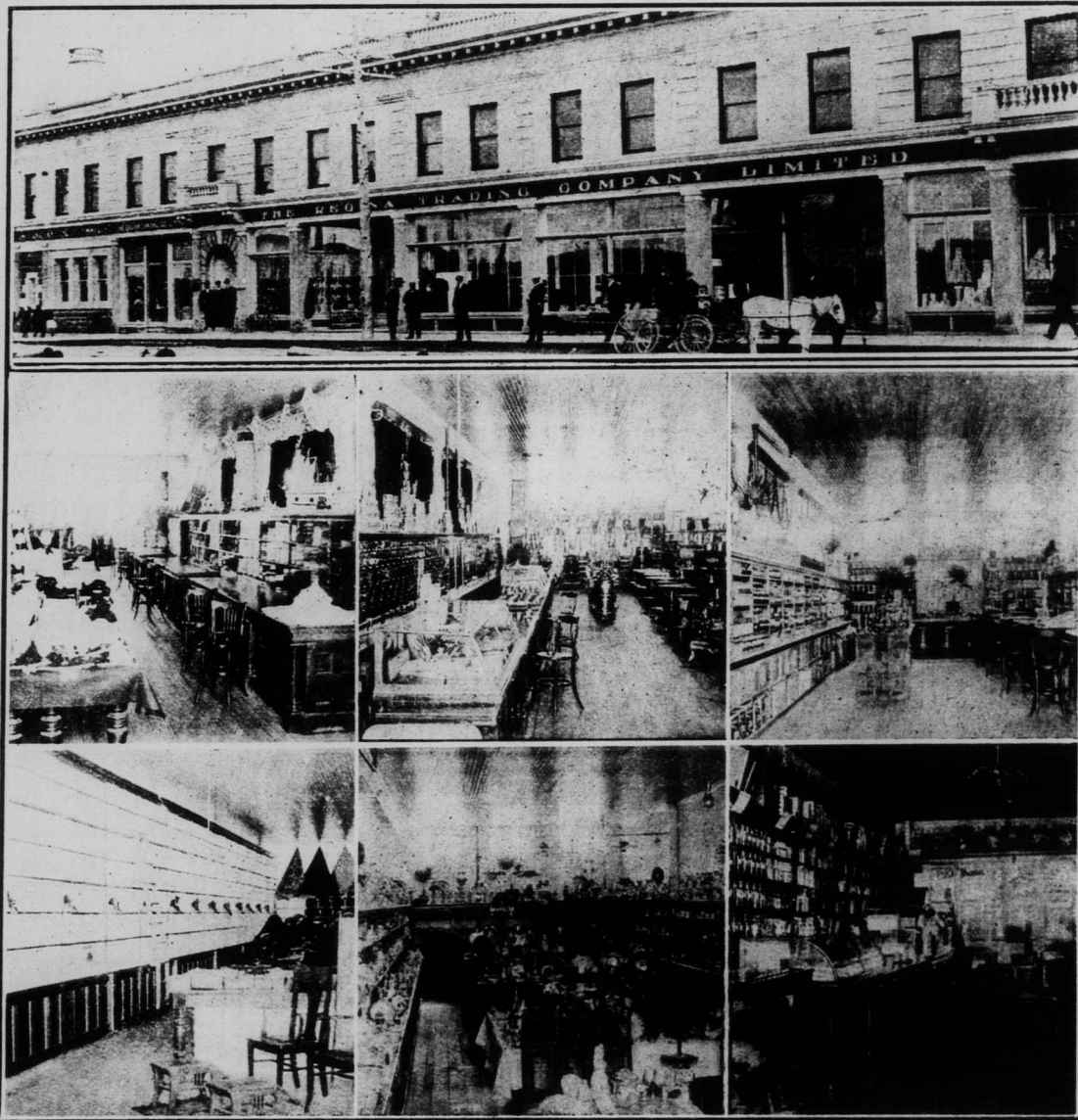
Mr. A. G. Widmer, representing Gorman, Eckert Co., London, in Eastern Ontario, is in Ottawa this week. To The Grocer he stated that business was good, and mentioned especially the popularity of his various lines of olives.

Mr. Frank Sloan returned Thursday from a two weeks' well-earned vacation at Windermere, Muskoka, where he acquired a healthy tan cruising about in his dinghy. It is also whispered that he

to the Master Bakers' convention. Mr. Davey, who is Berlin's most prominent baker, certainly knows flour, and has the taking way of the successful salesman.

Mr. Frank Adams, of Comfort Soap office, Montreal, has joined the benedicts. The wedding, which was a quiet one on account of recent death in Mr. Adams' family, was held at the residence of the bride's parents, Mr. Chas. E. Thompson, Brighton, Ont. Success is what The Grocer wishes Mr. and Mrs. Adams.

Mr. F. A. Crowther, traveling representative of Canadian Cannery, Limited,



ONE OF WESTERN CANADA'S MOST UP-TO-DATE STORES.

looking after the growing trade of his firm.

Mr. W. Laurence, for several years with A. F. Ross & Co., grocers, Truro, N.S., has joined the traveling staff of Bryant & McDonald, tea merchants, Halifax.

Mr. John Turnbull, manager the Nasmith Co., Limited, Toronto, is in Ottawa this week attending the convention of Canadian Association of Master Bakers.

Mr. H. W. Smvth, of Rose & Laflamme's staff, is taking a few weeks'

was implicated in perpetrating a minstrel show.

Mr. Albert N. Reay, late Canadian salesmanager of the Force Food Co., has associated himself with the Peterboro Cereal Co., Peterboro, and will look after the interests of Canada Flakes in Quebec and the Maritime Provinces. Mr. Reay is a hustler and will undoubtedly make things go.

Mr. J. W. Davey, representative of the Lake Huron & Goderich Milling Co., Goderich, in Western Ontario, is paying a visit to Ottawa this week as delegate

was met by The Grocer in Ottawa this week. Mr. Crowther is on his way home after a three months' tour of Quebec and the Maritime Provinces, and reports a very successful trip. His territory is the Dominion of Canada, and he pays special attention to the special lines put up by his company.

Miss May Smith (of Nicholson & Brock, of Toronto) recently visited Cayuga as the guest of Mr. and Mrs. D. T. Williamson, who are visiting their parents on Capital Hill.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.
Quotations corrected by telegraph up to 12 a.m. Thursday, August 3rd, 1905.

WITH the most cheering crop reports in years from all parts of the wheat belt, the western wholesale and retail trade are disposed to be very optimistic. It is hoped that with the aid of a bumper crop and good prices it will be possible to relieve the credit burden very materially, and there is a strong impression abroad that the wholesale houses will make a determined and concerted effort this Fall to bring collections up to date. This will provide a good excuse for the retailers to insist on the payment of all their accounts, and, in fact, will make it necessary for them to do so.

Business this week continues very brisk, many lines of hot weather goods, such as lime juice and canned goods for picnics, being in exceptionally brisk demand. Sugar is still maintained at the same figure as for some weeks back, but the trade will be well advanced in buying only for their immediate requirements, as further declines seem likely as soon as the heavy preserving demand is over. In foreign dried fruits the market is still very steady. The early expectations of cheap apricots are not to be realized, as apparently the crop was not so large as at first reported. Prunes are also firmer, and the advances noted last issue are being well maintained. The new season currants will be quoted at a sharp advance on last year's prices.

Sugar—Prices are still unchanged by the refineries, although prices in New York have declined. It is evident that the price here is being maintained during the season of heavy demand for canning purposes and shrewd judges of the market predict an early decline. In the meantime the trade are experiencing the heaviest demand in years. We quote:

Montreal granulated, in bbls.	5 65
" " yellow, in bbls.	5 60
" " in sacks.	5 15
Wallacelburg, in bbls.	5 55
" " in sacks.	5 50
Icing sugar in bbls.	6 25
" " in boxes.	6 45
" " in small quantities.	6 85
Powdered sugar, in bbls.	6 05
" " in boxes.	6 25
" " in small quantities.	6 50
Lump, hard, in bbls.	6 35
" " in 4-bbls.	6 45
" " in 100-lb cases.	6 35

Canned Goods—There are no new features of particular interest in the canned goods market since last week. As noted in last issue, the new season canned strawberries are on the market, and are proving extra fine quality. We quote:

Apples, 3's, 2 doz. cases, per case.	2 15	2 20
Cherries, red pitted, 2's, 2 doz.	4 28	
Currants, red, 2 doz. cases, per case.	3 25	
" " black, " " "	3 75	
Gooseberries, " " "	3 50	
Lawtonberries, 2's, " " "	3 35	
Pears (Bartlett), " " "	3 50	
Peaches, 2's, " " "	3 75	
" " 3's, " " "	3 75	
Raspberries, red, " " "	2 90	
" " black, " " "	3 00	
Strawberries, heavy syrup, 2's, per case.	3 28	
Plums, Lombard, 2 doz. per case.	2 35	
" " green gages, 2 doz. case, per case.	2 50	
Pineapples, 2's, sliced, 2 doz. cases, per case.	4 25	
" " 2's, whole, " " "	3 75	
" " 2's, whole, " " "	4 50	
" " 2's, grated, " " "	4 50	
Tomatoes, 3's, per 2 doz. cases.	2 85	
Corn, 2's	2 20	2 35
Peas (No. 4), 2's, per case.	1 48	
" (No. 3), early June, 2's	1 63	
" (No. 2), Sweet Wrinkle, 2's	1 88	
" (No. 1), extra fine sifted, 2's	2 68	

Beans, " " "	1 90	1 95
Salmon, Fraser River sockeye, per case.	6 25	
" " Skeena River, " " "	6 40	
" " River's Inlet, " " "	5 90	
" " Red Spring, " " "	5 75	
" " humpback, " " "	3 75	
" " cohoes, " " "	4 85	
" " Clover Leaf, Fall delivery, 1 to 4 cases.	6 30	
" " " " " " 5 to 9 cases.	6 20	
" " " " " " 10 to 25 cases.	6 10	
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25	
" " " " " " 2's, " " "	1 90	
" " " " " " 3's, " " "	2 60	
Soups (Van Camp's), per doz.	1 25	

Picnic Supplies List—Selling briskly during the hot season. We quote:

Boneless chicken, lb. tins, per doz.	3 25
" " turkey " " "	3 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" " turkey " " "	3 25
Corned beef " " 2's " " "	2 75
" " " " 1's " " "	1 55
Roast beef (Man. Can. Co.), 2's, per doz.	2 65
" " (Clark's), 1's, per doz.	1 50
" " 2's, " " "	2 65
Potted meats, 1's, per doz.	0 55
Veal loaf (Libbey's), 1 lb., per doz.	2 50
" " " " 1 lb., " " "	1 25
Ham loaf " " 1 lb., " " "	2 50
Chicken loaf " " 1 lb., " " "	1 85
Lunch tongue (Clark's), 1's, " " "	3 00
" " (Aylmer), 1's, " " "	2 90
Sliced smoked beef (Libbey's), 1 lb. tins, per doz.	3 10
" " " " 1-lb. glass, " " "	3 35
Chipped " " 1-lb. tins, " " "	1 45
" " " " 1-lb. tins, " " "	2 50
" " " " 1-lb. glass, " " "	3 05
Sliced bacon, " " 1-lb. tins, " " "	3 10
" " " " 1-lb. glass, " " "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	2 65
" " 2-lb. flats, per 8-doz. case.	16 25
Lobsters (new), 1-lb. tins, per 4-doz. case.	10 35
" " 1-lb. tins, per 4-doz. case.	14 50

Lime Juice—The hot weather has stimulated the demand, and lime juice is selling briskly. We quote:

"Montserrat," pints, per doz.	4 00	4 25
" " quarts, " " "	6 80	7 00
Local brands, pints, " " "	1 60	2 50
" " quarts, " " "	3 00	4 50
" " bulk, per imp. gal.	0 65	

Salad Dressings—There is a brisk hot weather demand at following prices:

Durkee's, per 2-doz. case.	7 00
Royal, small, per doz.	2 85
" " large, " " "	1 75
Vinegar (C. & B.), bottles, pints, per doz.	1 20
" " quarts, " " "	2 10

Sauces—Prices are quoted as follows:

Worcestershire, Lea & Perrins' 1/2 pints, per doz.	83 65
" " white, " " "	6 00
" " White's " " "	0 90
" " Patterson's " " "	0 90
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Bachhouse), per doz.	1 90

Macaroni and Vermicelli—Selling in 10 lb. boxes at 6c. per lb. The French in 1 lb. packets, is now quoted at 8 1-4c. a slight reduction.

Spices—The market is fairly active, as there is a good demand for the pickling season. We quote as follows:

Ground Spices	
Pepper, black, in 10 lb boxes, per lb.	0 20
" " white, " " "	0 28
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 21
Cloves, in 5 lb. boxes, per lb.	0 19
Cassia, " " "	0 15
Allspice, " " "	0 12
Ginger, in 10 lb. " " "	0 10
Mixed spice, in 5 lb. boxes, per lb.	0 20
Mace, in 5 lb. boxes, per lb.	0 70

Whole Spices	
Black pepper, per lb.	0 18
White " " "	0 25
Cinnamon (ordinary), per lb.	0 16 1/2
" " (extra choice), per lb.	0 24
Nutmegs, per lb.	0 25
Cloves (according to quality)	0 14 1/2
Ginger, per lb.	0 10
Allspice, per lb.	0 8 1/2
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Quoted still at last week's prices, which were:

Rangoon rice, per lb.	0 03 1/2	0 03 1/2
Patna " " "	0 04 1/2	0 04 1/2
Tapioca, per lb.	0 03 1/2	0 03 1/2
Sago, " " "	0 03 1/2	0 03 1/2

Pot and Pearl Barley—Quoted as last week at following prices:

Pot barley, per sack.	2 20
Pearl barley, per half sack (49 lbs.)	1 65
" " sack.	3 30

Syrups and Molasses—Quoted at following steady prices:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case.	2 00	2 10
" " 5-lb tins, per 1 " " "	2 40	2 50
" " 10-lb tins, per 1/2 " " "	2 25	2 35
" " 20-lb tins, per 1/4 " " "	2 15	2 25
" " 10-lb. " " "	0 03 1/2	0 03 1/2
" " 20-lb. " " "	0 03 1/2	0 03 1/2
" " Sugar syrup, per lb.	0 03 1/2	0 03 1/2
" " Kaironmel" syrup, 2-lb. tins, per 2 doz. case.	2 20	
" " 5-lb. " " "	2 65	
" " 10-lb. " " "	2 40	
" " 20-lb. " " "	2 45	
Barbadoes molasses in 1/2-bbls, per lb.	0 04	
New Orleans molasses in 1/2-bbls, per lb.	0 02 1/2	
" " in barrels.	0 02 1/2	
Porto Rico molasses in 1/2-bbls., per bbl.	0 04 1/2	
Blackstrap, in bbls., per gal.	0 31	
" " 5 gal. bsts. each.	0 33	
" " " " "	2 25	

Coffee—Green Rio is now selling generally at 10 1-4c. per lb. We quote prices as follows:

Whole green Rio, per lb.	0 10 1/4
roasted, per lb.	0 13
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha " " "	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
Maracaibo " " "	0 19
Choice Rio " " "	0 17
Pure " " "	0 16 1/2
Seal Brand (C & S) in 2 lb tins, per lb.	0 32
" " 1-lb " " "	0 33
Local Blends:	
Mocha and Java in 2-lb tins, per lb.	0 23
" " 1-lb " " "	0 24

Cocoa—Prices are quoted locally as follows:

Epps' 1/2 lb package, per lb.	0 33
Fry's 1/2 lb " Homeopathic, per lb.	0 30
" " 1 lb " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12 1/2 lb tins, per lb.	0 19
Cowan's, in 10-lb tins, per lb.	0 15
Mott's Homeopathic, 1's	0 25
Van Houten's, 1's, per doz.	2 75
Bakers, in 1/2-lb tins, 1-lb tins, per lb.	0 42

Chocolate—Local houses are quoting following prices:

Baker's unsweetened, per lb.	0 36
Monier, 1's, per lb.	0 35
" " 3/4 " " "	0 34
Mott's Diamond, 1/2 and 1/4 per lb.	0 22
Fry's " " "	0 22 1/2

Jam—Prices continue as quoted last week.

C & B. jams in 1-lb tins, assorted, per doz.	1 65
" " " " strawberry, " " "	1 85
" " " " raspberry, " " "	2 00
" " " " glass, assorted, " " "	2 05
" " " " raspberry, " " "	2 40
" " " " strawberry, " " "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " raspberry, " " "	0 13 1/2
Upton's jam (in Winnipeg), per pail	0 50
" " (in Brandon), " " "	0 52
" " (in Calgary), " " "	0 57
" " (in Lethbridge), " " "	0 57
" " (in Edmonton), " " "	0 60

Marmalade—Prices are quoted as follows:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " " tins, " " "	1 50
" " " " 7-lb. tins, per lb.	0 06
" " " " 4-lb. tins, " " "	0 10 1/2
" " (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, " " "	1 20

Nuts—Still quoted as follows:

Almonds, per lb.	0 12 1/2
" (shelled), per lb.	0 28
Filberts " " "	0 11
Peanuts, " " "	0 11 1/2
Jumbos, " " "	0 14
Walnut, per lb.	0 12
" (shelled) " " "	0 25
Pecans, per lb.	0 15
Brazils, per lb.	0 16

Foreign Dried Fruits—The second shipments of new season apricots are now on the market and as was noted last week, the price is higher than was expected a month ago. It seems that the crop is not so large as was at first expected. New season currants will be

Valid Reasons, Respectfully submitted to the Wholesale Grocery Trade, the Retail Grocery Trade and the "Consuming" Public why it is to their advantage and interest to patronize and use the Canned Goods packed by the Canadian Cannery, Limited.

To the Wholesale Grocery Trade.

BECAUSE :—

Ours are the best goods on the market. You have thirty-five chances to one of getting your orders filled in case of a short crop.

We try to arrange so that all dealers handling our goods make a sure, legitimate profit.

When we give a high price we give a high price only when necessary.

When we give a low price we give a low price, and stand to it.

Our prices this season are a conundrum that will keep some people thinking about them, "and wondering."

All the large, up-to-date, progressive, Best Wholesale Houses in the Dominion handle our goods.

To the Retail Grocery Trade.

BECAUSE :—

You cannot afford to do without them.

The Consumers want them.

They are the best quality.

They are the best sellers.

Prices are always right, and money makers to dealers.

Our No. 1 Grade, with their Embossed Labels, are beauties. Peerless ones at that, and include such choice brands as AYLMER, LOG CABIN, LITTLE CHIEF, BOWLBY and AUTO.

Group No. 2 comprises the finest goods packed in Canada, under the following brands, viz :—LYNN VALLEY, MAPLE LEAF, KENT, LION, THISTLE and GRAND RIVER, etc.

TO THE CONSUMING PUBLIC.

BECAUSE :—

They are the best goods, packed on Sanitary lines, are always pure and free from adulteration. The Vegetables and Fruits are of the choicest varieties, many of them are varieties grown in our own Fields and Orchards, from Seeds of the choicest varieties grown specially for us, gathered when they are at their best, and immediately prepared by Experts in the most cleanly and scientific manner, more so than it is possible to do in the best regulated private kitchen, and every package is covered by the Guarantee of our own name.

Don't be deceived by specious statements or advertisements from those that would wish you to believe that they are our Competitors. They are not. They are not in the race with us—for this year at any rate. We will try and keep you posted in good time as to next year.

The whole community is with us; Consumers, Retail Merchants, and Wholesale Merchants. This is profitable to them, and very satisfactory to

THE CANADIAN CANNERS, Limited. Head Office :
HAMILTON, ONT.

higher than last year, according to recent advices from Greece. Prunes are advancing steadily, and they are held firmly at the advances noted last week. We quote:

Valencia raisins, Trenors, f.o.s., No. 1 grade.....	1 90
" " selects.....	2 20
" " layers.....	2 25
California raisins, muscatels, 3 crown, per lb.....	0 06 1/2
" " choice seeded in 1/2-lb. packages per package.....	0 06 1/2
" " choice seeded in 1-lb. packages per package.....	0 08
" " fancy seeded, 1-lb. packages, per package.....	0 09 1/2
Prunes, 90-100 per lb.....	0 04 1/2
" 80-90 ".....	0 05
" 70-80 ".....	0 05 1/2
" 60-70 ".....	0 06 1/2
" 50-60 ".....	0 07 1/2
" 40-50 ".....	0 08 1/2
" silver ".....	0 09 1/2
Currants, uncleaned, loose pack, per lb.....	0 05 1/2
" dry cleaned, Filatras, per lb.....	0 06 1/2
" wet cleaned, per lb.....	0 06 1/2
" Filatras in 1-lb pkg. dry cleaned, per lb.....	0 07
" Vostizas, uncleaned.....	0 06 1/2
Hallowee dates, new per lb.....	0 05 1/2
Figs, cooking in bags, per lb.....	0 03 1/2
Apricots, choice, in 25-lb. boxes, per lb.....	0 11 1/2
Apricots, choice (August delivery), in 25-lb. boxes, per lb.....	0 10 1/2
Apricots, standard (August delivery), in 25-lb. boxes, per lb.....	0 10
Peaches, choice.....	0 12 1/2
" standard ".....	0 12
Pears, (choice halves) ".....	0 12 1/2
Plums, choice (dark pitted) per lb.....	0 10
Candied Peel—Lemon peel, per lb.....	0 09
Orange ".....	0 09 1/2
Citron ".....	0 14

Teas—Ceylon teas are quoted lower in bulk. Local prices are as follows:

Congous, M. 12, half chests, per lb.....	0 12
" " cads, per lb.....	0 13
" " S.C.P. and M. 14, half chests, per lb.....	0 15
" " cads, per lb.....	0 16
" " A.A.N., in cads, per lb.....	0 19
" " J.A.P., No. 1, ".....	0 25
Ceylon, bulk, per lb.....	0 18
" Pekoe P.H.T., in 1/2 chests, per lb.....	0 18
" broken Pekoe, No. 62 in chests, per lb.....	0 18
" " No. 414 and 418, ".....	0 20
" " No. 412, in chests, ".....	0 22
" " No. 57, ".....	0 25
Gunpowder, in quarter chests, per lb.....	0 26
Young Hyson, in 1/2 chests, per lb.....	0 26
Scented Orange Pekoe, in cads, per lb.....	0 26

Fish—Prices continue as quoted last week:

Lake Superior trout.....	0 10
Gold eyes.....	0 03
Blue fish.....	0 18
Mackerel.....	0 15
Red snapper.....	0 14
B.C. salmon.....	0 14
Halibut.....	0 11
White fish (L. Winnipeg), per lb.....	0 08
Pickrel.....	0 05 1/2
Jackfish.....	0 04
Finnan haddie.....	0 09
" " Halifax brand salt cod, fish cakes 24-1's ".....	0 11
" " Acadia " 20-1's ".....	0 09
" " Bluenose " 20-1's ".....	0 07
" " Acadia " 2-lb. boxes ".....	0 09
" " " 4-lb. ".....	0 09
" " shredded, 24 cartons, per bx.....	2 00
" " bulk, in 15-lb. boxes.....	0 08
Large Labrador and Nfld. salt herrings per 100 lb.....	5 00
" " per 20-lb. pail.....	1 20
Salt mackerel, in 20 or 30-lb. pails.....	0 12 1/2
Finnanhaddie, in 15 or 30-lb. boxes.....	0 08
Smoked halibut strips.....	0 11
Kipperd gold eyes, per doz.....	0 45
Yarmouth blasters, 60 in box, per box.....	1 50
Lobsters, fresh boiled, per lb.....	0 25
Caviar, extra, small jars, per jar.....	0 40
Five legs, 6 doz in box, per doz.....	0 40

Evaporated Apples—Prices are maintained generally at the advance noted last week. We quote again as follows:

Evapo ated apples (choice), 50-lb. case.....	0 08
" (fancy).....	0 08 1/2

Beans—Hand-picked beans are still quoted at \$2.10 to \$2.15 per bushel, and the ordinary grade at \$2.

Woodenware—Some additions are made to our list below. Prices are quoted locally as follows:

Tubs, wooden hoops, 3 in nest, per nest.....	0 42	0 45
" " " 2 " " ".....	0 70	0 73
" " wire hoops, 2 " " ".....	0 63	
" " " 3 " " ".....	1 00	1 05
Pails, 2 hoops, per doz.....	1 95	
" " fibre.....	3 25	
Wash tubs, common and wire hoop, per nest of 3.....	2 00	
" " No. 1, per do.....	11 85	
" " " No. 2, ".....	9 50	
" " " No. 3, ".....	1	
" " fibre, per nest of 3.....	2 90	

Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.....	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.....	0 29
Butter tubs, fibre and cover, per doz.....	4 00
Butter moulds, for 1-lb. bricks, per doz.....	1 85

Buckwheat Flour—Quoted at \$1.70 per half sack.

Breakfast Cereals—The higher prices of oatmeal and cornmeal quoted first last week are being generally maintained. We quote:

Rolled Oats, 80-lb. sacks, per cwt.....	2 30
" " 40-lb. ".....	2 35
" " 20-lb. ".....	2 40
" " 8-lb. ".....	2 70
Cornmeal, in sacks, per cwt.....	1 85
" " in 1/2 sacks, ".....	1 90

Eggs—Prices are advancing sharply, and they are apt to go still higher. Produce houses are paying from 18c. to 20c. per dozen for strictly fresh eggs, delivered in Winnipeg.

Maple Products—New maple syrup from the Eastern Townships in Quebec Province is selling at \$5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at \$3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz.....	2 00
" " 5-lb tins, 1 doz. in case, per tin.....	0 50
" " 10-lb tins, 8 in case, per tin.....	1 00
" " 60-lb tins, per lb.....	0 07
Fancy comb honey, 2 doz. to the case, per doz.....	2 50
" " per case.....	4 75

Dairy Produce and Provisions.

Creamery Butter—Jobbing, commission and produce houses are selling creamery butter to the retail grocery trade at following prices:

Finest fresh creamery, in 56-lb. boxes.....	0 21
" " in 28-lb. boxes.....	0 21
" " in 14-lb. boxes.....	0 21
" " in 1-lb. bricks.....	0 22

Dairy Butter—The market is full of store butter of not very good quality owing to the hot weather. Produce houses are paying a wide range of prices, according to the quality of the butter offered. For No. 1 dairy in good condition, they are paying from 14c. to 15c. per lb., delivered in Winnipeg; for No. 2 dairy, the range of prices is from 10c. to 12c. per lb., delivered in Winnipeg.

Cheese—Prices are now quoted as follows:

Finest Ontario, large.....	0 11 1/2
" " Manitoba, large.....	0 11
" " twins.....	0 11 1/2
" " small.....	0 11 1/2

Lard—We quote:

Lard, 50-lb. pails, per pail.....	5 25
" " 20-lb. ".....	2 15
" " 3-lb. tins, per case 60 lbs.....	6 75
" " 5-lb. ".....	6 80
" " 10-lb. ".....	6 50
Pure lard in bbls. per lb.....	0 10

Cured Meats—Prices are unchanged from last week. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure.....	0 15 1/2
Bacon, " " ".....	0 18 1/2
Bacon, " " ".....	0 13
Picnic, " " ".....	0 09
Hams, sugar cured, assorted sizes.....	0 14
" " heavy, 20 to 30.....	0 12 1/2
" " assorted sizes.....	0 08 1/2
Shoulders, " " ".....	0 08 1/2
Bacon, " " breakfast bellies.....	0 14
" " breakfast backs.....	0 12
" " Wiltshire sides.....	0 15 1/2
" " spiced rolls, long.....	0 10
Manitoba butts.....	0 09 1/2
" " skinned.....	0 10
" " boneless and rolled.....	0 11
" " rolls, boneless.....	0 11

DRY SALT MEATS.

Bacon, dry salt long clear.....	0 09 1/2
" " " smoked.....	0 10 1/2
" " " boneless backs.....	0 10 1/2
Shoulders " " ".....	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl.....	18 00
" " " per 1/2 bbl.....	10 50
Standard mess pork, per bbl.....	16 00
" " " per 1/2 bbl.....	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet.....	5 50	3 00	1 60	1 25
Pig's tongues.....	14 50	7 50	4 00	3 00
Boneless hocks.....	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.....				0 04
hocks.....				0 04

Green Fruits and Vegetables.

Green Fruits—Local houses are now quoting blueberries f.o.b. Kenora (Rat Portage) at 10c. per lb. A shipment of American Duchess apples is now on the market and price is quoted below. Lemons and oranges are soaring. We quote:

Blueberries, express from Kenora, per lb.....	0 10
California Bartlett pears, per case.....	4 00
" " peaches, per case.....	1 50
" " Wickett plums, per case.....	1 65
Washington pears.....	3 00
" " Italian plums (blue), per case.....	1 50
American Duchess apples, per bbl.....	7 00
Late Valencia oranges, 120's.....	4 75
" " 150's.....	5 25
" " 170's to 250's.....	6 00
Fancy Cal. lemons, 300's and 360's.....	5 00
10c. off in 5-case lots.....	
Bananas, fancy limons, per bunch.....	2 75
Pineapples, per doz.....	2 50
Watermelons, per doz.....	6 00

Vegetables—Some new prices will be noted below. We quote:

Parsley.....	0 40
Mint.....	0 45
Native onions, per lb.....	0 04
Carrots, per bush.....	0 40
Beets.....	0 30
Turnips.....	0 40
Potatoes.....	0 65
Celery, per doz.....	1 20
Lettuce, per doz.....	0 50
Radishes.....	0 50
Cucumbers.....	0 60
Green onions, per doz.....	0 40
Egyptian onions, per lb.....	0 03 1/2
New California cabbage, per lb.....	0 02
Australian onions, per lb.....	0 05
Berhuda o nions, per case.....	2 00
New Potatoes, per lb.....	0 02
Tomatoes, (Ontario) per basket.....	1 50

N. S. Markets.

Halifax, N.S., Aug. 7, 1905.

TRADE continues fair, and as satisfactory as can be expected. Prices show little change since last week. Collections continue about same. The sugar market here is very firm. The advance of 10c. a hundred pounds in New York of all grades of refined sugar during the week has not yet been put into effect on the local market. The produce markets are very active. There is a good supply of all farm products on the market, and prices are fairly reasonable. Mostly all the produce marketed during the week was native grown, and in consequence the importations from Boston are slackening off.

The season for strawberries is over, and the crop turned out much better than was expected. During the week some very fine stock grown in Colchester was placed on the market, and fetched from 18 to 20c. per box. The berries were unusually large and of fine flavor. The growers of these berries annually time their fruit for market, keeping back the choicest fruit until after the heavy shipments are over, and then they can command the market and name their own price. Very few New Brunswick berries have been sold in Nova Scotia this year.

Butter is again attracting attention on the local market. The market at the present time is very firm. Receipts are limited. This is due principally to hay making. The farmers in the butter-making centres are now busily engaged



Streaking Blue will Never Do—

"BLUEOL" is the only "Never-streak" Blue on the market. Ask your customers what this means to them. If you do not know the brand, ask your jobber. If he doesn't sell it, write us direct. It will pay you and secure you the thanks of your customers. Please them and they will appreciate it with their trade.

J. M. DOUGLAS & CO., - MONTREAL

in haying, and they give but little attention to butter, consequently the supply is falling off. Fine crops of hay have been harvested all over the province, the best for years. Creamery prints are quoted at 22c., boxes at 21 to 22c. and dairy 18 to 19c.

Cheese is about the same. Eggs are firm, both locally and on the island. The receipts are only a fair average.

Potatoes, new, are very high, but by the week's end the price is expected to drop. Native-grown potatoes are now coming in more freely, and of much better quality. The market is about free of old stock.

The crop of raspberries is a complete failure, owing to the dry weather of the past few weeks, and the cherry crop is also short. Gooseberries are selling at 7c. per quart, and the first blueberries of the season were marketed on Saturday, selling at 12c. per quart.

Fish—The exports of fish are only fair. Prices quoted last week are unchanged. Only light stocks are held here.

Oranges are very good. Good fruit is scarce. Retail dealers are asking from 40 to 60c. per dozen for good fruit.

The Amherst, N.S., Co-operative Society expects to have its grocery store open for business by the first of September. Stock sheets are now being circulated through the town, so that all workmen who have not yet subscribed to the capital stock will have an opportunity of doing so.

The receipts of molasses here during the week were very heavy. The briganteen Maggie Bell, from Barbadoes, landed 245 puncheons, 63 tierces, and 40 barrels; the briganteen Sceptre, from

Antigna, 234 puncheons, 43 hogsheads, and 46 barrels; and the schooner Narka, from Porto Rico, via Lunenburg, 313 puncheons, 48 tierces, and 47 barrels.

N. B. Markets.

St. John, N.B., Aug. 9, 1905.

THERE is just fair business. One unfortunate circumstance is the shortage in logs. Owing to the light freshet this Spring a very large quantity was hung up at the head waters of the rivers. This will mean that the mills will shut down early, which will affect many people and many lines of trade. It must mean considerable to American shippers of anthracite coal. Very many, for all purposes, will use nothing but Scotch coal. It is certainly satisfactory coal, and has meant a service all the year round by the Donaldson line steamers between Glasgow and St. John. This coal was not known here before the strike. The American coal is, perhaps, never likely to regain its old position.

In grocery markets there is little of particular interest. Rice is firmly held. Spices show little change. Pepper is firmer. Fish keep at extreme figures.

Oil—In burning oil as the season changes there is increased consumptive demand; the change yet is slight. The Winter business has been quite largely booked. In lubricating oils sales begin to fall off somewhat. Paint oils are unchanged. Linseed is low but firm. Turpentine is high. In cod oil receipts are light; prices, however, are quite low.

Salt—A further cargo of some nine thousand bags of Liverpool coarse salt is about due. Prices are firmly held at slightly higher figures. Prices ex steamer are always lower than ex store; buyers should remember this. In Liverpool factory filled sales are not large. Canadian fine has a good, steady demand. There is a steady increase in the sale of 5 and 10 lb. bags in bbls.

Canned Goods—Spot tomatoes are again advanced; stocks are very light. Corn is very firm. In peas, new goods are here, and prices are much lower than they have been. Our trade carried over quite a few. Fruits have but a fair sale. Strawberries very firm. Salmon a light stock. Meats unchanged. Lobsters extremely high. Scallops are high. Clams unchanged. Oysters firm. It is reported the pack of sardines is likely to be smaller than was expected. Haddies and kippers will be limited supply.

Green Fruit—Oranges are very scarce. Lemons hold at full prices; there is a fair sale. Bananas have continued large demand. Melons keep quite high; sale is light. It is a very unsatisfactory line here. In California pears stock is good; full prices asked. Plums are very fine; prices unchanged. Peaches are firm. Very fair apples now received; price quite high. It is getting late for berries except blueberries.

Dried Fruit—Spot business is not large. Loose muscatels are scarce and hard to get; prices are quite high. There is a fair stock of seeded. New seeded will cost higher than last year. New Valencias while quoted low, are firmer; the prospect is for free sales. There

TODHUNTER'S

EXCELSIOR

Sure to please your customers.

COFFEE

Blended
by

TODHUNTER, MITCHELL & Co., TORONTO

will be more carried over; market was never better cleaned up. California prunes, peaches and apricots are very firmly held, all have been advanced since opening prices were named. Freshly seeded have also been advanced. Currants, spot goods are higher; the outlook is prices will rule higher than for some years. Dates, figs and peels unchanged. Evaporated rather higher. Valencia onions are freely offered; stock good and prices low.

Sugar—While prices are unchanged, the market is rather weak. Stocks are quite light, in some lines very small. Dealers only buying from hand to mouth.

Molasses—Prices are unchanged, being well maintained. In Barbadoes the stock of choice is small. There is a fair supply of fancy and quite a range in price. In Porto Rico, stock quite large; there is not as large a range in price.

Fish—Supply of fresh fish is very light. Salmon season about over. We should have some shad, but they are not to hand. Dry codfish are still at extreme figures and price quite firm. Pickled herring come to hand more freely, but are still high. Smoked herring have been slightly advanced; stocks are not large. This has been an off year for all fish except salmon and gaspereaux.

Flour, Feed and Meal—In flour there is little change. Ontarios tend easier. For a long time they were quoted quite near Manitobas, but for some weeks past have been dropping off. White oats and oatmeal are unchanged; it is thought prices will be lower. Demand is light. Cornmeal is firm at full figures. Beans are dull; there is a range in price. It seems difficult to get a definite idea.

B. C. Markets.

Vancouver, Aug. 3, 1905.

THE Customs revenue of the port of Vancouver shows a healthy increase of \$34,563 for July, 1905, compared with July, 1904. The figures are: Duties, \$163,698.69; other revenues, \$992.43; total, \$164,691.12.

Oddly, however, the total value of exports for July, 1905, from the port of Vancouver is but \$231,362, while for the same month last year the exports were valued at \$420,021. This decrease is not to be taken as an alarming feature, however, seeing that the total exports for the year to date show an increase over the same period of last year. It is likely also that the exports for August will greatly exceed those of August last year. The one item of lumber would account for a large part of the discrepancy as lumber charters were very dull in July.

* * *

Northern shipments have become extremely quiet, though there are still almost two weeks of the lower commodity rates of freight on the White Pass line to run. For a time there was a flurry, but it was soon over. On the other hand, it is known that very large quantities of supplies usually shipped in at this season have not come forward, so that some rush shipments late in the season are bound to come, and some of them are also equally bound to be caught in the freeze-up.

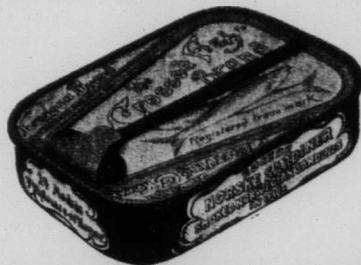
* * *

Following on the enterprise of the Great Northern in tapping the Similka-

Clark's Meats Have Been Tested And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. **He Knows** he has everything to lose and nothing to gain by buying untried products.

What are you going to do about it?



All Grocers Should Stock
THE STAVANGER PRESERVING CO.'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tin

<p>This design a guarantee of quality.</p>	<h3>TOUGH FIBRE PAPER</h3> <p>FOR GROCERY WRAPPING</p> <p>Strong, Stiff. Will not Break or Crack.</p> <p style="text-align: center;">CANADA PAPER CO.</p> <p style="text-align: center;">TORONTO LIMITED MONTREAL</p>	
	<p>SAMPLES AND PRICES GLADLY SENT.</p>	

Keep Posted on Sugar

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

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

men from the south, and of the C. P. R., which has begun construction on the Spence's Bridge, Nicola branch from the main line to Nicola Lake, the owners of the charter of the Midway-Vernon Railway have become active. The well-known railway contractors, McLean Bros., have undertaken a contract to build this line, which will give railway communication to the northern part of the boundary district and furnish a close link between the rich mining camps of that section, and the equally fertile valleys of the Okanagan district. The route of the projected line is on the east side of the lake, and while it will tap Penticton at the south end of the lake, it will not cover much of the same country as that which will be traversed by the new Hill railway branch. Work is to begin at once and keep up till the line is completed, which will be a year or more. At present the road is said to be independent of both C.P.R. and Great Northern influence.

In local markets, not very much of note is transpiring. It is far from a dull season, but the movement of staples is at a minimum at this time of year. Fruit is the most active line, and in that there is abundant supply of many varieties. In groceries, staples remain unchanged and in produce the only remark is in cheese, which is somewhat stiffer in price in sympathy with a rise in Eastern Canada. Lard is also quoted a trifle higher.

* * *

In fruits, local production is now showing early varieties of apples, the yellow transparent being most prominent. It is now well developed and in liberal supply for the season; \$1 per box is the ruling price. A few California apples are on the market at \$2 to \$2.50 per box, and pears are also freely offering at about the same prices. Apricots are in good supply now at \$1 per crate. Plums are still coming from the south,



AFTER SIXTY YEARS
A New Form of
COX'S GELATINE
is

COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents: **J. & G. COX, Ltd**
C. E. Colson & Son, Montreal **Gorgie Mills,**
D. Masson & Co., " **EDINBURGH**
A. P. Tippet & Co., "

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

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street MONTREAL.

DIAMOND BRAND MAPLE SYRUP

IS NOT A COMPOUND

It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.

All Jobbers.

Sugars Ltd., = Montreal

Quality—THE BEST
Price —RIGHT
Profit —GOOD

Satisfies Consumers
Brings Repeat Orders

Such is

EAGLE BAKING POWDER

J. H. MAIDEN, Agent
MONTREAL

the local crop being later. Raspberries are going out rapidly. The tame blackberry of the large variety, at \$1.75 to \$2 per crate, is taking the place of its red brother. A few, very few, late cherries offered at New Westminster market last week at \$2 per crate of 20 lbs.

Lemons have run away up to \$6 and \$7 per crate, and the stock is apparently very small. Oranges are also quoted higher, but demand is at its lowest for this fruit. Canteloupes are plentiful on the market at low prices. Pineapples, recently arripped from Honolulu by the Australian steamer Manuka, are selling at high prices.

Peaches are in high supply from California. The price is now quoted at \$1 and \$1.25 per crate. The Okanagan peaches are now being shipped to the Northwest, where the bulk of the crop finds a market. Local supplies of the California varieties are plentiful and cheap enough for preserving.

In produce, butter still offers freely from local sources, and the price shows no inclination to surpass former quotations. Eggs are somewhat scarce again, the price retail for strictly fresh being 35c. per doz. The importations of case stock from the east are small for the season.

Vegetables, including cucumbers, are in plentiful supply, and the demand is very brisk. New potatoes sell now by the sack, and at prices ranging around \$1 for the 100-lb. sack. Green cucumbers bring fairly good prices, and run about 40c. per dozen. Green peas bring 5c. per lb. New cauliflowers sell at 50c. per doz., while cabbages bring varying prices according to their stage of development. String beans of local growth are now in the market for the first time this season.

In flour, no change of price is marked, despite the hurried condition of the Manitoba wheat market, on which British Columbia is dependent for its flour. Wheat for feeding purposes is now \$2 per ton less, being quoted from \$30 to \$36 per ton. Oats are selling at \$32 per ton. New oats are not yet, of course, on the market. New hay is, and the crop is plentiful and of good quality this year. The price is about \$12 per ton.

The Colborne creamery and butter factory at Colborne, Ont., was destroyed by fire on Aug. 7. Loss \$3,500, partly covered by insurance.

DRIED APPLES
BRIGHT, DRY STOCK
WANTED
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1888

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

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, ac. a word first insertion; ic. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

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

SITUATION WANTED.

A YOUNG MAN seeks engagement in the grocery, wholesale or retail; had five years in the trade. Box 266, CANADIAN GROCER, Toronto. [33]

AGENCY WANTED.

WINNIPEG wholesale grocery broker desires an agency for Dried and Evaporated Apples, Peas, Beans and any other lines handled by wholesale grocers; highest references. Box 263, CANADIAN GROCER, Toronto. [32]

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. [251f]

TO LET.

WAREHOUSE in Calgary, newly built, wired for electric light and with railroad siding facilities; basement, 44' x 32'; ground floor, 44' x 32½'; first floor, 73' x 48'; with or without heat as tenant desires, also elevator if required. Apply to Wm. Head, P.O. Box 104, Calgary, Alta. [33]

COMMON SENSE

KILLS {Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.



POULTRY, FISH, GAME AND OYSTERS.

WINNIPEG FISH CO.
PHONE 1480.

259 PORTAGE AVE.

Any quantity of fish shipped ADDRESS—Mail P. O. Box 701, WINNIPEG, Man.

Quaker Canned Beans

We are now packing this line and already have up several thousand cases, with every prospect of packing quantity enough for all requirements. The same weather conditions are prevailing as during pea-packing which is maturing the best pack of beans in quality that we ever packed. Beans, if in fine condition, are one of the finest canned articles produced ; whereas, if canned when stringy and tough, they are about the poorest article in the whole canned goods list. This is the reason we have always given special attention to this line, buying the finest seed procurable and having seedsmen constantly in touch with the growers, ordering them from farm to factory when they are in perfect condition and on arrival getting them into cans as quickly as possible, with the proper processing necessary to produce a high-class article

Four years ago we packed two thousand cases beans. This year the pack will be from twelve to fifteen thousand cases, and as it is all sold it shows that it is not a speculative pack, but one that is demanded by the Trade through the past reputation of Quaker Canned Beans.

(To be continued).

THE PACKERS OF QUAKER CANNED GOODS.

FINANCE

THE affairs of the Equitable Life Insurance Co. have stirred up public interest in more ways than one. In the first place, the manipulation of funds by the officers for the financing of questionable private schemes has come as a shock to the large number of policy-holders. Where the companies founded and owned banks, and where colossal organizations for promoting companies were started, the possibility of an incentive to private use of trust funds was great. The investment of the funds of a life insurance company should be in the safest place possible. Policy-holders, while they figure on getting some accrued profits on their payments, nevertheless go in primarily and almost exclusively, not for an investment, but for a protection in case of death. It is of small importance to them that a little higher per cent. of profit can be made if a greater risk is taken. The all-important thing with them is to be assured that on their death a certain minimum sum will be paid to their beneficiaries. That assurance is what the insurance company is bound to give. Yet, when the officers of a company like the Equitable indulge in wholesale stock jobbing, exploiting in such enterprises as the whisky trust, and so on, what certainty can any man have that the amount of his policy will be forthcoming? The exposure of the methods of high finance which have been going on for some months will do much to clear the atmosphere and compel the companies to travel the road of honesty and fair dealing with their members.

The second point which has come up for consideration is the whole question of mutualization. A mutual company is one in which the members share in the profits. Hitherto these profits have been allotted at the end of twenty years or when the policy fell due. "Why," it is asked, "are not these profits divided each year as they would be in any other money-making company?" That such a system is feasible is shown by the new policy now being issued by the Equitable, by which the profits are divided every five years. If all policy-holders are members of the company, as is claimed when the policy is being written, then why should they not get the benefit of the investments? The final distribution is undoubtedly small compared with the total amount which has been made through the investments and speculations with the company funds. Such questions as these will press for settlement in the near future.

The convention of the Accident Insurance Underwriters of America was held in July at the Royal Muskoka, Ontario. A large number of companies were represented. Many questions of importance to the insurance world were taken up and discussed. The address of President Lott was optimistic, but outlined several matters which needed reform. The work of the association for the coming year will be devoted largely to putting the business of accident insurance on a scientific basis.

Consequent on the death of Dr. James Thorburn, vice-president and medical director of the North American Life Assurance Co., the directors elected Sir William R. Meredith, K.C., as first vice-president, E. Gurney as second vice-president, and James Kerr Osborne as chairman of the executive committee. Michael J. Haney was elected a director, as also John N. Lake, and Dr. James

D. Thorburn, the last named being appointed medical director to succeed his late father. On joining the directorate of the company, John N. Lake resigned the position of auditor, which he had occupied for a number of years, and the directors thereupon appointed H. D. Lockhart Gordon and John H. Young, chartered accountants, as auditors of the company.

NOTES ON THE HOLIDAY.

Last Fall an Englishwoman of letters was staying, as the guest of an elderly lady, at a country house in Western Massachusetts. While they were driving one afternoon they had the misfortune to meet the omnipresent automobile at a sharp turn of the road. The horses, being spirited, shied, dashing the carriage against a tree and throwing its occupants out onto the road.

The Englishwoman picked herself up uninjured, but was horrified to see her aged hostess lying on the ground unconscious. Running to a nearby farm house, she knocked for some time before she finally succeeded in bringing a sun-bonneted woman to the door.

"A lady has been hurt—thrown from a carriage. She is lying down there in the road. Can you give me some whisky for her?" cried the visitor in breathless anxiety.

"Well, no, we don't never keep no whisky," said the native-born after some deliberation. "Would the lady like a piece o' pie?"

* * *

Benedict is a New Haven man who has been eight times the father of a bouncing bouncer. In the outskirts of the university city is a little town among the hills named Prospect, and last year four of the children were sent there for the Summer.

One day Benedict and his wife entertained at dinner a new acquaintance, Professor B. The Professor is a bachelor, and, like many scholarly men, rather ill at ease in society.

"What a fine little family of children you have," he began with an admiring glance at the four stay-at-homes.

"Yes, indeed," replied Benedict proudly, "and we have four more in Prospect."

The Professor blushed his astonishment.

* * *

Two recruit militiamen were refreshing themselves with a bottle of pop and "wads" at the Range Bar, Hythe, after firing their first rounds on the range.

"Say Bill," said the first militiaman, "doesn't the blessed rifle kick?"

"Kick! Yus not 'arf," replied the other militiaman.

"And that only at 200 yards, cocky; how will she kick when we get back to the 600 and 800 yards!"

"Lor blime!"

WESTERN	Incorporated 1851	FIRE
ASSURANCE	•••	AND
COMPANY.		MARINE

<i>Head Office</i>	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.

**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.

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

THE METROPOLITAN BANK.

DIRECTORS


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GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT
at all Branches.
ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

 **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. C. MACDONALD, J. K. MACDONALD,
ACTUARY. MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.



System

is essential in the management of an up-to-date store. Profits must be guarded and clerks made accurate. A National Cash Register accurately records every transaction where money is handled between customer and clerk. A detail-strip prints the amount and kind of transaction, whether

- CASH SALES
- CREDIT SALES
- MONEY RECEIVED ON ACCOUNT
- MONEY PAID OUT
- MONEY CHANGED

together with the clerk's initial. This detail-strip may be spaced so as to show the amount of business transacted during any period in the day. Have our representative call and explain our system to you.

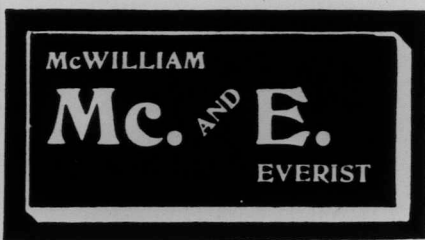
NATIONAL CASH REGISTER COMPANY
DAYTON OHIO

Verdelli Lemons

Our new stock is giving great satisfaction. During August the demand will be heavy, but our supply is sufficient to fill all orders.

Oranges

We have only a limited supply of late Valencias left.



TORONTO, ONT.

**Full lines of Bananas
and California Fruits.**

**We are headquarters
for all Domestic Fruits.**

Phone Main 520. **WHY!** 63 Front East.

It's only reasonable that it will pay you to have me take care of your orders — I have the whole Toronto market to select from.

TOM SMITH,
Fruit Broker, - - - - TORONTO.

**TOMATOES, CUCUMBERS
GREEN CORN, CABBAGE**

Buy from the Grower and get absolutely fresh stock.

RIDGE HALL FRUIT FARMS
E. E. ADAMS, Leamington.

FRUIT AGENCY WANTED IN BRITAIN
Green and Canned, not Jams

House, with **20 years' connection**, in N. E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH
30 BARWICK STREET
Tel. Ad. "Leake, Scarborough."

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters
5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

GROWING FRUIT CROPS.

LATEST reports on the growing fruit crops of Canada indicate that apples will be a light crop, probably about 50 per cent. of last year's yield. It must not be forgotten, however, that the general scarcity will prevent any waste such as has been common for the last two years. Sales are being made at \$1 to \$1.25 for No. 1s and 2s on the trees. Barrels are lower in price than last year, running from 25c. in Nova Scotia to 30c. and 35c. in Ontario, but where proper arrangements have not been made early in the season prices are likely to go higher than this.

Pears will be a very light crop, scarcely enough for the local market. Blight has worked sad havoc in many orchards this year.

Plums—"Drop" and plum rot have lessened the prospect for plums to such an extent that they can be rated for a light to medium crop. The Lombard, barring rot, appears to be the only plum that stands out prominently with a fairly good yield.

Peaches show a light crop in the Essex and Kent district; a medium crop on bearing trees in the Niagara district. The market will not be overloaded.

Sweet cherries have rotted badly; sour cherries have been a medium crop, though badly infested in many cases with fruit worm. Small fruits have been a medium crop, realizing good prices.

Reports from Great Britain and the continent would indicate a light to medium crop. Reports from twenty of the largest apple-growing American States show seventeen states having a light or poor apple crop, some a failure; three, Wisconsin, Kansas and Oklahoma, report the crop promising or good.

Careful estimates by correspondents place the exports from the Annapolis Valley at 200,000 barrels. The apple crop in British Columbia is below the average, but a considerable increase in the acreage will make the exports into the Northwest Territories somewhat larger than last year.

Great Britain's banana trade is increasing by leaps and bounds. Four years ago the consumption was 2,000,000 bunches. Last year 5,000,000 bunches were imported and it is estimated that this year, owing to improved transportation facilities, another million will have to be added to these figures.

The growth of the banana trade within the past five years no doubt results from the opening of new sources of supply in Jamaica, Costa Rica, and elsewhere. In the Canary Islands the value of land has increased almost incredibly. One piece of land, says an authority on the subject, was valued some years ago at 300 pesetas (a peseta being equal to about 7d English money), and now it would fetch at least 30,000 pesetas. In the parts known as the banana districts, where the bananas extend for miles, and wherever the eye rests, the land could

not be bought for less than £1,000 per acre.

W. A. MacKinnon, Canadian commercial agent to Bristol, Eng., in his latest report directs the attention of the exporters to the demand for Canadian cider in Great Britain.

Two difficulties are mentioned by a local importer. The first arises in connection with the making of the cider, which is sometimes all that could be desired, but at others shows the lack of sufficient fermentation to eliminate the saccharine matter.

The second difficulty is perhaps more serious, since it is claimed that freight rates from Ontario points to Bristol are prohibitively high, as compared with similar rates from New York City. It appears that New York State makers quote f.o.b. New York City paying the rail charges to that port. An importer writes that "the freight paid per barrel amounts to six shillings and eight pence (from Ontario,) as against three shillings per barrel from New York City." It is important that quotations should be in the hands of the importers not later than mid-December, and earlier if possible.

The Ontario Flower, Fruit and Honey Show will be held this year during the week of Nov. 13-18 in Massey Hall, Toronto.

The committee appointed by Lord Onslow to inquire into the present condition of fruit culture in Great Britain have reported in favor of the establishment of a special sub-department to deal with matters connected with the fruit industry. They recommend that the sub-department be constituted of two branches (a) a bureau of information, and (b) an experimental fruit farm.

A. McNeill, chief of the Fruit Division, Ottawa, reports an enormous loss to Canadian fruit growers every year owing to their neglect to pick fruit in a proper state of ripeness to suit the distance of transportation. Failure to cool the fruit on the farm, to ship in cold storage and to assort fruits in uniform sizes and packages is also a source of loss to Canadian fruit growers. During the present season Winnipeg merchants have in several instances refused to take Canadian fruit, preferring the American because it is better packed.

With a view to increasing the consumption of seeded raisins the Fresno Chamber of Commerce has had an analysis made of the food value of raisins. The following is the report of F. E. Twining, who was engaged to make the analysis:

"Analysis of seeded raisins. The samples were obtained from three one-pound packages as prepared for the market: Carbohydrates (sugars), 63.2 per cent.; protein, 4.8 per cent.; fiber,

.67 per cent.; fat, .6 per cent.; water, 27.58 per cent.; ash, 3.15 per cent.

"One pound of seeded raisins represents a food value equal to each of the following: Six pounds of apples; five pounds of bananas; one and one-fifth pounds of potatoes; one pound of bread; two pounds of milk; one and three-fourths pounds of fish, edible portion; seven-eighths pound of eggs; three-fifths pound of beef. The chief medicinal value of raisins is in their laxative effect."

ONTARIO MARKETS.

Green Fruit.

Toronto, August 11, 1905.

THE item of chief interest in green fruit circles this week is the arrival of local plums and peaches on the market which are selling at 50c. and from 35 to 50c. per basket. As yet the quality is not particularly desirable and receipts will not be liberal until next week. The banana market is strong and it is impossible to obtain sufficient supplies to meet the requirements of the trade as yet. A decline in prices may be looked for in the near future. The late Valencia orange season is pretty nearly at an end and the Jamaica season will open up about Sept. 1. California fruit is scarce and extremely high in price. California pears are quoted this week at from \$3.25 to \$3.75 per box. Huckleberries are easier in price as well as raspberries. We quote:

Oranges, late Valencias, per box.....	5 50	6 00
Lemons, Verdill.....	5 00	5 50
Lemons, California, per box.....	2 00	2 20
Bananas, large bunches, crated.....	1 40	1 75
Bananas, 8's, per bunch, crated.....	0 75	0 95
Bananas, 7-hand bunches, off track.....	2 25	3 50
Bananas, red, per bunch.....	1 25	1 40
Peaches, California, per crate.....	0 35	0 60
" domestic, per basket.....	3 25	3 75
Pears, California, per box.....	1 75	2 00
Plums, " per crate.....	0 50	0 50
" domestic, per basket.....	8 00	10 00
Cantaloupes, Rockafords, per crate.....	0 75	1 00
" Indiana gems, per basket.....	0 30	0 40
Watermelons, each.....	0 75	0 85
Gooseberries, per basket.....	0 08	0 09
Red raspberries, per box.....	0 09	0 10
Black ".....	1 00	1 15
Huckleberries, per basket.....	0 60	0 85
Red currants.....	0 35	0 50
Apples, new, per basket.....		

Vegetables.

The market in vegetables is maintaining itself, and demand continues steadily upward. The slight advance noted in new potatoes, owing to temporary scarcity, has righted itself, and a firm price is now quoted of 50c. Cauliflowers have steadied themselves somewhat, and quotations range from 75c. to \$1. Tomatoes are now well on the market at a steady price of 30c. to 40c. Jersey tomatoes have been crossed from our list. Green corn has also evened down to a steady 15c. Parsnips have arrived and are quoted at 40c. per doz., and are making an inviting market. We are also adding to our current quotation squash at \$1.50 per doz., leeks at 50c. per doz., and a new variety of vegetable known as kohlrabi, on the market this season for the first time.

New potatoes, per bush.....	0 50
Onions, per doz. bunches.....	0 15
Spanish onions, per small crate.....	1 00
" large cases.....	2 50
Cabbage, Canadian, per doz.....	0 40
Cauliflowers, domestic.....	0 75
Tomatoes, domestic, per basket.....	0 30
Beets, per doz. bunches.....	0 20
New radishes, per doz. bunches.....	0 20
Carrots, per doz. bunches.....	0 20
Cucumbers, per basket.....	0 25
" large, per doz.....	1 00
Outdoor lettuce, per doz. bunches.....	0 20

Local Fruits

are arriving more plentifully this week. Some Canadian Peaches and Plums have appeared on the market and are selling reasonable. Tomatoes took a drop last week, sold as low as 25c. basket. We have for this week's shipping several cars.

Peaches, Pears, Plums, Californias,
Watermelons, Cantaloupes,
Fancy Late Valencia Oranges, Lemons,

WHITE & CO., LIMITED
HAMILTON Phone 1115
TORONTO Phone Main 4106

St. Nicholas

Seasonable Fruits.

GET OUR PRICES AND TRY OUR SERVICE. WE ARE EQUIPPED TO HANDLE YOUR TRADE SATISFACTORILY TO YOU.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

ANOTHER CARLOAD OF FANCY NEW LEMONS JUST ARRIVED

We can handle your Butter, Eggs and Poultry to advantage.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner Market and Colborne Streets, TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville;
C. P. Carpenter & Son, Winona; Griffith & Woolverton,
Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

RASPBERRIES

Best Berries.

Cheapest Price.

THIMBLE BERRIES

Large firm fruit of excellent quality. Prices proportionate. I am now prepared to supply the trade with these berries through the following representatives: Toronto, The Eby, Blain Co., Limited; City of Montreal and Province of Quebec, Wm. H. Dunn; Winnipeg and the Northwest, Mason & Hickey, 108 Princess St., Winnipeg. Don't forget the **E. D. S.** Brand of Preserves. Better have a trial order. They sell every time.

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

DRIED FRUIT I handle fine lines of CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto P. L. Mason & Co. **TH. J. PSIMENOS** 4 Cullum St. E. C. St. John J. Hunter White LONDON, Eng.

FOR JULY'S HOT WATER

Georgia Water Melons
California Valencia Oranges, "Golden Orange" Brand; Best Orange Grown.
Fancy New Lemons, Fancy Ripe Bananas, and other goods.
Prices and Quality Always Right.

HUGH WALKER & SON, - - GUELPH, ONT.

"CROWN" BRAND TOMATOES

Ripe and smooth, with a guarantee in every basket. Prices and shipments to suit you. Write or wire about these, or any seasonable fruit.

E. L. JEMMETT

GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

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

WE HANDLE THE FINEST LINE OF

TURKISH DELIGHT

— IN CANADA. —

JOBGING AND RETAIL TRADE SUPPLIED. WRITE FOR PRICES AND FREE SAMPLES.

H. W. HUNT & CO., 34 Church St., - - TORONTO, ONT.

Waxed beans, per basket.....	0 25
Water Cress, per doz.....	0 25
Parsley, ".....	0 20
Mint, per doz bunches.....	0 20
Sage, per doz.....	0 20
Savory, per doz.....	0 20
Rhubarb, per doz. bunches.....	0 20
Green peppers, per basket.....	1 00
Kalamazoo celery, per doz.....	0 40 0 50
Canadian celery, per dozen.....	0 35
Egg plants, per dozen.....	1 00
Vegetable marrows, per dozen.....	0 75
Green corn, per doz.....	0 15
Parsnips, per doz.....	0 40
Squash, ".....	1 50
Leeks, ".....	0 50
Kohl-Rabi, per doz.....	0 50

QUEBEC MARKETS.

Green Fruit.

Montreal, Aug. 9, 1905.

FRUITS continue to be in fair demand but the trade lacks in activity, according to some dealers.

Two cars of California pears arrived on Monday and were sold as follows: No. 1 stock, from \$3.25 to \$3.35; No. 2 stock, \$2.40 to \$2.60. Two cars of peaches found buyers at from \$1.25 to \$1.35 per box. A few California plums sold at \$2.00 to \$2.20, these high prices being on account of their scarcity.

The demand has dropped for bananas, owing to prices being too high in proportion to other fruit. However, it is expected that within ten days the price will drop 25c. to 30c. lower per bunch.

Lemons continue very high and firm and of course quite scarce on the local market. Pineapples enjoy a fair demand at quotations but stocks of them are very light.

Pears, boxes.....	3 00	3 50
Plums, crate.....	1 75	2 25
Peaches, box.....	1 25	1 50
Apricots, crate.....	1 25	1 40
Apples, bbl.....	3 00	
Dates, per lb.....	0 04	0 04
California cherries, box.....	3 00	
Bananas.....	1 75	2 15
Cocoanuts, per bag of 100.....	3 00	3 25
Pineapples, 24 to case.....	5 50	
30 to case.....	4 75	
Jamaica grape fruit, per box.....	5 00	5 50
Florida grape fruit, per box.....	5 00	
California navel oranges, per box.....	4 75	5 50
New Messina lemons 30's.....	6 00	
360's.....	5 00	
Apples Winter varieties.....	4 00	7 00
Sweet potatoes, per bbl.....	6 00	
Tomatoes, Floridas, crate.....	2 75	
Strawberries.....	0 10	0 12
Caneloupes, per crate.....	6 00	
Watermelons, each.....	0 30	0 35
Raspberries.....	0 10	0 12
Blueberries, per box.....	0 80	

Vegetables—The demand for vegetables is only moderate and trade generally is slack. The local stocks are very large on account of great receipts and slow sales. Home grown products arrive continually in large lots and tomatoes, specially, have arrived in such abundance that they dropped from \$1 per box on Friday to 35c. on Monday. New potatoes are also in fair lots, but old ones have almost entirely disappeared. Prices are as follows:

Canadian celery, per doz.....	0 25	0 40
Bermuda onions, per box.....	1 50	
Green and wax beans, per bag.....	0 20	0 40
Bunch lettuce, per doz. bunches.....	0 50	
Canadian radishes, per doz. bunches.....	0 05	
Mint, per doz. bunches.....	0 19	
Parsley, ".....	0 35	0 75
Sage, per doz.....	1 00	
Savory, per doz.....	1 00	
Peets, new, per doz.....	0 12	0 15
Egg plant, per dozen.....	1 00	
Green onions, per doz.....	0 10	0 15
Egyptian onions, per lb.....	0 02	
Yellow onions, in 80-lb. bags, per bag.....	2 50	
Green house water cress, per doz.....	0 50	
Waxed beans, per bag.....	0 40	0 60
Cauliflowers, home grown, per doz.....	2 50	
Green peppers, per basket.....	0 75	
Cranberries, per bbl.....	10 00	
New potatoes, bag.....	0 55	0 60
Montreal cut umbers, barrel.....	0 75	1 0
Home grown cabbage, per 100.....	1 25	2 20
Tomatoes.....	0 35	0 75

PICKLING SPICE

The approach of the Pickling Season warrants your getting in the best Spices obtainable. Our Whole Mixed Pickling Spice (19 varieties) is the best selected and finest on the market. Write us for sample and prices. Value will surprise you. Quality will please your customers.

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.



White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD

ONCE USED, ALWAYS USED

Most Attractive Package on the market.

W.P. DOWNEY, 26 St. Peter St. MONTREAL



Why not handle the Best Goods,
That give you the Best Profit,
And that are the Best Sellers ?

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer
for it or write us for prices.

CAPSTAN MFG. CO., Toronto, Ont.

DRIED FRUITS

NUTS ETC. ETC.

Ask for our prices before placing orders.

D. RATTRAY & SONS

COMMISSION MERCHANTS

QUEBEC

Montreal

OTTAWA

Fresh and Cured Fish

THE SALMON SITUATION.

(Special Correspondence.)

Vancouver, August 3, 1905.

BRIEF, but heavy, has been the history of the sockeye run of 1905. Already there are indications that the bulk of the run is over, for the percentage of humpbacks, the coarser fish which follows right after the sockeye run, is very large. Of little commercial value, and hardly ranked as a salmon at all in the minds of western people, the humpback is the almost certain precursor of the end of the sockeye run. They begin to be taken in the nets towards the end of the sockeye run, and as they increase in numbers the sockeyes dwindle till they disappear.

Though not valuable, or attractive as a food article to the taste of westerners, the humpback is not to be despised. In Japan the humpback is readily bought, and for several seasons a number of British Columbia canneries have been putting up all they could catch of the ugly cross salmon. The market in Japan has been exceedingly lively since the war, and the demand is likely to grow now that the fish is well established. This year it is likely that a number of canneries will again put up humpbacks, as the sockeye pack has been so short that, despite working day and night the cans made ready are not all filled. That is presuming always that the end of the sockeye run is now in sight.

During the sockeye run the daily catches of fish have been large, both by individual fishermen with drift nets, and by the traps on Vancouver Island, and south of the international boundary. For one brief rush it was even said that the traps were taking more fish than the canneries could take care of before they spoiled. In this the trap owners of Puget Sound were said to be the chief offenders, but they strenuously deny the accusation.

Catches per boat have been averaging as high as 250 and 300 fish, while over 600 have more than once been reported for "high boat" in one night. This, at prevailing prices up to July 31,—12½c. per fish—would give the lucky fisherman and his partner a handsome return. The price was lowered according to agreement to 10c. per fish, dating from August 1.

The effectiveness of traps is amply demonstrated by the enormous catches of 40,000 and 50,000 fish, and even in some cases 60,000 for a single day. That the traps on Vancouver Island have to a certain extent checkmated those of the Puget Sound canners, is an argument in their favor, even with those who do not favor traps, and it must be admitted that they are in the majority, though most of the leading companies in the province have now traps or trap sites, and the new order has apparently become established permanently.

The total pack is hardly even estimated yet, as the work of packing is still in progress. Even in the north, where the season begins earlier than on the Fraser River, the pack cannot be given in detail, though it is known to be large. The canneries there are still working.

Halibut fishing is at its quietest at the present season. The vessels of the New England Fish Co. are now the principal ones on the banks, and both the Kingfisher and New England are in commission, the latter having been in the shipyard for some weeks being overhauled. Last month but two cargoes, both from the Kingfisher, were landed at this port.

The Western Canadian Fish Co., with wharves, warehouses and drying plant at Barnet, offer their business for sale, including the right to use the Whitman process of curing, which has been so successfully applied to halibut. Lack of capital to keep pace with the expansion of the business is the reason for selling. The company's schooner, Blakeley, is now in Behring Sea, or on her way home, with a cargo of cod.

FALSE LABELS ON SALMON.

In his latest report to the Department of Trade and Commerce, P. B. MacNamara directs the attention of British Columbia salmon canners to the fact that considerable faking in labels of canned salmon is being practised by unscrupulous dealers in Great Britain. A large percentage of British Columbia salmon reaches the British market without labels. A large dealer buys say 10,000 cases of a most reliable canning and 10,000 cases of inferior quality and of Alaska fish. He gets authority to have printed for him the necessary labels of the best quality. Instead of affixing these labels to the latter grade he places them upon the lower grade and on the fine quality puts a fancy brand of his own. The words "packed by" are carefully eliminated from the fraudulent label, and all else remains except the quality of the contents.

The price of Alaska salmon is in the neighborhood of eighteen shillings, or \$4.37, per case, whilst British Columbia in tall tins realizes twenty-five shillings, or \$6.07 per case. This difference excites the cupidity of the fakir to practise his nefarious trade by substituting labels of a well-known British Columbia canning factory. Alaska salmon is thrust upon the dealers, and the lesser price asked than for genuine British Columbia, though leaving a large margin to the substitutor, helps its sale, but when the consumer tries it a few times, and finds it hard and not such as he used to get, he discontinues the use of canned salmon. Mr. MacNamara suggests as a remedy that all tins be branded with the initials of the canner.

A NEW LINE OF FISH.

It is reported that an enterprising firm have been getting up a special line of fish of the "kippered" variety to still further add to the delicacies of table and form a good appetizer at the commencement of a course meal, similar to the salted "rows" common with continental epicures.

FISH GOSSIP.

The United States Secretary of State is in St. John's, Newfoundland, this week, holding a conference with the Colonial Ministry on the Bond-Hay treaty. It is thought that certain regulations of the Bait Act will not be enforced, and that Newfoundland will be granted the advantage of the American fish markets.

MONTREAL RETAIL GROCERS MEET.

The monthly meeting of the Montreal Retail Grocers Association was held as usual at 88 St. Denis street on Thursday, August 3. The event of the day was the award of prizes to the winners of the different games and contests gone through at the Cornwall picnic. The prizes were for the most beautiful and expensive.

After the distribution, the president, P. Daoust, concluded to adjourn the meeting, but the treasurer, P. Bruneau, rose up and told the members of the association that he was glad to hear Mr. P. Daoust had decided to propose himself as candidate in the coming municipal elections. Mr. Bruneau also added that he was confident all the grocers would help Mr. Daoust. This news was received with applause.

On Mr. J. A. Beaudry's advice, the meeting handed a vote of thanks to all the friendly newspapers, including The Canadian Grocer, and then adjourned.

SMALL APPLE CROP.

In the course of an interview with The Grocer this week, E. J. McIntyre, of Niagara, Ont., comments on the Ontario fruit situation as follows:

"The fruit crop of Ontario will not be an abundant one this year. The high prices that have prevailed for strawberries, raspberries, currants and cherries, indicate that the supply of earlier fruits has not equalled the demand, nor is the prospect much better for the fruits that have yet to be marketed. The yield of plums and pears is irregular, the Japanese varieties alone showing a full crop. But the yield of peaches and grapes will do much to save the situation. Wherever peaches are grown, they are abundant and of good quality, and grapes are comparatively free this year from the fungus diseases that frequently prove so destructive.

"Apples are reported to be plentiful and of good quality in the apple districts east of Toronto. West and north they are scattered and inferior; while in the Niagara District they are almost a complete failure. Upon the whole, the apple crop will be less than an average one."

“ACADIA” BRAND

**STRICTLY BONELESS
PREPARED CODFISH**

is always a good asset in a grocer's stock, for it is a food product that keeps well and being done up in convenient packages is not wasted. It is packed in 2-lb. non-porous wooden boxes, 1 dozen to the crate, and 1 lb. tablets, 20 lbs. to case.

BLACK BROS. & CO., Limited

AGENCIES:

A. H. BRITAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

**HALIFAX AND LaHAVE,
N.S.**

SEASON OF 1905



“CLOVER LEAF” BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

“ARROW” RIVERS INLET SALMON BRAND

THE BEST
MEDIUM-PRICED
SALMON OFFERED
TO THE JOBBER

BROKERS

Toronto, - - - Chas. E. Kyle
Montreal, - - - J. Alex. Gordon & Co.
Quebec City, - - - Joseph Winfield
Hamilton, - - - Alfred Powis
London, - - - D. C. Hannah

Kingston, - D. Stewart Robertson & Co.
Ottawa, - - - J. Moffat Ross
Winnipeg, - - - Ashley & Thompson
St. John, - - - J. Hunter White
Halifax, - - - Grant, Oxley & Co.



Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

NOT A POWDER

No Poisonous Dyes

No "Medicated" Taste

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agent.

J. S. CREED,

153 UPPER WATER ST., HALIFAX, N.S.
or
BOARD OF TRADE BLDG., MONTREAL.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

**Cowan's famous Milk
Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED
TORONTO**

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

The Consumption of

CHOCOLATES

in Canada
is increasing at a
wonderful rate.

MOTT'S

"Diamond"

and

"Elite"

brands are responsible to a large extent
for this—Their merit has won them favor
everywhere—Are you selling them?

For Sale by all Jobbers.

**John P. Mott & Co.
HALIFAX, N.S.**

SELLING AGENTS:

J. A. TAYLOR
MONTREAL

R. S. MOINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG.

THE BEST

Trade in your town goes where
the BEST goods are sold. . . .

STEWART'S

Chocolates and Confectionery
ARE THE BEST

Your customers want pure,
wholesome sweets.
It will pay you to sell them what
they want.

**STEWART'S CHOCOLATES
MAKE CUSTOMERS**

THE
**STEWART COMPANY
TORONTO**

General Groceries, Provisions, Spices, Teas, Coffees, Etc.

STATIONERY DEPARTMENT

We carry one of the best assorted stocks in school supplies, such as Scribblers, Exercise Books, Pencils, Pens, School Bags, Pencil Boxes. It will pay the general store-keeper to buy these articles from us. They need not order in large quantity, our prices are low, no heavy expense to carry the line.

SMALLWARES

of all kinds, we are always adding new lines, and prices lead. We import them all from manufacturers direct.

PATENT MEDICINES

all well known preparations at lowest prices.

We Are Reliable

S. J. MAJOR, LIMITED

Wholesale Grocers and Wine Merchants, - OTTAWA

P.S.—We take produce at current prices in exchange.

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

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

FOURTH ANNUAL CONVENTION CANADIAN ASSOCIATION OF MASTER BAKERS.

FOURTH annual convention of the Canadian Association of Master Bakers was held in the City of Ottawa on August 8. About 150 members from all parts of the Dominion attended, Vancouver to Halifax being among the cities represented.

The business meetings were held in the Council Chamber, City Hall, under the presidency of Mr. A. A. Lees, Hamilton, Ont., president, and Mr. James Acton, secretary. The headquarters of the officers and committees were at the Grand Union Hotel, and Host Paisley and his staff made all comfortable. Promptly at 10.30 o'clock the members assembled in the Council Chamber, where addresses of welcome were presented by Mayor Ellis and Alderman Black, chairman of the finance committee. After suitable replies by President Lees and ex-Alderman Parnell, of London, Ont., the secretary's, treasurer's and executive committee's reports were read and passed on.

Following this an address by Prof. Harcourt, Ontario Agricultural College, Guelph, on "Flour," was delivered, and a discussion followed in which Mr. John Turnbull manager Nasmith Co., Limited, Toronto; Mr. Harrison, Woodstock, and Mr. J. S. Spink, of the Geo. Weston Co., Toronto, took part.

Mr. Geo. Weston's address on "The Open Shop" was a well-delivered and forcibly interesting one. Mr. Z. Hilton, of Hamilton, followed with an address on "Costs in Breadmaking in the Small Bakery."

After an adjournment for luncheon the members and their friends re-assembled at City Hall, and marched to the Parliament Buildings at 2 o'clock, which, though the session was closed, was placed open for the visitors. At 3 o'clock cars were taken for Rockcliffe Ranges, and a halt made on the return trip at the Royal Shanty for refreshments. This was a most interesting affair, and the bakers saw an exhibition of breadmaking and bean cooking as conducted in the lumber camps. Photos of the delegates were taken, which no doubt will be treasured as interesting souvenirs of the trip and visit. After refreshments had been served and the guests had rested, cars were taken for Britannia Bay where a vaudeville entertainment was provided in the handsome pavilion of that lovely Summer resort.

On Wednesday, Aug. 9, reports of special committees, election of officers, and addresses by Mr. A. McGill, of the Inland Revenue Department, Mr. A. W. Carrick, Mr. A. M. Ewing, etc., were gone through with, also a drive to Experimental Farm; Chauhire Falls; Paper and Match Mills, Hull; and a ride on trolley to Aylmer Park, with dinner at Hotel Victoria, winding up with dancing.

On Thursday, Aug. 10, at 7 o'clock a.m., the entire delegates were taken by special C.P.R. train to Montreal as guests of the Ogilvie Milling Co., Limited. To President Thompson, of the Ogilvie Co., the delegates are indebted for the courtesy and pleasure of this Montreal trip. A luncheon at the Windsor, with trolley ride around the city, was included in the entertainment provided by Mr. Thompson.

Altogether, in numbers of attendance and interest taken, this is the banner convention of the C.A.M.B., and the enthusiasm and interest displayed by all augurs well for future successful gatherings.

President Lees, Secretary Acton, Treasurer Weston, and the executive officers, Messrs. A. W. Carrick, A. M. Ewing, John Turnbull and G. Whittaker, as well as that energetic and popular dough raiser, H. E. Trent, of Fleischman's Yeast, were most solicitous and active in seeing that everything was well and properly done.

The officers of the Ottawa Master Bakers' Association, G. W. Shouldis, president; B. Slinn, vice-president; R. E. Jamieson, treasurer, and J. B. Borthwick, secretary, did noble work in looking after their guests. As a hustler, President Shouldis' record will be hard to beat.

Mark Bredin was here, there and all over, and his pleasant face and hearty handshake is familiar to everybody in the baking line.

According to J. S. Larke, Canadian commercial agent, blight is reported to have ruined the potato crop in the North Island of New Zealand, and should the disease spread to the South Islands the production will not meet the home demand. It is probable there may be a market for British Columbia, as Australia is not likely to have much of a surplus for some months.

CLEAR SAILING

IS WHAT SOME GROCERS STYLE MERCHANDISING



IF Perfection Cream Sodas

had not the selling force grocers could not afford to carry them. The fact that so many grocers carry them is proof positive of "Perfection's" "standing in" with the public. No magic about that. Simply proper biscuit-making on our part. That's all we claim—and your consideration.

3-LB CARDS OR TINS

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

WALL PAPER

EDUCATION IN HOUSE FURNISHING.

INTERIOR decoration has within the last few months come in for a large share of attention from papers and magazines. The following extract from an American daily shows to what an extent public taste is being educated to new ideas and fine effects. The house furnishing man should not be behind the newspapers in exploiting artistic ideas:

There was once a time when matting meant a covering for the floor consisting of an unbroken succession of dark and white squares that made the floor look like a gigantic checkerboard. It was heavy and stiff and shiny, was fastened down with big double clamp tacks and bulged in nice little hillocks at stated intervals; it had a "best room" smell, strongly suggestive of horsehair furniture and big four post beds, and was always associated with long, hot Summer afternoons. Time and fashion, assisted by the Japanese, have wrought such changes that nowadays matting is one of the most satisfactory and artistic of household furnishings. The old checkerboard patterns are still to be seen and are preferred by some people, but the materials are much finer in texture and more easily handled than the old fashioned kind; the regular Japanese matting, however, is really a thing of beauty, and besides being used as a covering for floors, is put to other uses not dreamed of by the methodical housekeepers of the good old times, who put down their strips of shiny squares in May and took them up in September or October.

Japanese matting is soft and pliable, and when the strips are sewn together, as they always should be, the matting may be laid as smoothly as a carpet. For Summer use particularly there is nothing more satisfactory than this typical product of the Orient, with its light background and the big vague looking flowers done in indefinite pinks and blues and rehs, with probably only one design to the yard, thus giving an effect of space and naturally of coolness, and harmonizing well with rugs of any description. For carrying out a Japanese effect the matting is used to cover walls. It is tacked on at the top and bottom and between the widths are run strips of a contrasting color covering the seams and giving the appearance of panels. Owing to its flexibility this matting is also largely used in upholstering Summer furniture; settees and settles, porch chairs and other pieces of semi-outdoor furniture are made very attractive when covered with it.

There are many varieties of jute rugs for use in camps and bungalows and on piazzas in rather vivid shades of red and green. These are heavy and coarse and effective. The rugs made of Japanese matting, or rather the pieces of matting having completed designs similar to those on rugs, do not seem to be in very great favor now, at least, there are very few varieties to be found in the shops, but pieces of the regular stock cut the desired lengths and fringed make rugs that are equally as useful if not quite so attractive.

Another decorative fabric for which there is a growing demand and for which we are indebted to the Japanese is the grass cloth used for covering walls. This comes in all the standard colors, and is a yard wide. The general effect when on the wall is very much that of burlap, except that it is of finer weave and has almost a glossy appearance. It is made of Chinese grass, which is woven in the same manner as a loose-weave cloth or woolen



WALL PAPERS

Every sample in the new "STAUNTON" Line for 1906 is a good reason why you should place your order for "STAUNTON" Wall Papers.

Before Buying, See Our Line

STAUNTONS LIMITED

TORONTO

goods, then a very thin coating of rice paper is pasted with infinite care on the back of the cloth to give it body, and also to make it possible to attach it to a wall, the grass cloth itself being of such a fibre that it will not hold paste.

But there are other wall and floor coverings that are not essentially Japanese, though equally as beautiful. An exquisite new wall paper is called English chintz. Over a white background, which, by the way, is glazed until it is very shiny, there is scattered a most fascinating collection of old-fashioned flowers, dahlias and hollyhocks and asters in a marvelous variety of colors, but so well chosen and so effectively arranged that it makes one think not of a kaleidoscope, but of all the interesting things one has ever read about old-fashioned gardens. More bizarre and showy is a new French paper in a rose design; the background is almost invisible through the masses of most natural looking green leaves, but the few comparatively small white spots that remain give a suggestion of perspective that is remarkable, and one has a feeling that on the other side of those leaves space extends indefinitely. The roses on this unusual pattern are few and far between, and one that dropped almost to pieces adds to the originality of the design.

A MID-YEAR CALENDAR.

Staunton's Limited have opened the second half of the year by issuing to the trade a very handsome calendar running from July, 1905, to July, 1906. This kind reminder will be much appreciated by the recipients. The pages contain some telling advertising for the Staunton line of wall papers. Like all the literature of this firm, it is gotten up in fine style. The coloring is brilliant and striking and is altogether a decidedly good piece of work.

Food Facts

ORANGE MEAT

is the favorite breakfast food.

It is the quintessence of the best wheat.

It is scientifically made.

It is wholesome.

It is put up in mercerized bags to ensure absolute cleanliness and freshness.

It is sold on a more even basis than any other breakfast food.

It offers the grocer the most profit.

It offers the people the best weight.

It is never cut in price.

The output of

ORANGE MEAT

has been doubled in less than two years. Tangible evidence, this, of its popularity. We will tell you "why" from a Tommy Atkins standpoint. Watch for the next copy of THE GROCER.

**The Frontenac
Cereal Co., Limited**

KINGSTON, ONT.

Flour and Cereal Foods

CROP REPORTS.

LATEST reports on the growing grain crops throughout Ontario indicate an exceptionally heavy crop of oats, if harvesting is not interfered with by rain; some oats have already been harvested. The acreage of Fall wheat has been decreased in most places, with an increased yield and quality very good. Some points report a little rust. Acreage of Spring wheat average with yield and quality good; also a little rust reported. Acreage and yield of barley much over last year and quality above average all over Ontario. Acreage of peas small, but prospects for a heavy yield. Quality will be good and no bugs. Corn sections report much below an average crop owing to recent wet weather. The hay crop is the heaviest in 15 years. Acreage and yield of rye small, but above the average in quality.

The crop report issued last week by the Canadian Pacific Railway leaves little room for doubt of the outcome of this season's harvest. From every section of the wheat belt in the Canadian West are reported the most encouraging opinions of the prospective yield. The wheat has reached the stage where an estimate of the yield can be made without the danger of exaggerating, and the opinion is almost unanimous that there will be twenty-five bushels of wheat harvested from each acre that is under that grain this season. This will mean that there is easily 100,000,000 bushels of wheat in the Northwest.

Cutting will be general in two weeks.

IRREGULAR SHIPMENTS.

P. B. BALL, Canadian commercial agent to Birmingham, Eng., reports that there is more or less dissatisfaction among importers of Canadian products in Great Britain, such as flour and oatmeal dealers, because shipments from Canada do not arrive more regularly. When all the ports are open, there is little reason for complaint. When navigation is getting under way in the Spring, however, things run anything but smooth. In their anxiety to make contracts to ship via Montreal, railroad agents enter into large contracts. One lot of goods may be shipped at once, and probably reach its destination in a month. But very often it happens that there is a rush of goods when a shipment from Canada may not be delivered in Great Britain under three months.

The matter is not so bad from the shipper's standpoint as it is from the purchaser's, as all goods are sold at 30 or 60 days' draft against bill of lading. When the Canadian shipper despatches his goods from say London, Toronto, or some smaller town, he gets a receipt from the station agent, and this is attached to his draft, which he sends through to the purchaser in Great Britain. It is paid at maturity, but very often it is from 30 to 60 days after be-

fore the goods arrive, thus causing a good deal of irritation.

In trying to find out the cause of these irregularities, it seems that the first goods arriving are put into the warehouses, and if the ship is filled by later arrivals, the goods first received remain behind, and new goods coming in continually may be packed on top of them, instead of there being a routine method of "first come, first served."

GRAIN BLOCKADE.

It is rumored that there may be a big grain blockade next month in the Canadian Northwest. Campbell, McLean & Co., Winnipeg, advise that frost threatened on July 31, and that Aug. 15 and 30 are the next critical periods. If these are passed the crop will be safe. It will be four weeks yet before the Northwest crops will be absolutely safe from frost and rust, although conditions on the whole are favorable.

PROMISING MARKET.

In his regular report to the Department of Trade and Commerce, Ottawa, Mr. Kittson says there is a market for \$40,000,000 yearly in foodstuffs in South Africa. It is one of the largest markets in the world, and, considering the size of the population, it is not rivalled by Great Britain as a market for foodstuffs. Britain takes £5 per head, while South Africa buys from £8 to £10 per head. Not including the importations by Delagoa Bay and Biera, there was imported last year to South Africa foodstuffs valued at £8,355,300.

CEREAL NEWS.

Imports of Canadian wheat into the United States during the fiscal year 1904 amounted to 3,300,000 bushels.

It is reported that a combine of the independent cracker backers of Canada and the United States is in process of formation.

Letters patent of incorporation have been issued to the Anchor Cereal Co. The capital stock is placed at \$150,000, and Winnipeg will be the chief place of business. Oak Lake parties are at the head of the company.

The wholesale warehouses of the Lake of the Woods Milling Co., on St. Denis street, Montreal, were damaged by fire to the extent of \$200,000 on Aug. 8.

An elevator and warehouse belonging to the Brant Milling Co., Brantford, was destroyed by fire on Aug. 6.

It is reported that upwards of 1,000,000 bushels of Winter wheat from Southern Alberta will be shipped westward this season to be ground in British Columbia mills, initiating the policy of making Vancouver a great milling centre from which supplies of flour for the Orient may be shipped.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Made in Canada

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

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

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

TOBACCO CULTURE IN ITALY.

AN important change in connection with tobacco growing in Italy is contemplated, and if carried out will create a considerable opening for capital and enterprise. A few years ago the tobacco department conceded to certain firms the privilege of growing, drying, and packing Oriental qualities of tobacco for export in given areas near Tricase; the consequence was the immediate formation of groups of landowners who petitioned the Government to be allowed to do the same, not only for export, but also for home consumption. These groups have become numerous, and a committee sat in Rome recently, composed of the directors and technical advisers of the various Government tobacco establishments throughout the country, to discuss the question of allowing the entire preparation of tobaccos to be carried out by landowners, who would deliver the leaf ready for the manufactory at a given price.

TOBACCO ASHES AS AN ASSET.

As everybody knows, the ash left on burning tobacco is considerable. A ton of tobacco leaf would yield four hundred weights of ash, which represents valuable mineral constituents withdrawn from the soil which have to be replaced by abundant manuring.

On the face of it there would seem to be a fortune in store for that individual who could devise a successful means for the collection of tobacco ash, and it is a great pity that so much valuable material should forever be lost to the soil without any attempt at direct restoration being made.

NEW MEXICAN TARIFF.

The following are the tobacco schedules of the new Mexican tariff recently promulgated:

"Chewing tobacco, per legal kilo, \$1.10; unmanufactured Virginia tobacco per net kilo, (50 cents gross kilo) 55 cents; unmanufactured tobacco, not otherwise specified, filling per gross kilo, \$2.50; sifted or cut tobacco for cigarettes, per legal kilo, \$1.70; tobacco manufactured into cigars, per legal kilo, \$7.70; tobacco manufactured into cigarettes, per legal kilo, \$2.20.

NEWS OF THE TRADE.

An Associated Press dispatch from Christiania, Norway, states that the Storting has imposed an additional duty of 10 per cent on imported stemmed leaf and plug tobacco.

DO POSTERS PAY?

THE tenth annual report of the American Scenic and Historic Preservation Society contains some interesting facts about the effectiveness of the outdoor advertising that does so much to mar the beauty of cities and countryside throughout the North American continent.

The scenic society sent letters to fourteen of the largest advertisers in the United States, who are credited with spending from \$200,000 to \$1,000,000 a year, asking them about their expenditures, the proportion spent on outdoor or poster advertising, their views as to its usefulness, and other questions along that line. The answers are highly encouraging to those who hope to live to see the day when fields and rocks and city facades will no longer be disfigured with garish notices of pills and powders. One firm, which spends from \$350,000 to \$500,000 a year on advertising, devotes only about 5 per cent. of this sum to outdoor advertising, and does not regard it as a favorable medium. Another firm has spent from a few hundred to several thousand dollars out of an advertising budget of \$500,000 on street car and other posters, but has been disappointed in the results, and has discontinued that method. A company whose annual advertising bills amount to \$800,000, reports: "Outdoor advertising is not profitable, compared with other forms

unless we want to impress the name of an article on the people's minds." For that purpose the company believes a small percentage of its expenditure is useful. Officers of a company advertising to about the same extent, report that they have spent a great deal on outdoor advertising and "think some of it has paid." A company which devotes nearly \$1,000,000 a year to advertising, spends nothing out of doors in the United States or Canada, but from one-third to one-half of its allotment for Cuba in that fashion, on the theory that the people there are largely illiterate, and can be reached in no other way. The general manager of a large concern reports that after experiment he has stopped outdoor advertising, and adds: "Perhaps in some new country, or with a new product, it might be profitable, but I would rather doubt it.

All this would seem to indicate that the poster inundation is likely to subside. As a new and striking bid for publicity, it naturally had great vogue, but, now that solid business men are counting the results, and finding them unsatisfactory, we may hope to see the nuisance largely abated. If sound commercial reasons supported the posters, the fight to restrict their ugliness would be most arduous; but if commerce and beauty work side by side there is good reason to hope for a gradual clearing away of these excrescences upon the landscape.—N. Y. Tribune.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Creeping Up



Every day my cigars are getting closer to you. Scarcely find a grocer now who doesn't carry them or who is not just going to commence carrying them. The **PEBBLE** and **PHARAOH** are too good to let go by—at least nine out of every ten grocers think so. Pretty good percentage, isn't it? Look at my terms.

I will take back, at end of three months, at invoice price, all of your stock unsold. You don't risk one cent, even if you never sell one cigar.

Let me send you 1,000 assorted, and see for yourself what business there is in your store when you feel for it. **PEBBLE**, 5c.; **PHARAOH**, 10c.

J. BRUCE PAYNE, LIMITED, Makers, CRANBY, Que.

Perhaps You Often Wonder

why we say so much about the excellencies of **T. & B.** when you yourself know this famous tobacco so well—so well that you never allow your supply to run down. Our talks are not for you, Wise Grocer, but for your neighbor-merchant at the next corner, who is missing business by continually "putting off." Doesn't know whether or not he will start keeping **T. & B.** Only a few enquiries for it, so far. It is the one here and there asking for **T. & B.** that starts your tobacco business going, Mr. Merchant. By and by the one or two enquiries reach big numbers, and the Lucky Grocer shakes hands with himself on his success. Don't put off! Get **T. & B.** to-day—**NOW.**

THE GEO. E. TUCKETT & SON CO., Limited, HAMILTON ONTARIO

Business Changes

Ontario.

A. Hughes, grocer, Wardsville, has assigned to W. J. Smith.

M. H. Mitchell, confectioner, Barrie, has suffered loss by fire.

D. E. Thompson, grocer, Burritt's Rapids, has assigned to A. E. Baker.

The assets of J. L. Corning, cigar dealer, Ottawa, have been sold for rent.

E. R. C. Clarkson has been appointed trustee to Dominio Spada, wholesale fruiter, Toronto.

W. Job, confectioner, Peterboro, has assigned to O. DeLaplante, and a meeting of creditors was held Aug. 7.

A. G. Bain, grocer and liquor dealer, has admitted A. A. Adams to partnership. The style is to be Bain & Adams.

S. Taber & Son, general merchants, Morton, have dissolved partnership, and Samuel and Chas. R. Taber are now proprietors.

Quebec.

C. Dorla has registered as an importer, Montreal.

L. Roy & Cie have registered as crockery merchants, Montreal.

The assets of W. A. Robert, grocer, Montreal, have been sold.

E. Victor, fruiter, Montreal, is offering his business for sale.

The assets of A. A. Lefleur, grocer, Montreal, have been sold.

The Victoriaville Hide & Skin Co. have registered at Victoriaville.

Gleason & Chesterfield, have registered as general merchants, Sweetsburg.

Lamontagne & Frere, tobacconists, Montreal, have dissolved partnership.

J. Verville, grocer, Montreal, has been succeeded by H. G. Daigneault & Co.

A meeting of the creditors of J. Burke, grocer, Montreal, was held Aug. 10th.

P. E. Edmond, of Edmond & Cotes, provision merchants, Quebec, is dead.

Moquin & Cote, produce merchants, Montreal, have dissolved partnership.

The assets of G. Labonte, general merchant, Shawbridge, were sold August 9.

A meeting of the creditors of M. Amyot, grocer, Montreal, was held Aug. 4.

The assets of J. A. Blondin, general merchant, St. Maurice, were sold August 9th.

P. Picard, grocer and liquor dealer, Montreal, has assigned to J. M. Marcotte & Cie.

T. Davis, cigar dealer, Montreal, has assigned and a meeting of creditors was held Aug. 9.

Lameau & Charbonneau have registered as general merchants, St. Paul De Chester.

Manitoba and N. W. T.

Dingle Bros., grocers, Calgary, have sold out to F. W. Brown.

Ball, Guilder & Jones, crockery merchants, Brandon, have assigned to S. C. Ayres.

F. Schneider has been admitted to the firm of Mund & Schneider, general merchants, Langenburg.

British Columbia.

Lee Guy has retired from the firm of Sun Lee Yuen, general merchants, Victoria.

Jas. H. Hodson, general merchant, Grand Forks, has suffered loss by fire. Partially insured.

AT THE FAIR.

The Canadian commercial agent to Australia, Mr. J. S. Larke, has arranged to be at the Canadian National Exhibition, Toronto, from Aug. 26 to Sept. 11, to discuss questions connected with export trade with Canadian business men.

The Retail Merchants' Association will hold their annual convention in Toronto on Aug. 14 and 15.

FOR CANADIAN EXPORTERS.

In view of the customs officials of the Australian Commonwealth enforcing

duty upon the cost of packages and inland freight to port of shipment, the following quotation from the Commonwealth Customs Act, may be of interest to Canadian exporters:

"Goods exported to Australia from any country, but passing through another country, shall be valued for duty as if they were imported directly from such first mentioned country."

As the bulk of Canadian goods and products exported to Australia are shipped via New York, the bearing of "Clause No. 143" upon such shipments is of very great importance.

AGENT IN MONTREAL.

The Frankford Canning Co. have appointed Mr. J. H. Maiden to represent their interests in Montreal, and Mr. Maiden will soon be calling on the trade with the Frankford brand of canned goods. Mr. Maiden is enthusiastic over the quality of Frankford brand peas shown this year.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

REASONS WHY

you should stock "Hogen Mogen" for a 5c. cigar and "Royal Sport" for a 10c. Cigar have been given for many weeks. **Better investigate now.**

The Quality is right, and we have a Free Show Case Offer which helps their sales.

Send us a trial order for 1,000 assorted.

THE SHERBROOKE CIGAR CO.

SHERBROOKE, P. Q.

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 10, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—		
Bee" brand, 48 5c. pkgs., per case	...	\$1 75
" " " 27 10c. pkgs., "	...	2 00
" " " 10 25c. pkgs., "	...	1 75
Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes	.....	\$2 40
" 10, in 4 doz. boxes	.....	2 10
" 2, in 6 "	.....	0 80
" 12, in 6 "	.....	0 70
" 3, in 4 "	.....	0 45
Pound tins, 2 doz. in case	.....	3 00
12-oz. tins, 4 "	.....	2 40
5-lb. " "	.....	14 00

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	.....	\$2 00
1-lb. tins, 3 "	.....	1 25
1-lb. tins, 4 "	.....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
1 doz.	10c.	\$0 85
1 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	2 1/2 lb.	10 50
4 doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	.....	\$0 40
" 4 "	.....	0 75
" 3 "	.....	1 25
" 2 "	.....	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	.....	\$0 45
" " 1 lb., 5 doz.	.....	0 90
" " 1 lb., 3 doz.	.....	1 25
Borax, 1 lb. packages, 4 doz.	.....	0 40
Cornstarch, 40 pks. in a case	.....	0 75

Freight paid 5 p.c. 30 days

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 85
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2 1/2-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Royal—Dime	.....	Per Doz.
1 lb.	.....	\$1 00
1 lb.	.....	1 60
6 oz.	.....	2 25
1 lb.	.....	2 90
12 oz.	.....	4 50
1 lb.	.....	5 75
3 lb.	.....	15 50
5 lb.	.....	25 50

CLEVELAND'S—DIME.

Cleveland's—Dime	.....	Per Doz.
1 lb.	.....	\$1 00
1 lb.	.....	1 50
6 oz.	.....	2 20
1 lb.	.....	2 90
12 oz.	.....	4 25
1 lb.	.....	5 50
3 lb.	.....	15 00
5 lb.	.....	25 00

"VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	.....	Per doz.
1-lb. tins, 4 doz. in box	.....	\$2 25
1-lb. tins, 4 doz. in box	.....	1 25
1-lb. tins, 4 doz. in box	.....	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	.....	\$3 50
" " 36 10 "	.....	4 00
" " 24 16 "	.....	4 50
"Beaver" brand, 24 16 pks.	.....	4 80



EAGLE BAKING POWDER

Cases of 48-5c. tins	.....	Per doz.
48-10c. tins	.....	\$0 45
24-25c. tins	.....	0 75
48-25c. tins	.....	2 25

Blue.

Keen's Orford, per lb.	.....	\$0 17
In 10-box lots or case	.....	0 16
Reckitt's Square Blue, 12-lb. box	.....	0 17
Reckitt's Square Blue, 5 box lots	.....	0 16
Gillett's Mammoth, 1/2 gross box	.....	2 00
Nixey's "Cervus," in squares, per lb.	.....	0 16
" " in bags, per gross	.....	1 25
" " in pepper boxes, according to size	.....	0 02 0 10



J. M. DOUGLAS & CO.—Laundry

Blueol—10-lb. boxes containing 50 pkgs., 4 squares each	.....	per lb. 16c
"Sapphire" 14-lb. boxes, 1 lb. pkgs.	.....	per lb. 12 1/2c
"Union" 14-lb. boxes, assorted 1 & 1/2 lb. pkgs., per lb.	.....	10c

Black Lead.

Reckitt's, per box	.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/4 gross, 4 oz.	.....

JAMES' DOME BLACK LEAD.

Per gross	
5a size	..... \$2 40
2a size	..... 2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	.....	2 25
" " 10 oz., cases, 48 "	.....	3 25
" " 16 oz., cases, 48 "	.....	4 25

Cases of 5-doz. 5c. packages	.....	Per do
5-doz. 10c.	.....	\$0 45
	.....	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	.....	0 08
" " 7-lb. cotton bags, per bag	.....	0 18 1/2

Chocolates and Cocoas.

THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins	..... per doz. \$6 75
" " 1-lb. tins	..... 3 50
" " 1-lb. tins	..... 2 00
" " fancy tins	..... 0 85
" " 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	..... 0 50
Perfection, 1-lb. tins, per doz.	..... 2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	..... 2 55
Chocolate—	
Queen's Dessert, 1/2's and 1/4's	..... per lb. \$0 40
" " 8's	..... 0 42
Mexican Vanilla, 1/2's and 1/4's	..... 3 35
Royal Navy Rock, " "	..... 0 30
Diamond, " "	..... 0 25
" " 8's	..... 0 28
Coings for cake—	
Chocolate, pink, lemon color, lbs.	..... \$1 75
Orange, white and almond, 1-lb.	..... 1 00

There are very few lines handled by grocers more generally sold than

STARCH

Has it ever occurred to you that by making a good and periodically regular display of **Edwardsburg "Silver Gloss" Starch** and **Benson's "Prepared" Corn** that your customers will buy more? Try it and note the result.

These Lines are Canada's Standards

EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

83 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

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

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num bered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3	cents each
5 00 " " " "	4	"
10 00 " " " "	5	"
15 00 " " " "	6	"
20 00 " " " "	7	"
25 00 " " " "	8	"
50 00 " " " "	12	"

Cleaner.

4-oz. cans	Per doz.
6-oz. " "	\$ 0.90
10-oz. " "	1.35
Quart "	1.85
Gallon "	3.75
	10.00

Wholesale Agents
The Davidson & Hay Limited, Toronto

Fly Pads.



Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 2
" " "	1-lb. tins	2 25
" " groats	1-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.
Frank Magor & Co. Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case, per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 0 06 1/2
7 and 14-lb. wood pails, per lb. 0 06 1/2
30-lb. wood pails, per lb. 0 06 1/2

Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb. 0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb. 0 06 1/2
30-lb. wood pails, per lb. 0 06 1/2

Home Made Jams—
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. \$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb. 0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	\$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
"Ringed" 5-lb. boxes	per lb.	0 40
"Acme" pellets, 5-lb. cans	per can	2 00
" " (fancy boxes 40) per box		1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
Licorice lozenges, 5-lb. glass jars	per lb.	1 75
" " 20 5-lb. cans	per lb.	1 50
"Purity" licorice 10 sticks	per lb.	1 45
" " 100 sticks	per lb.	0 75
Dulse large cent sticks, 100 in box		....

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net ... \$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz.	\$1 40
" " 1-lb. tins	"	2 50
" " 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
F.D., 1-lb. jar	per jar.	0 25
" " 1-lb. tins	per doz.	0 85
" " 1-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb.	\$ 0 35
1-lb. tins	"	0 35
1-lb. tins	"	0 32 1/2
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb.	0 25
1-lb. tins	"	0 23
1-lb. tins	"	0 22 1/2
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
	(Freight paid.)
Cases, 20 25c. packages	4.10
5 case lots	4.10
	(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	\$1 00
Home-made, in 1-lb. glass jars	"	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 06 1/2
Golden shred marmalade, 2 doz. case,		per doz. 1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz.	\$ 2 30
Corked	"	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) \$1 45

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. " "	2 75
No. 3, " (30 1-lb. " ")	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	} case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	\$3 00

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2-lb., 3-lb., 5-lb., 10-lb. Tins.

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knew as much as the physicians, acid vinegars would long ago have got their deserts. It is astonishing that some grocers will keep this stuff about their store. They surely would never do it if they took time to consider what



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is made of and how it is made. If they could realize what "picnic" lemonade, made from tartaric acid and lemon peel, is to real lemonade, they could probably realize what acid vinegar is to pure fruit vinegar. Why not have the "real" article? **Golden Russet Vinegar** made in three strengths. Prices proportionate.

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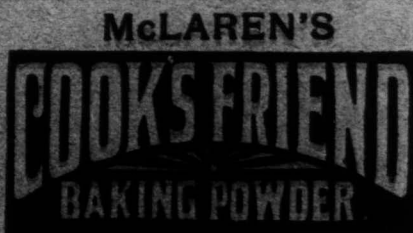
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