

**PAGES  
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Vol. XIX

No 21

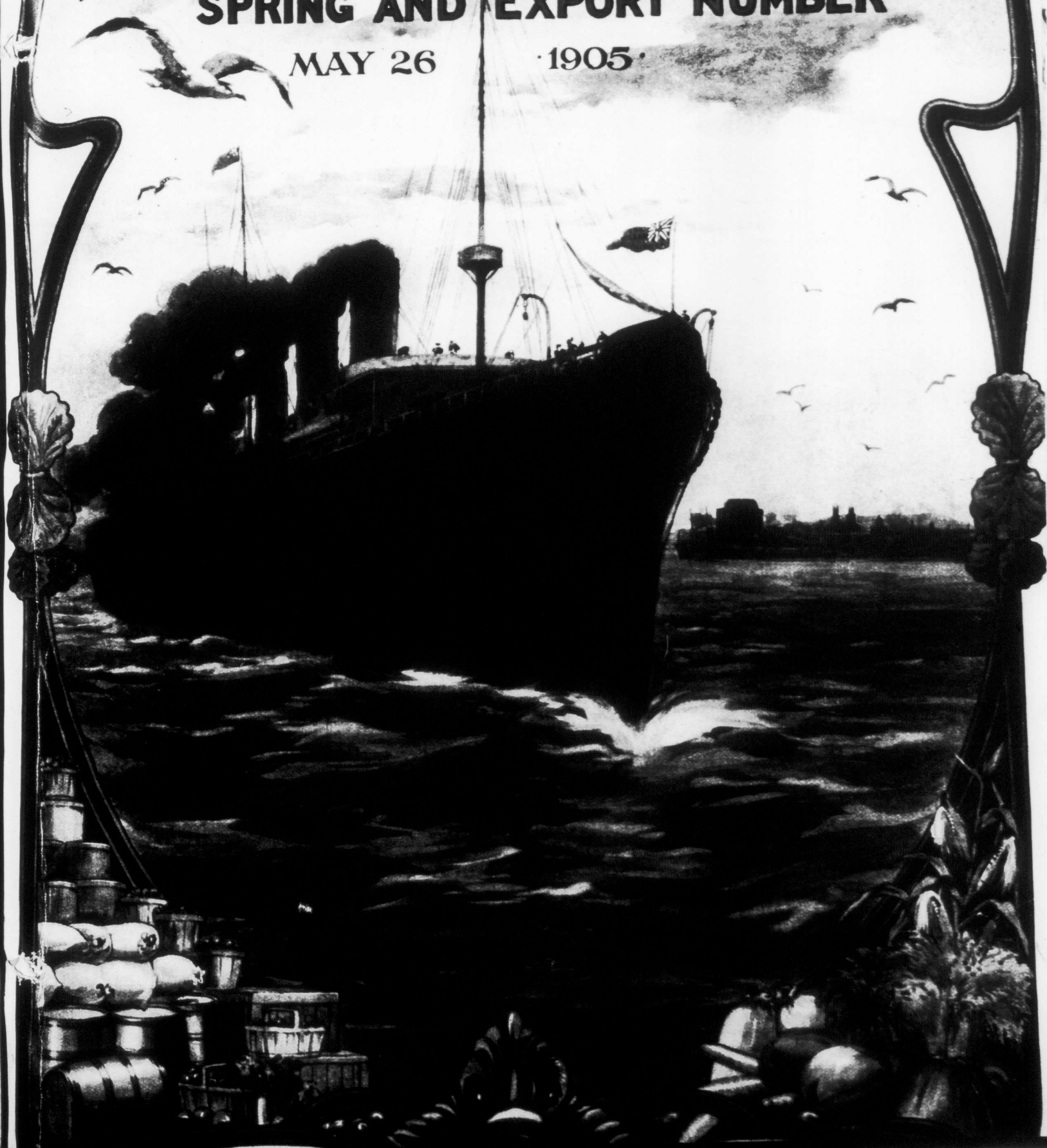
# THE CANADIAN GROCER.

THE

SPRING AND EXPORT NUMBER

MAY 26

1905



# STARCH

is one of your most important articles, in fact a grocery store without Starch would be like a ship without a rudder. Every store in this great Canada of ours knows of the merits and selling qualities of the

## EDWARDSBURG STARCHES AND BENSON'S PREPARED CORN

For nearly 50 years these Starches have held the attention of the consumer and the dealer,— they are To-day the recognized standards of all starches; they will do for you what their sale has done for thousands, make money.

*For the Laundry:*  
*Edwardsburg Silver Gloss.*

*For the Kitchen:*  
*Benson's Prepared Corn.*

### EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

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

**Doubt  
Less**

*"Earn More"*

*"Earn More"*

*"Earn More"*

and

*"Earn More"*

*"Earn More"*

**Earn  
More**

Earn more money by buying goods of standard value—doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

**Sell Goods of Known  
Quality**

**Fry's  
Cocoa and  
Chocolate**

As standard as sugar, salt, coffee or tea. Of known quality always. Purest, Richest, Strongest. Made by the largest manufacturers in the whole world.

**Castile  
Soap  
"Shell" Brand**

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

**Cox's  
Gelatine**

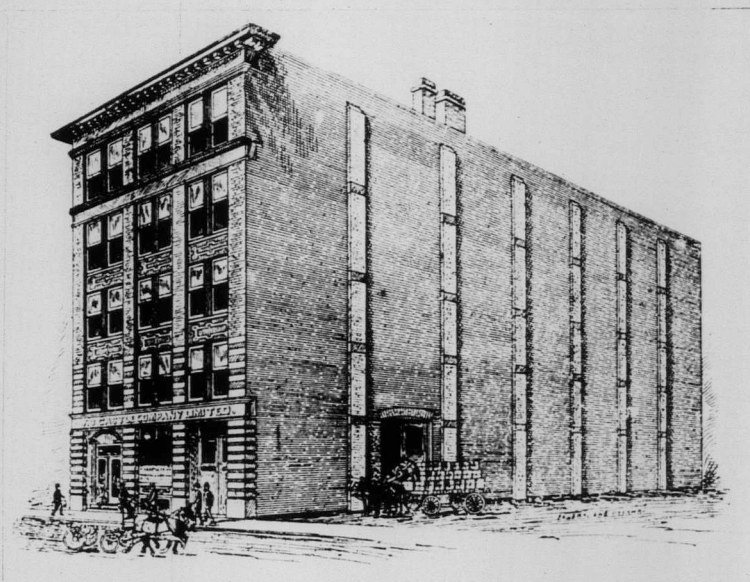
Has stood the test of time and has won out on intrinsic merit. Always strictly pure. Always does exactly the work cut out for it. "The Gelatine of Quality."

LEADING WHOLESALERS SELL THEM.

**ARTHUR P. TIPPET & CO., Agents.**

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1

The  
**F. J. CASTLE CO.**  
Limited



Wholesale Grocers and  
Importers

**OTTAWA, - Canada**

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Be

ESTABLISHED 1840

H. W. NELSON & CO., Limited

Manufacturers of

# Corn Brooms and Whisks



Nickel Shoulder

RETURNED  
MAY 29 1905



Fine Carpet

RETURNED  
MAY 29 1905



Fancy Nickel Handle

RETURNED  
MAY 29 1905



Wire-bound Factory

RETURNED  
MAY 29 1905



Wired Handle

RETURNED  
MAY 29 1905



Enamelled Wood Handle

RETURNED  
MAY 29 1905



Bamboo Handle Parlour

RETURNED  
MAY 29 1905

To Owner  
cut Book 35  
Page 57  
*[Signature]*

Factories and Warehouse : TORONTO, Canada.

Representative in Scotland: SMITH, CLATWORTHY & CO.,

13 St. Vincent Place, GLASGOW.

Representative in Australia: F. H. FOTHERINGHAM, MELBOURNE, Aus., and SYDNEY, N.S.W.

Representative in England: ELLIS, PHILLIPS & CO.,

3 Savage Gds., Tower Hill, LONDON, E.C.

# Don't be Misled

—that because we advertise our house as "WHOLESALE GROCERS" we belong to the good old-fashioned class of grocers who sold only Pork, Flour, Vinegar, Canned Goods, etc.

**We are  
Modern Grocers**

and besides the lines above enumerated we are IMPORTERS and SELLERS of all Grocers' Sundries, such as

WHOLESALE  
AGENTS  
FOR  
**"SALADA"**  
TEA

Perfumes  
Toilet Soaps  
Combs  
Hair Pins  
Purses  
Pipes  
Tobacco Pouches  
Pins  
Needles  
Thread  
Boot Laces  
Clothes Brushes  
Tooth Brushes  
Hair Brushes  
Patent Medicines  
Etc., etc.

Paper Bags  
Twine  
Fish Lines  
Fish Hooks  
Wrapping Paper  
Writing Paper  
Ink  
Mucilage  
Scribbling  
Exercise and  
Account Books  
Pens  
Slates  
Pencils  
Erasers  
Etc., etc.

## PROVOST & ALLARD

OFFICES: 13 YORK ST.

WAREHOUSES: 13 YORK ST., 22, 24 CLARENCE ST.

COLD STORAGE: 20 CLARENCE ST.

**Ottawa, Canada**

Readers of The Canadian Grocer in this District: We are desirous of doing business with you.

OUR BUSINESS HAS BEEN CONSTANTLY INCREASING. WE HAVE THE LARGEST AND BEST ASSORTMENT OF

**TEAS**

**GROCERIES**

**COFFEES**

**WINES AND**

**SPICES**

**LIQUORS**

IN "CENTRAL CANADA."

**WE BUY AND SELL CHEAP**

IF OUR TRAVELLERS DON'T CALL ON YOU, WRITE US FOR CATALOGUE AND PRICES.

**S. J. MAJOR, LIMITED**

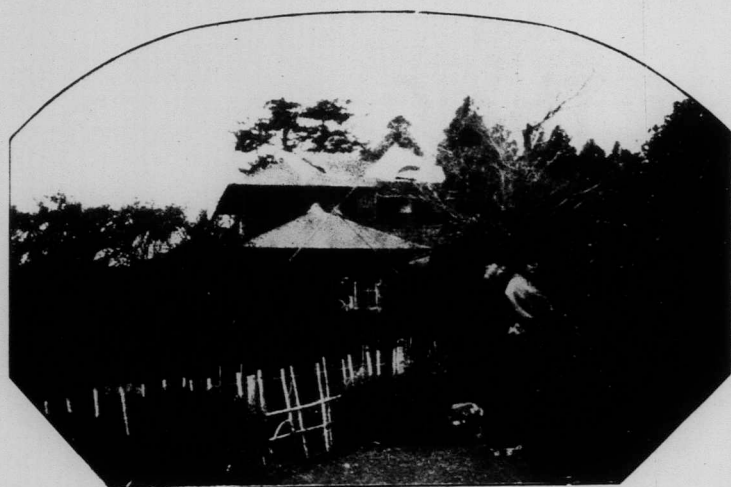
**Wholesale Grocers and Liquor Merchants**

18, 20 AND 22 YORK ST.

OTTAWA - - CANADA

Correspondence from Foreign Exporters solicited.





RETURNED

MAY 29 1905

To Montreal  
Cut Book 35  
Page 60

Absolutely  
inimitable—

the teas  
of

# JAPAN

Despite all the strenuous efforts that have been made by imitators, and in the face of the vast amount of money that has been expended to disparage **Japan Teas** in the taste of the consumer, **JAPAN TEAS** are stronger and more firmly planted in Canada than ever.

The reason is plain—

**Japan Teas** are always absolutely **Pure, Clean, Healthy** and **Profitable** to handle.

RETURNED  
RETURNED  
MAY 29 1905





## THE VINEGAR QUESTION

Are you perfectly satisfied with the vinegar you are selling? Are your customers perfectly satisfied with it or do they simply grin and bear with it?

**The Best Vinegar for Grocers** to handle is one that

- Has flavor as well as acidity.
- Has strength without containing injurious chemicals.
- Preserves without injuring fruits and vegetables.
- Yields a good profit for handling.
- Brings a customer back for more.

In other words, it should be a natural pure fruit juice vinegar. Such a vinegar,

### **AN ABSOLUTELY PURE CIDER VINEGAR**

made from apple juice and apple juice only, is being manufactured by the undersigned by processes which maintain its apple flavor while preserving its strength and quality indefinitely. It is known as

### **WILSON'S GOLDEN RUSSET CIDER VINEGAR**

This vinegar has been thoroughly tested for table and pickling uses with absolute satisfaction and where once tried has not failed to displace the so-called white wine article. The makers are prepared to ship in any quantity to any point in Canada, direct to the retailer.

Prices and circular sent upon application. Drop us a card for fuller information.

---

**The W. H. WILSON CO., Limited**  
Tillsonburg, Ont.

HOME OF THE CRAIN CONTINUOUS LEDGER



The cut herein shown is of our **Monthly Account System**, which is being so universally adopted by the retail trade that it is useless to go into any lengthy detail. Write us for further information.

If you are anticipating any changes in your office-work and would like to be up-to-date, we can assist you.

**THE ROLLA L. CRAIN CO., LIMITED**

Head Office and Factory : Ottawa, Canada

Toronto Office : 18 Toronto Street                      Montreal Office : 74 Alliance Building

Mention this paper.

## Continuous Growth of the Continuous Ledger System

This has been clearly demonstrated in the growth of our business. That you may appreciate to some extent our facilities for turning out high-grade work within the shortest possible time, we herewith present a view of the home of **The Crain Continuous Ledger**. We have more than doubled our capacity during the past year. This marvelous growth could not be attained unless we had the goods to back it up.

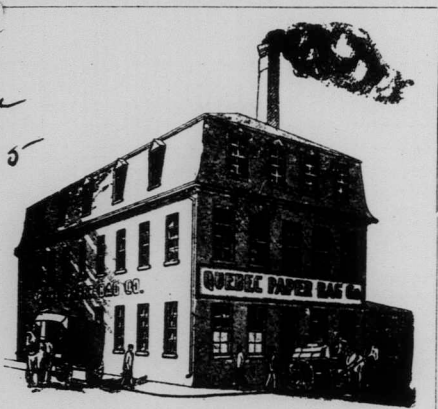
**WE  
MANUFACTURE  
ALL  
LOOSE-LEAF  
SYSTEMS**



RETURNED  
MAY 29 1905  
To Owner  
cut book 35  
Page 44  
D

## QUEBEC PAPER BAG CO.

74 Renaud Avenue, QUEBEC



Manufacturers of

### PAPER BAGS and BOXES

Grocery Bags Hat Bags Shirt Bags Special sizes made to order	Paper Boxes for every line of trade of every description and shape Folding boxes in every shape
--	---

**Quality Guaranteed. Prices Right  
Let us hear from you. Do It Now**

N.B. Dealers in Stationery and all kinds of Paper

## SPECIAL OFFER

To Every Grocer in Canada.



**SPECIAL OFFER!**

2 Boxes Davis' Fly Felts—200	5c. packages retail for \$10.00
1 Box Davis' Fly Felts— 50	10c. packages retail for 5.00
1 Box Davis' Fly Felts— 10	10c. packages retail for 1.00
<b>\$16.00</b>	

Price to Retailer, \$6.00, net 60 days.

**Please Note Profit of \$10.00 on \$6.00 Purchase of Fly Felts.**

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

**POWELL & DAVIS CO., - - CHATHAM, ONT.**

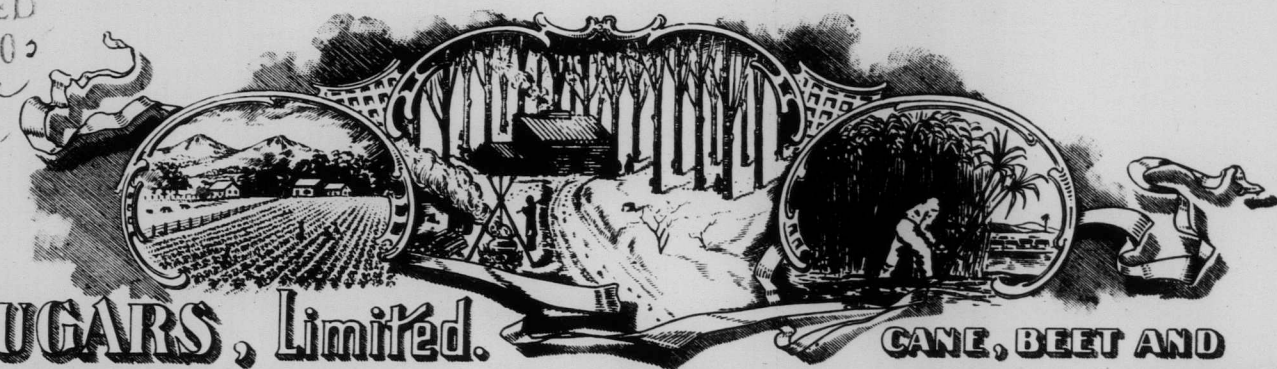
# CEYLON TEAS

## GROCERS:

It would be idle for us to tell you much about **why** Ceylon Teas are displacing the teas of China and Japan. You know the fact. But we have an obligation upon us to sustain your faith in Ceylon Teas, which are attacked from time to time, and to point out to you the path of profit, simplicity and safety—it lies always in the direction of

## CEYLON TEAS

RETURNED  
MAY 29 1905  
To Montreal  
Can Book 37  
Page 53



**SUGARS, Limited.**  
IMPORTERS, EXPORTERS, MANUFACTURERS. **CANE, BEET AND MAPLE PRODUCTS.**

Also Canners  
of

**FRUITS and VEGETABLES**

Head Office, :: :: :: MONTREAL, CANADA.

**TO WHOLESALE GROCERS**

Ask for our quotations on our **K** Brand of READY TO EAT TWICE COOKED FLAKED WHEAT. 36 packages to the case, and our **K** Brand of ROLLED OATS in 2 and 5 lb. packages.

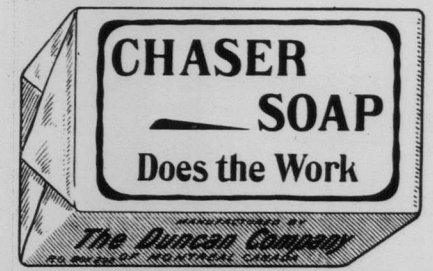
We are sole agents in Canada for the famous French Olive Oils of "LA COMPAGNIE OLIVA" Salon, Provence.

We are willing to act as Agents in Canada for Foreign Country Exporters of **Refined Sugars, Molasses, Dried Fruits, Nuts, Teas, Coffees, Fish, Etc.**

**NAP. G. KIROUAC & CO.**

General Brokers  
119 St. Peter Street, - QUEBEC, CANADA  
References on application. Cable Address: KIROUACCO  
Codes used: Western Union Robinson's Telegraphic Cypher Lieber's Manitoba Grain Code

Do you sell



**3 REASONS WHY YOU SHOULD SELL IT.**

<b>The Best Soap</b>	Awarded the Bronze Medal at the last Quebec Provincial Exhibition.
<b>Valuable Premiums</b>	Largest and best assortment of Premiums—one cent allowed for each wrapper returned—Send for catalogue.
<b>Most Profitable to the dealer</b>	Quantity price lower than any other well known brand of Soap—Each 100-cake box contains a coupon worth 25 cents.

Let us hear from you.

**THE DUNCAN COMPANY**  
P. O. Box 292. MONTREAL

**Butchers, Merchants and Hide Buyers**

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

**A Two Cent Mistake**

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



**IF A MAN WANTS CREDIT**

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. G. BEAUCHEMIN & FILS, MONTREAL.**  
**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. G. 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.

**MacLEAN PUBLISHING CO., Limited**  
 Montreal and Toronto.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices throughout the Civilized World

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

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

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

**OFFICES IN CANADA**

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

HAMILTON, ONT.  
 QUEBEC, QUE.

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

MONTREAL, QUE.  
 TORONTO, ONT.

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



**NOT HOW CHEAP**

But how good is the guiding principle in making

**SOUTHWELL'S Jams and Marmalade**

And the verdict of time upholds every claim made for them.

It does a grocer good to sell Southwell's goods.

Order from Your Wholesaler.

Canadian Agents,  
**FRANK MAGOR & CO.**  
 MONTREAL

**DON'T GET EXCITED**

We're not trying to disturb your business. The more we emphasize "package Soda" the easier it is for your trade and your temper. As a matter of fact we're spending thousands of dollars to show people why they should buy



**"COW BRAND" BAKING SODA**

in preference to any other kind. It has merit—that you'll admit. It carries with it our guarantee of absolute purity and relieves you of all responsibility in the selling. Then why not sell the best?

**JOHN DWIGHT & CO.**  
 MANUFACTURERS, MONTREAL

## GROCER REFRIGERATORS

The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS

Write for descriptive circular.

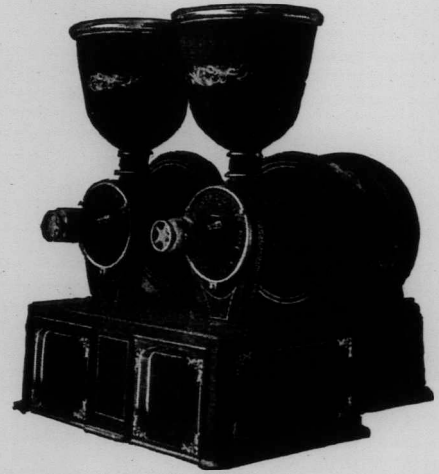
**HAM & NOTT CO., LIMITED, Brantford, Ont.**

## 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  $\frac{1}{2}$  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.

## “Enterprise” RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and

Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

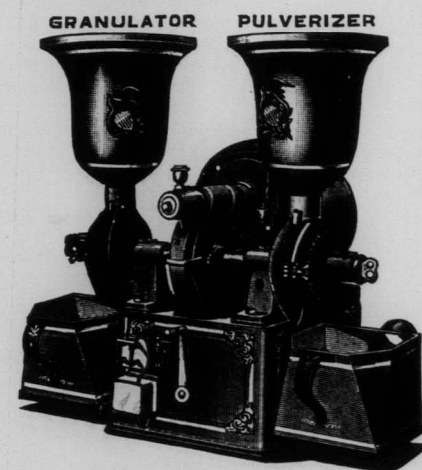
25 to 50 lbs. of Coffee can be ground  
FOR ONE CENT

Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

**The Enterprise Mfg. Co. of Pa.**

PHILADELPHIA, U. S. A.



No. 08712

Height 51 inches Width 32 inches  
Length 25 inches Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity

Granulating, 2 pounds per minute

Pulverizing,  $\frac{1}{2}$  pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee  
Capacity of Nickel-Plated Hoppers, 7 $\frac{1}{2}$  lbs.



Thousands of consumers pin their faith to **SEAL BRAND** Coffee, and justly so, because they get the World's Choicest Coffee. In the selection of our other High Grades, the same expert knowledge and the same care are exercised.

---

# CHASE & SANBORN

THE IMPORTERS, MONTREAL



RETURNED

MAY 29 1905

To Montreal

Cut Book 35

Page 52



### GROCCERS, Read This Letter:

*Schyan, Lac Duval, P.Q., March 27th, 1905.*

Dear Sir,—  
 I send you herewith the price of two pounds of "CHINESE STARCH"  
 20 cents, and 32 cents in stamps for postage.  
 Yours very truly, ALBERT VALLEE.

This man paid 54 cents (20 cents for 2 packages of Chinese Starch, 32 cents for postage, and 2 cents for his letter) for 2 packages "CHINESE STARCH."

This speaks strongly as to how thoroughly "CHINESE STARCH" is appreciated by those who use it.

GROCCERS: "CHINESE STARCH" is the BEST LAUNDRY STARCH in Canada, and pays you largest profits. WRITE FOR PARTICULARS.

**OCEAN MILLS, MONTREAL and Rouse's Point, N.Y.**

ESTABLISHED 1845

# "The Memory of Quality Remains"

"The satisfied customer is the best advertisement." A generality, you say—may be—nevertheless the vital truth remains, that the Grocer who gets the particular, exclusive trade is the Grocer who sells the goods that guarantee satisfaction—**S. H. & A. S. EWING'S** Delicious **COFFEES** and High-Grade **SPICES** have helped make satisfied customers for discriminating Grocers in increasing numbers for over half a century. Does it pay to handle inferior or questionable goods? Some merchants say: "Oh, I'm handling such and such a line of Coffees or Spices. They are good enough and suit my trade." Perhaps they do—but did it ever strike you that with a better class of goods you might largely increase your trade with the best classes of particular people? Remember, you are not experimenting when you place an order with the old reliable house.



COFFEES AND SPICES EXCLUSIVELY

**S. H. & A. S. EWING**  
**MONTREAL COFFEE AND SPICE STEAM MILLS**  
 53 and 55 Cote St., Cor. LaGauchetiere St.

Purveyors  
by Warrante Royale



Established  
in ye yeare 1706

**Crosse and Blackwell**  
**Ye Olde Sauce & Pickle House.**

All Goods stamped with ye Names



Soho Square, London.

**C. E. COLSON & SON, MONTREAL, Agents.**

RETURNED  
OCT 21 1905

*So Colson  
cut Book 41*

*Page 95*

*SC*

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.

**Grocers**

—Encourage the sale of high-class lines—especially when the profit is all that you can ask for.

**IVORINE  
COLD WATER  
STARCH**

is beyond question the best Cold Water Starch—and that means the best of all starches ; and at the same time is highly profitable, paying 60%.

Your Jobber has it.

**St. Lawrence Starch Co., Ltd.**  
Port Credit, Ont.

**“THE WORLD’S BEST”**

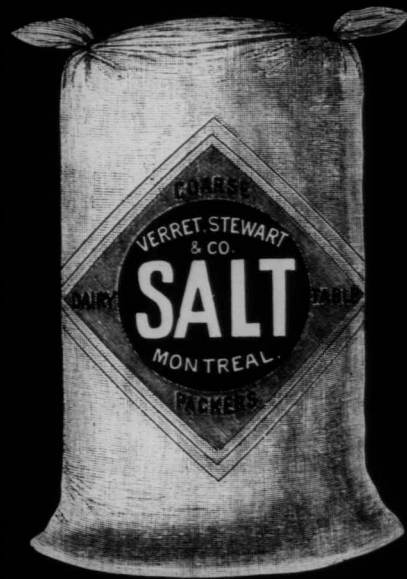
**“2 IN 1”  
SHOE POLISH EQUAL**



It is the quickest and brightest polish in the world. It contains no turpentine or anything that will injure the leather. It is a leather food.

**THE AGENTS ARE :**

- For Great Britain**  
Messrs. Sproat Bros., 185 Eglinton St., Glasgow, Scotland.
- For Germany**  
Mr. Martin Guttentag, Frankfurt-on-the-Maine.
- For Austria**  
Messrs. Kobrak Schuhfabrik, Budapest.
- For France**  
Sardy & Co., 3 Rue Lafitte, Paris.
- For New Zealand**  
The de Schryver, Garlick Bldg., Fort St., Auckland.
- For West Indies**  
Messrs. R. R. Kirkwood & Co., St. Kitts.
- For Bermuda**  
Messrs. Trimmingham Bros., Hamilton.
- For Newfoundland**  
Mr. W. A. Munn, Gazette Bldg., St. John's.
- For South Africa**  
Imperial Export Co., Progress Lane, Strand St., Cape Town ; Mutual Bldgs., Main St., Port Elizabeth.  
Messrs. Stuttaford & Co., Limited, Johannesburg.  
Harvey-Greenacre & Co., Durban, Natal.
- For Australia**  
Imperial Export Co., 67 Hindlay St., Adelaide.



*Verret, Stewart & Co.  
Montreal*

**Salt—All kinds of it.**  
**Best facilities for shipping.**  
**No better goods, prices or service.**



# CEREBOS TABLE SALT

Used like Common Salt  
but contains  
the Vital Phosphates  
of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

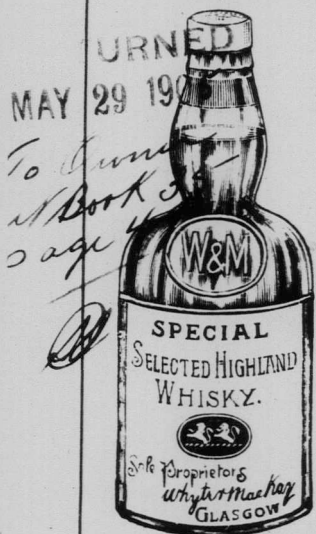
Quebec: Whitehead & Turner.  
Montreal: D. H. Rennoldson.

Ottawa: H. M. Bate & Sons, Ltd.  
Kingston: Geo. Robertson & Son.

Toronto: W. G. Patrick & Co.  
Hamilton: James Turner & Co.

Winnipeg: The Kenneth Mackenzie Co.  
Victoria: R. P. Rithet & Co., Ltd.  
Vancouver: Kelly, Douglas & Co.

## "SPECIAL" Scotch Whisky



We are pleased to  
announce that we  
have been awarded  
**GOLD MEDAL**

at the Cape Town  
Exhibition, 1904-5  
for our well known  
Whisky of above  
Brand.

**WHYTE & MACKAY**  
GLASGOW

## Purity, Strength, Flavor, Clearness,

ARE THE STRONG POINTS OF OUR

# VINEGARS

We use only the finest Canadian apples, and by our  
"own method," the best and most scientific yet dis-  
covered, have produced a vinegar of the finest quality.

We also manufacture

**Choice Evaporated Apples,  
Concentrated Cider for Jams and Jellies**

DROP US A CARD AND GET OUR PRICES.

OUR SPECIAL  
LONG POINT  
BRAND PICK-  
LING VINEGAR  
IS UNEXCELLED

**The Port Dover Evaporating Co.,  
PORT DOVER, CANADA.**

REPRESENTATIVES:

Ashley & Thompson, - - - Winnipeg  
Canada Brokerage Co., - - - Toronto  
Alex. S. Duffus, Jr., 9 and 10  
St. Mary-at-Hill - London E.C., Eng.

*That glorious 'Malt'---that drink divine,  
That nectar far surpassing wine*

# MACKINLAY'S V.O.B.

## SCOTCH WHISKY

Agent for Canada, J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal. 'Phone, M 241.

# **“SALAMANDER”**

## **THE UNITED VINEYARD PROPRIETORS Co.**

**OF COGNAC**

ESTABLISHED IN 1838

*Capital, 4,000,000 Francs.*

*Reserve Funds, 2,000,000 Francs*

***The Finest Brandy Imported in Canada.***

### **PURITY UNEQUALLED**

It soothes the nerves, brings rest to the sleepless, and builds up the entire system.

Its use is the ***First Aid to Health***

Originators of

SPECIAL RESERVE  
MEDICINAL RESERVE  
INVALIDS' RESERVE

**THE THREE FAMOUS BRANDS**

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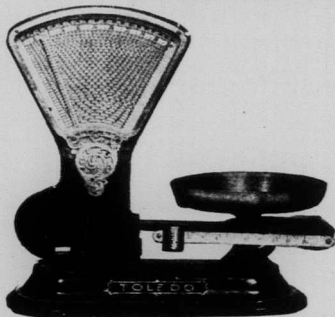
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What is your most valuable asset? Is it not your list of customers? What is most necessary to insure the success of your business? Is it not public confidence? By using **THE TOLEDO SCALE** which **INVITES every CUSTOMER TO SEE THAT YOU GIVE THEM JUST WHAT THEY ASK FOR**, you gain **PUBLIC CONFIDENCE**, thereby **ADDING TO YOUR MOST VALUABLE ASSET**, your list of Customers, and the great point is that you accomplish this without having to give down or over weight. No springs, no poises to shift, and no weights to lift on and off; the goods weigh themselves, absolutely correct, and do it instantly.

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 Manufacturers of

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**The Tarbox Self-Wringing Mop is Self-Wringing**

That means a whole lot to a woman—clean hands, white hands, frequency of use and cleaner floors, oil cloths, and all that, and for you, it means more sales.

**Your Jobber has Them. Don't You Want Them?**

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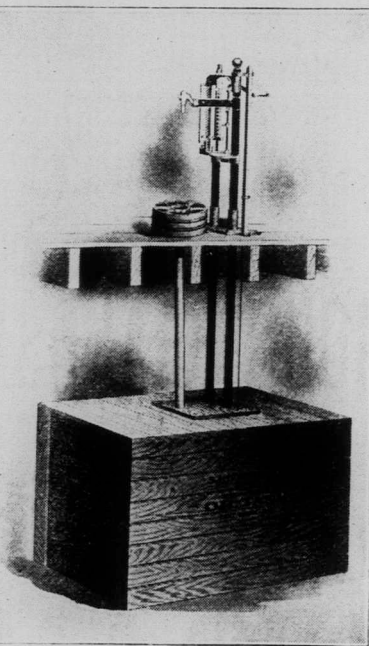
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3-lb. tins—3 doz. in case.

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IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON, OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS.

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with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalogue "B" to-day,

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Remember, we give larger profits than any other **Premium Soap**, and you give your customers **Better Premiums**.

Each coupon is redeemable for one cent in goods.

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**METAL POLISH**

York Metal Polish is the quickest, cleanest and most durable polish made. Liquid or paste. 10c. sizes and upwards. Free samples with every order. Free sample to any dealer.

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In Barrels, Half-Barrels,  
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

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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.

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Sales are increasing all over  
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New buyers are cropping up  
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You cannot afford to be without

## ROBINSON'S PATENT BARLEY




Raised on It.



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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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NEIL McCARNEY, PROP. W. C. McCARNEY, MANAGER  
**THE PROVINCIAL**  
 LEADING COMMERCIAL HOTEL. GANANOQUE, ONT  
 Located in Heart of Business Section. Ten First-class Sample Rooms.

**HOTEL GRAND** GALT, ONT  
 O. F. BAKER, PROP. First-class accommodation for Commercial Men.

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

**TOWER HOTEL,** GEORGETOWN, DEMERARA, BRITISH GUIANA.  
 This first-class hotel is most conveniently situated in the coolest and healthiest part of the city, within one minute from Post and Telegraph Offices, Tram Junction and principal clubs. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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

**BOARD AND ROOM "THE ARGYLE,"**  
 Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA  
 Terms moderate. Also furnished cottages.

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

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

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

**THE BELL TELEPHONE COMPANY OF CANADA**

**ALCOHOLISM**

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address: City Hall, Montreal, Que. Absolutely private treatment.

**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.

**G. A. Weese & Son, 44 Yonge St., Toronto**  
 Write for Catalogue of Printing.

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Write for our new Catalogue giving illustrations and prices of different style Signs, and when you receive it sit down and think how much better your Store will appear when you have one of our Signs in position. Your Store Front should appear as bright and fresh as the goods you have for sale. It is the sole introduction to prospective customers.

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Our "Special Duplicating" Book in various sizes. Alternate White and Colored Checks. Original White Paper; Duplicate Colored.

Specially adapted for Grocers' use. Samples and prices on application, or will send representative.

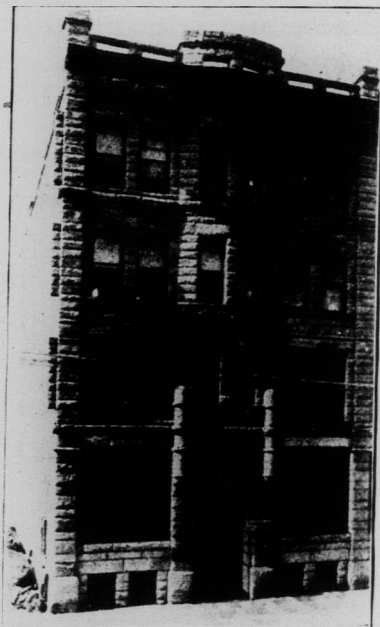
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**CARTER-CRUME COMPANY**  
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**TORONTO and MONTREAL**

Mention this paper.

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*The Big Tea and Coffee House of the Great West*

*We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.*

**VANCOUVER, B. C.**

*Write us for samples and quotations.*

**ABOUT HALF THE MAPLE SYRUP SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal



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*Flett's*

**Pickle Advantage**

Taking advantage of the best is your duty if you're in business to make money

**FLETT'S PICKLES**

are recognized as the maximum of quality.

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**ROSE & LAFLAMME**

Agents, MONTREAL

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# Sterling BRAND

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 City Book 35  
 Page 18  
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APPEARANCE OF PACKAGE ) make STERLING  
 QUALITY OF CONTENTS ) BRAND Pickles  
 and Relishes the most satisfactory line a grocer can handle.

The beautiful package makes them easy to sell; their quality ensures a repeat order. You can easily double your summer and picnic sales by keeping Sterling Brand goods to the front. They make the finest kind of a window display or interior decoration for the hot summer months. Suggest it to your window-dresser.



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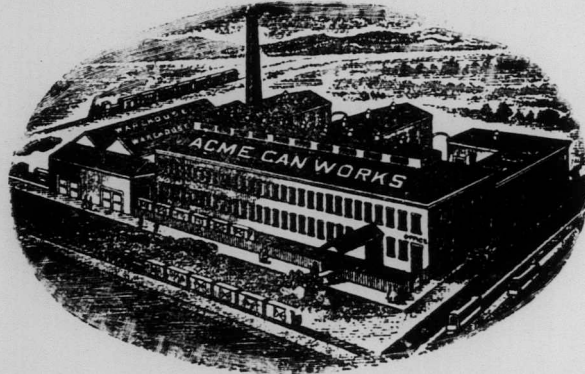
Maple Syrup in glass and tins, all sizes.  
 Unfermented Fruit Wines.  
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 124-128 Richmond St. W. LIMITED  
**TORONTO**

SALTING HOUSES — 103-105-107 Richmond St. W., Toronto, Holland Landing, Scotland, Clarkson, Streetsville, Ont.

If it's made of **TIN** we have it.

We solicit inquiries for prices.



**Acme Can Works**

make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of **Key-Opening Meat Cans, Poultry Cans.**

They are our specialties.

**FRUIT and VEGETABLE CANS, the Best, made from British tin plate.**

AMONG OTHERS WE MANUFACTURE

Baking Powder, Oil, Syrup,  
Lye, Paint, Varnish,  
Condensed Milk, Poultry

**Cans**

Lard,  
Syrup,  
Butter

**Pails**

**ACME CAN WORKS**

Ontario Street East, - - MONTREAL, P.Q.

**Molassine Meal**

a food for

**Horses, Cattle, Sheep, Pigs, and Poultry.**

It is the greatest **CALF MEAL** ever introduced in Canada.

Over

**100,000 Tons** sold last year.

We want **ONE AGENT** in every town. If not interested yourself call your farmer customers' attention to it,—they will thank you.

Write for pamphlet and particulars to

**J. H. MAIDEN**

General Agent for Canada, **MONTREAL**

The steady march of Mathieu's Syrup of Tar and Cod Liver Oil tells of greater sales and increased reputation.

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

**The Great Cough Remedy**

We tell the people and keep the public informed of all the good and great qualities it possesses. We only require you to have it on hand when you are asked for it.

Our extensive advertising, combined with its exceptional properties for the cure and alleviation of every description of cough or cold, pave the way for quick, sure sales, which return a handsome profit to you.

**MATHIEU'S NERVINE POWDERS** are the safest and quickest remedy for all cases of Headache, Neuralgia, etc. When the Cold is slightly feverish, they act like magic. Talk to your customers about them. They will show their gratitude very substantially.

**J. L. MATHIEU CO. Proprietors, SHERBROOKE, P.Q.**

**TEAS, GROCERIES,  
PROVISIONS,  
WINES and LIQUORS.**

**The Largest Stock. The Greatest Variety.**

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**OUR POLICY.**

**Low Prices. Quick Turn Over.  
Big Business.**

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A few trial orders will convince you of

**OUR RELIABILITY**

**Best Equipment. Competent Staff.  
Perfect Organization.**

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**Hudon, Hebert & Cie.**

**Importing Wholesale Grocers and Wine Merchants**

**MONTREAL**

**The Most Liberally Managed Firm in Canada.**

100 CUPS FOR 10 CENTS.

A Home Drink for  
Everybody.  
Natural, absolutely  
pure, harmless.

THE CHEAPEST and BEST of all coffee and tea substitutes. **MOKARA** is prepared with the choicest hard, rich and heavy grains of one of the most important alimentary cereals. Its infusion yields an agreeable beverage, soothing and palatable, cheaper and better than ordinary tea or coffee.

READ THESE TESTIMONIALS :

From Mr. MILTON L. HERSEY, M.A.Sc. (McGill) City and Provincial Analyst, Chemist to C.P.R.

146 St. James St. Montreal, Feb. 28th, 1905  
I hereby certify that on the 23rd inst. I personally inspected the operation of your process of manufacturing **Mokara**, and found it CLEAN AND VERY SATISFACTORY.

I have tested and analyzed a sample of **Mokara** and find it to be a NOT RISHING and PALATABLE Coffee Substitute, entirely free from Caffeine. (Signed),

MILTON L. HERSEY,  
City and Provincial Analyst.

From Dr. J. T. DONALD, Official Analyst to the Dominion Government.

112 St. Francois-Xavier St.

The sample of **Mokara** submitted on the 15th inst. has been examined. I find this is a cereal product which has been so treated that a large percentage of the same has been rendered soluble. It contains none of the alkaloid Caffeine. Hot water extracts from the **Mokara** over half its weight. This extract consists largely of carbo-hydrates with a fair proportion of proteids. It thus yields a beverage which is pleasant to the taste, and, at the same time, soothing and nutritious. (Signed) J. T. DONALD

Montreal, 24 February 1905

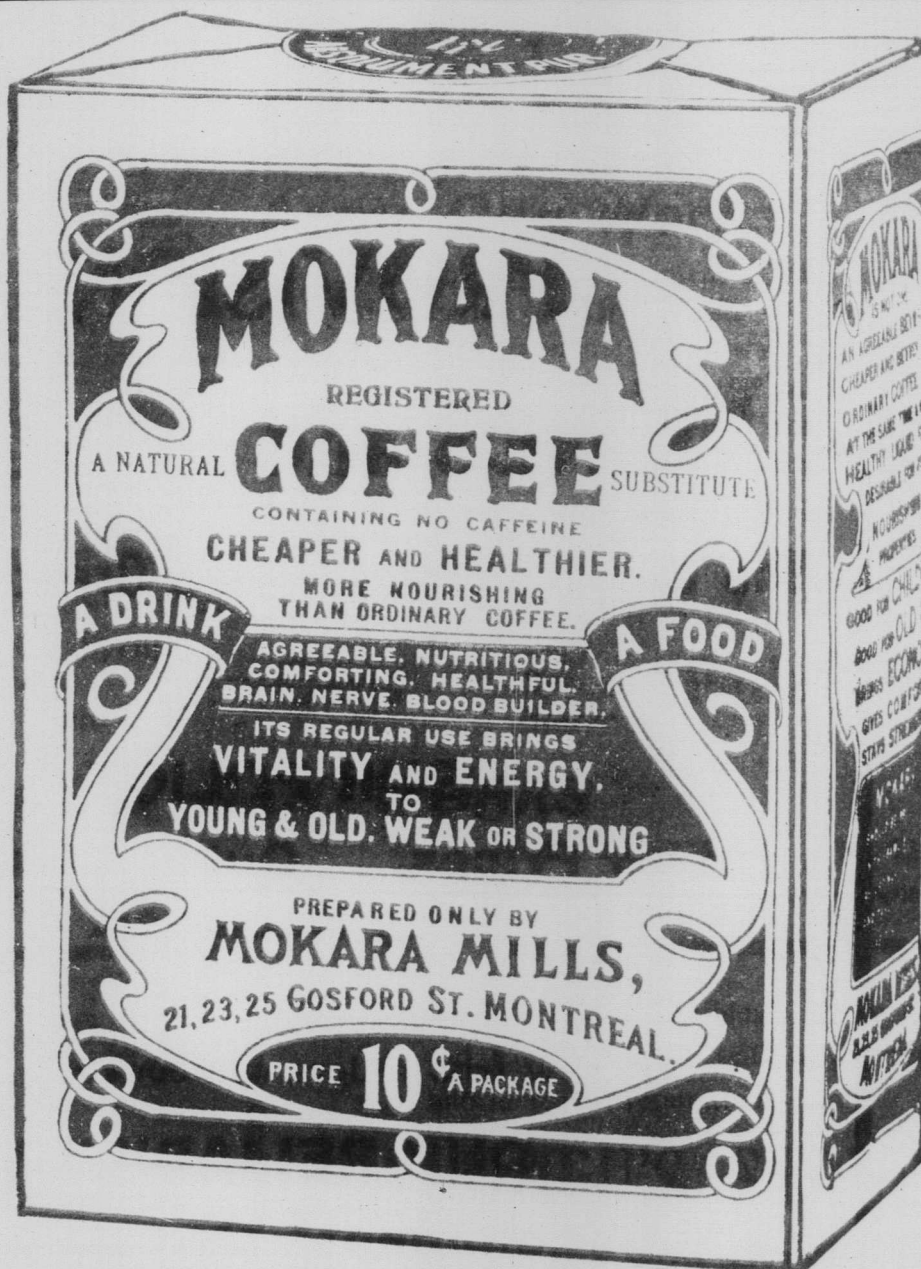
Comparative Analysis of **Mokara** and Coffee by Dr. J. T. DONALD

Montreal, 18 February 1905

Enclosed certificate of analysis of the sample of **Mokara**. I herewith repeat the analysis of your **Mokara** and besides it give you the analysis of a sample of Messrs. ....'s Coffee so that you may see how they compare.

	MOKARA	COFFEE
Water.....	2.58	3.64
Fat.....	3.12	9.88
Water Extract.....	56.19	25.98
Ash.....	3.40	3.10
Fibres, etc.....	34.71	57.40

Of course you understand that **Mokara** contains no Caffeine whilst coffee does. This is a vital difference between the two. (Signed) J. T. DONALD



**MOKARA** is good for young and old, strong or weak, rich or poor. Prepared and used like coffee  
RETAILS AT 10c. PER PACKAGE.

Send for sample and particulars—shows the dealer a handsome profit. If not introduced in your town or district secure a supply, it will prove an astonishing seller. Write promptly.

SOLE MANUFACTURERS:

**MOKARA MILLS, 21-23-25 Gosford St., MONTREAL**

# MANUFACTURERS, ATTENTION!

If you require Good,

Live

Intelligent

and Reliable

Representation to the Wholesale trade  
in Manitoba and North-West Territories  
communicate with us.

**NICHOLSON & BAIN, Winnipeg, Man.**

(For Manitoba)

**NICHOLSON, BAIN & JOHNSTON, Calgary,**  
N.W.T.

(For North-West Territories)

**Wholesale Commission Merchants  
and Brokers**



# MADAM HUOT'S COFFEE

**"Condor"**  
Ceylon Black Tea in  
Lead Packages

**"Condor"**  
Japan and Black Tea, Baking  
Powder, Mustard, Vinegar.

1-lb. tins, 31c.  
2 " " 60c



Pure, rich,  
delicious.

This Coffee, prepared after a recipe obtained from Madam Huot, proprietress of a renowned family hotel, in Paris, is a combination of the finest Coffees, containing the most delicious aroma with the necessary strength to make the ideal beverage, most appreciated by connoisseurs.

**It is unquestionably the best on the market.  
Registered Brands of high reputation.**

**"Condor"** Japan Teas, Ceylon Black Teas, Baking Powder,  
Mustard, Spices, Vinegars and Coffees.

**"Old Crow"** Black Teas, Baking Powder, Mustard,  
Coffees and Vinegars.

**"E.D."** Baking Powder, Vinegars, Spices and Coffees.

The largest and best assorted stock of Teas, from all countries of production.

**ASK FOR SAMPLES. IT PAYS!**

Specialty of High-Class Goods in  
**Teas, Coffees, Spices and Vinegars.**

**E. D. MARCEAU,**  
281 and 285 St. Paul St., - MONTREAL

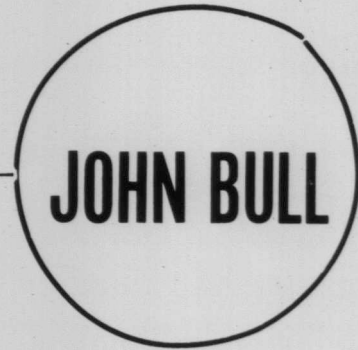
**"E.D."**  
Baking Powder, Coffee,  
Spices, Vinegar.

**"Old Crow"**  
Baking Powder, Coffee,  
Spices, Vinegar.

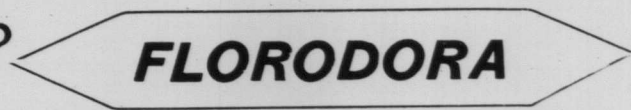
# TEAS THAT ARE TEAS

OUR BLENDS.

*In Bulk.*



AND



## OUR PACKAGES

# CEYLOYA

Green and Gold Label retails 25. Red Label retails 40  
Blue Label retails - - - 30. Brown Label retails 50  
Gold Label retails 60



Black, Green or Mixed—1-2s and 1 lbs.—Cases 30 and 60 lbs.



Increased sales and repeat orders are the best evidence of the quality.  
Samples on application.

# WARREN BROS. & CO.

35 and 37 Front St., E., TORONTO

If you want to handle the best goods you must have the "TARTAN BRAND." Write for full particulars if our travellers have not called on you.

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JUN 2 1905

*To The Reid Press  
Hamilton Ont  
Cart Book 35  
Page 90*

# Tartan

## BRAND

Soaps	Canned Vegetables	Coffees
Spices	Canned Fruits	Currants
Peels	Canned Salmon	Extracts
	Package Teas	
	Baking Powder	

FULLY GUARANTEED BY

### Balfour & Co., Hamilton, Ont.

## CANADA'S EXPORT TRADE IN FOOD PRODUCTS

FIFTY per cent. of the exports of Canada are food products. Of this fifty per cent., half is made up of wheat, flour and cheese. Of the balance, the important items are fish, bacon and hams, fruits and butter. For many years to come these are the products on which Canada's greatness is to depend.

To-day is the time of opportunity. New markets are opening up. Old markets are expanding. There is a call for the best that Canada can produce. To grasp the opportunity offered to-day is to make the country vigorous now and healthy and prosperous in the years which are to come. Energy is needed to secure the new markets. Honest methods and genuine goods are needed to retain them.

A glance at the table of Canada's exports of food products for the two ten-year periods from 1884 to 1894 and from 1894 to 1904 will be instructive. The totals are full of encouragement to those who are striving to build up the export trade. The increase of fifty per cent. during the first decade has been increased itself almost three-fold.

There has been a magnificent growth in the export of provisions. The item of cheese has more than trebled since 1884. Bacon and hams have expanded from \$793,802 twenty years ago to over \$13,000,000 in 1904. Canned and preserved meats have advanced during the same period from \$160,212 to \$2,343,031.

Wheat and flour have exhibited a steady and most satisfactory increase. While the exports from year to year have fluctuated considerably, the general trend has been ever forward. Wheat has increased from \$812,923 in 1884 to over \$13,000,000 in 1904 and flour from \$1,025,995 to \$6,129,226 over the same period.

Some items, it is true, show decreases, but this is frequently due to the fact that 1904 was an off-year in such lines or that the years with which 1904 stands contrasted showed an abnormal production. A table, which would exhibit the exportation for each year would soon prove that the increase has been very general.

### Great Britain.

Turning to Canadian exports by countries, Great Britain naturally claims precedence in the list. Trade in the

various lines already mentioned is found to be in a healthy, though not an especially progressive, state. The exports of breadstuffs during the past five years may be gathered from the following table:

1900	\$27,246,612
1901	26,177,816
1902	31,352,825
1903	34,137,137
1904	26,567,480

It will be noticed that the exportation increased up to 1903, but that in 1904 it dropped nearly \$8,000,000. This falling-off was due almost entirely to a decrease in the exportation of wheat of over \$9,000,000. On the other hand,

The following table will show the growth:

1900	\$40,594,876
1901	39,347,555
1902	40,915,956
1903	49,701,230
1904	45,322,750

Considering 1903 as an abnormal year, it is apparent that there has been a growth since 1900. Cheese has increased from \$20,437,936 to \$24,138,291, and canned meats from \$236,792 to \$2,299,963. These are the principal items of growth.

The exportation of fruits has mounted up from \$2,697,364 in 1900 to well over \$4,000,000 in 1904. Fish, on the other

CANADIAN EXPORTS OF THE PRINCIPAL ARTICLES OF FOOD  
IN TEN YEAR PERIODS.

	1884.	1894.	1904.
Codfish	\$ 3,739,600	\$ 3,116,676	\$ 2,755,927
Herring, pickled	539,911	322,137	308,037
Herring, smoked	154,257	79,911	67,182
Lobsters, fresh	40,916	258,325	384,544
Lobsters, canned	1,115,644	2,073,335	2,519,816
Mackerel, fresh	29,589	97,069	61,981
Mackerel, pickled	876,797	398,735	373,153
Salmon, fresh	152,035	134,172	182,071
Salmon, canned	302,017	2,386,696	1,772,126
Fish, all other	588,400	951,122	1,493,981
Butter	1,612,481	1,095,588	1,724,155
Cheese	7,251,989	15,488,191	21,184,566
Eggs	1,960,197	714,054	1,053,396
Lard	21,425	76,689	45,617
Bacon and Hams	793,802	2,938,374	13,022,261
Beef and mutton	38,459	153,413	263,919
Canned meats	160,212	730,640	2,343,031
Pork	44,510	38,109	116,507
Other provisions	526	78,037	272,412
Fruits	173,048	1,057,890	5,476,653
Barley	5,101,642	264,200	489,137
Beans	92,702	265,477	133,157
Oats	501,712	1,076,751	1,603,101
Peas	2,009,275	2,391,521	1,133,268
Wheat	812,923	6,133,452	13,465,351
Flour	1,025,995	1,699,467	6,129,226
Oatmeal	230,294	308,103	756,687
Potatoes	231,716	397,992	1,172,137
Vegetables, mixed	92,280	127,831	238,122
Liquors	15,485	196,441	636,619
Total	\$30,212,812	\$45,083,401	\$87,509,043

Canadian exports of flour to Great Britain have been quite satisfactory, increasing by regular increments from \$1,665,708 in 1900 to \$3,568,430 in 1904. The exportation of oatmeal has also shown an appreciable growth.

The trade in provisions, like that in breadstuffs, has maintained its level and has even gone forward in several lines.

hand, has fallen off from \$3,534,585 to \$2,630,879 during the same period, though during the interval it rose one year to over five million dollars.

### British Africa.

During 1904, trade with Africa has continued to expand, and there has been a highly satisfactory increase in the various lines of food products. Bread-

stuffs have advanced according to the following table:

1900	\$162,802
1901	53,234
1902	698,473
1903	837,079
1904	855,533

The main item of increase has been flour, which shows a development from \$131,559 in 1900 to \$632,348 in 1904. A similar growth is apparent in provisions. The total in 1900 was \$68,503. In 1904 the figures stood at \$410,058.

**British West Indies.**

Excellent growth is to be noted in the export trade to the sister colonies in the West Indies. The following table shows the advance in the two important items of breadstuffs and provisions:

	Breadstuffs	Provisions
1900	\$266,879	\$79,176
1901	366,631	86,227
1902	397,641	100,784
1903	426,239	179,361
1904	462,359	196,448

Under the head of breadstuffs, it is pleasant to find again that the main growth has been in flour. During the five years the export of flour has jumped from \$12,686 to \$201,201. Under provisions, butter is the leading export, increasing in value from \$53,657 in 1900 to \$127,790 in 1904. The exportation of fish has as usual been large, but it maintains normal proportions at about \$900,000 value.

The same state of affairs exists in British Guiana, where both breadstuffs and provisions have been imported in increasing quantities. The former shows an increase from \$35,252 in 1900 to \$177,386 in 1904 and the latter an increase from \$1,895 to \$9,959 over the same period.

**Japan.**

Canada is much interested in opening up commercial relations with Japan, particularly in the item of flour. Prior to 1904 there was almost no trade in this article, the year before there being only a value of \$2,167 sent to Japan. In 1904, however, over \$140,000 worth of Canadian flour went to Japan. As this country imported nearly \$5,000,000 worth of flour in 1903, it is apparent that Canada occupies but a small corner of the field. Of other articles Japan imported in 1904, \$98,783 in fish and \$7,687 in provisions from Canada.

**United States.**

Despite a high tariff, the United States takes a considerable quantity of food products from Canada. Of breadstuffs, she took in 1904 over \$870,000 worth, as compared with \$448,000 in 1900. Of fish, she took \$4,187,765, as compared with \$3,659,638 in 1900. Of fruits her importations totalled \$325,582 in 1904, while provisions made an item of \$128,852. Her importations of vegetables totalled \$934,081.

**Newfoundland.**

The sister colony of Newfoundland is largely dependent on Canada for her food supply in the articles of grain, flour and provisions, just as Canada is dependent on Newfoundland for much of her fish. The following table gives the trade in breadstuffs and provisions during the past five years:

	Breadstuffs	Provisions
1900	\$944,247	\$140,152
1901	992,779	120,160
1902	945,536	158,864
1903	997,145	188,936
1904	1,113,187	226,708

Canada also exports food products to a great many other countries, but in such small quantities as not to be worth particular consideration.

**ST. JOHN AS A SHIPPING PORT.**

UP to 1897 the Dominion Government granted subsidies to steamers carrying Canadian products from Portland, Maine, but in that year patriotic sentiment, which has its periodical bursts in the Maritime Provinces, appealed to the Dominion Government, which decided that in future subsidies should be granted only to mail steamers carrying Canadian products from Canadian ports. In the year 1897 a small subsidy was granted to the Beaver Line steamers. The experiment, inaugurated almost with fear and trembling, became a success from the start. During that Winter there were fifty-seven trans-Atlantic sailings from the port, carrying away 4,838,768 dollars worth of goods, including not only Canadian products and live stock, but cattle, dressed meats, grain and provisions from Chicago, flour from Minneapolis, cotton from the south, and other cargo from the United States sources, while more or less of the inward cargo was destined for points in the Western States.

This fact is very significant, establishing beyond dispute the favorable situation of St. John, with its railway and steamship connections, as a competing port for the trade of a territory embracing not only Canada, but a large section of the United States.

In the Winter season 1898-9 there were sixty-one sailings from the port, carrying 7,176,246 dollars worth of exports. This, it will be seen, was an increase of four sailings and nearly three million dollars of exports over the preceding season. The following season showed an increase of about three millions of dollars in the value of exports through the port and of three more steamship sailings.

The business of the port has increased by leaps and bounds, the exports for the season 1903-4 amounting in value to over sixteen millions of dollars, or an increase over the first season's business of \$11,685,507.

The season just closed shows a slight decrease in value of exports over the preceding year, but at the same time gives an increase in the net tonnage out of the port of 11,044 tons.

The decrease in the value of exports last Winter is accounted for by the shortage in the wheat crops of the Canadian and American West, the American millers buying up our wheat to fill their orders.

The decrease in wheat shipments through this port last season was 1,981,380 bushels.

The following is a statement of the exports for the season just closed.

**Winter Port Statement 1904-5.**

No. of boats to United Kingdom	97
No. of boats to South Africa	5
	Bush. Value.
Wheat	1,039,339 \$952,048
Corn	906,671 551,540
Barley	108,689 133,552
Buckwheat	112,322 75,761
Peas	93,080 64,363
Oats	60,273 25,620
Beans	2,075 14,565
	2,322,449 \$1,817,449
	Packages. Value.
Flour and Meal	297,605 \$1,008,617
Cheese	93,642 815,006
Butter	10,787 104,799
Eggs	6,229 37,425
Meats	83,942 2,752,380
Lard	148,174 989,441
Manufactures	122,873 1,505,781
Miscellaneous	237,323 1,075,593
	1,000,575 \$8,289,042
	Number. Value.
Cattle	31,818 \$2,168,158
Sheep	14,499 96,858
Horses	48 4,800
	46,365 \$2,269,816
	Standard. Value.
Deals, Boards, etc.	22,660 \$59,678
Other Lumber	479,273
	\$1,038,951
	Tons. Value.
Hay	16,641 \$133,967
	Bales. Value.
Woodpulp	30,894 \$86,544
	Barrels. Value.
Apples	31,038 \$71,108
To South Africa	\$1,172,602
Total	\$14,879,479

Cereals, \$1,817,449; provisions, etc., \$8,289,042; live stock, \$2,269,816; lumber, \$1,038,951; hay, \$133,967; woodpulp, \$86,344; apples, \$71,108; South Africa, \$1,172,602; total, \$14,879,479.

## TWO NEW PROVINCES

**D**URING the last two years attention has been directed to the rapid growth of the Canadian Northwest by two important bills before the Dominion Parliament. These were the bill providing assistance to the Grand Trunk Pacific Railway Co., and the bill providing for the autonomy of two new provinces to be carved out of the vast western expanse, hitherto known vaguely as "The Territories."

An excellent advertisement of the development of the country has been afforded by these bills. Each has provoked no little controversy. A general election was fought mainly on the Grand Trunk Pacific Bill and the alternative of Government ownership of the road; and all the world knew, by reason of the sound thereof, that Canada proposed building a second transcontinental railway. The obvious inference as to the development of the country which made this railway necessary was drawn the world over. It was not so well known even in Canada that the Canadian Northern interests were already at work constructing a second transcontinental railway, and that the G.T.P. is in reality the third. The incident serves to show the value of political controversy as an advertisement of national progress.

Canadians appreciate the value of the advertisement which the formation of two new provinces must afford us in foreign countries and in other parts of the Empire. The mere fact that in order to secure the proper administration and government of the Northwest it is necessary to divide a part of it into the two vast provinces of Saskatchewan and Alberta is sufficient evidence of the growth of the Canadian West. Hitherto the Province of Manitoba has been, with many people, synonymous with Western Canada. Now its Government and people protest that in comparison with the two vast provinces about to be created it is as a mere "postage stamp" on the map of Canada. Without expressing any opinion as to the rights or wrongs of Manitoba in this regard, it may be pertinent to remark that the vigorous agitation of the aggressive Premier Roblin and his associates in the Provincial Government has served to emphasize the fact that the Province of Manitoba, as at present constituted, is a very small part, indeed, of the great wheat-growing country.

Similarly, while the party and sec-

tarian strife which has been precipitated by the educational clauses of the Autonomy Bill is in itself very much to be regretted, it has at least had the good effect of attracting wide attention to the fact that two new provinces are being created. And that in itself is a good effect, whatever may be the different opinions held as to the wisdom of the educational clauses of the bill.

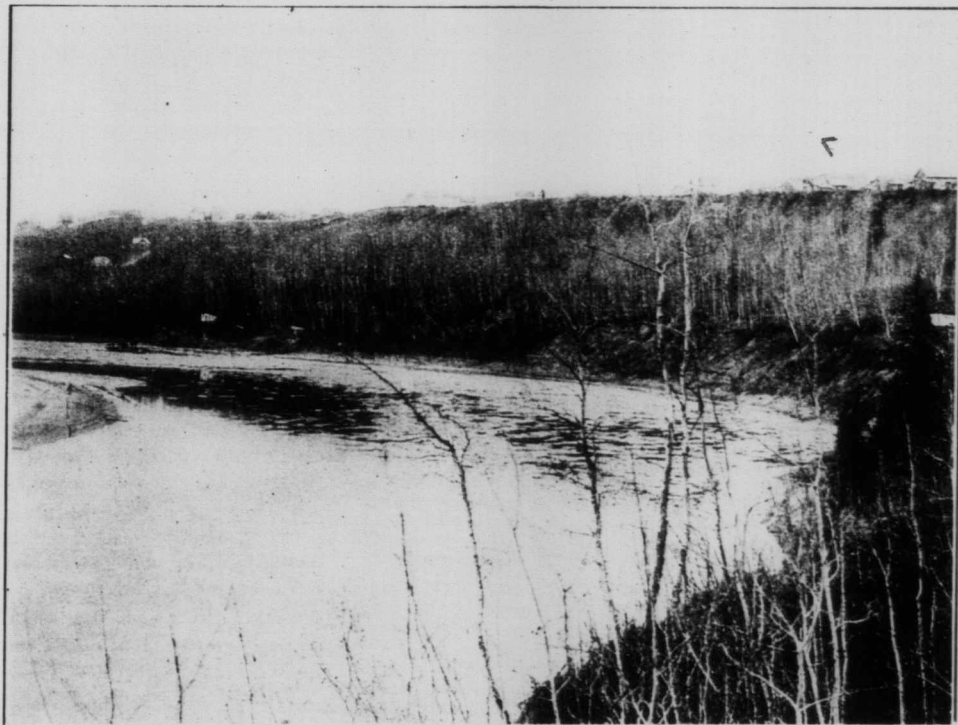
### Publicity Welcomed.

Publicity, however obtained, is welcomed in Western Canada because it is believed that the country needs only to be known to be appreciated abroad. For decades Canada has been unknown and

the United States long before the Dominion Confederation was formed and the Canadian prairies rendered accessible by the building of the Canadian Pacific Railway. But when the vacant lands in the United States were filled and free homesteads were no longer to be had, attention was at last directed to the great Canadian West.

### Wheat Production.

The wonder is that so long time was required to direct attention to Western Canada. More than three-fourths of North America's total hard wheat area lies north of the international boundary line. Moreover, the soil is more produc-

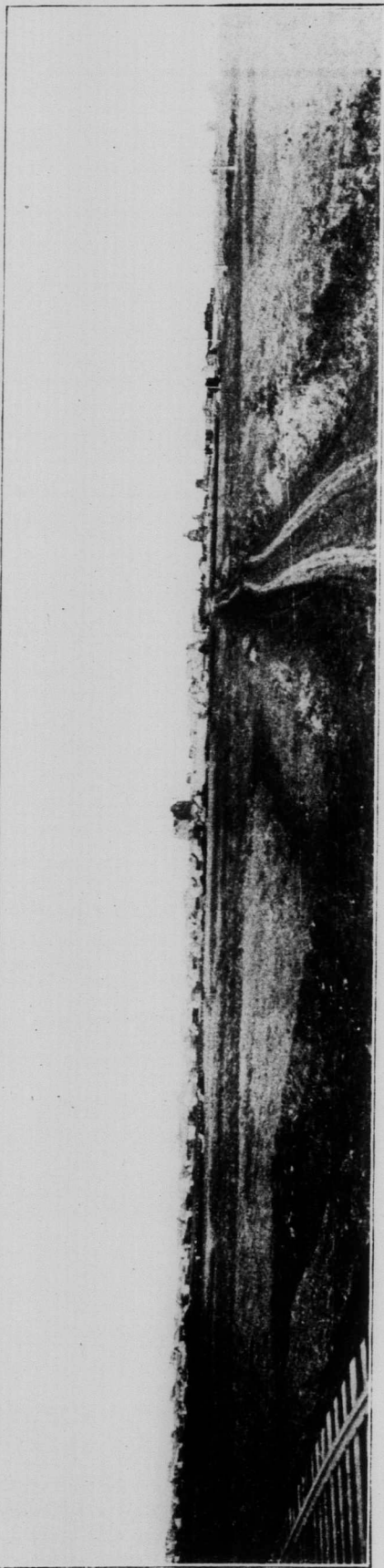


Edmonton, Capital of new province of Alberta. (View from river bank looking west.)

her possibilities unappreciated chiefly because she has been overshadowed by her prosperous neighbor to the south. "America" has been the Mecca of the hopes and ambitions of those living in the Old World who were anxious to better their fortunes in the New; and for too long "America" has meant only the United States. "To him that hath shall be given," and our prosperous Uncle Sam continued to attract more immigrants and more capital to the undeveloped West simply because the tide of emigration and capital had set towards

the United States. In Manitoba the average yield is much in excess of that of any state in the Union. Only in the highly-fertilized farms of Great Britain, where the cost of artificial fertilizers for a single season is equal to the entire cost of the land in Manitoba and the Territories, is the yield exceeded. Crop reports have been compiled by the Government of Manitoba for twenty-two years, and these show the average yield of wheat during that period to be 20½ bushels per acre. Comparisons are interesting. The aver-

age in Ontario is 15½ bushels, in the Dakotas, 13, in Minnesota 14½, in Iowa



Regina, Capital of new province of Saskatchewan.

and Nebraska between 11 and 12. Manitoba's average constitutes a record

amongst the wheat-growing sections of the American continent.

Figures are not available as to the productivity of the new provinces for so long a period as it is only since 1898 that official and accurate returns have been compiled by the Government of the Northwest Territories. The returns obtained since that date have been as accurate as it is possible to get them, as every thresher has been required by law to return to the Department of Agriculture a complete statement of the grain he has threshed. These returns show an average yield of almost 20 bushels per acre—19.88 to be exact.

It is not surprising, therefore, that American farmers are selling their farms and moving across the international boundary line where free homesteads can be obtained from the Government and where the land is more productive.

#### The Wheat Belt.

Only a very small portion of the Canadian West has yet been cultivated, and the greater part of the vacant land suitable for the purpose lies in the two new provinces of Saskatchewan and Alberta. Out of a total of 400,000,000 acres suitable for wheat cultivation, not more than 80,000,000 acres have been taken up. That is, four-fifths of the Great West remains unappropriated. Making a liberal deduction for lands which are water covered or for any reason unsuited for settlers to go in and raise crops immediately, there remain more than 250,000,000 acres of the best wheat-growing land in the world waiting for the settler. At a rate of yield less than one-half the average of Manitoba for twenty years back, this now uncultivated area would produce one-fifth more than all the wheat grown throughout the whole world each year at present. The average annual wheat crop of the world is about 2,750,000,000 bushels. Of this the United States produces a little less than one-fifth and Minnesota and the Dakotas one-eighteenth of the whole. The annual quota of these great wheat-raising states will appear insignificant by comparison in a very few years when the area under cultivation in Manitoba and the new provinces to be created is immensely larger than at present, and wheat from Western Canada is pouring in vast volume into the world's markets.

#### Business Possibilities.

Now all this is of interest and importance to the business man, the manufacturer, wholesaler and retailer, as well as to the farmer and intending settler. The vast possibilities of the western country are attracting new settlers by the thousand. According to J. Obed Smith, the energetic and capable Dominion Immigration Commissioner in Winnipeg, 119,000 declared settlers came

to Western Canada last year and took up land. This year, the numbers coming promise to be much greater, and the majority are men with some capital to start operations. Plainly the present influx of settlers is only a beginning and the next decade will see a development greater than any in the past.

It must occur to every business man that the growth of the Canadian West means the creation of an immense new market for manufactured goods of all kinds. A new population has everything to buy, and in the West it very soon has money to pay its bills. The West has always money to spend and the average Westerner is lavish in the spending. His contempt for a dollar surprises the frugal Easterner at first, but the surprise soon wears away and the Easterner who settles in the West is soon as prodigal as his neighbor. The West is made up of good customers.

Hence, eastern manufacturers are running their factories overtime to provide for the ever-increasing wants of the West and eastern jobbing houses are busy filling orders. Hence, also, the growth of distributing centres in the West. Manufacturers are yet few in number, but the jobbing houses in the West—their name is legion. Winnipeg is the distributing centre for the West and at present has almost a monopoly. But her supremacy will not always be unchallenged. Fort William, with its Grand Trunk Pacific terminals and its advantageous position on the lakes, aims at being not only a shipping point, but the distributing centre for heavy goods in the West. At present many Winnipeg wholesale firms maintain warehouses in Fort William and ship from that town direct to their customers. West of Winnipeg, Brandon has some claims as a distributing centre. It is to be expected that the two capitals of the new provinces will also be important as points for distribution of manufactured goods.

#### Winnipeg's Growth.

Some idea of the future of Regina and Edmonton may be gathered from the history of Winnipeg. The new capitals are still comparatively small towns, but there is no reason to doubt their rapid growth as distributing centres. Thirty years ago Winnipeg was a very small village; to-day it is a city of 90,000 to 100,000 inhabitants, and it is only on the threshold of its greatness. The West has room for millions of settlers on its fertile prairies and no one doubts now that they are coming in a few years. To supply their wants, large distributing centres must spring up and not only the towns mentioned, but many others must develop enormously. The business man who stakes his future upon the growth of the West cannot well make a mistake.



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## BRITISH COLUMBIA FRUIT EXPORTS

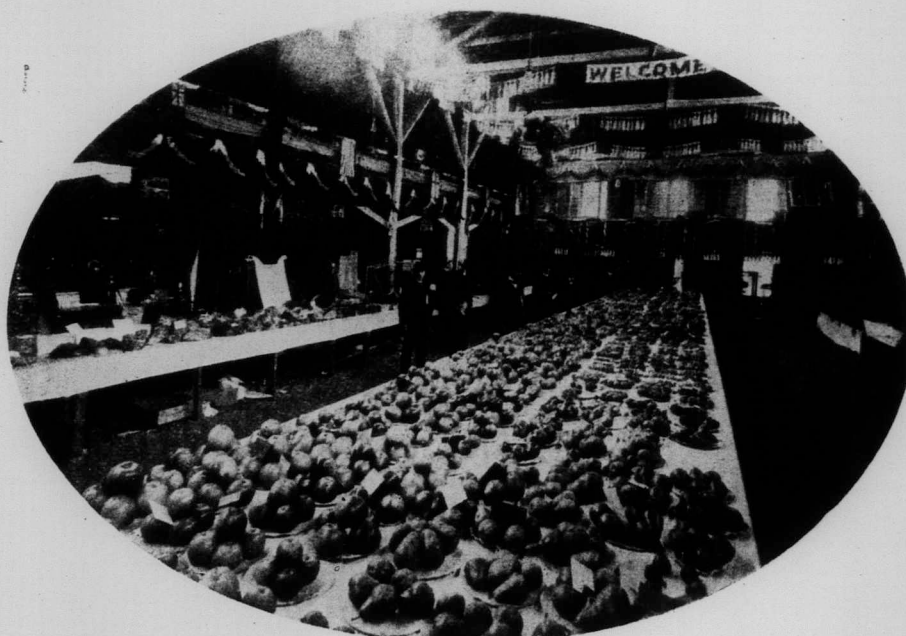
BY the kindness of Commissioner R. M. Palmer, of the Freight Rates Branch of the Provincial Department of Agriculture, The Canadian Grocer is in a position to give fairly accurate totals of the shipments of fresh fruits from the Province of British Columbia during the season of 1904. The figures are largely compiled from the returns of the transportation companies.

For purposes of comparison, the express and freight shipments are separated, and the figures for 1903 are given as well. They are as follows:

	1904.		1903.	
	Tons.	Lbs.	Tons.	Lbs.
Express shipments.....	864	523	676	325
Freight shipments.....	2,151	...	1,868	...
Total.....	3,015	523	2,544	325

Increase of 1904 over 1903, 481 tons, 198 lbs.

Asked as to the apportionment of this fruit as to locality from whence it was shipped, Mr. Palmer hazarded the opinion that about two-thirds of it was shipped from the Okanagan district and the remainder from other portions of the province, principally the lower Fraser valley and the part of Vancouver Island close to the City of Victoria.



Fruit Exhibit, Nelson, B.C., Agricultural Fair, 1904.

Included in the shipments were apples, plums, pears, peaches, cherries, strawberries, blackberries and other small fruits. The shipments of peaches

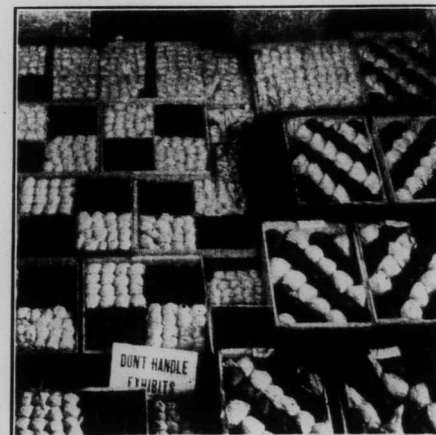
were in all about ten tons, the first shipments in any quantity from the Province of British Columbia. All these peaches were grown at Peachland on Okanagan Lake.

### Supplies Manitoba and Territories.

The wholesale firms now handling B. C. fruit are pretty well in possession of the field, especially in the Northwest Territories, and year by year the question of supply more nearly approaches a satisfactory solution, so that the time is not far distant when all the northern varieties of fruit consumed in Manitoba and the Northwest Territories, especially fruit of the more perishable kinds, will be grown in British Columbia.

Difficult as it is in some ways, and always rather expensive, to gain a foothold and make a commencement in the fruit-growing business in British Columbia, the returns are sufficiently attractive to make it interesting to those whose inclinations lead them to look in that direction for an occupation. And, in many parts of the province it is possible to secure a plot of land with close railway facilities, which shall not cost a small fortune to buy or prepare for production. In this line, the growing of

there is a considerable local market in the coast cities, but the service on the main line of the C.P.R. is becoming yearly more favorable for the shipping



Rivals California Packing.

of small fruits to the rapidly-expanding market of the Canadian Northwest.

### A Tempting Proposition.

For those who seek the drier climate of the Okanagan district, and are in position to pay the higher prices which fruit lands in that favored section command, the field is most tempting. There is absolutely no more ideal climate on the "green footstool" than that of the Okanagan district. The conditions are perfect for the growing of all northern varieties of fruit, and the marketing of the product is becoming an easier proposition each season, better facilities being provided as the trade expands.

Some instances by way of illustration are worth noting. From figures which are capable of being verified, it was ascertained recently that one man at Hatzic, a little place along the C.P.R. main line, 30 miles from Vancouver in the Fraser valley, shipped from his little place of not over eleven acres, a total of \$4,000 worth of small fruits in 1904. Taking into account that he had some garden ground, and room for his house and out-buildings, as well probably as some orchard, there were not more than seven acres in all under small fruits from which this total was shipped. Two or at most three Chinamen or other cheap laborers in the short season would represent the principal part of his outlay for production and marketing, and as he lives close to the railway it was a very simple matter to ship all the fruit by express to the Northwest, where

a ready market exists. Many similar instances can be cited, and all to show that the lower mainland, and those portions of Vancouver Island in touch with daily transportation service, are most favorably adapted for the industry of small fruit raising.

One instance, perhaps, may be quoted from the Okanagan district, and it is by no means an isolated case. On one ranch in the Summerland district, on Okanagan Lake, from tree fruits the returns in 1901 were between \$500 and \$600 per acre. Noting that this is for tree fruits, on which there is perhaps a minimum cost for annual production, though the initial cost is greater and the length of time for returns to begin to come in longer, this is a very favorable showing, one, in fact, which it would be hard to improve upon. In the very near future there will be a vastly-increased orchard production in the Okanagan, but the demand for fruits such as are supplied from that district is so great in the Northwest and Manitoba that there is no possible chance of the supply becoming excessive, or, indeed, becoming adequate to the active demands.

Several of the larger fruit growers of British Columbia are looking to Great Britain as a market for their products and, although a regular demand can scarcely be said to have been created as yet, the outlook is promising in view of the exceptionally fine appearance and excellent keeping qualities of British Columbia fruit.

**A Market for B.C. Fruit.**

In connection with the subject of Manitoba and the Northwest Terri-

"It was recently reported that the manager of a large fruit ranch in British Columbia had gone to England to arrange for a market for his fruit. This is peculiar, to say the least, when you

a paying price. But, in order to do this, the growers must do their part and put up the fruit in the proper shape. Take, for instance, strawberries. When they reach Winnipeg, the boxes very often are



What British Columbia Can Produce in Strawberries.

realize the fact that California, with a handicap of both freight and an excessive duty, is doing as much business in Manitoba and the Northwest Territories as it is. Last year shipments into Manitoba amounted to over 150 cars of fruit, and the consumption of British Columbia fruit would amount to about 10 per cent. of it. There is no question at all about British Columbia fruit be-

not full owing to package and careless packing. To overcome this to a large degree, the Dominion Express Co. are willing to put on a through fruit car from Vancouver to Winnipeg, if growers there will give them sufficient encouragement, by loading, say, 300 to 400 crates of berries daily, or every second day if they cannot load daily.

"It is a known fact that California practically controls the Winnipeg market until the Oregon fruit comes in. Their haul is so much shorter and their rate so much less that they control the market as soon as their fruit ripens. There is no market to-day in the world that presents such bright prospects for the British Columbia growers as Winnipeg and the Northwest Territories. It will take a year or two to establish that market properly, but once it is established, California need have no license to go in there to sell its fruit at any time. The difference in the fruit is so marked in favor of British Columbia that it would be impossible to interfere with the sale there. But, as already stated, it is impossible to pick up that market and use it without the assistance of the growers, and they must be willing to introduce the fruit and probably take less money for it than they could get in other places for the time being, but any money they may spend in this direction would be more than repaid in the course of a year or two."



Characteristic British Columbia Apple Exhibit.

ories as a market for British Columbia fruit, G. W. Hunt, the manager of the Ottawa Fruit and Produce Exchange of Winnipeg, has made the following interesting statement:

ing equal to anything that is grown on the continent. Manitoba and the Northwest, moreover, will take all the surplus fruit British Columbia can produce for many years to come, and take it at

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## A TRIP TO THE WEST INDIES

Written specially for THE CANADIAN GROCER by John Cameron, one of the traveling representatives of the MacLean Trade Newspapers, on his return from an extended trip to the West Indies and British Guiana.

**E**IGHT thousand miles in three months, either on ship, with the Union Jack floating at the mast-head, or on British soil—this is the itinerary of my trip to the West Indies undertaken in January, 1905, and extending into the middle of April. If anyone were to ask me what impression I carried away from Bermuda and the string of islands extending away down to the coast of South America, I would have to say it was that Canada has hardly discovered these tropical regions as yet, and that it will be a red-letter

same time showing an increase of \$2,985,575, mostly in raw sugar. West Indian planters have benefited directly from the imposition of the surtax against Germany, which has practically prohibited the importation of German raw beet sugar into Canada.

### Friendly to Canada.

Wherever I went I was struck with the friendly attitude of business men towards Canada. Other things being equal they would rather trade with us than with the United States; in some of the

manufacturer sends down his traveling representative and finds out that the trade like a commodity put up in a certain kind of package. He is careful to fill the order exactly, instead of suggesting something else as the Canadian is apt to do. For instance, the West Indian trade prefer flour put up in barrels with round hoops, and the Canadian persists in sending barrels with flat hoops. This is only one of many examples of the ultra-conservatism of Canadians. Yet, in spite of all this, I



Harbour Street, Kingston, Jamaica

day for Canadian manufacturers and exporters when they come to see the possibilities of closer international trade with the West Indies. That they are slowly getting their eyes open is seen from the Dominion Blue Book, which shows in the last five years an increase in exports to the Islands of \$1,698,957. According to Government returns our southern neighbors are also doing their part, their exports to Canada during the

Islands, notably Barbadoes, Jamaica and Trinidad, the merchants went so far as to express a wish to see a confederation of the two countries. The only reason Canada has not already captured a bigger slice of West Indian trade is because Canadian exporters have not gone out and hustled for it. The trade down there complain that our manufacturers are diffident in catering to their wants. On the other hand an American

found the merchants anxious to trade with Canada.

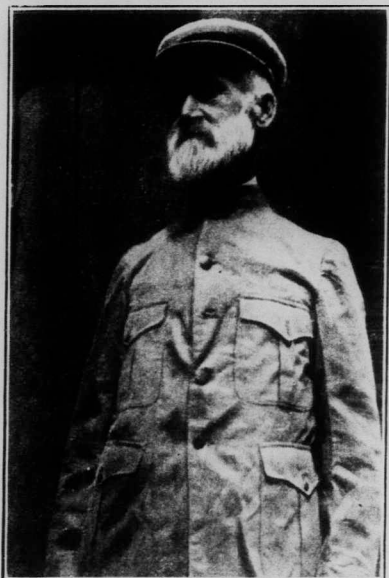
### Freight Rates.

Another drawback is the lack of frequent communication and the difficulty of obtaining equitable freight rates. A number of smaller dealers in Trinidad complained that unless they ordered a large cargo of goods they had to pay heavy freight charges. Large dealers

were in a position to order on a big scale and obtain a low rate, which meant a saving of fully twenty per cent. thus placing the small dealer at a serious disadvantage. These difficulties will be adjusted as trade with the Islands grows.

A trip to Bermuda via the Pickford & Black steamers is to be heartily recommended to Canadian tourists. The accommodation is all that can be desired and the cuisine equal to that on any of the European liners.

The officials are kind and considerate at all times and never tire of looking after the comfort of their guests. On the down trip we had a rough time of it, for two days the waves rose mountains high, washing away everything movable on deck. In fact, the captain of our boat, the Dahome, remarked that he had never experienced worse weather on the southern passage.



A snap shot at Mr. Cameron as he appeared in Demerara.

#### The Island of Bermuda.

Bermuda, 780 miles from Halifax, and one of the most picturesque of the West Indies, is comprised of no less than 365 islands joined together by bridges, the whole being about twenty-five miles long and averaging from three to four miles in width. The houses of the inhabitants are mostly built of white stone quarried on the Island of Bermuda proper. The roofs of their stores and dwellings are also painted white. Soft green cedar-clad hills, sloping gently down to the sea, throw into relief and make the loveliest background imaginable for the pretty white villas. The roads throughout the Island are good; no northern blizzards penetrate, and ice and snow are things unknown. The average temperature from November to April is between sixty and seventy, and in Summer the thermometer seldom registers more than ninety in the shade. Wells are few

on account of the coral formation, and the water supply for all purposes is rain water, caught in big tanks lined with cement. Practically every house has one of these unique cisterns.

The chief products are arrowroot, onions, potatoes and Easter lilies. I landed in Bermuda in the height of the onion season and had the interesting experience of witnessing an onion harvest. They told me that this year's crop was away below the average on account of blight. Of a total production of 350,000 cases Canada took about 1,000 and the United States between 200,000 and 300,000. The culture of lily bulbs belongs peculiarly to Bermuda, and a very beautiful sight it is to drive through acres and acres of bloom which exhale a fragrance so exquisite that words utterly fail to describe it. Upwards of 7,000,000 bulbs are grown in Bermuda every year.

Shortly after my arrival in the Island I called upon a prominent business man resident in the City of Hamilton. I received a most cordial welcome and, to my great surprise was addressed by name. For some time the tradesman would not satisfy my curiosity. Finally he confided in me that he had been reading a recent issue of The Canadian Grocer in which he had seen my photograph and an editorial note saying I was en route to the West Indies.

#### An Interesting Experiment.

In the Island of Antigua, 985 miles from Bermuda, an interesting experiment has just been completed, namely, the erection of a new sugar factory to take the place of 12 old-fashioned and out-of-date sugar refineries. The refiners say that with modern machinery the West Indies can produce cane sugar far more cheaply than beet sugar can be produced in Europe. All the by-products are utilized; the whole of the fuel, for instance, being supplied by the cane after it has passed through the machinery and the sugar extracted. In an up-to-date factory the cane is conveyed direct to the furnace and is so dry that it burns readily. In the old-fashioned factories it had to be placed in the sun to dry before being utilized as fuel. A modern factory will extract about 70 per cent. of the sugar as against 50 per cent. under old conditions. Since the removal of the bounties on European beet sugar capitalists have been encouraged to put their money into new and modern sugar factories in the West Indies.

After Antigua the next point of interest is St. Lucia, a charming island, containing 248 square miles, and a harbor which they say is a second Gibraltar. Our steamer was unable to land here and those who wished to see the island simply hailed native boats manned by coolies who row passengers ashore and

back for the small sum of forty cents a head.

#### Barbadoes.

Barbadoes, 191 miles from St. Lucia, is a thriving island known principally for the production of molasses and raw sugar. It may surprise Canadians to know that the value of goods imported yearly by the Island of Barbadoes alone is nearly \$1,000,000. Canada's share of this, as of the trade of all the other islands, is surprisingly small, the bulk of it being in the hands of Great Britain and the United States.

#### Trinidad.

Trinidad is one of the most important of the West Indies as far as trade is concerned. Its exports and imports last year totalled \$11,073,326 and \$12,295,390 respectively, the former being principally cocoa, raw sugar, asphalt and coconuts, and the latter flour, raw cocoa, hardware, rice, timber, leather and fish.



West Indian Fruit Vendor.

I arrived at Port-of-Spain, the capital of Trinidad, in the height of the carnival, an annual holiday season lasting for two days. During this time business operations are entirely suspended, the streets are thronged with revellers dressed in the most fantastic costumes, and everything and everybody is given over to fun-making. Bands play from morning till night and the people dance and frolic like mad. I thought to myself, if they could only have heard the melodious sound of the bag-pipes it would have put the finishing touches on their carnival. I attended one of the masked balls in which colored people and coolies mostly participate. Again and again in the course of the evening one or other of the dusky beauties would step up to me and try to persuade me to dance. The Highland Fling was a thing unknown to them all, however, which was, perhaps, the only reason why I succeeded in resisting temptation.

Georgetown, the capital of British

Cable Address "MUSSON"

# MUSSON WAINWRIGHT & CO.

62-63 FRONT STREET  
HAMILTON, BERMUDA

Importers and Dealers in

Wines and Malt Liquors, Oilmen's Stores,

## CANADIAN PRODUCTS A SPECIALTY

Manitoba and Ontario Flour, Oats, Bran, Hay,  
Creamery Butter and Cheese

Canned Fruits and Vegetables, Smoked Meats

Open to receive correspondence from Creameries with a view to establishing an agency.

If you want to get into the Bermuda trade, write us.

TRINIDAD, B.W.I.

(Established 1888.)

# Rust, Trowbridge & Co.

General Shipping  
and Commission Merchants.

Codes in use:  
LIEBER'S  
A. B. C. (1893 ed.)  
WESTERN UNION  
ANGLO-AMERICAN  
and Sundry Private Codes.

OFFICE:  
Chacon Street, Port of Spain.

CABLE ADDRESS:  
"Randolpd" Trinidad, B.W.I.

Wholesale dealers in

## American and Canadian Foodstuffs

Newfoundland and Nova Scotian Fish, Lumber, etc., etc. Shippers of Sugar, Cocoa, Cocoanuts and Molasses and other Colonial Produce.

Agents for:

Armour & CO., Chicago.  
Oil Exploration Co. of Canada, Ltd.  
Thom & Cameron, Ltd., Glasgow.  
George Younger & Son, Ltd., Brewers, Alloa.

Norwich Union Fire Insurance Society.  
Barbados Mutual Life Assurance Society.  
Hiram Walker & Sons, Ltd., Walkerville, Ont.  
Lake of the Woods Milling Co., Montreal.

Guiana, is a matter of 357 miles from Port-of-Spain, Trinidad. Never shall I forget my experience in landing from the steamer, amid a scrambling of Portuguese, natives and Indians; all eager to give me a hand with my luggage. A pleasant ride on the electric cars brought me to a pleasant hotel, and I was soon tucked into a comfortable bed beneath a huge canopy of mosquito netting, carefully adjusted by some kind soul who did not wish to see me eaten alive. In regard to hotel accommodation I may say that I found it very good throughout the Islands and generally reasonable in price.

well laid out to the sweep of the sea breezes; tropical plants, some of startling brilliancy and strange shapes, are in abundance everywhere. One of Georgetown's distinct charms is its trees; they are endless in number; they surround the houses; they grace the squares, they line the streets in rows and rows, so that the town looks as if it were built in a forest. Another attraction is the canals which run through many of the streets. I was much struck to notice a water lily floating on one of these canals with leaves so large and strong that it is a current saying that a baby can be set

Demerara about 6.30 o'clock a knock came to my door. I said, "Come in," forgetting the door was locked, and was more than surprised to hear a voice asking, "Will you have a cup of tea or coffee?" It is the custom there for business men to partake of such light refreshment before going to business at about 7 o'clock. They return to their homes about 10 o'clock for breakfast, again at 1 o'clock for luncheon, and shut up shop at 5 in the afternoon.

#### Fine Stores.

The stores here, as throughout the Islands, have an inviting appearance.

RETURNED  
JUL 13 1905

To Westminster C

in Book 37

Page 68



Native Homestead in the British West Indies.

#### British Guiana.

British Guiana is said to be one of the richest of the West Indian colonies, and bears more of the character of an old plantation than any of the others. The great sugar estates are mainly owned by London capitalists and the trade is mostly with Great Britain. For 1904 the exports were \$8,500,000 and the imports \$7,000,000. Molasses and raw sugar constitute fully one-quarter of the total exports.

Georgetown, Demerara, is truly a tropical city; its streets are broad and

upon one without fear of breaking the leaf.

There are several markets in Georgetown, the largest being the Starock, standing in the busiest part of Water street. There, among people of all nationalities, one can wonder and admire not only the native products, but many of the native industries. The fruit stalls are always attractive, stocked as they are with great bunches of crimson bananas, yellow oranges, pineapples, guavas, sapodillas, etc.

The first morning after I arrived in

particularly the dry goods and grocery stores, and compare favorably with our own. On account of the excessive heat of the sun it is impossible for them to make much of a feature of their window displays. True they nearly always have something on show in their store fronts, but they pay very little attention to window dressing as an art.

I met business men of all nationalities, for instance, one of the most enterprising merchants I ran across in Georgetown was a Chinaman. A fair share of the grocers and fruit men are negroes—

Representatives of :

**London**

THE UNION OF LONDON & SMITH'S  
BANK, LIMITED.  
MESSRS. COUTTS & CO., BANKERS.  
MESSRS. ARBUTHNOT, LATHAM & CO.,  
Great St. Helen's.  
THE LONDON ASSURANCE CORPORATION,  
MARINE DEPARTMENT.

**Liverpool**

THE LONDON & LANCASHIRE  
FIRE INSURANCE CO.

# GORDON, GRANT & CO.

ESTABLISHED 1872

ST. VINCENT STREET, - PORT-OF-SPAIN, - TRINIDAD,  
BRITISH WEST INDIES

MERCHANTS, BANKERS, AND COMMISSION AGENTS,  
EXPORTERS OF TRINIDAD AND VENEZUELAN PRODUCE,

AGENTS AND PROPRIETORS OF

**Sugar, Cocoa, Cocoanut and Asphalt Properties**

LOCAL INVESTMENTS AND FINANCE A SPECIALTY.

**Correspondents:** LONDON, NEW YORK, AND PRINCIPAL BUSINESS  
CENTRES IN EUROPE, AMERICA, AND CANADA.

# WATSON, BOYD & CO.

TRINIDAD, B.W.I.

**COCOA, COMMISSION AND GENERAL MERCHANTS**

Dealers in

Canadian,  
American  
and Eastern Produce

Consignments  
Promptly Attended to.

Correspondence  
Solicited.

Cable Address: BOYD—TRINIDAD.

CODES USED: Lieber's, A B C, 5th edn.  
A1 Premier  
and Standard Shipping

## James A. Lynch & Co.

(Established over half a century)

### BARBADOS

General Agents and  
Commission Merchants

**Consignments** of Flour, Oats, Hay,  
Peas, Butter, Cheese, Lumber, Shingles,  
and other products of **the Dominion**  
received and accounted for promptly.

**Orders** for **Sugar** and **Molasses**  
executed, and every attention given to  
the selection and shipment of the same.

REFERENCES :

The Clydesdale Bank, Limited, London  
The Agency of the Colonial Bank, London : Wall Street, New York

CODES USED :

A. B. C. 4th and 5th Editions,  
Watkins, Lieber's, A1, and Private

## Leon Agostini & Co.,

Trinidad, B.W.I.,

PORT-OF-SPAIN

CABLE ADDRESS :

"KING."

A. B. C. Code, 4th and 5th Editions Used.

### Cocoa, Commission and

### Provision Merchants

Exporters of Cocoa, Cocoanuts, Sugar,  
Molasses, Hides, Balata Gum,  
Coffee, Rum, Spices, Lime Juice, Copra,  
Cedar, Etc.

Importers of Breadstuffs, Provisions  
and Fish.



and nice places they have, too—almost without exception. The finest departmental store in Georgetown, Smith Bros. (Scotch), covers a whole block. Most of the dry goods merchants deal in England. Rylands' do a large trade all

**A PIONEER IN CANADIAN TRADE.**

**T**HE firm of Musson Wainwright & Co., importers and dealers in wines and malt liquors, oilmen's stores and Canadian products, Hamilton, Bermuda, dates its existence from

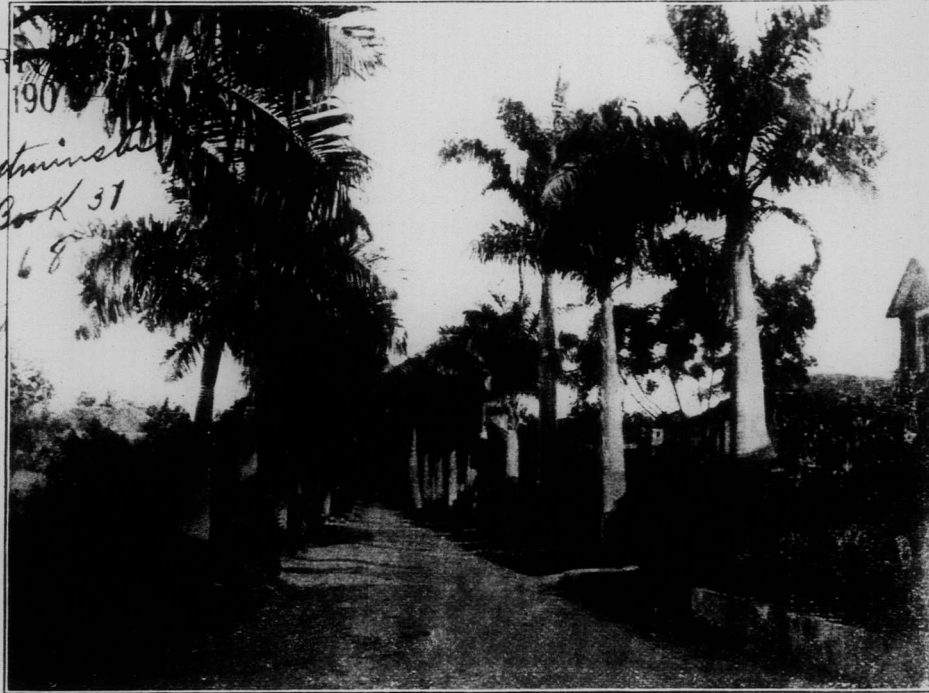
proud. Besides their wine and liquor business, Musson Wainwright & Co. enjoy the distinction of being one of the largest importers of Canadian products in the West Indies; in fact Mr. Wainwright considers himself the father of Canadian trade in Bermuda.

In their produce department Musson Wainwright & Co. make a special feature of Manitoba and Ontario flour, oats, bran, hay, Canadian creamery butter and cheese, smoked meats and canned goods. During 1904 the volume of Canadian produce handled by them was as follows: 1,500 bbls. Ontario and Manitoba flour; 3,100 bags bran, 18,500 bush. oats; 11,600 lbs. creamery butter; 26,700 lbs. cheese; 15,100 lbs. smoked hams; and 500 lbs. smoked bacon. Their supplies of butter and cheese are drawn principally from Halifax, Montreal and Toronto.

Their warehouse, situated at 62 and 63 Front street, Hamilton, Bermuda, is a credit to the business section of the city, and one of the most commodious and attractive in the West Indies. At the present time Musson Wainwright & Co. are anxious to open correspondence with a Canadian creamery, with a view to establishing a direct agency in Bermuda.

**A HINT TO CANADIAN MILLERS.**

In his report to the Department of Trade and Commerce, Ottawa, E. Tripp, Canadian commercial agent for Trinidad and Tobago, comments on the fact that regular shipments of flour,



Royal Palms, Jamaica.

through the Islands. When canvassing the dry goods houses I would turn over the leaves of The Dry Goods Review and point out Rynalds' advertisement. They seemed pleased to know that Canadian merchants were also regular patrons of this prominent English firm. While in the Islands I met several representatives of Old Country dry goods houses. What delighted me most of all, however, was to run into one of Archie Campbell's travelers from Toronto.

Unfortunately very few of our manufacturers send their representatives to the West Indies regularly to drum up trade. It is a wonder, too, when you consider how favorable sentiment is towards Canada, that they are not paying closer attention to this market. One Canadian firm that is working up a nice trade in the Islands is the Irving Umbrella Co., of Montreal. This is an exception, however, and not the rule. The greater percentage of the trade who do not deal in England patronize the New York market exclusively and, I think, the time has come for manufacturers in Canada to make a united effort to change this condition of affairs if they wish to win a position of supremacy in the West Indian market, which even the trade there are willing to offer and, in fact, are offering at the present time.

1881, when Mr. Wainwright, senior partner of the company, first established himself in business in the Island of Bermuda, after having been associated with a large business house in Berbice, British Guiana, for over eighteen

RETURNED  
JUL 13 1905

To Wainwright  
Cut Book  
Page 6



Two Jovial Maidens of St. Kitts.

years. 'Nearly a quarter of a century of subsequent perseverance and patient endeavor have been rewarded in the building up of a large and successful business, of which the firm are justly

known as "Patent English Milled Family Flour," are now being received in the West Indies from Europe, in addition to other lots from France and Austria.

# MINTO BROS.

## Tea Importers and Blenders to the Trade

We are practical tea blenders, have made the sampling of tea our special study, and place at your disposal our experience of nearly half a century.

Send us your orders; we will match your blends and keep them constantly uniform.

Our **Mela-Gama** Packet Tea is a perfect blend of **High-Class** Tea of Ceylon character.

*THE GROCER'S FRIEND AND MOTHER'S FAVORITE*

### 55 Front St. East, TORONTO

## THREE LEADING LINES THAT SELL.

*Established 1750.*

**Brewery—  
Bristol,  
ENGLAND**

# PURNELL'S

Pure Malt Vinegar

Pickles

Sauces

### AGENTS

CHARLOTTETOWN, P.E.I.—HORACE HASZARD, S. Side Queen Square  
HALIFAX, N.S.—E. St. G. TUCKER, 1 Bedford Row  
ST. JOHN, N.B.—ROBERT JARDINE.

TORONTO, ONT.—J. WESTREN, 630 Ontario Street  
WINNIPEG, MAN.—A. STRANG & Co., 233 Fort Street  
VANCOUVER, B.C.—C. E. JARVIS & Co., Holland Block

# SANDBACH, PARKER & CO.,

## Demerara, British Guiana

Established 1790

### CABLE ADDRESS:

"SANDBACH"—DEMERRARA

### CODES USED:

Scott's Editions, 1880, 1885 and 1896  
A, B, C, Fourth and Fifth Editions  
Watkin's 1884 and Appendix  
Lieber's Standard  
Western Union

## General Shipping and Commission Merchants

### Importers and Exporters

**Orders for produce a specialty, and receive prompt attention at all times**

Produce Reports will be sent on application. Articles referred to therein: **Sugar**, 8 qualities; **Molasses**, 3; **Rum**, Coloured and White; **Molascuit**, or **Sugar Cane Cattlefood** (in great demand in U.K.); **Cocoa**, **Coffee**, **Kola Nuts**, **Cocoanuts**, **Copra**, **Cocconut Fibre**, **Cocconut Oil**, **Cocconut Oilmeal**, **Balata** (Block and Sheet), **Hides** (Wet Cured), **Fish Glue** or **Isinglass**, **Locust Gum**, **Timbers** (greenheart, letterwood, crabwood, bullet wood, locust wood, wallaba posts, wallaba firewood, etc.), **Wallaba Shingles**, **Mora Railway Sleepers**, and **Paving Blocks**, **Charcoal**, **Rice** (colony grown, brown and white), **Corn**, **Arrowroot Starch**, **Cattle**, **Plantains**, **Fruit**, **Cotton**, and **Scrap Iron**. Also **Gold** and **Diamonds**, etc., etc., etc. Market reports about Imports will be sent on application.

### Flour, Breadstuffs and Provisions Wanted from Canada

Warehouses and Dock at Lots 8 to 11 Werk en Rust

# FOLEY, LOCK AND LARSON

## WHOLESALE GROCERS

### Winnipeg, - Manitoba



Offices and Warehouse : Market St. E., Opposite City Hall.

**Green and Dried Fruits**

**Produce and Commission Merchants**

**SPECIALTIES : TEAS, COFFEES**

**Try our Letter Order Department ————— We SHIP QUICK**

## THE WESTERN CANADA MARKET

ACCORDING to C.P.R. officials, an average of 1,000 immigrants per day have arrived in Winnipeg since the opening of the present season. The majority of these came from the British Isles and had sufficient money in pocket to take up land for themselves at once in some part of the boundless West. Figures as to the influx by other routes are not available at the moment, but the numbers are as large and perhaps larger, for there is a steady movement of population to Canada from the United States. The American wheat fields are all appropriated now, and, moreover, are not so productive; hence the movement towards Canada of shrewd American farmers and farmers' sons. The Seattle Daily News describes the condition of the American farmer. It says he is probably farming 100 acres of land in Minnesota, which yields him from 16 to 20 bushels of wheat to the acre. The land is becoming poor from exhaustion, but he can sell it readily at \$40 an acre. He investigates and finds that in Northern Manitoba or the Territories he can get a homestead of Government land for nothing, or with the price of his hundred acres he can buy 400 acres of better land, equally close to school, church, and railway, and capable of producing 20 to 30 bushels to the acre.

In view of such conditions it is not surprising that during the four years ending December 31, 1904, the immigration to Canada from the United States is given as 153,092 people. Nor is it surprising that during that same period 132,131 people came to Canada as immigrants from Great Britain. The movement is gathering strength and impetus as a rolling snowball gathers snow on its course down a steep hillside. The immigration from Great Britain and the United States during this year, 1905, promises to be much greater than in any previous years. And the movement is only commencing. In another decade the population of Canada west of the Great Lakes may be as large as the present population of the Eastern provinces.

Now what is the significance of this state of affairs to the Canadian manufacturer of specialties and proprietary

goods which are sold in the grocery store? What is the significance of this movement of population to the British and American manufacturers of these goods?

### An Immense Market.

Obviously, the Canadian West with its rapidly-growing population offers an immense market to the manufacturers who succeed in capturing its trade. It is a large market now—a market with a tremendous buying power, and the manufacturers and wholesale merchants who obtain a sure foothold now should be able to retain a predominant position in the Western Canadian market ten years hence, when its buying capacity is much greater than it is at present.

The class of people coming to the Northwest is a consideration of importance to the manufacturer who is studying the possibilities of this market. The Englishman who comes to Western Canada and takes up land may change in very many respects, but he is still an Englishman, with an Englishman's attachment to the class of goods to which he was accustomed "at home." He will buy those goods if he can obtain them in Canada, and, moreover, as in a year or two his buying capacity will be much greater than it was in England, he is prepared to buy much more liberally than he ever did before. The same statement applies with equal force to the American settler. He will naturally seek the class of goods which he has been accustomed to buy. Hence it is that in the race for trade in the newer part of Canada the American and British manufacturers possess

### A Great Advantage

over all other competitors in that they already have a buying public acquainted with their goods and favorably disposed towards them.

The English manufacturer of certain brands of sauces and condiments of various kinds already has in Western Canada a large constituency of possible customers who know the merits of these goods and will buy them if they are given an opportunity. The American manufacturer of many well-known brands of goods which are sold exten-

sively in the United States has a similar buying constituency of his own made secure by an intelligent, well-posed towards his goods.

### Opportunity.

Opportunity is knocking at the door of the British and American manufacturers. Some are taking the best advantage of the opportunity afforded them not to gain, but to maintain, a foothold among the buying public of the Canadian West. That position may be made secure by an intelligent well-directed effort.

### The Only Way.

The Canadian market can be secured and held for these manufacturers only through competent representatives on the ground who are well acquainted with trade conditions here. The first thing necessary is to secure competent agents in Canada, and this may seem a difficult matter for an English manufacturer many thousand miles distant from the Canadian West. But the possibilities are so great and the market so important that a British manufacturer would be well repaid if he were to visit Canada himself and inquire into conditions here. The Canadian Grocer has offices in the important trade centres, and it has a wide connection among manufacturers' agents. Hence it is often able to put visiting merchants in touch with reliable agents with established connections, who are quite competent to handle additional agencies. Visiting merchants and manufacturers would do well to consult with The Canadian Grocer at any of its offices, for it is quite probable that there is listed in those offices the name of some agent who would be prepared to represent them. A personal visit is always advisable, as it brings the merchant in personal touch with his agents and the market which he desires to serve, but The Grocer is often able to suggest agents to a manufacturer who can arrange his representation by correspondence. The service which this paper renders is absolutely free of charge.

There is opportunity for British and American manufacturers very greatly to extend their connections and trade in Western Canada. It rests with themselves to grasp the opportunity.

**FREE and FIRE**

are very valuable words to an advertiser. They arrest the attention in much the same way that

**COFFEE and TEA**

will every good grocer.

Now, does your Coffee and Tea arrest the attention of the people and bring you trade?

If not, why not?

Our experience has been that our Coffees and Teas have been great trade winners.

Are you willing to profit by our experience?

RETURNED  
NOV 13 190  
To Owner  
cut Book 43.  
Page 6  
C.A.W.

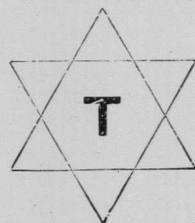
**“Ram Lal’s” Tea**  
and **“Mecca” Coffee**



have been the backbone of our business and what they have done for us they will do for you, and our interest is your interest.

If you don't handle them, ask for samples and try them.

Just a few other good lines :



**TRIANGLE CANNED GOODS**  
AND **JELLY POWDER**

Excellence is the only word that describes them.

**JAMES TURNER & CO.,** WHOLESALE GROCERS, **Hamilton.**

## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

Our Ad.  
Expert,

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send our Expert specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

### BRANDED GOODS

**B**RANDED goods are capturing the trade. "Capturing," mark you, is the word used—a word which suggests warfare—with victory now on one side, now on the other. This warfare is waged between manufacturers and jobbers, jobbers and retailers, retailers and consumers. At times all four classes are mixed up in one grand strife. In the never-ending struggle for the nimble sixpence, all classes engaged in the marketing of merchandise are animated by the thought of their individual profits, and any tax imposed by one class on the other is resented, and any attempt to collect is met with refusal to pay; or if payment is made it is under compulsion.

Theoretically men are democrats: one man is as good as another; no man has more rights than another; coercive methods are resented. In matters of commerce the democrat is instinctively a free trader. He becomes a tax-levier, a protectionist, only when he acquires mastery over a portion of his fellows. And so out of one class grows the other, and the ranks of the tax-leviers are being unceasingly recruited from those who hate taxation with a bitter hatred,—truly a remarkable process. It is the animal in man that makes him forsake democracy; that makes a freetrader become a protectionist, a tax-levier. It is an animal tendency to exercise dominion, to assume leadership. Equality of strength, of mind, of genius, of courage, does not exist in any given number of men or beasts. It is only among the weak that the belief in equality is fondly cherished.

The acquirement of strength is always accompanied with ambition—ambition for lordship. This truth is exemplified strikingly in the world of commerce. Take breakfast foods, by way of illustration. Time was, not very long ago, when oatmeal and wheatmeal in their various forms were unbranded and indistinguishable one from another. No one miller's product could command a higher price than another's. By and by a miller, who believed that his output was superior and consequently worth a premium, levied the tax. His action was resented, for profits were interfered with. His customers bought elsewhere,

—a poorer grade, but at a lower price. It looked bad for the bold miller. But the court of last resort—the consumer—came to his rescue, and by complaints and demands the retailer found himself compelled to supply the better meal, and the bold miller's tax imposition was vindicated and paid. Self-protection led this miller in the course of time to brand or trade mark his product, and eventually to put it in a package so that there could be no substitution.

This same history has been enacted in uncounted instances, in every department of trade, and the evolution of the bulk or brandless article into a trade-marked and distinguishable one is going on to-day with a rapidity greater than in any former period of time.

Some lines, through merit, age and advertising, have an unquestioned place in every grocer's store. Others, perhaps equally meritorious, but newer and less known, are fighting for their existence. Some survive; some grow weary and cease the struggle, while others are slain outright. But new competitors are constantly appearing to dispute the ground with their formidable rivals. There is no hope of success apart from advertising, though there are some manufacturers who shut their eyes to this fact, and hope, without reason, to expel the firmly lodged occupants of the field.

All this has its bearing on the retail trade. The retailer naturally prefers to sell bulk goods because his profits are thereby greater; but the drift is steadily and surely in the direction of the branded article. Recently there was offered to the grocery trade rice in packages, but the packers found so little encouragement that they have withdrawn from the Canadian market. It would be the same if another line, now sold in bulk, were offered in package form—sugar, say, or Valencia raisins.

Many lines that are to be had in packages—spices are an illustration—have a very indifferent sale, just because they have not been popularized. The public ask for Oxford Blue, Keen's Mustard, or Royal Yeast without a thought of the makers or the brand. So successfully have the proprietors of these lines marketed them that the pub-

lic cannot think of the name of the article by itself, but associate with it a descriptive word without intention. Indeed it is possible to conceive of substitutions being made without offense or danger. Take the word "Kodak." That is a proprietary name, applicable to only one make of cameras. Yet it has become in common speech the equivalent of the term hand-camera, and fails to suggest a particular company's product. Yet it may be said the success that has attended other makers of cameras is due very largely in the first instance to the impulse of the Kodak advertising.

The retailer resists, naturally and wisely, the coercion of advertising, but there comes a time when to surrender is the command of prudence. When the various competitors for his and the public favor are engaged in a conflict of uncertain issue, he can safely withhold his support from any or all of them; but when from amid the smoke of battle there emerges a sure conqueror, it is time for the retailer, for his pocket's sake, to cry, "All hail!" and to stock the winning brand.

#### A STORY OF SUCCESS.

**S**TORIES of success are always interesting, and so all progressive grocers will read the following experience with enjoyment. When I received, some weeks ago, Mr. Partington's first letter and samples of his store paper, I felt that my readers would like to know more about this unusual form of advertising, and accordingly I wrote for more particulars. The reply is an interesting document.

#### Letter I.

Advertising Department  
Canadian Grocer:

Sending by this mail a few copies of our advertising medium, the "K. C. Guide." We print and edit it ourselves, and distribute it to every house. We have a plant where we do the work. What is your opinion of this way of advertising? It is issued weekly. You are at liberty to use any of the contents.

The King Cash Stores,  
O. Partington.

Rat Portage, Ont., March 6, 1905.

I am reproducing a group of copies of "The King Cash Guide." This store paper has a page 6x9 $\frac{1}{4}$ , and is printed

on a primrose stock. The feature that makes it specially interesting is its comments on local matters—fresh, original, well written. It is not to be wondered at that every issue is looked for eagerly, and that an oversight in delivery is promptly brought to the notice of the publishers. A store paper of such interest and attractiveness surely gets in its work as an advertising medium in very thorough fashion.

### Letter II.

Good Adv. Department  
Canadian Grocer:

Replying to yours of 18th instant, would say that the "King Cash Guide," upon which you comment so favorably, was conceived after a long course of advertising in the local papers. It has now been in existence for over two years, and has yet to meet its equal as a store advertiser.

Our town has a population of about 5,000. It is the centre of the lumber industry for the Lake of the Woods District, while the neighboring town of Keewatin is the home of the celebrated "Five Roses" flour.

For many years we tried advertising in the local papers, but for many reasons we had to conclude that such advertising was not bringing the returns that are justified by the cost of such advertising. In the first place, speaking now from the standpoint of an inhabitant of a small town situated as we are in touch with the large commercial news centres of Canada, a person buys a newspaper solely for the "news," and not for the advertisements, so that a paper whose methods of placing the news before the public are attractive is a good advertising medium, and it is upon this point that small local papers fall down. Generally they are advertising sheets only, of which the local advertisers bear the brunt of the cost, and in which local ads are sandwiched in with "plate" patent medicine ads. to such an extent that the local advertisers get but a small proportion of the available space, while the news (?) is confined to the "scissors and paste" variety that has generally reached us some days before by the newspapers from Toronto or Winnipeg.

Our first year's experience of advertising in local papers cost us \$660 for space alone, besides which we found it necessary to issue additional dodgers on special occasions, perhaps two or three times per month. Besides this our ordinary printing had to be accounted for. Altogether the cost was about \$750 per year, and we could not see any results that were traceable to, or proportionate to, this expenditure.

We have invested in our printing plant \$100; one member of the firm is a practical printer, and the cost of all our advertising and additional printing now figures as follows: Wages, \$30; interest on plant, \$2.66; wear and tear of plant, (10 per cent.) \$3.33; rent print shop, \$5; expense delivery, \$4—total, \$44.99. In figuring wages it is the time of the member engaged who does the printing; from which you will see that it means a saving of about \$210 per year, whilst our experience has been that the "Guide" is eagerly looked for, and if not delivered promptly to our citizens we get inquiries as to the reason why?

In the editorials we touch only subjects that are going the rounds locally, and find that it creates a great interest in the paper and, naturally, in the stores; which, after all, is the main object of advertising. We send it to all the adjacent villages. We have tried all kinds of means. The mimeograph gave us the first idea of doing our own printing, but we found it too tedious for the number that we found it necessary to print. We, therefore, find it economical, at least in our town, but have no means of comparing cost of newspaper ad. space in other towns. We find the manufacturers and agents of lines that we handle very willing to help us with

days ago that he had learned all his English from a Grammer and the "King Cash Guide." We are proud of it, and would not be without it. We were hardly ever able to trace results from our newspaper advertising, whilst results are easily traceable to the "Guide."

Yours truly,

King Cash.

Rat Portage, Ont., Mar. 21, 1905.

### A Merchant's Message.

TRUST I am not unkind to W. L. Martin, of Myrtle Station, Ont., in presenting his work so prominently in this department. I must blame Mr. Martin himself for leading me into temptation. His correspondence shows him to be a good counsellor, and so I am taking liberties with a recent letter I received from him. Mr. Martin has a facility of speech, combined with broad experience, that makes what he writes good reading.

"A writer may be quite master of his subject and yet may not be able to present it advantageously for want of sympathy with his audience."

"I clip these words from your article on 'the ad-writer' in Grocer, Feb. 3. You've hit the nail with a sledge-hammer. Unless you're in sympathy with your audience they won't be in sympathy with you. Another thing. Unless they feel that you're 'sincere' they won't be in sympathy with you. If they've no faith that you'll back up your newspaper professions with good, square business in the store, you're talking to empty benches.

"Now, there are different kinds of audiences. Out here in the country I have one kind, and in Toronto you've another. Yours is the kind that sees something to its fancy, rushes in, orders it, planks down its money, and is gone, perhaps forever. Not even 'good-morning.' Mine is the kind that likes you to be sociable in the store. You get to know every customer more or less.

"It is time, as you say, that one's ads. should represent one's goods, not one's self—as a general rule. Have known of exceptions. They are far between. Tom Murray, of Chicago, is one. R. J. Devlin, the fur man, of Ottawa, is another. They can afford to be humorous. They were born with it in them, and it comes out naturally—in the store, and sometimes—only sometimes—in their advertisements. But they are real humorists. They never overdo it. I question if any advertiser in Canada gets as large a proportion of results from his ads. as R. J. Devlin. Five inches single column is his limit. But everybody reads what Devlin has to say. His ads. are so well known to Ottawans as Eaton's are to Torontonians—and better, because he only advertises one thing at once, and as a man is better liked. These are two men who dare to let their ads. represent themselves occasionally. In one way their ads. are representative of themselves, always. They are chuck full of business, always to the point, and their stores are the same. Devlin's and Murray's ads., however, are rather 'witty' than 'humorous.' Not one in ten thousand could dare to be funny in his ads. He'd make an ass of himself. That's the vernacular of it. Wit is a thing never to be despised anywhere. An

## Martin's Store

At Myrtle Station

Meet me Face to Face. I sell everything and won't "sell" you.—Martin.

### I'm Proud

of my boot and shoe stock. I pride myself that I handle as good and as durable a line of boots as you can find anywhere—men's, women's, children's. I've weeded out every line with a weak point until I can almost guarantee every boot in the house. And what's better, I'm pleasing my patrons selling more boots all the time. There are two reasons: Good article; reasonable price. Always aim to go competitors just a little bit better, and if a shoe "busts up" all out of reason I replace it. Try always to do what's right with customers. Same with Shaker Flannels. Same with Prints. Same also with Hosiery. Same again with Underwear. Always trying to be on top. Don't always manage it, of course, otherwise the Poor House would be filled with bankrupt merchants. Martin would be doing it all.

### When you have Produce

that you want to trade out hitch up and slip over to Myrtle Station and give me a trial or two. Judge by results. They count. Give me a fair chance. I'll give you good prices for butter, eggs, poultry, and you'll get the best quality I can give in everything, same as if you paid cold cash. I cater to the C.P.R. dining cars and sell tons of produce besides to C.P.R. employees. This enables me to give top prices. Last season I handled over two thousand chickens—nearly twice as many as the year before. They were all brought to the store. Next season there will be still more brought here. Reason: Martin gives good, decent prices for good stuff. Don't believe me. I'm prejudiced. Try me. Bring me a bunch of chickens weighing 1½ or 2 lbs. apiece in June, July, August, and get your little forty or forty-five cents a pair for 'em. Then you'll believe in Martin. And remember this:

### I Sell only for Cash

and I've only one price for all alike—big customers and little ones. I make all prices as low as I can and tell the truth. I give money back if anything I sell is unsatisfactory.

I sell everything and won't "sell" you. Meet me face to face.

MARTIN, - Myrtle Station

cuts, etc., of their goods, and think that others situated, as you say, remotely from printing centres, would find the idea work out to their advantage.

The town circulation of our local paper is only about 300, whereas we publish about 800 of the "Guide," which is delivered to every house.

The press we use is a 11x9 No. 2 Gordon, by Chandler & Price, of Cleveland, and we use it for all our printing. This letterhead is a sample of our work.

As to the efficacy of this form of advertising, we might say that a Swedish man who arrived in our town about a year ago, and who has since learned to speak very good English, said a few

## GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.



ad. to amount to anything, to stand out in relief from commonplace among pages of generalities, has just got to have some wit about it. An ad., either short or long, little or big, with a bit of dash and fire and wit about it leaves an impression on the mind. It does on mine. I believe it does on others.

"Tell you the way I look at it. In a general way all the world loves a leader. Same in business as in other things. They like to be on the winning side—the side that's putting up a good fight. 'Laugh and the world laughs with you.' It's good business. Keep up a good front. Keep it up in your windows, in

things around. Push forward that underwear and stick some clean price tickets on it. Then sit down while your blood's circulating and write your ad. Don't be afraid of it. Give vent to your feelings. Talk the same sort of talk as you would to a customer across the counter. Use the same sort of language. He'll recognize the hand and say, 'That's Jones all over; that man's a terror for business; he must be doing well; he wouldn't be so chirpy if he wasn't.' If that ad. doesn't bring many sales it has done some good. It's left another impression that you're doing well, and people like to deal with that

age upon them and none too much of this world's goods. He has the palsy very badly. I always try to put myself forward to serve them. Help them out of the buggy and help them back again. They've always a sad story to tell. I try and cheer them up, and generally send them away laughing and jolly. They like Martin. It has come back to me. That's one kind of advertising.

"I'm sending you two or three more samples of my ads. I don't want you to use 'em, but you may if you wish. I've tried writing my ads. in two ways, first person and second person. I find the first person style does most busi-

### THE KING CASH GUIDE.

FORWARDED IN THE INTERESTS OF THE CONSUMER

NO. 1000. RET. PORTAGE MARCH 15, 1905. VOL. 11

#### HERE AND THERE. THISTLES ARE BETTER HOCKEYISTS AND OWN THE CUP BY RIGHT

All Eastern and Western Press Activities who witnessed the Claim The Ottawas Won

Municipal Matters. THE KING CASH GUIDE. THE KING CASH STORES. Van Hous. Cocoa.

THE KING CASH GUIDE

**Cushion Covers**

STAMPED BROWN LINENS

THE KING CASH STORES

THE KING CASH GUIDE

The Fit of a

**Suit of Clothes**

THE KING CASH STORES

**Apples**

**\$2.75**

Per Barrel

THE KING CASH GUIDE

**25c**

Preserves in Quart Sealers

Usually sold for 35c

Reduced to 25c

All Flavors

**Fels Naptha Soap**

THE KING CASH.

Examples of a Unique Store Paper.

your ads., in yourself. It breeds confidence. Confidence breeds business. When the butter begins to run you shove it into the refrigerator. When business begins to run and looks flabby, try it on yourself. Get into the refrigerator. stiffen up your backbone, freshen yourself up. Come out and grab hold of the duster and the broom. Give things a stir up. Give everybody a job. Throw off your coat. Snap your fingers a bit. It gives crispness to things. Dive under the counter and haul things out. Let the hands see you mean business. Have the window pulled out and freshened. Change

sort of a man. They know that to be a square dealer, and at the same time successful, you must be a 'live' man. A man may be a bit sleepily inclined himself, and he may have been born with a long face, yet he likes to deal with somebody who's wide awake with a cherry manner. It cheers him up. I've customers who'd never smile again if they were with the smileless kind. Yet a cheery word or two works wonders, and a bit of gentle badinage will even provoke a spark of wit or repartee. "I've one old couple who are sad, sad. They've pretty good reason to be. Old

ness. The style—off-handed, free, chatty—seems to take with my sort of customers. The other evening a rival merchant was reading one of these ads. aloud in his store for the amusement of the 'evening callers' who frequent country stores. That's another kind of advertising. Isn't it? "By the way, I've adopted the phrase, 'I sell everything, and won't sell you,' as a sort of catch phrase. Going to use it on everything in future. What do you think of it for a general store? "Yours very truly, "W. L. Martin."



Protected by registered trade mark



# THOMAS WOOD & CO.

No. 428 St. Paul Street  
MONTREAL

Importers and  
Roasters of Coffees

*Our Popular and Attractive Package  
Having constantly increasing sales*

SELL IT

SELL IT

PURE  
UNADULTERATED  
APPETIZING

## BORDEAUX RELISH

is made from high-quality ingredients and from a first-class recipe. Price, \$1.20 doz. 2 doz. in a case. In 5-case lots, freight prepaid. Order through your wholesale.

## PALMGROVE GOLDEN DATES

½-lb. and 1-lb. packages, 4 doz. in a case. Every grocer should handle dates put up this way, as they are much cleaner than when in bulk. We guarantee these dates to keep for any length of time. We also put up

## MINCE MEAT

condensed and in bulk. Quality and prices right.

THE MERCHANTS'  
MANUFACTURING AND SUPPLY CO.

58 COLBORNE ST., TORONTO

Handle only the Best!



is the Standard article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **Best**, the kind that pleases your customers and gives you no trouble to sell.

E. W. GILLETT COMPANY, LIMITED

London,  
Eng.

TORONTO, ONT.

Chicago,  
Ill.

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

**IF YOU ARE FISHING  
FOR DOLLAR FISH,  
BAIT YOUR HOOK WITH**

**“Halifax”  
“Acadia”  
“Bluenose”  
Brands of  
Prepared  
Codfish,  
Halifax  
Fish Cake  
and Halifax  
Shredded  
Codfish**

**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.**

# THE FISHERIES OF CANADA

THE fisheries of Canada are among the most valuable of its natural resources and extend over an area which in all probability is not equalled by any country in the world. The eastern seacoast of the Maritime Provinces from the Bay of Fundy to the Straits of Belle Isle covers a distance of 5,000 miles, while the western seacoast of British Columbia is reckoned at 7,180 miles, more than double that of Great Britain and Ireland. The total value of fish caught and fish products prepared in Canada during the year 1903 aggregated \$23,101,878. With one exception, in 1901, when the phenomenal catch of salmon in British Columbia swelled the total value beyond \$25,000,000, this is the largest aggregate on record. It exceeds the amount of the previous year by over \$1,000,000, and has been achieved without abnormal yields in any of the provinces, but rather a general increase in all parts of the Dominion.

## Yield of the Fisheries in 1903.

The following are the latest fisheries statistics obtainable:

Cod, \$3,778,430; haddock, \$586,806; lake, \$260,828; pollock, \$250,592; halibut, \$631,563; salmon, \$3,521,158; trout, \$728,153; whitefish, \$883,832; smelts, \$180,804; herring, \$1,998,950; sardines, \$509,021; pike, \$202,913; pickerel, \$577,283; mackerel, \$1,644,319; sturgeon, \$199,286; lobsters, \$3,625,382; oysters, \$178,785; clams, \$175,026; coarse and mixed, \$609,958; bait, 448,182; other fish, \$1,211,407. Total fish, \$23,101,878.

To this total Nova Scotia contributed \$7,841,602, British Columbia \$4,748,365, New Brunswick \$4,186,800, Quebec, \$2,211,792, Ontario \$1,535,144, Manitoba and Northwest Territories \$1,478,665, Prince Edward Island \$1,099,510; an increase over last year in every province except British Columbia, where the fluctuation of the salmon industry caused a shortage of over half a million dollars as compared with the previous season's yield. The most important increase is noticed in Nova Scotia, nearly half a million dollars, which is mostly ascribed to large takes of mackerel. New Brunswick also shows an increased yield of over a quarter of a million dollars. The inland waters of the Western Territories and Manitoba show no sign of depletion, no less than 11,293,000 lbs. of whitefish being reported from the large lakes of the West. Salmon, which held the first

place on the commercial list for the whole Dominion in 1902, has fallen to third rank, being slightly superseded by cod and lobsters. While the shortage in the salmon pack of British Columbia has caused a deficit of over \$800,000, the lobster industry of the east, both preserved and shipping alive, shows a surplus value of nearly half a million dollars over the preceding yield. The most important fluctuation is in mackerel, which more than doubled the yield of the previous year. There is in addition an increase of over a quarter of a million in herring, not including the \$100,000 surplus in the sardine industry.

The lobster canning plants of Canada in 1903 were valued at \$1,378,197, comprising all the equipment of the 714 canneries dispersed on the seacoast of the Maritime Provinces. Nova Scotia had 242 such canning establishments, New Brunswick 199, Prince Edward Island 190, and Quebec only 83. Over 14,000 persons found employment in this lobster-packing industry which placed on the market over ten millions and a half 1-lb. cans besides a larger quantity of this crustacean disposed of alive or in a fresh state, both aggregating the handsome value of \$3,625,000. The salmon industry of British Columbia during 1903 consisted of seventy-five canneries valued at \$1,312,500, gave employment to over 17,000 persons, and placed on the market nearly 23,000,000 cans of salmon, exclusive of the 10,000,000 lbs., otherwise disposed of fresh, salted or smoked. The whole catch of this valuable fish aggregated nearly \$3,000,000.

## Export and Import Trade.

The commercial history of the Canadian fisheries has been one of steady development. During the last fifteen years the value of fish exported to foreign countries has increased over \$2,000,000, aggregating for the fiscal year, ending June 30, 1904, \$10,275,603. Canada's largest export markets are undoubtedly Great Britain and the United States, although Canadian exporters have for years had a practical monopoly of the West Indies and British Guiana. Among other countries in which Canadian fish products are well and favorably known are Brazil, Germany, Hayti, Italy, Portugal, U.S. of Colombia, St. Pierre, Australasia, France and Norway and Sweden. The newest market is

Japan, where owing to the present war there has been a very large market for canned salmon. The cheaper kinds of salmon have been forwarded from points on the Pacific coast to Japan in enormous quantities, during the past two years, and although this abnormal demand can hardly be expected to keep up, yet there can be little doubt but that Canada may work up a profitable permanent fish trade with Japan if our exporters will only take pains to study the requirements of the Japanese market.

Canada's yearly importations of fish show an increase of \$471,584 in the last five years, reaching in 1904 the total of \$1,433,562. During the last five years the increase has been comparatively small, going to show that the home consumptive demand is being supplied more and more by the domestic fisheries.

One of the outstanding features of the fisheries of the Dominion within the last decade has been the experiment of fishing and packing herring according to Scottish methods, successfully tried in 1904. The result has been to prove that the schools of herring in our Atlantic waters, if properly handled, cleaned, cured and barrelled, are equal, if not superior, to the Norwegian, Scotch and Dutch herring which have such high repute in the markets of the world. Within the past few months shipments of considerable size have been made to New York as well as to European markets, and are reported to be of the very finest quality, much superior to the

## Pickled Herring.

hitherto put up and shipped by Canadian herring curers. There is practically an unlimited demand for pickled herring of the standard of the best European cured fish. The United States cannot obtain more than a fraction of these herring which are required, while Russia, Germany, and many European countries, not to mention the colonies, Australia, New Zealand, the Straits Settlements, etc., besides our own increasing Canadian needs, all afford a field for the development of a most desirable and remunerative trade. From Stettin, Dantzic, Konigsberg, and other continental centres, inquiries have already come, and if, in the ensuing season, a more extended experiment can be carried out with anything like adequate success, our fishing population will have a stimulus to equal or rival the Scottish

curers, which has hitherto been apparently wanting.

**Cold Storage Scheme.**

Up to the end of 1904 the total number of fishermen's bait freezers carried on under the Government cold storage scheme was twenty-nine with two new

the Hebrides, etc., where they find a ready market. Recently, three or four enterprising lobster packers in Nova Scotia and Prince Edward Island have successfully put up canned dog-fish, which in that preserved form are pronounced "superior to salmon."

where it is almost indispensable for softening jute and in tanning. The meat and bone when ground up make a very fine fertilizer, and finds a ready market. The plant will be owned by Captain S. Balcom, who has his headquarters and residence in Victoria. He will employ one steamer to take the whales, the Norwegian boat Orion. No long cruises will be necessary, as one can stand on the wharf at the factory in Sechart Channel and see the whales spouting at almost any time of the year. Every cruise of the boat lasts until four whales have been killed. Two of these are towed alongside, two behind, and the trip is made back to the factory, where the whale is put through a process that leaves little of him except the spout.

FISH EXPORTS.					
Article.	1900.	1901.	1902.	1903.	1904.
Fresh cod, haddock, ling and pollock...	\$ 2,151	\$ 8,357	\$ 16,238	\$ 13,568	\$ 12,723
Cod, haddock, ling and pollock, salted, smoked or pickled.....	3,041,506	2,784,144	3,211,144	3,372,329	2,776,264
Tongues and sounds.....	14,447	16,732	12,339	20,181	11,900
Halibut, fresh.....	42,796	34,099	55,580	7,609	72,325
" pickled, etc.....			22	26,765	4,806
Herring, fresh.....	52,980	106,579	149,881	102,331	142,940
" pickled, canned, etc.....	295,280	312,181	379,375	343,292	378,890
Mackerel, fresh.....	26,950	18,134	66,438	22,802	61,981
" canned and pickled.....	157,169	283,397	358,235	235,983	377,312
Sea fish, other, fresh.....	10,331	852	32	2,163	214
" pickled and preserved.....	73,235	58,515	36,440	21,001	32,312
Oysters, in shell and canned.....	2,024	4,376	4,118	3,502	1,924
Lobsters, fresh.....	305,493	301,447	365,194	398,267	384,544
" canned.....	2,372,859	2,283,930	2,149,395	2,591,585	2,519,875
Bait fish.....	2,231	19,461	26,646	33,463	32,007
Salmon, fresh.....	142,238	141,628	196,896	161,711	182,071
" smoked.....	46	41,327	511	565	116
" canned.....	2,885,890	2,889,482	5,012,738	2,589,838	1,772,216
" pickled.....	81,994	78,661	187,556	318,233	78,058
" or lake trout.....	32,207	43,222	41,585	63,198	70,208
All other fresh fish.....	1,066,500	1,213,643	1,263,011	1,139,334	1,268,149
" pickled fish.....	11,909	15,641	8,294	9,080	20,328
" articles, the produce of fisheries	16,371	24,941	25,474	24,639	74,350
Total fish.....	\$10,636,517	\$10,680,739	\$13,567,142	\$11,415,626	\$10,275,603

ones actually under construction and proposals for three or four more under consideration. It is not to be expected that the full advantages offered by local bait freezers will be seen until the scheme has been in operation for years, but already in many localities the fishing population regard the facilities afforded for the storage of bait in the Government aided cold storage establishments as of vital importance. The needs of the great deep sea fishing fleets cannot be adequately met by these small freezers. Hence the building of a freezer of large capacity at Canso, N.S., one of the principal centres resorted to by the "bankers" and vessels of the great fishing fleets. This large freezer was ready for occupation early in 1905, and if it realizes anticipations, it will probably be the precursor of a series of large bait cold storage institutions at important centres in the Maritime Provinces.

**Dog-Fish Reduction Works.**

Another feature of the Maritime fisheries during 1904 was the erection of large reduction works at Canso, N.S., where valuable products can be manufactured from fish waste and dog-fish, which at the present time are considered a detriment to the cod and other fisheries on the Atlantic coast. Two other plants have been obtained by the Government, and reduction works will be erected this year at points north of Canso and in Western Nova Scotia. The use of dog-fish as food has long been recognized in Norway, the Channel Islands,

**A NEW WHALING ENTERPRISE.**

THERE is in course of construction on Sechart Channel, Barclay Sound, Vancouver Island, a factory which, when completed, will be the only one of its kind in operation in America. The plant will be used for making commercial products from the carcasses of whales which are to be caught in the sound near by. Every por-

**INQUIRIES FROM JAPAN.**

INQUIRIES have been received by the Canadian Commercial Agent in Yokohama, Japan, from Japanese merchants desirous of importing dried fish manure. Judging from the great quantity of fertilizer which Japan requires for agricultural purposes, Canadian manufacturers of fish-manure may find a lucrative trade in the export of that article. Apart from a large amount of fish-manure, principally the product of the sardine and herring fisheries, that is made in Japan, she is importing a large quantity of the various fertilizers from foreign countries. And as the demand is steadily

FISH IMPORTS.					
Article.	1900.	1901.	1902.	1903.	1904.
Cod, haddock, ling, and pollock, dry, salted or smoked.....	\$ 272,120	\$ 95,087	\$ 265,099	\$ 367,611	\$ 432,027
Cod, haddock, ling and pollock, fresh.....	34,519	34,312	26,735	26,683	37,760
Herrings, pickled or salted.....	119,918	107,881	146,962	157,224	141,653
" fresh.....	15,061	28,121	29,190	44,135	22,533
Oysters, shelled, in bulk.....	178,732	183,686	197,701	251,427	289,677
" fresh in shell.....	72,393	12,672	11,024	10,421	15,697
" canned.....	15,690	16,608	17,483	17,090	12,310
" n.e.s.....	47,319	29,423	29,688	36,388	51,204
Halibut, salted or fresh.....	13,747	16,810	19,803	36,886	37,345
Mackerel.....	3,217	1,884	2,170	2,074	1,978
Sea fish, other.....	13,226	12,910	8,714	7,163	10,457
Lobsters, fresh and canned.....	90,102	87,275	59,610	58,949	49,697
Salmon, fresh, canned, etc.....	136,631	85,730	140,995	89,385	55,351
Anchovies and sardines.....	73,246	84,442	96,665	85,285	104,600
Other fish products.....	39,512	95,983	102,685	112,144	171,273
Total fish.....	\$1,125,433	\$892,830	\$1,154,524	\$1,299,865	\$1,433,562

tion of the whale will be utilized. First the oil will be taken from the big fish; then fertilizer will be made from the meat and the coarser bone substances, and finally the best part of the bone will be shipped to England as whalebone, where it brings £2,757 sterling per ton, or nearly \$14,000. The oil, too, is a very valuable product, being used very extensively in various manufactures,

increasing with the improvement in agriculture and the increase of cultivated land, it is advisable that Canadians should direct their attention to this trade. All fertilizers are free from the import duty. Intending exporters are referred to the following Japanese firms: Nosawa & Co., 24 Water street Yokohama; M. Furuva & Co., 5 Motohamacho Itchome, Yokohama.

# "MEPHISTO," "PURITY" AND PRIVATE BRANDS

Nova Scotia and New Brunswick Canned Lobster. Packed for the critical consumer. All sized packages :

1 2-lb. Flats,  
1-lb. Flats,

Picnic Flats,  
Picnic Talls,

1 2-lb. Talls,  
1-lb. Talls.

Brokers everywhere. Special attention given to private brands for large wholesale grocers. Quality unexcelled and guaranteed. You run no risk in buying from us. We protect you against quality, leaks and swells. No order too small, none too large for us to handle.

## FRED MAGEE, Port Elgin, N.B., Can.

### The British Columbia Packers' Association Vancouver, B.C.

Packers and Exporters of

# CANNED SALMON


Fresh, Frozen and Salted Salmon, and other Pacific Coast Fish

SOLE PROPRIETORS of the following well-known brands:

"Maple Leaf"

"Cutlet"

"Nimpkish"

 Red Poppy"

"Lion"

"Our Best"

"Rex"

"Eagle"

"Cascade"

"Flagship"

"B-C-P"

"Pine Tree"

"Unicorn"

and many others

"Imperial"

"Lowe Inlet"

"Griffin"

"Golden Net"

#### BROKERS

##### Canadian

ROBERT HENRY, Windsor, Ont.  
ROSE & LAFLAMME, Montreal.  
SCOTT, BATHGATE & CO., Winnipeg.

##### British West Indies

T. GEDDES GRANT, Pt. of Spain, Trinidad.

##### Australian

J. T. BROWN, Sydney.  
BROWN & DUREAU, Melbourne.  
" " Fremantle.

##### New Zealand

GOLLIN & CO., Proph'y, Ltd., Wellington

# Window and Interior Displays

Timely Hints  
and Suggestions

## THIS WEEK'S ILLUSTRATION.

READERS of The Grocer will be glad to learn that the trade throughout Canada and the British Empire are showing increasing interest in the department of window display and interior decoration, which has long been a regular feature of the MacLean trade newspapers. Only a few weeks ago C. H. Thrupp & Co., provision and general merchants, of Johannesburg, South Africa, favored The Grocer with a photograph of their store front, which is easily one of the finest in the far-off republic.

It is evidently a holiday display, and is characteristically British in appear-

ance retailer for the reason that the utmost care has to be taken in filling a window not to overdo it, and thus spoil what might otherwise have a good impression on the passer-by.

The illustration shows what may be accomplished for a grocery interior in the way of elegant appointments. The striking features are the polished hardwood counters with glass facing and rich display shelves. It goes without saying that the most exacting of housewives will heave a sigh of satisfaction directly she steps inside such a spacious and luxurious store. Nothing remains for her to do but to swear allegiance to its proprietor in less time than it takes

together on the shelves, under the counters, or in the storerooms at the rear of the store. Owing to the keenness of competition, it became imperative that the grocer should look about him for ways and means of holding old customers and attracting new ones. In other words, besides stocking "good goods" he had to go his fellow tradesman one better in making his store a place of beauty.

Then followed the silent salesman, than which, perhaps, nothing has done more to make a store interior and display of grocery staples attractive. In the accompanying illustration it is hardly necessary to more than refer to



Holiday Window Display by C. H. Thrupp & Co., Provision Merchants, Johannesburg, South Africa.

ance. One misses the less conventional, if more artistic, style of window dressing in vogue in Canada and the United States. At the same time he cannot help being agreeably impressed by the massed effect of toys, bonbons, etc. In this instance the holiday idea has been worked out very successfully, and one can readily understand how effective it might prove in bringing about the desired end, namely, a free and ready exchange of children's pin money.

The English method of window dressing cannot be recommended to the aver-

age retailer for the reason that she must bring along her "set," that they too may have the opportunity of patronizing the "finest grocery in town."

In larger towns and cities of Canada there has been a veritable transformation in the better class of grocery store during the last fifteen years. The time was when appearances counted for nothing, and the sole ambition of the grocer was to turn over his stock into second hands with the least possible delay. Canned goods, cereals, tobacco, tea, fish and provisions were literally thrown to-

gether on the shelves, under the counters, or in the storerooms at the rear of the store.

the effectiveness of the confectionery display. The primitive boxes and barrels which formerly served as receptacles for granulated sugar, flour, etc., and were a constant source of annoyance on account of their awkwardness and monumental ugliness, have given place to labelled bins of assorted sizes that fit into the wall so neatly as to seem an indispensable part of the interior fittings. Even the bright vari-colored canister and caddy, formerly with their touch of oriental color, are slowly disappearing.



THE  
**P**INNACLE of  
 PERFECTION

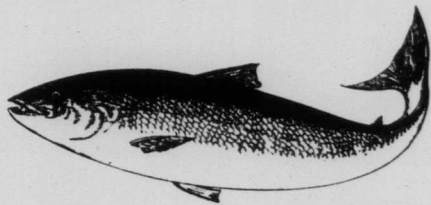
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# KING OSCAR SARDINES

The most delicate sardines  
 packed and in the purest  
 olive oil. Keep them to the  
 front. They pay you.

JOHN W. BICKLE & GREENING, Hamilton, Ont.  
 Canadian Agents

## SOCKEYE SALMON



**"Sovereign" and "Lynx"**  
 Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

STOCK UP WITH THE OLD RELIABLE



# "Horse Shoe" SALMON

DEMAND WILL SOON BE ON.

In Cheaper Grades

SPRINGS—"Columbia" Brand.

COHOES—"Tiger" Brand.

PINKS—"Jacques Cartier" Brand.

**J. H. Todd & Sons**  
 Packers

Whose name is guarantee of quality.



Instead of pine shelves, on which tins, glass jars and pasteboard packages were heaped indiscriminately, we have handsome polished hardwood shelves divided off into compartments, and tastefully arranged with package goods.

From the cash drawer, with its proverbial gong, has evolved that convenient time-saving contrivance, the cash register, and hardly second in interest is the new-fangled computing scale, which has become an ornament of which any grocer may well be proud, when he compares it with the grimy little pair of scales which he used thirty years ago.

It will not be imagined for a moment that every grocer is in a position to install elaborate polished counters, silent salesmen, pillared shelves, and all

merchant. For instance, there are windows which in Summer seem to be devoted exclusively to fly-paper demonstrations, and in Winter to the exhibition of theatrical posters. Some merchants use their windows for storing surplus stock, and there are a few who dare to obscure their store fronts by piles of boxes and barrels on the outside.

It goes without saying that no amount of newspaper advertising can overcome the repellent influence of such store fronts.

Whether or not a store window is an effective selling agent depends upon the display made in it. Some windows don't cost one-tenth as much as others and yet are a thousand times more effective.

What constitutes the difference? Is it

One of the commonest errors in window dressing is overdoing it. Too many different kinds of goods in the display overwhelm the onlooker. Too much decoration distracts him. No one can well listen attentively to two persons talking, still less to a crowd.

The success of a window display, that is, its business-pulling success, depends entirely upon the amount and quality of the suggestion. If a display can be fixed up that will tell at a glance the right kind of a story, the merchant will have a window that will put dollars into the money drawer.

#### THE LATEST HELPER.

IN one of the biggest stores in Ottawa the representative of The Canadian Grocer recently saw the Stewart tea packer at work. This tea packer is the recent invention of an Ottawa man, and so far that city has had a monopoly of it; but arrangements have been made to bring it to the attention of the trade generally. The thoroughly practical character of the machine strikes the observer as soon as he sees it at work. Simple, inexpensive, light, and operated even by inexperienced hands, it is adapted for use in any store where anybody from the proprietor to the message boy has any spare time.

No matter how great a dealer's trade may be in the standard package brands, there is always room for extension of his business by putting up a tea suited to his own customers and with his own label. With the Stewart tea packer this can be done by any person in the trade and at less cost than that due to the waste of tea when sold by the counter weigh scale method. Subscribers of The Grocer may be supplied with full particulars on application to W. G. Stewart, 273-275 Banks street, Ottawa.



Store Interior, R. H. Stewart, Grocer, corner Sherbourne and Howard Streets, Toronto.

the rest of it in his store. At the same time it is something towards which every one in the trade should aspire in an age when appearances count for much.

#### PROPER USE OF STORE WINDOWS.

ONE writer has said that advertising is the work by which we recognize the progressive business man; not merely the cold type advertisement, but the advertisement of a store filled with merchandise well selected, well bought and well displayed. As a matter of fact the printed ad. wins only so far as it brings customers to the door. There they may halt and turn away, if the appearance of the store window is not inviting.

A window either repels or attracts. Which it does rests entirely with the

novelty? Attractiveness of design? Uniqueness of arrangement? Is it the merchandise? Is it the appeal to curiosity? It is any or all of these—and yet it is none of them.

The selling power of the window depends upon what it suggests to the onlooker. It must tell a story that will take the mind of the observer across the threshold. It must create a desire that the inside of the store alone can gratify. It should be a magnet that halts the passerby and ultimately pulls him to the counter.


Through the force of suggestion it must appeal to the gazer's imagination, reason or emotion. It must recall an old want or inspire a new one; and it must leave the impression that the want can best be satisfied just behind the window.

#### PAPER HOUSE EXPANDS.

A FORCIBLE illustration of a prosperous business and a constantly increasing clientele is furnished by the recent addition to the plant of the Quebec Paper Bag Co., Quebec, of two storeys 35x70. This is the second recent expansion, two flats, 20x40, having been added last Winter.

Established by Arthur Bolduc twelve years ago, this factory, from one of small dimensions and limited output, mostly paper bags, has grown into a concern manufacturing everything a general storekeeper needs in the way of paper, bags and accessories. Four years ago Chas. D. Darveau became a partner, and his progressive business methods have been instrumental in pushing this firm to the front. Two years ago a finely-equipped and orderly-arranged printing plant was installed.

HAS NO EQUAL



RETURNED MAY 29 1905

Factory: Ingersoll, Ont.

Montreal Office: 396 St. Paul St.


New York Office: 108 Hudson St.

RETURNED MAY 29 1905

ORIGINATORS OF CONDENSED MILK

## BORDEN'S CONDENSED MILK Co.

Established 1857



PREPARED IN CANADA

FOR SALE EVERYWHERE

ABSOLUTELY PURE



RETURNED MAY 29 1905

SELLING REPRESENTATIVES:

**WILLIAM H. DUNN, MONTREAL.**

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S.

SCOTT, BATHGATE & CO. Winnipeg, Man.

W. S. CLAWSON & CO. St. John, N.B.

SHALLCROSS, MACAULAY & CO. Victoria and Vancouver, B.C.

### On the Breakfast Table



in coffee, tea, chocolate, and in many delicious beverages, richness is added by the use of

## BORDEN'S EAGLE BRAND CONDENSED MILK

For nearly fifty years the Eagle brand has stood the test, has given perfect satisfaction to the American people and has had an enormous Export Trade.

It is the Best, it goes the farthest and is economical.

Selling Representative, WM. H. DUNN, Montreal, Que.

# William H. Dunn

Manufacturer of

Strawberry,  
Raspberry,  
Pineapple,  
Red Cherry,  
Wild Cherry,  
Blackberry,  
Orange,  
Blood Orange,  
Grape,  
Lemon,  
Etc.

## "Purity" Brand

### Fruit Juices and Fountain Syrups

Chocolate,  
Vanilla,  
Ginger,  
Ginger Ale,  
Claret,  
Nectar,  
Sherbet,  
Root Beer,  
Coffee,  
Sarsaparilla,  
Etc.

"Purity" Fruit Juices are prepared from strictly fresh crushed fruits and best granulated sugar.  
"Purity" Fountain Syrups have that delicious natural flavor.

WHOLESALE DISTRIBUTOR FOR  
BURGOYNE, BURBIDGES & CO., LONDON, ENG.

## WILLIAM H. DUNN, 396 St. Paul St. Montreal

**They have to sell,** and if you find yourself "stuck" with them, send them back.

**Money Back**

is Payne's way. If at the end of 3 months you have any of our cigars unsold, and want your money back, say so, and you get it.

**Payne's Cigars**

**PEBBLE—5 CENTER**

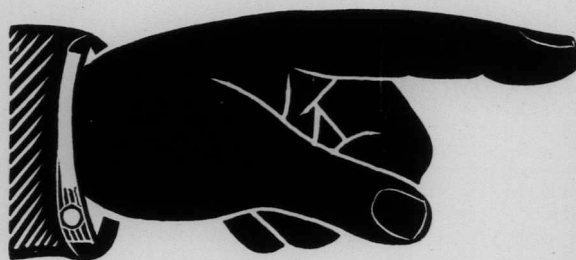
**PHARAOH—10 CENTER**

**No Wonder**

we are adding account after account on such terms.

Send your order to us by mail for 1,000 assorted as you direct.

**J. Bruce Payne**  
Limited  
Granby, Que.



**T & B**  
**10-cent size**

**O**CCASIONALLY one comes across a grocer who doesn't sell **T & B** tobacco. He is new in the business, perhaps, or it may be that he is indifferent,—thinks that any tobacco will do, and, "anyway, there's no money in smoking tobacco."

A mistake! **T & B** above all others is the tobacco to sell, and the most profitable.

THE GEO. E. TUCKETT & SON CO., Limited,  
HAMILTON.

## THE CULTURE OF TOBACCO IN CUBA

JUST how the world-famous "Havana leaf" is produced is a matter of curiosity, if not of live interest, to every member of the grocery and tobacco trades of Canada who has not the opportunity of paying a personal visit to the country of growth. A representative of The Grocer recently had the pleasure of an interview with Mr. J. M. Fortier, the well-known tobacco manufacturer of Montreal, who is a regular visitor to Cuba, and is reproducing some of the facts for the information of its readers.

The tobacco plantations of Cuba are located for the most part in the Province of Pinar del Rio. Very little of the product of the fertile valley of Vuelta Abajo ever sees Canada, for the simple reason that it is principally used in the manufacture of clear Havana goods of the highest grade. Near this territory are the Partidos, Santa Clara, and Monigua Poguea districts, where the bulk of the ten thousand bales are grown that are exported to the Dominion of Canada every year.

### A Branch of Farming.

Tobacco growing is really a branch of farming in Cuba and Cuban tobacco farmers remind one very much of wealthy Canadian growers of agricultural products. The industry in Cuba may be said to rank in a position similar to that of the British navy in the eyes of the world,—it is in the lead by about two centuries of development. Canadian growers have still much to learn from the Cuban planter in the matter of cultivation. Even in that tropical country, where cold weather is a thing unknown, hundreds and hundreds of acres are regularly covered with cheese cloth to protect the treasured weed from rain and wind storms. The average farmer cultivates about eighty or ninety acres in one place. The soil is ideal for the cultivation of the seed, it being brick-red in color and a rich oily loam replete with nourishment brought about by many years of fertilization. Most of the planters are Spanish, and it may be said that this nationality has practically a monopoly of tobacco growing in the Island. They understand the secret of successful tobacco culture as none of the other planters do. It is as Mr. Fortier says: "One farmer will make more out of his land than another because he understands his business better than his neighbor, and the culture of tobacco is

just like anything else. Experience teaches many tricks and secrets." Planters like Luis Markes and Adolphe

plant and naturally enough are favored by buyers the world over.

### The Season of Growth.

The seed is planted early in the Fall, about September, and so rapidly do the plants mature that they are ready for cutting by the middle of December or January at the latest. Every month the leaves are cut according to the growth. The Cubans are a very superstitious people. For instance, they are governed by the different stages of the moon in picking the leaf. If cut during the waning of the moon they think the leaf will not be of as high a quality as if it is cut when the moon is young. They also have an idea that fish caught after the moon is full will not be good, and lumber cut during a similar period will not be durable or satisfactory.

The planters tend the growing crops with scrupulous care and watch the different grades as jealously as a parent watches a child. The harvesting of tobacco extends over a period of many months, in fact, until the crop is exhausted. Some thrifty planters, however, manage to get two crops a year off the same ground.

### Curing Process.

The process of curing is very complicated and important. The leaves are much like the Canadian leaves in shape and color, but the unfailing fragrance of



Street Scene in Havana—The figure in the centre of the group is that of Mr. J. M. Fortier of Montreal

Muller & Co. are experts; they know every stage in the growth of the tobacco

**All First-Class Grocers**

**Handle**

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**

Cuban tobacco is due entirely to the richness of the soil and the extreme care taken in cultivation. The leaves are selected and graded and then hung. Some are dried slowly and others are moistened advisedly, but no one except the Spaniards who are trained at the business know just how the curing proper is accomplished. Tobacco is a peculiar plant in this way, that if it happens to be placed near onions, for instance, it

will absorb the aroma. Much Canadian tobacco is stored in the midst of other plants and its flavor marred by the assimilation of foreign odors.



Sorting Tobacco in Cuba.

Raw leaf is packed in bales containing about eighty karats. A karat in tobacco parlance means all the way from a half pound to a pound and a half. There are from thirty to fifty leaves in a hand of tobacco and four hands make what is called a karat. When it is re-

to two thousand pounds of tobacco. The leaf sells at ten cents per pound, and the average return from a tobacco plantation is two hundred dollars per acre. What other kind of produce will bring such a revenue?

The Cubans have an enormous cigar trade. Their warranty stamp system guarantees every box of cigars made in Cuba, and if a smoker wishes to be sure of a Cuban cigar he must ask to see the

tions. The amount of exports of the class of goods specified in the tables for 1904 is practically double what it was in 1903. In 1903 the total exports of tobacco, raw and manufactured, amounted to \$326,782 in value. In 1904 this amount grew to \$644,605. No other industry in Canada can show such a phenomenal growth as this.

In smokers' accessories, such as pipes, pipe mounts, cigar and cigarette holders, smokers' sets and tobacco pouches, the imports have more than doubled in five years. The business in these lines totaled \$144,747 in 1904. These form an important part of a tobacconist's stock and should grow even more rapidly during the coming years. Altogether the tobacco trade is in a particularly healthy condition.

warranty stamp on the box, which is official and reads "made in Cuba."

CANADIAN TOBACCO TRADE.

CONTINUED expansion has been the feature of the tobacco business of Canada during the last five years. Each year has shown an increase over the preceding twelve months in the volume of trade turned over. It will be

IMPORTS OF TOBACCO.

	1900	1901	1902	1903	1904
Cigarettes.....	\$ 23,202	\$ 25,443	\$ 41,195	\$ 50,167	\$ 55,068
Cigars.....	263,540	313,576	272,348	309,204	340,456
Tobacco, cut.....	73,702	87,407	107,152	131,563	146,943
Snuff.....	3,395	2,406	3,632	3,677	4,903
All other manufactures of tobacco.....	60,195	41,120	46,118	41,180	70,022
Tobacco, unmanufactured for excise purposes.....	1,731,366	1,555,351	2,020,099	2,503,517	2,880,792
Foreign raw leaf.....	1,970	146,617	32	1,780	6,591
Tobacco, samples unstemmed.....	354				
	\$2,157,824	\$2,172,420	\$2,490,476	\$3,041,028	\$3,504,775

membered that only about ten thousand of these bales are shipped to Canada every year it is easy to see that the Cuban tobacco trade is not enormous.

In Canada it is claimed that the tobacco growing industry is merely in its infancy. That it is a most profitable way of using land may be illustrated by the fact that on one acre of land in Cuba may be grown from fifteen hundred

noticed that last year every class of tobacco and manufacture of tobacco was greater in value than it was in 1903. An increase in imports of nearly half a million dollars in value shows a great buoyancy and prosperity in the business.

This, however, is merely looking at it from the standpoint of the imports. As a matter of fact, native-grown tobacco is each year assuming greater propor-

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all Leading Wholesale Houses.

**CLAY PIPES**

THE BEST MADE ARE

**McDOUGALL'S**

Insist upon this make.

**D. McDOUGALL & CO., Glasgow, Scotland.**

## Plain Profitable Talks—No. II.

Let us co-operate in making a paying cigar department. You need many things but our show case proposition will start you right.

A post card brings you all information. We have cigars at all prices, but we invariably recommend

**ROYAL SPORT for a 10-center**  
**HOGEN-MOGEN for a 5-center**

Yours for success,

**The Sherbrooke Cigar Co.**  
**SHERBROOKE, P. Q.**

## A Trade Bringer--King Buffalo Cigar

Men want the very best cigar they can get—always. In a 5-center, give them our **King Buffalo**. They'll like it, get it again, tell others about it—and it's \$1.50 a hundred for you again and again. We give you ample advertising matter. \$35.00 per M. Express paid on sample hundred if cash accompanies order; also on all time orders of  $\frac{1}{2}$  M. or over.

Smokers—Return pockets and get set of fine art pictures.

**Canada Cigar Co., Makers, London, Ont.**

## SEALED

The success of our Tobaccos is sealed because our reputation for thoroughness and straightforwardness has been won by setting a standard of attainment and by continually hovering about that standard. In the manufacture of Tobaccos we use only the most sterling stock, which, inspected and re-inspected by experts, reaches your hand—**Perfect**. You will have no difficulty in disposing of your stock if you always mention **McALPIN**. Smoking Tobaccos: **Tonka, Solid Comfort, Pinchin's Hand Made**; Chewing Tobaccos: **British Navy, King's Navy, Beaver, Apricot**.

**McALPIN CONSUMERS' TOBACCO CO., LIMITED**  
**TORONTO, ONT.**

We sell good goods cheap

We sell good goods cheap

# THREE GOOD THINGS

RETURNED

MAY 29 1905

Go down

at Book 35

Page 54



**DAZZLER ASSORTMENT**

New cut style pattern, all fine, large articles. Any piece retails for 10c. each.



**TRIANGLE ASSORTMENT**

Novelties in hand-painted decorated ware in opal, emerald and crystal etched. Large pieces retail 25c. each.



**NORTH STAR ASSORTMENT**

Undoubtedly the best imitation of rich cut glass ever marketed. Pieces retail 25c. each.

RETURNED  
MAY 29 1905

We illustrate and list all these assortments. Write for particulars, for reference, if you don't want to buy just now.

## GOWANS, Crockery and Glass China and Lamps

MANUFACTURERS OF LAMPS and

RICH CUT GLASS

# KENT

Fruit Jars

Chimneys

DECORATORS OF

Earthenware and Opal

# & CO. TORONTO AND WINNIPEG

RETURNED

MAY 29 1905



### KOPP LAMPS

BEAUTIFUL SILK COLORS, WONDERFUL CARDINAL, AZURE, GREEN AND OTHER COLORS, SOFTENED BY ETCHING AND WITH SILKEN SHEEN OF FINISH.

Send for illustrated lists of different styles, ranging in price from one to ten dollars each.

### BELGIAN LAMPS

THE KING OF LAMPS. FIRST FOUR MONTHS PAYS FOR ITSELF. SECOND FOUR MONTHS PAYS A DIVIDEND.

Send for Booklet telling WHY. This Lamp is made in all Sizes, Styles and Finishes.

RETURNED

MAY 29 1905



## GOWANS, KENT & CO.

## A CANADIAN POTTERY

READERS of The Grocer, and particularly members of the trade who make a specialty of their china and crockery departments, will be interested in knowing that the Province of Ontario possesses one of the largest and most up-to-date potteries on the American continent. In fact R. Campbell's Sons' Rockingham or brown storeware as manufactured in Hamilton has long since won a continental and even world-wide reputation, and it is no unusual thing to hear buyers to-day asking the question whether some new-fangled line of pottery is "as good as Campbells."

This industry dates from 1852, when Mr. Robert Campbell, the father of the present proprietors, began the manufacture of earthen crocks and flower pots. The business soon grew to considerable proportions and the firm gradually enlarged their sphere of operations to include the making of Rockingham and white-lined ware, fire-bricks, etc. Mr. Robert Campbell died in 1898 and the business was taken over by his three sons, John D., Robert Wesley and Colin C. Since then the two former have died, leaving Colin C. sole proprietor, who is continuing the business under the style of R. Campbell's Sons. In conversation with The Grocer representative, Mr. Campbell stated that he had been actively engaged in the manufacture of pottery for upwards of twenty-eight years. "I have worked at every branch of the trade," said he, "and for years took my place at the bench as an ordinary workman, receiving the same wages. My father's idea was that his sons should know the pottery business thoroughly and that the best and only way of realizing this end was to start them at the bottom and let them work their own way up. Like a number of other successful Canadian business men, he came to Canada with the proverbial shilling, and by sheer perseverance and ingenuity laid the foundations for the business as it exists to-day. For years all the work was done by hand, and we employed no help outside the family. At the present time we have forty-five workmen employed twelve months in the year; we make regular shipments of our goods to points as far west as Vancouver. Right here it may interest you to know that Canadian Rockingham ware has practically a monopoly of the Canadian market. The only thing that keeps us from exporting our Rockingham and

white-lined ware to the United States is a prohibitive import duty of sixty per cent. We could compete with the American trade if this were cut down to thirty per cent. for the simple reason that our goods are acknowledged by the wholesale as well as the retail trade the country over to be in the very front rank in quality, which in the long run is what counts most. For instance, Timothy Eaton has carried our yellow-stone ware for over forty years."

### Where the Clay Comes From.

The process of manufacture from the time the clay reaches the pottery until the final glaze is applied and the finish-

was prompted by curiosity to ask for the "potter's wheel," but to his great astonishment was informed that this was a relic of the past. Machinery and electric power, simply guided by the hand of man, have entirely changed the old order of things. The clay is filled into plaster-paris casts or moulds of the desired shape and the whole placed on a revolving jigger or jolly which can be so adjusted that it hollows and pares the clay to the exact shape and size required.

### The Process of Moulding.

This process can be easily followed with the aid of the accompanying illus-



Forming Jelly Moulds. This cannot be done by machinery.

ed bowl, teapot or cuspidor ready for packing, is as interesting as it is unique. The raw material comes from New Jersey, Pennsylvania and Ohio, and is of two sorts, broadly speaking, brown and white. No variety of clay is good by itself; in fact, there is a mixture of four different clays from three different states in the ordinary brown stone teapot. This clay is first washed, plunged and run through a silk sieve, after which it passes into the hands of the moulders, and the interesting work begins.

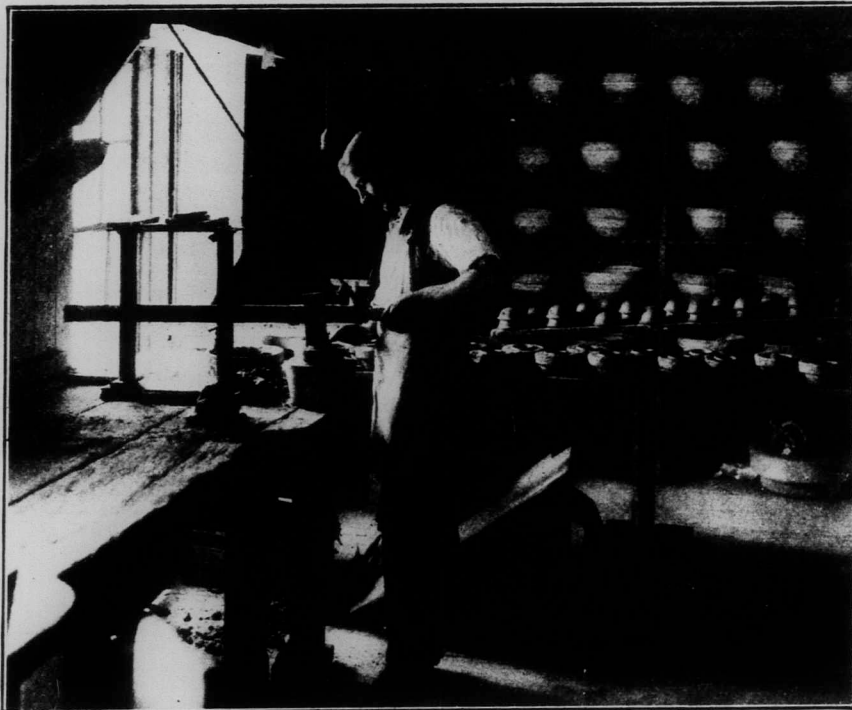
The writer in going the rounds of the Hamilton pottery with Mr. Campbell

trations. Separate moulds are used for the cover and body of a bowl, and one each for the spout, handle and body of a teapot. The different parts of a teapot are later cemented together with water. Bowl and teapot lids are turned on a kind of lathe in order to get the exact size and curvature of the knob or handle. For the benefit of those of our readers who have never visited a pottery we may mention that a teapot passes through no less than fifteen hands before it is complete. The preliminary process of manufacturing a bowl is reminiscent of that wonderful art of which men



know so little, we refer to pie-making. The workman kneads his clay, flattens it with a huge pestle to the desired size

manufacture of this kind of pottery, and the clay will not stand a second thorough firing.



Making Tea-pot Covers on a small Jigger.

and then presses it into a mould, cutting off the rough edges with a sharp knife in genuine culinary fashion.

After the moulds have been left long enough to dry, plaster-paris casts are removed, and the half-finished article sponged and scraped to remove rough edges. The color of the clay at this stage is light grey. It is now ready for firing after being packed in fire-clay boxes.

#### Firing in the Kilns.

This process occupies twenty-four hours, the clay being subjected to a constant temperature of 3,300 degrees. It is difficult to realize what this high degree of heat means until you are told that an average eight furnace kiln consumes no less than twelve tons of hard coal in twenty-four hours. Every compartment in a kiln has a separate furnace from which the heat is transmitted through the medium of air flues. No one needs to be told how that the opening to each compartment is walled up after the clay-boxes or saggars are placed and before the fires are lighted. It is a notable fact that the clay is subject to considerable shrinkage from firing and drying, which makes it more or less of a problem to get the right shapes and sizes. The percentage of spoilage from the time the clay is put in the kiln is about five per cent. This represents straight loss as seconds cannot be utilized to advantage in the

#### Glazing.

After the first burning follows the glazing process. This is nothing more

biscuit state. The mottled effect seen in some ware is produced by the use of two colors of glaze. After glazing the biscuit is fired a second time and comes out of the kiln ready for cleaning and assorting. In Rockingham, yellow and mottled stones are one cannot help noticing three little marks on the bottom of every piece. The reason for this is that owing to the intense heat of the kiln and the tendency of biscuits to adhere to one another and to the bottom of the clay-boxes, each one is supported on three little stilts.

In a pottery the size of R. Campbell's Sons the weekly output is, roughly, three hundred dozen teapots and thirty dozen bed-pans, besides many hundreds of bowls, crocks, cuspidors, etc., of all sizes. This firm also manufacture stove fire-bricks on a large scale, having at the present time contracts for supplying practically every foundry in Canada.

#### CROCKERY AND CHINA IMPORTS.

IMPORTATIONS of earthenware during the past year shows some interesting features. The gross imports have increased steadily for the past five years, but the sources of these goods have altered considerably. Great Britain continues to supply more than half of the total amount and her exports to Canada in 1904 were twenty-five per cent. greater than in 1903. In spite of the surtax, Germany increased her exports to Canada. However, the amount



How Bowls are Made.

than an application of pure liquid glass or flint glass in its fluid state to the pottery which is now said to be in a

Canada received from Germany is much smaller than might be expected considering the advanced position the latter

RETURNED  
APR 25 1906

*Le Petit Courant*



"CHAMPION."

*used in Hall Spec*

RETURNED  
APR 25 1906



"GLOBE," with Percolator.

ESTABLISHED 1852

# R. CAMPBELL'S SONS HAMILTON POTTERY

HAMILTON, ONT.

MANUFACTURERS OF

ROCKINGHAM, YELLOW and YELLOW-WHITE  
LINED WARE

STOVE FIRE BRICK, Etc.

DIRECT IMPORTERS OF

JAPANESE GOODS  
OF ALL DESCRIPTIONS

SOLE MAKERS OF THE

CELEBRATED "CHAMPION" TEA POT

**T**HE above wares, made by Campbell of Hamilton, have been before the Canadian public for over **FIFTY** years, and are acknowledged by all dealers to be the best ware of its kind made. It has stood the test for over half a century, and that is what counts. We are also the largest importers of Japanese Pottery and Curios in the Dominion. All mail orders and enquiries carefully attended to.

country has taken in pottery. For instance, the United States has increased her imports from Germany far more than from any other country. There is a reason for Canadian diffidence about buying German ware besides the disadvantage at which the surtax places it. There is a sentimental feeling in this country that Germany is antagonistic to

The Japanese are essentially imitators. German and, more particularly, Bavarian china have been copied by them with great skill, and a great quantity of this class of goods is being exported to this country at the present time. An objectionable feature of Japanese business is the variability of the price. A repeat order will frequently be filled only at

andah decorations are found in typical Japanese patterns.

Among the novelties which come from Japan are bronzes. The figures which are produced in this metal are exceedingly artistic and lovers of the antique can have their wishes satisfied with originals of the ninth century. Some examples of vessels and vases, with the sacred lotus, are exquisitely wrought in fine hand carving and filigree work. Bronzes have become decidedly popular in this country and it may be said safely that Japanese ware will be in a forward position in the season's sales.

Lamps for the coming season are in larger and bolder designs. For the past two or three years the tendency has been towards small flowers and delicate colors. This has given way to more pronounced effects in color and pattern. In spite of objections to deep bowls, the latter will be the correct thing. They present a much handsomer appearance than the shallower bowl can possibly do.

In glassware there is a strong run on cut glass patterns. The results which have been accomplished in pressed glass are wonderfully near the originals. This class of goods in cheap and moderate prices will be a feature of the season's trade.



Japanese Jardiniere and Jardiniere Stands

Great Britain and dealers throughout the country have shown this in increasing their purchases of English ware at the expense of German goods.

An interesting development in Canadian trade is the importation of plain earthenware and the subsequent tinting and gilding of it by Canadian crockery houses. This class of work, which was at first somewhat crude, has so advanced that foreign designs are reproduced with the utmost fidelity. Difficulties which were formerly found in the firing have been successfully overcome. The introduction of this work marks a distinct advance in Canadian pottery.

The imitative Japs have entered the field of crockery and china ware and bid fair to carry off a big share of the business during the present year. Importations from Japan have been steadily increasing, but their activities along this line have never been exhibited to the extent that they have this year. As an example of what is being done in developing new business the case of a Canadian firm may be mentioned. This firm sent over to Japan a sample porcelain door knob such as they had been buying in Germany. The Japanese submitted a price much below the European figure and a sample order of half a million was sent in. The goods were in every respect the equal of the sample which had been sent over and, in fact, could not be distinguished from the German article.

a considerable advance on the original price. This is no doubt the result of imperfect methods of estimating the cost of manufacture and will be rectified as soon as business becomes more organized.

In vases and jardiniere of Chinese and Japanese design there is a large variety. Of jardiniere and pedestals one firm

#### LOCATING IN CANADA.

Sharp competition in Canadian territory between English pottery manufacturers and the Trenton Potteries Co., of Trenton, N.J., has resulted in the purchase by the latter of the "Sandy" McDowell pottery at St. Johns, Que.

The St. Johns industry was a formid-

Canadian Imports of Crockery and Glassware.	1900.	1901.	1902.	1903.	1904.
1. Brown or colored earthenware and stoneware and Rockingham ware .....	\$ 11,776	\$ 19,328	\$ 24,377	\$ 36,866	\$ 35,339
2. Decorated, printed and sponged, and all other earthenware, except baths, tubs and wash stands .....	240,551	274,764	355,770	485,041	720,623
3. White, granite or ironstone ware and C.C. or cream-colored ware .....	199,257	226,916	153,548	215,978	237,911
4. China and porcelain ware .....	264,989	336,093	342,479	375,951	4,1393
5. Glass carboys and demijohns, empty or filled bottles and decanters, flasks and phials .....	219,407	266,293	329,164	324,488	299,264
6. Glass jars or glass balls, and cut, pressed or moulded, crystal or glass table ware, decorated or not .....	227,568	226,715	218,653	293,108	288,647
7. Lamp chimneys, glass shades or globes and brown glass table ware .....	120,594	143,624	127,861	115,592	91,821
	1,284,132	1,492,733	1,551,882	1,847,024	2,094,998

alone is showing over fifty lines. The vases are peculiarly characteristic and such as to appeal to popular fancy at the present time. In the same class of goods are incense pots which suggest eastern temples and which will be most suitable for the decoration of dens. Earthenware fern dishes and other ver-

able competitor of English manufacturers some years ago, but was closed down recently. It is not thought that the Federal Government will enforce the Alien Labor laws against the new comers, who are increasing their operating staff in St. John by the importation of fifty expert workmen from New Jersey.

# "I LIKE YOUR TEA"

That is what you sometimes hear about some teas. That is what you hear **all the time** about

## Blue Ribbon Ceylon Tea

Such would not be the case if **Blue Ribbon Tea** was not a likeable Tea. It suits the **Taste** as well as the **Pocket Book** of the users. **Blue Ribbon Tea** is the **best Ceylon Tea** yet offered to the public. The **Red Label** line is a great seller at **40c.**, though it is worth **50c.** How is your stock of **Red Label**?

### CROCKERY



(Both China and Earthenware)

Can be had from us

## FROM STOCK AT IMPORT PRICES

Write for particulars

### BARNARD & HOLLAND CO. MONTREAL

NEW ADDRESS:  
CORISTINE BUILDING

THE

## "VAMPIRE"

### Spiral Flycatcher



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.**

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS

**KAY BROS., Ltd., Stockport, England**

SOLE AGENTS FOR CANADA:

**The LEEMING MILES CO., Limited, Montreal**

# TOILET SOAPS

Lever Brothers Limited offer to the trade three excellent brands of toilet soap, all of which have proved to be good sellers.

They are compounded wholly from vegetable bases, are absolutely free from animal fats and astonishingly fine in perfume.

Shrewd dealers know that the name **LEVER** on any Soap product is a guarantee of all that's good in soap-making.

There is no reason why a first-class grocer should not handle a reliable line of toilet soaps. Many have held aloof from doing so because they felt that no domestic soap at a moderate price could compete in quality with imported goods.

## CORAL

5 cents a tablet.

Toilet Soap, made in four perfumes, each tablet wrapped and packed in separate carton, 25 cartons in neat wooden box, suitable for display purposes.

Also packed 3 tablets in handsome cardboard box

Per doz. tablets, \$ .45 cts.

" 100 " 3.50

" gross " 3.25

**Profit, 42 per cent.**

## SILK-SKIN

10 cents a tablet.

Toilet Soap, made in four perfumes, each tablet wrapped and packed in handsome cardboard box of 3 tablets each. This soap is peculiarly soothing and healing to the skin and its perfume wonderfully lasting and delicate.

Per doz. tablets, \$ .90 cts.

" gross " 10.50

**Profit, 42 per cent.**

## PLANTOL

20 cents a tablet.  
3 tablets 50c.

Represents a new departure in toilet soaps and is guaranteed to contain no animal fat or gross vegetable oils, being composed of the sweet oils of luscious fruits and fragrant flowers, exquisitely blended. Packed in very pretty boxes of three tablets each.

Per doz. tablets, \$ 1.25

" gross " 14.50

**Profit, 100 per cent.**

No domestic soaps made can compare with these in refinement and quality, and even the highest-priced imported soaps are not as pure and wholesome as to basic composition.

These goods give satisfaction invariably and the profit in them is something worth while.

The name **LEVER** on a cake of Soap inspires confidence and begets **TRADE.**

**LEVER BROTHERS LIMITED, TORONTO**



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**BRITISH COMMERCIAL AGENTS FOR CANADA.**

IN respect to trade matters, Great Britain is less favorably situated in her colonies than her foreign competitors. Take the situation in Canada for example. The United States, France, Germany, to say nothing of the smaller countries, have each their consuls in the different trade centres of the Dominion. This is particularly true of the representatives of the United States, Great Britain's greatest competitor on this market.

Many of these consuls are business men and all of them are on the watch for opportunities to extend the trade of their respective countries. No body of commercial travelers could be more so.

The United States Department of Trade and Commerce issues a daily bulletin containing reports from the con-

sular service the world over. And how large a place Canada occupies in the eye of that service may be gathered from the fact that there is probably not an issue of that bulletin that does not contain a report of some kind dealing with trade matters in Canada.

The British Government, on the other hand, has no such agencies gathering information for dissemination among the business men of that country. This is all supplementary to the large number of travelers representing United States firms who are regularly covering Canada from ocean to ocean.

British sentiment is strong in Canada; but sentiment does not count much in business. Business is business here as well as elsewhere.

Canada is perfectly aware that in Great Britain there is a strong sentiment in favor of this country; but we are not relying on this quality alone in matters of business. Neither do we depend upon what commercial travelers can do. The Government of this country supplements all this by sending to the Mother Country a corps of commercial agents to spy out the land and to suggest through the Department of Trade and Commerce how exporters in Canada can best enlarge their trade in the British Isles. In Great Britain we have half a dozen such agents. In Australia we have two, in South Africa one, and in the West Indies six.

Through the preferential tariff Canada has officially done a great deal to encourage British trade in Canada. It now devolves upon the British Government, by the appointment of commercial agents in Canada, to officially do something to assist the exporters of Great Britain to develop their trade with the Dominion.

**HAVE COME TO STAY.**

TRUSTS, combinations, agreements, or whatever we choose to call commercial organizations, have come to stay—at least until some other system of business development appears to take their place. They are born of to-day's economical conditions.

With manufacturers, merchants and working-men's organizations as the order of the day, those who do not organize are handicapped in the struggle for business or bread. Those who do not organ-

ize feel the necessity for it, and those who are struggling in single misery are falling into line with the various armies of consolidation.

It is folly to gnash one's teeth in anger because of such things, or to endeavor to stem the tide of consolidation. The causes which are producing these effects are no more irrepressible than the march of the indomitable Japs.

Those who are forming themselves into consolidations are not philanthropists. They are looking out for themselves; but it does not necessarily follow that these organizations are evil. Economically they can do a great deal of good; but they can also do a great deal of harm. They undoubtedly do a great deal of harm in some instances. The remedy, however, is not to kill them, but to so regulate them so that their opportunities for doing harm will be reduced to a minimum, without their being crippled in the good they may do.

**A PRECARIOUS CONDITION.**

IT is to be hoped that the Dominion Government will, at an early date, give serious consideration to the precarious condition of the stoneware industry in Canada. While it does not rank as one of Canada's leading industries, a considerable amount of capital has been invested in the different potteries, which employ a goodly number of workers, and it is only just to the enterprising firms that have endeavored to build up an industry in the face of very adverse conditions that their case should be fairly and impartially considered by the authorities at Ottawa. The facts regarding the stoneware trade are these:

The centre of the American stoneware industry is in Ohio. The potteries there stand on the clay, and very often a bed of coal overlies the clay. It is easy to appreciate the advantage these conditions confer on the American. Put into figures it works out as follows: The cost to the American of the raw material is 85c a ton, as against \$5 to the Canadian, a difference of over 400 per cent. Coal costs the American (when he has to buy it) \$1.25, as against from \$4 to \$5 in Canada.

The railways have conspired to still further handicap the Canadian manufacturer by giving his American competitor a rate better by almost a half. The

G.T.R., for example, will take stone-ware from Buffalo to any point in Canada for the same rate as from, say, Brantford, to the same point. When it is remembered that the G.T.R. have to pay the American road a proportion of that charge for conveying the goods to the point of transfer, the discrimination against the Canadian companies is obvious.

Taking all the facts together, the result is that while the Americans sell their goods wholesale at the kiln for 4c. a gallon, the actual cost of manufacture to the Canadian companies is 6c. a gallon, and they sell it direct to the dealer for 8c. Out of this gross profit of 2c. a gallon, or 25 per cent., has to be deducted the cost of selling, which averages 20 per cent., thus leaving a balance of 5 per cent. to cover office expenses, etc., and provide a profit.

Under the former Government the manufacturers had a protection of 3c. a gallon specific duty. The present Government took that off and substituted for it a duty of 30 per cent. ad valorem. While this may seem an adequate duty, it really amounts to very little in the way of protection in view of the exceptional conditions under which the industry is carried on.

The consumer has received no benefit from the lower duty, as he pays the same price for his pottery to-day as he did then, and is not likely to reap any advantage from the extinction of the Canadian potteries. The experience of the State of New York is a striking example. The Ohio potteries, having formed a powerful combine, attacked the New York market, and succeeded in putting about 40 potteries in that state out of business by underselling them. Having effected their object, they raised the price 100 per cent., and are still advancing it. What happened in New York may equally well happen in Canada.

#### YOUNG MEN REMAINING IN CANADA.

HERETOFORE when the Spring exodus of engineering graduates from our Canadian universities was at hand it meant, with the large majority, their leaving Canada and taking up positions in the United States. In this way we were losing the greater part of a stock that, remaining, would be a dominant

factor in building up the nation, particularly in a country in which the engineering possibilities were as ample and varied as in this. Seeing no immediate prospects here, and being offered inducements by our southern neighbors, the young engineer, following the line of least resistance, accepted what was offered, thinking, perhaps, to return some day, but in nine cases out of ten ultimately becoming a part of the republic.

This is equally true of young men in other walks of life. Thus Canada has been rearing vigorous, brainy sons, educating them in her public and high schools and colleges after a system unsurpassed by any in the world, while Uncle Sam, keen and astute, has reached out and reaped the benefit. This is well shown in the number of high-class positions now occupied by Canadians in his domain. The cause lay not only in the fact that there were openings there for young men of this country such as could not be hoped for here, but also that the true worth and hardihood of the Canadian young man was fully appreciated in the United States, while at home such was not the case. It was the same old story of the prophet being not without honor save in his own country.

A change has been taking place slowly but effectively, and more noticeable this year than heretofore, with new-fledged engineers, at least. The young man is not seeking scope for his energy and ambition elsewhere but finding and realizing prospects before unavailable. He is beginning to feel that in this country his chances are better, his outlook brighter and his ultimate hopes for success of far greater measure than in other countries. Without feeling the thrill of the patriot when swearing loyalty to his native land, although possibly some few may be thus influenced, he finds the time has come when he can remain at home and take a position at least satisfactory for the present and offering all things for the future.

So great has been the industrial development both in the mechanical and electrical trades, railroad and other construction, that the demand for mechanical, electrical, civil and mining engineers, has been greater than the supply. The construction of the Grand Trunk Pacific has called for a large force of engineers for various positions and later a

permanent corps of divisional engineers will be needed. The prairie division of the G.T.P. requires men at present, many positions being still open. The growth of the country is absorbing the class of young men who formerly left our confines, and this in itself, apart from any feature of expansion and development connected therewith, should be a gratifying feature to Canadians.

#### TWENTIETH CENTURY FOR CANADA.

THE outlook for Canadian trade, taken as a whole, was never brighter than it is at the present time. Work is plentiful and wages are good, a condition which applies to the cities and large towns no less than to the rural districts throughout the country. That confidence is felt in the industrial outlook is amply shown by the new industries that are starting into life almost every day. The ceaseless tide of immigration that is flowing into Manitoba and the Northwest Provinces has opened up a field for manufacturers that would seem to be almost inexhaustible. Last year the influx of settlers was phenomenal. This year it promises to eclipse all previous records, owing in great measure to the progressive policy adopted by the Dominion Government in establishing capable, zealous and responsible agents in the large cities of Great Britain and Europe. The misfortune under which Canada has labored in the past has been lack of knowledge in the older countries of the inducements she has to offer to the settler. Her climate has been traduced, her resources doubted, and her civilization minimized. But now, thanks to persistent and intelligent advertising, the clouds of misconception have been rolled away, and Canada stands forth, if not as a land flowing with milk and honey, at all events as the country par excellence for the ambitious, intelligent and industrious workers in the old lands, who find their energies "cribb'd, cabin'd and confined," by the excessive burdens of European civilization.

If Canada has substantial attractions for the settler, not less are the inducements she has to offer to the manufacturer, and this fact is beginning to be recognized. American capital, especially, is being employed to build factories

and establish trade in the Dominion, and traveling representatives of American concerns are as common in Canada as pebbles on the sea shore. While we cherish no hostility towards our American neighbors, we feel that it would be mutually advantageous to Canada and the motherland were British capital to take a more prominent part in the industrial development of the premier British colony. Sir Wilfrid Laurier has been guilty of a prophecy, but it is a prophecy of which the seeds of fulfillment have already taken root. He said: "The nineteenth century was the century of the United States. The twentieth century will be the century of Canada."

#### RETURNING DRAFTS.

ONE of the most annoying experiences of the jobbing trade, and one for which there is in ninety-nine cases out of a hundred no valid excuse, is that of returned drafts from the retail dealer. In making this statement it is not intended to infer that the retail merchants when returning drafts to the jobber do so with the intention of declining payment of the account. An experience extending over twenty-five years in direct dealings between the wholesaler and the retailer has led to the conclusion that the one great fault in these cases is want of reflection on the part of the receiver, and the consideration that is due to the shipper, as well as to himself.

One of the largest wholesale grocers in Canada in discussing this question lately stated that he had made it a rule of his house, based on sad financial losses sustained through this habit of customers returning drafts for paltry excuses, to immediately demand settlement, allow the claim, and close the account in his books for all time. He instanced the case of one of his customers whose monthly account ran from \$700 to \$1,000, but who invariably allowed drafts to come back for some trivial excuse, such as a broken box of raisins, damaged in transit, leakage of vinegar or molasses, shipment delayed through storms or railway freight blockade, etc., all things for which the shipper

could in no way be held responsible. The merchant referred to gave as his last excuse for returning the jobber's draft short delivery of a box of Valencia raisins in a lot of a hundred boxes and general groceries, the fault of the railway company, as investigation by tracer showed when the missing box was finally located and delivered to consignee. The entire amount of the bill was in the neighbourhood of \$500. The proper thing for the dealer to have done would have been to accept the jobber's draft and make claim on him or the railway company, instead of sending back the draft. As the jobber wrote his customer when closing the account, "surely when we have the confidence to trust you with a monthly credit of \$700 to \$1,000, you should have had sufficient confidence in our house and its reputation for straightforward dealing to accept the draft and report your claim in the proper way, etc."

This case is only by way of illustrating the point we desire to make, namely, that not enough serious thought is given to this matter of returning drafts by the retailer. If there is any fault with the goods, if they are not up to sample, if there has been an overcharge or other reasonable excuse for expressing dissatisfaction, the customer should promptly notify the jobber, who will straighten out the difficulty, as no jobber is anxious to lose a customer in these days of keen competition. But to leave matters in abeyance until the jobber makes a draft and then return the draft, subjects the jobber to unnecessary and unwarranted expense for exchange charges, besides creating extra work for the accounting department.

A feature of serious consequence to merchants with a penchant for returning drafts for some trivial reason is one they should reflect upon. No class of business men like to deal with customers given to returning drafts, and no banking institution counts the account of any merchant who is continually sending back drafts; it naturally leads to the suspicion that something is wrong. It will be in the interest of every retailer

to avoid in every way possible the returning of drafts. If for any reason it is found that it will not be convenient to meet the draft on presentation, an explanation in time to the jobber will in every reasonable case receive consideration, but to say nothing and merely send it back is not fair to the jobber and can only reflect injuriously upon the financial position of the merchant. Don't return a draft unless for the most powerful and justifiable reasons.

#### THE ONE PRICE SYSTEM.

SOME merchants continue to mark their goods in character instead of in plain figures. This is a relic of old-time business methods which no modern dealer should tolerate in his store. It recalls the days when every price was tentative and liable to such reduction as the persistency of the buyer would make necessary. There can be only one reason for using unintelligible symbols to indicate the selling price and that is because the one price does not hold for all. Where the retailer himself virtually admits this, it is not to be wondered at that the customer should insist on getting the best price, which he assumes, and rightly, is not the one first mentioned. Even then the buyer always suspects that somebody else is getting a better figure and dissatisfaction is sure to follow.

The profits of the store are affected disastrously by such a system. Salesmen and customers alike are spoiled. The customer, having once received a reduction, feels that he is entitled to one on every purchase. The salesman, having seen the price once cut, becomes ever more ready to respond to the solicitations of the buyer. To effect a sale almost any reduction will be made, and it will be impossible to get a higher price again.

Apart from these considerations, the work of the salesman is made needlessly difficult. Where all goods are marked in plain figures and one price holds, a clerk can handle far more customers than under the other system. He can show the goods and explain the merits of them, but he is freed from the trouble of haggling over the price. Anybody who is familiar with retail trade will recognize that far more time is spent in discussing the price, if there is a possibility of paring it down, than in considering the quality of the article. A modern storekeeper cannot afford to have his own and his clerks' time spent in this unprofitable manner. The public, too, is better satisfied to deal with a store which has absolutely one price. The value of the goods may then be fairly judged.



RETURNE  
Y 29 1905

Price  
Book 35

54

78



**Representatives of The Eby, Blain Company, Limited.**

**TORONTO, JANUARY, 1905.**

- |                |                  |                |                   |               |               |               |             |               |                 |                |                  |              |
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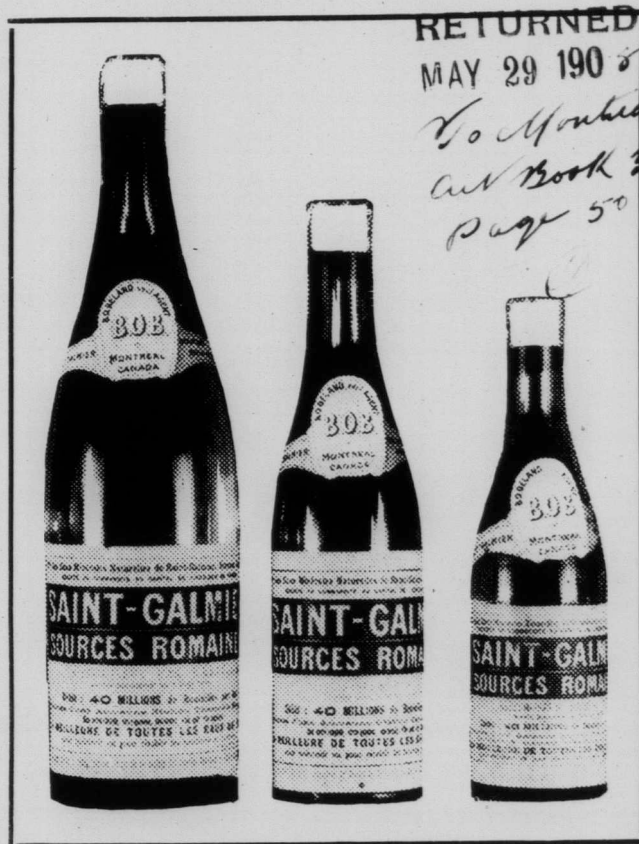
THE CANADIAN GROCER

May 26, 1905

May 2

# ST-GALMIER ROMAN SPRINGS

## FRANCE



The best mineral water on the market.

If you take your Scotch or Brandy with a

**SPLIT**

of this water, you cannot find a better drink.

We are the only ones offering this water in **Splits** and you will find it in all Cafes, Hotels and Grocery Stores.

**Sole Agent for Canada**

# B. O. BELAND

1684 Notre Dame St., **MONTREAL**

Hideyoshi very often gave vessels to his captains when he wished to reward them for distinguished services, and these were afterwards preserved as valuable heirlooms in the houses of the captains.

As might have been expected, the tea ceremony attained great popularity on the advent of the Tokugawa-Regency, and during the period of peace lasting

secure the most accurate information on this subject for The Canadian Grocer. He also sent on a number of interesting photographs, a few of which are reproduced in this article.)

**INCREASED FACILITIES.**

The Rolla L. Crain Co., Limited, one of the pioneer firms in Canada, manu-

erected, and is now under full operation in the enterprising town of Owen Sound.

A year ago Keenan Bros., who for some years have been associated with Owen Sound as well-known and progressive lumber dealers and manufacturers, purchased the plant of the Parkhill Basket Co. Recognizing the superiority of its location, and other advantages incidental to the successful pursuit of the manufacture of woodenware, they at once made extensive alterations and additions to plant, consisting mainly in the erection of tower and horizontal dry kilns, dry kiln machinery, a large and commodious warehouse, and the most modern and improved machinery known for this purpose.

With these advantages and the assistance of skilled workmen in every department, their assurance of success has been fully realized; and, although the factory has been in operation but a few weeks, yet the quality of the output is excellent, being unsurpassed by any Canadian makers.

A portion of plant has been appropriated for the manufacture of veneer peach and grape baskets in standard sizes, splint market baskets and baskets of various styles and sizes demanded by meat packers.

The new company have been capitalized at \$100,000 as the Keenan Woodenware Manufacturing Co., Limited. It should be a source of interest and gratification to the Canadian trade generally to know



Group of Japanese Tea House Girls.

for about three centuries which prevailed under that regime.

**Curing Process.**

Only two kinds of tea were in use till the time of the Tokugawa, namely, the pounded tea and pan-fired tea. It was not till 1738 that a new mode of curing tea was invented by a manufacturer of Yamashiro named Sannozo-Nagatani. This mode, called at that time "green-curing," consisted in first steaming the leaves, rolling them, and then drying them at a fire, in such a way as to preserve the natural green hue of the leaves. This system of curing, a forerunner of the present Uji system, was received with favor throughout the tea-producing districts. The Gyokuro tea, a modified form of the "green-cured" tea, was first manufactured at Uji in 1835.

It will thus be seen that the original mode of curing tea leaves consisted in steaming them, then pounding, and finally rolling them into balls, after which the pan-firing process came into vogue. Next we have the powdered tea method, and then the Uji "green-curing," and lastly the Gyokuro-tea style. The black tea is the latest innovation, dating only about 27 years back.

(The Grocer is indebted to the foregoing history of Japan tea to Mr. Shaw T. Nishimura, of the Japan Central Tea Traders' Association, Montreal. Mr. Nishimura is at present in Japan looking after the interests of the various tea planters' associations represented by him in Canada, and very kindly consented to

facturing loose-leaf accounting systems, have lately added to their plant five new presses, besides a number of labor-saving bindery machines. This increase places this progressive firm in the front row of manufacturers of these systems. Their trade has so extended that this step became an absolute necessity.



Mount Kunoh Tea Producing District.

**NEW WOODENWARE PLANT AT OWEN SOUND.**

**W**HOLESALE dealers, retailers and users of woodenware generally, will be pleased to learn that a completely equipped factory for the manufacture of pails, tubs, and woodenware of every description, has been

that an independent Canadian firm, backed by energy and capital, are successfully endeavoring to supply their requirements with goods so excellent in finish and durability. The different lines placed on the market so far have met with unqualified approval, and speak for the new firm a very bright future.

RETURNED  
MAY 29 1905

To the Librarian  
Book 35  
Page 6.

RETURNED  
MAY 29 1905

## Make a Specialty of Specialties

Money is made in handling good specialties, such as

### Paterson's Worcester Sauce.

It pleases your customer, is easy to sell, because low in price, and there is money in it for you.



ROSE & LAFLAMME  
Agents - - - Montreal

## It is worth considering

The sale of chocolate is increasing every year. You can build up a good business in this line if you make a point of selling **Nothing but the Best.**

Now it's a big statement to make; but **Klaus's Chocolate** stands alone. It's the kind the public ask for, because they like it. All styles of packages. Try it.

### "KLAUS'S"

Improved  
Swiss Milk  
Chocolate

### "THE GOOD KIND"

AGENTS FOR CANADA  
ROSE & LAFLAMME, - MONTREAL

## Todhunter, Mitchell & Co.

### *The Sign of Reliability and Purity*

*For a quarter of a century this firm have stood for High-Grade*

**Pure Coffees**  
**Pure Cocoas**

**Pure Spices**  
**and Chocolates**

*No coupons.*

*Nothing but satisfaction given with our specialties.*

## Todhunter, Mitchell & Co.

SEE OUR EXCELSIOR COFFEE  
IN ½, 1, AND 2-lb. TINS.

TORONTO

THE RICHEST

AND PUREST

RETURNED  
MAY 29 1905



# Canadian Market Most Popular Brands

RETURNED  
MAY 29 1905



**YES, INDEED!**

THE CANADIAN GROCER

86

**Scotch Whisky—Mitchell**  
(GLASGOW)

**Special Reserve Quality;** Quarts, Pints, Imperial Flasks and in wood.  
**Heather Dew Quality;** Quarts, Pints and in wood.  
**Extra Special Liqueur,** the world-famed "big bellied" bottle, as above.  
**Extra Special Liqueur** in ordinary quarts and in wood.  
**Finest Old Scotch;** 10 years old in ordinary Quarts and in wood.

AND

**Brandy—P. Richard**  
(COGNAC)

**Richard V. S. O. P.** in Quarts, Pints and in wood.  
**Richard Fine Champagne** in Quarts and in wood.  
**Richard V. O.** in Quarts, Pints, Flasks, Decanters and in wood.  
**Richard V. S. O.** in Quarts and in wood.  
**Richard XXX White Brandy** in Quarts, Pints, Half Pints and Flasks.

AND

**Irish Whisky—Mitchell**  
(DUBLIN)

**Cruiskeen Lawn** in Quarts, Stone Jars—world renowned.  
**Special Irish,** in Quarts, Pint Flasks and in wood.  
**Old Irish** in Quarts, Pints, Imperial Quarts, Flasks and in wood.

AND

May 26, 1905

M... Wine... Blended... London Particular Specially Selected Very Su...

Ma

**Irish Whisky—Mitchell**

(DUBLIN)

*Special Irish*, in Quarts, Pint Flasks and in wood.

*Old Irish* in Quarts, Pints, Imperial Quarts, Flasks and in wood.

115

May 26, 1905

**Madeira Wines—Blandy Bros.**

(FUNCHAL, MADEIRA)

Three grades; *London Particular*, *Specially Selected*, *Very Superior*, in Quarts, 12<sup>s</sup> Bot.; in keg. 7 gals.; in octaves, 14 gals.—original packages.

AND

**Malaga Wines—Blandy Bros.**

Pale and Sweet, two grades, same original packages as Madeira.

AND

**Champagne—Veuve Amyot**

(REIMS)

*Carte D'Or* in quarts, 12<sup>s</sup> Bot.; and Pints, 24<sup>s</sup> Bot.; Extra Dry.

*Carte D'Argent* in Quarts, 12<sup>s</sup> Bot.; and Pints, 24<sup>s</sup> Bot.; Dry.

AND—the last but not the least—

**Gin—Pollen & Zoon**

(ROTTERDAM and AMSTERDAM)

In ordinary size Bottles, Fancy Jars and in wood.

“The best, purest and constantly the same.”

**LAPORTE, MARTIN & CO., LIMITED**

Wholesale Grocers and Importers,

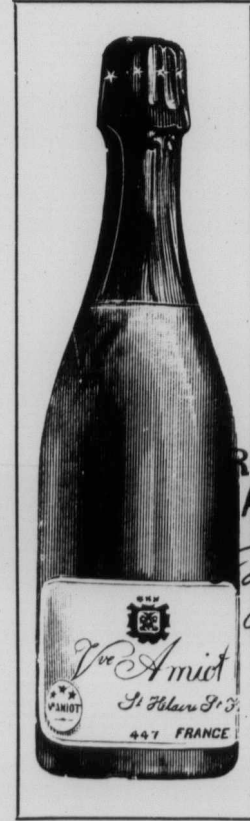
Wine and Spirit Merchants

70, 72, 74, 76, 78, 80 ST. PETER ST. and 9 and 11 LEMOYNE ST.

**MONTREAL.**



THE BEST



THE MOST EFFERVESCENT

THE CANADIAN GROCER

RETURNED  
MAY 29 1905

To Montreal  
Out Book 3  
Page 86

TURNED  
29 1905

87

**INQUIRIES FOR CANADIAN TRADE.**

THE following inquiries relating to Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of firms making these inquiries, with their addresses, can be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa. Persons desiring any of these addresses will please quote the reference number:

630. A Glasgow firm manufacturing biscuits are prepared to appoint suitable Canadian resident agent to introduce their goods.

635. A large wholesale firm at Liverpool, with connection throughout England, wishes to correspond with Canadian canners.

636. A Lancashire firm manufacturing matches, and at present getting their supplies from the continent, would be glad to open correspondence with Canadian makers of match splints.

641. A Bristol firm manufacturing essences, essential oils, fruit syrups and cordials and various chemicals and drugs, seek the services of a suitable Canadian resident agent.

642. A firm of wholesale tea dealers, direct importers from India, Ceylon, and

China, wish to form a connection for the sale of teas in Canada.

663. A Palermo (Sicily) firm wish to extend their business with Canada in wine (Marsala), oil, manna, vegetable sauces, etc.

664. A cold storage company in the north of England are seeking to establish business relations with Canadian exporters of produce.

667. A Manchester firm dealing largely in seeds, desire quotations and samples from Canadian shippers of clover seed.

668. A Manchester firm wish to get prices for pine flooring and skirting from Canadian exporters of same.

669. A Manchester firm wish to correspond with Canadian exporters of poultry.

The London, Eng. office of The Grocer has received the following inquiries from English houses concerning Canadian trade. Fuller particulars are obtainable from the Toronto offices of The Grocer:

1. A London, Eng., firm want an agent in Canada to sell their package tea.

2. A London, Eng., manufacturer of sauces wishes to place an agency in Canada.

3. A firm in Amsterdam, Holland,

would like to appoint an agent in Canada for their cocoa.

4. A broker in London, Eng., wishes to secure an agency for proprietary lines of groceries, cereals, etc.

5. An English firm manufacturing "butter-scotch," mustard, etc., are anxious to open an agency in Canada.

**COLMAN'S STARCH POSTER.**

The poster-advertising spaces of Montreal during the past few weeks have been wearing a brighter and more pleasing aspect since the addition of the large colored lithograph poster of Colman's starch. The striking effect of the sailing vessel on a lonely sea, backed up against a realistic sunset, is bound to arrest the attention of passers-by. The words "Colman's Starch" say enough to leave the ad. impressed on the mind. Frank Magor & Co., Montreal, Canadian agents, report satisfactory business since their preliminary canvass of the trade in the east.

**RAW SUGAR FROM PERU.**

The Kosmos liner Itouri, laden with 1,600 tons of raw sugar from Salaverry, Peru, consigned to the British Columbia Sugar Refining Co., arrived in Vancouver last week.

**STEWART'S**

**CHOCOLATES**

A. J. STEWART LIMITED MFRS.  
TORONTO.

"The Food of Centuries."

**Wee MacGreegor**  
Genuine  
**Scotch Oat Cakes**

Made by Expert Scotch Bakers, from Choicest Imported Scotch Meal, they have a delicate oat flavor that makes them

**Sell Like Hot Cakes**

In attractive packages. They retail at 5, 15 and 20 cents, and show a neat profit.

Just the thing to tempt the appetite of the fastidious customer at this season of the year.

Send post card for FREE SAMPLE PACKAGE.

**DAVID GRIERSON & CO.**  
Scotch Oat Cake Manufacturers  
TORONTO, ONTARIO  
Importers of Grocers' Specialties

**"JERSEY CREAM"  
YEAST CAKES**

THE FINEST  
Dry Hop Yeast made in the  
World.

Wins Trade on its own  
Great Merits.

**"SOCIAL"  
TEA**

The Tea of Quality.

"English Breakfast"  
Brand.

Finest 40c. Tea sold.

Merchants who wish to  
build up a large trade  
should take a great in-  
terest in

**"SOCIAL" GOODS**

STANDARD CANNING CO.  
STANDARD COCOANUT FACTORY  
STANDARD SPICE MILLS  
STANDARD BROOM FACTORY

SOCIAL TEA CO.

ROSS TEA CO.

HAMILTON YEAST CO.

**STANDARD  
SPICES**

Are the Best.

Compounds are seldom  
made in this factory.

Famous for that  
CELEBRATED COFFEE

**"QUEEN'S BLEND"**

A blend of the very finest  
grades of Coffee, and one  
that wins trade.

**"JERSEY CREAM"  
BAKING POWDER**

Absolutely Pure and Wholesome.

Strictly High-grade.

Equal to the Best American  
and sold at Popular Prices.

**LUMSDEN BROS.**

PROPRIETORS

HAMILTON, ONTARIO



# Christie's

# Biscuits

Keep in all climates.  
Gratify all tastes.  
Return good profits.

None but the best in-  
gredients used.  
None but tested and tried  
goods leave the factory.

Christie's Biscuits are a household  
word in Canada and their reputation  
is gradually extending to the West  
Indies, South Africa, Great Britain,  
The United States and other countries.

500 Varieties.

Over 50 years experience.

Write for samples.

Goods for Export put up in Hermetically Sealed Tins.

## **Christie, Brown & Company**

**TORONTO and MONTREAL**

**Limited**

## A Canadian Chocolate and Cocoa Industry

**N**O more conclusive proof of the growing importance of the chocolate and cocoa industry in Canada is required than a visit to the fine new plant which the Cowan Co. have erected on Stirling road, just off Dundas street, Toronto.

The dimensions of the buildings are 60x205 feet, 60x125 feet, and 60x60 feet, the main structure being four storeys high and the two wings three each. Light buff brick and cut stone have been used exclusively in the building, and on the whole have produced an effect imposing and substantial in the extreme. For manufacturing purposes the situation is unsurpassed in the city; the main line of the G.T.R. and C.P.R. skirt one side of the factory and the Northern branch of the G.T.R. the other. The company have purchased a large block of land which will be utilized for building purposes when the growth of the business requires it.

### Excellent Lighting.

The most striking feature of the new factory is its substantial appearance and excellent lighting. A great deal of new machinery is being installed, in addition to the firm's present mechanical equipment. A year ago Mr. Cowan visited England, France and Germany in search of new ideas in the manufacture of cocoa and chocolate. While there he purchased a number of the most approved mixing, rolling and refining machines. These are being set up by expert workmen and when complete will give the Cowan Co. a manufacturing plant second to none on the continent in point of equipment.

The business offices are situated in the front on the ground floor and are as spacious and elegantly appointed as any the writer has ever seen. Shipping, receiving and cooling rooms are also located on this floor.

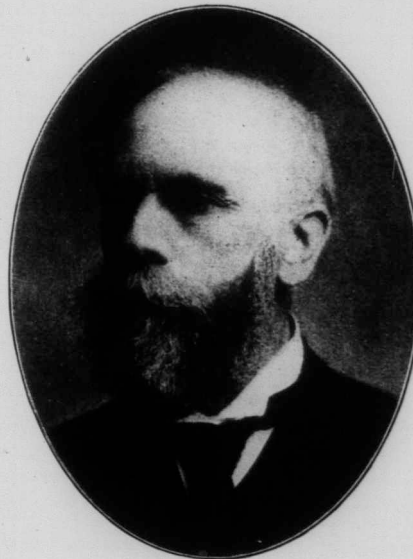
On the upper floors are located the stock, packing, labeling, and employees' recreation rooms and a new cocoa roasting plant. To meet the requirements of the fire insurance companies, Mr. Cowan has built a special fireproof room for the cocoa roaster. Fireproof automatic doors also separate each department in the building. The stock-rooms are three in number and so arranged that by moving supplies from room to room, those in charge of stock are enabled to send every pound of the manufactured product into consumption while it is fresh. The store-rooms are a sight to behold,

with piles and piles of bags filled with raw cocoa from the West Indies, Caracas, Ceylon, Bahia and Africa, and other countries, representing in value many thousands of dollars.

The Cowan Co. are to be specially commended for the consideration shown in fitting up spacious and inviting recreation and lunch rooms for their female employes. Suitable quarters are also provided for the men in another part of the building in addition to spacious toilet and cloak rooms. Another innovation is a laundry, which will save the trouble and expense of sending out the white linen uniforms of employes.

### Making Cocoa.

The process of manufacture from the raw bean to the finished cocoa powder or milk chocolate is as interesting as it



MR. J. W. COWAN  
of The Cowan Co., Toronto.

is odd. The bean is first roasted in a revolving cylinder and then cracked and ground; then it goes through the different milling, mixing and refining processes understood only by the manufacturers themselves.

The material for cream chocolate is finally put in moulds. If there is to be a sugar filling the chocolate coating is applied and the moulds placed in cooling rooms, where they are subjected to a temperature of from forty to fifty-five degrees for a period lasting from fifteen minutes, in the case of chocolate bars, to two hours, in the case of the large ten-pound confectioners' cakes. The

ordinary process of wrapping, labelling and packing finished, the milk chocolate is ready to be placed on the market.

It may interest readers of The Grocer to know that cocoa, when it is pure, contains no foreign constituent. "You can't improve on the flavor of absolutely pure cocoa by addition," said Mr. Cowan, "any more than you can improve refined gold."

An interesting feature of this up-to-date chocolate and cocoa manufacturing plant is its sugar-milling machinery. At the present time the Cowan Co. have three sugar mills and are installing a fourth.

From the very first the history of the Cowan business has been one of steady growth. Owing to the increasing demands of trade the location of their plant has had to be changed no less than four times, namely, from Temperance to 52 Front street east; in 1885-6 to Mincing Lane, just off Wellington street, and in 1887 to 468 King street west, and finally to their new factory off Dundas street on Stirling road, where from 75 to 100 workmen will be employed 12 months in the year in the manufacture of cocoa and chocolate, including confectioners' chocolate, chocolate bars, etc. The manufacture of milk chocolate on a large scale was begun about a year and a half ago, and at the present time Cowan's milk chocolate medallions, croquettes, cakes, sticks, etc., are acknowledged to be equal to anything on the Canadian market. A great deal of the imported machinery in the new factory will be used in the manufacture of milk chocolate, thus placing this industry in a unique position among Canadian manufacturing industries.

### IMPORTS AND EXPORTS.

**I**MPORTS of confectionery vary greatly from year to year. In 1900 the value of imports from all countries totaled \$243,170. The next year it rose to \$320,956. In 1902 it dropped to \$275,626. A further drop occurred in 1903 to \$244,445. In 1904 it rose again to \$273,399. It is interesting to note the sources of this candy supply. Great Britain, in spite of the blue ruin agitators of that country who have been prophesying disaster to their candy business, has continued to increase its exports to Canada. In the five years for which statistics are given, England has increased her Canadian business from a

## Keep your Stocks Moving

BY HANDLING  
QUICK SELLERS

# PERFECTION CREAM SODAS

are quick sellers because of their superiority over other sodas;

—because of the extensive advertising we are doing to the consuming public.

Be ready for the increasing demand. Push sales where they will come easiest.

Perfection Cream Sodas are put up in 3-lb. Cards or Tins.

Better Order Now.

## THE Mooney Biscuit & Candy Company,

LIMITED.

Stratford, - Canada.



1845-1905

### COX'S INSTANT POWDERED GELATINE

An old friend in a new guise.  
Saves time and trouble. Recipes in every package.

Canadian Agents: **J. & G. COX, Ltd.**

C. E. Colson & Son, Montreal

D. Masson & Co., "

A. P. Tippet & Co., "

**Gorgie Mills,  
EDINBURGH.**

total of \$67,048 in 1900 to \$129,594 in 1904. During the same time the imports from the United States dropped from a total of \$167,580 in 1900 and \$228,290 in 1901 to \$126,697 in 1904. These figures are very significant. They show a great shifting of the business as far

In 1904 this had risen to \$37,481, or an increase of seventy-five per cent. With Canada's growing facilities for manufacturing biscuits and her increased home consumption of them, the prospects for this industry are exceptionally favorable.



Cutting Sugar Cane in Jamaica.

as Canada is concerned. It is not to be supposed that the great falling off in the amount received from the United States is attributable to the increased buying from Great Britain. It rather shows an increase in local manufacture of high-grade confectionery. With Canadian manufacturers making the high quality of goods which they are now doing, the incentive to buying United States confectionery disappears.

The imports from other countries are so far unimportant in quantity. France has shown a steady increase in her exports to this country. While they bulked up only to \$9,643 in 1904, they were only \$5,010 in 1900. It is possible that in higher-grade candies France may develop an extensive trade with Canada. Our imports from Switzerland, which were practically nothing heretofore, took a sudden jump last year to fifteen hundred dollars.

### SUGAR AND MOLASSES TRADE.

ONE of the most striking features of the Canadian sugar trade during 1904 has been an increase in importations of raw sugar from the British West Indies and British Guiana, amounting in all to \$4,368,979; this induced directly by the Canadian preferential tariff and the German surtax, which practically bars German beet sugar from the Canadian market.

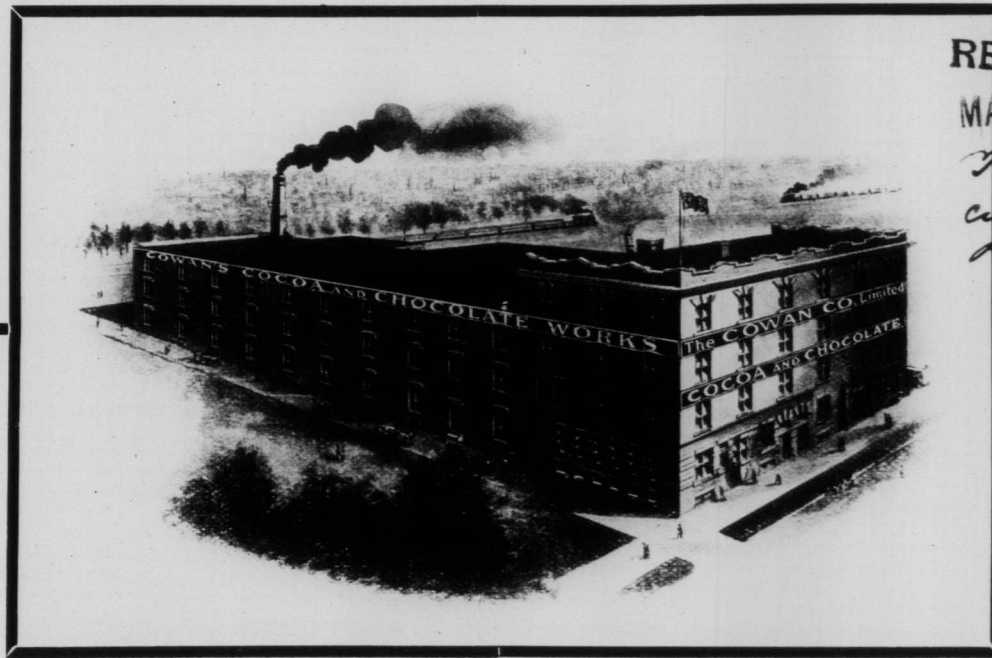
In 1903 Canada imported German beet sugar to the value of \$3,116,741; during the fiscal year ending June 30, 1904, importations from this source dwindled to \$368,717. By far the greater part of Canada's supply of raw sugar comes from the British West Indies and British Guiana, the figures for 1904 being \$3,854,903 and \$2,180,342, respectively. Other countries contributed as follows: Dutch East Indies, \$445,438; Peru, \$279,394; Great Britain, \$242,293;

### IMPORTS OF SUGAR AND MOLASSES

	1890	1895	1900	1901	1902	1903	1904
Sugar.....	5,580,574	8,285,472	7,554,012	7,953,340	7,905,044	6,472,935	8,522,004
Molasses							
and Syrup....	1,159,609	854,168	1,217,027	1,071,090	921,588	818,824	1,023,788
All Other.....	103,737	122,291	243,170	320,958	275,626	244,445	273,399
Total.....	6,903,920	9,252,931	9,014,209	9,345,386	9,102,258	7,536,204	9,819,191

Exports of biscuits have increased to such an extent as to promise a big trade in this line of goods. More than 50,000 lbs. of an increase in 1904 over the total of 1903 is an encouraging figure. In value, too, there has been a steady advance during the last five years. In 1900 the value of the exports was \$21,477.

United States, \$231,518; Belgium, \$523,585; British East Indies, \$211,171; Austria-Hungary, \$127,340; Russia, \$43,305; Holland, \$11,836; France, \$520; China, \$282; Hong Kong, \$1,211; American West Indies and other countries, \$149; total, \$8,522,004. These figures do not include grape sugar, glucose, etc.



RETURNED  
 MAY 22 1905  
 To R. G. M. Leam  
 Cat. Book 35  
 page 10

All over the Dominion our Cocoa, Chocolate, &c., are well known and are recommended by the best grocers, because they have full confidence in their purity and excellence.

# COWAN'S

PERFECTION

# COCOA

(MAPLE LEAF LABEL)

## Cowan's Milk Chocolate

Croquettes, Wafers, Medallions, &c., are superseding all others, because they are purer, better and finer flavored.

## Cowan's Cake Icings

Chocolate, Pink, Lemon, Orange, Almond, Maple, &c.  
 A child can ice a cake in 3 minutes.

THE COWAN CO., Limited : TORONTO



For your most particular trade  
**SHIRRIFF'S MARMALADES**

**Shredded and Imperial Scotch**

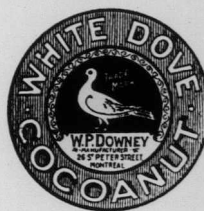
Delicious, wholesome, pure and cheap. Equal to the best imported goods. 1 and 2-lb. glasses; 7-lb. tins. Write for quotations.

**IMPERIAL EXTRACT CO., 18 - 22 Church Street, TORONTO**



**WHITE DOVE COCOANUT**

Canada's finest and best Cocoanut,  $\frac{1}{4}$  lb.,  $\frac{1}{2}$  lb. and 1 lb. pkges. also, pails. Write for Particulars.



**W. P. DOWNEY, 26 St. Peter St., MONTREAL**

**EPPS'S GRATEFUL COMFORTING**

IN  $\frac{1}{4}$ -LB. LABELLED TINS. 14-LB. BOXES.

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

**THE MOST NUTRITIOUS**

**COCOA**

**IRRESISTIBLY DELICIOUS**



**A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.**

SPECIAL WHOLESALE AGENTS: - Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Whitehead & Turner, Quebec, Que.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

**LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL**

Imports of molasses totalling \$1,023,788, were from the following countries: British West Indies, \$497,214; American West Indies, \$293,945; United States, \$222,590; other countries, \$10,039.

**Beet Sugar Industry.**

An industry which is attracting a great deal of attention in the Province of Ontario and the Territory of Alberta just now is the culture of sugar beets. While the industry is as yet largely in the experimental stage, and two out of the four beet sugar factories in Ontario have been forced to close down because of undesirable location, limited acreage, and other local conditions, the past two years have demonstrated the permanence of sugar beet culture in Canada. A certain amount of prejudice has had to be overcome—a condition of affairs peculiar to the introduction of any new undertaking. In spite of all these drawbacks the Ontario Sugar Co., and the Wallaceburg Sugar Co., both pioneers of the sugar beet industry, have succeeded in placing the industry on a sound financial basis in Ontario, and the factory at Raymond is doing excellent work along similar lines for Alberta.

The Ontario factories report an acreage of beets this year about fifty per cent. greater than in any previous year, and it is only a question of solving the initial difficulties of labor and raw material when the beet sugar industry will assume very large proportions in several sections of Canada, where natural conditions are unusually favorable for the cultivation of the sugar beet.

One of the chief difficulties Canadian manufacturers of beet sugar have had to face in connection with the lack of raw material seems likely to see a solution in the near future. In order to keep their factories going a sufficient number of months in the year to make it profitable, the Wallaceburg Sugar Co. are importing raw cane sugar from the West Indies and refining it in their beet sugar plant. The results so far have been satisfactory and the experiment will be repeated on a much larger scale during the coming season.

"Absolute purity"



"Highest quality"

Our handsome new pound bottle.

## E. D. Smith's Jams, Jellies and Preserves

are absolutely pure and unadulterated. Made from freshly picked Winona fruit from our own and neighboring orchards, they retain the delicious flavor of the fresh fruit. Made in Canada, we guarantee them equal to the finest of high-priced imported goods. Our new package is a beauty and as a leader will make you money and friends. Write for quotations.

Try our  
Orange Marmalade

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

## A TRADE WINNER FOR GROCERS.



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

THE WALTER M. LOWNEY COMPANY,

No. 47 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

## DIAMOND EIGHTS

give the biggest profit to the  
RETAILER

## ELITE

gives all the profit a line of its  
character will stand.

## BOTH

give satisfaction to the consumer.

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

J. A. TAYLOR  
MONTREAL

SELLING AGENTS:  
R. S. McINDOE  
TORONTO

JOS. E. HUXLEY  
WINNIPEG.

# Next Fall

—Early, remember—get in your order for our

**Extra Standard Granulated Sugar**

and we can fill your order. Can't now—no stock.

**The Ontario Sugar Co., Limited**  
BERLIN, ONT.



## MAPLE

**SUGAR, SYRUP AND CONFECTIONS**



G. R. Small.



Originator of the celebrated Small's Brand Maple Syrups and Confections.

**To Wholesale Men.** Telfer Bros., Winnipeg, took in month of Jan., 1903, 22 cases Small's Brand; Jan., 1904, 355 cases, and in Jan., 1905, 1072 cases or over 3 cars. Are you sharing like increased trade, profits and satisfaction?

**3 FACTS.** Small's Maple Leaf Brand is the oldest registered brand in British Empire. It has captured 5 out of 6 Gold and Silver Medals offered in Canada, and many from abroad. Every package bears certificate of purity from Quebec Government Analyst. That's all. In our opinion you certainly have a first-class line. WOOD & STEVENS, NEW YORK.

CANADA MAPLE EXCHANGE, Montreal

**45 HIGHEST AWARDS**  
In Europe and America  
**Walter Baker & Co. Ltd.**

The Oldest and Largest Manufacturers of



Trade-mark.

**PURE, HIGH GRADE COCOAS AND CHOCOLATES**

No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

**Walter Baker & Co. Ltd.**  
Established 1780.  
**Dorchester, Mass.**

Branch House, 86 St. Peter St., Montreal

## NOVA SCOTIA AND ITS ADVANTAGES

By M. G. DeWolfe, Ex-President Maritime Board of Trade, Kentville, N.S.

IT seems to me that someone from this part of the Dominion should have interest enough in the special Spring and Export Number of The Canadian Grocer to add a little to your columns. Nova Scotia is too valuable a province to let go unnoticed in an edition that has such a wide circulation.

It may be rather a bold assertion, but Nova Scotia has everything to offer that is needed to make prosperous and happy homes. The only drawback is population, and, although I may be out of order in thinking that The Grocer should not be only an Export Number but an Import one as well, I would like

poor in other lands. Strangers arriving in this province will not be isolated as they are in the boundless lands of the Northwest; nor will they miss the comforts that are so lacking in a new country.

I understand the general manager of the MacLean Trade Newspapers expects to be with the Manufacturers' Association in their trip to Great Britain in June, and I trust he will preach the gospel of Canada as the one place for those to come to who are looking for new homes; and that Nova Scotia will find a warm advocate in his work. Two years ago the Chambers of Commerce of the Empire made us a visit, and their impressions of this section of Nova Scotia were such as made us all feel proud; and we want thousands of others to come in and share this goodly heritage.

This province has twenty-five Boards of Trade, all of them only too well pleased to give full information to intending settlers, and I trust that many will decide to come and prosper, and never regret it.



MR. M. G. DEWOLFE  
Kentville, N.S.

### SHOULD TRAVELERS BE TAXED?

Communications on this much-debated subject continue to pour in from members of the trade all over Canada. During the week The Grocer had an interview with Mr. C. Ryan, of the Wilson, Lytle, Badgerow Co., Toronto, who expressed himself in no uncertain terms on the recent action of the British Columbia Legislature in imposing a tax on commercial travelers from other provinces.

"The strange thing is," said he, "that Eastern Canada should have been heavily taxed for years to open up the Pacific Province, and only to be discriminated against now by the trade there. It is hardly necessary to more than mention the inequality of the tax, and the loss it will occasion the transportation companies, hotels, etc. As for the retail trade themselves, they will sooner or later realize that the new legislation is neither more nor less than a modern application of the old 'robbing Peter to pay Paul' principle. It is but the thin edge of the wedge leading to western monopoly and it is the retailer and consumer who will have to pay the price."

to see it work along the lines of inducing an importation of persons to settle in this fair province.

The trend is westward, but there are as good and better chances for all classes to settle here, and the time has arrived when this fact must be made known, and it can be largely done through the influence of such mediums as The Canadian Grocer.

It is not farmers and laborers alone that are needed, but men of moderate means in all lines; it may be there are too many persons in trade, but that is the only calling that is so situated.

One good sign of the times is that there are no idle men or women in Nova Scotia; loafers are unknown, and there are no poor,—such as we know as

**Spring Drink**

# VAN HOUTEN'S COCOA

**Spring Food**

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

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

Why Not Try Our

## "CROWN BRAND" CATSUP

— AND —

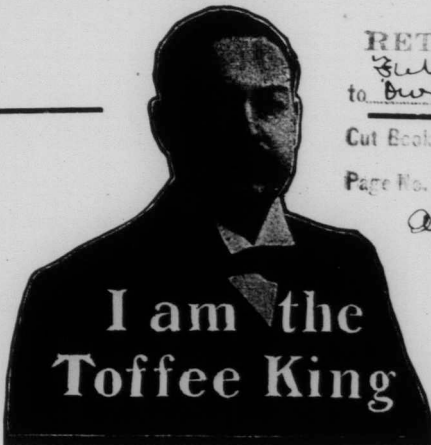
## HARD BOILED CANDIES ?

(36 FLAVORS)

Nothing Better      Made in Canada

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**CROWN MANUFACTURING CO., Ltd., Yonge St., TORONTO**



**I am the  
Toffee King**

RETURNED  
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to *Bureau*

Cut Book No. *80*

Page No. *41*

*a.s.w.*

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

## MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called THE TOFFEE KING OF ENGLAND because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

**JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.**

CANADIAN AGENTS:  
Lamont, Corliss & Co., 27 Common St., Montreal.

## *Biscuits and Confectionery*

is our line. We are open to give Jobbers or Wholesalers exclusive right of our goods where not already represented. If you purchase outright we can give you excellent terms with a guarantee that our goods will give entire satisfaction. Particulars and samples on application.

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### IMPERIAL BISCUIT CO., LIMITED

GUELPH, ONT.

Toronto Branch : 60 Front St. E.  
Quebec City and Province: Messrs. BOIVIN & CRENIER



# Armour Limited Toronto

Sole Packers and Shippers in Canada for  
Armour & Co., Chicago

of

**ARMOUR'S SOLID AND FLUID EXTRACT OF BEEF**

Noted for retaining the flavor and body of the beef

**ARMOUR'S BEEF EXTRACT AND VEGETABLE TABLETS**

A convenient way for using Beef Extract—for travelers, sportsmen and others

**VIGORAL**

A deliciously seasoned semi-fluid Extract of Beef

**ASPAROX**

Armour's Fluid Beef and California asparagus juice—for seasoning  
and as a beverage

**ARMOUR'S TOMATO BOUILLON**

For preparing bouillon, etc.

**ARMOUR'S BEEF CORDIAL**

For preparing hot beef tea—recommended for hotels  
and soda fountains

**TOMATO FLIP**

A delicious tomato-flavored beverage for hotels, soda fountains, etc.

**ARMOUR'S TOMATO AND BEEF CATSUP**

Something new—delicious, wholesome and appetizing

**ARMOUR'S BEEF, IRON AND WINE**

In large bottles to retail at 50c each—a good  
seller for grocers

Depot for Armour's Canned Meats and Armour's Toilet Soaps

THE RETAILER may obtain our products from all Canadian wholesalers; if yours can't supply you, write us.

THE WHOLESALER will find an increasing demand for the Armour products, and we invite their cooperation in supplying the demand our advertising has created in their respective territories. A large staff of traveling salesmen now cover every part of the Dominion, and if you have a stock of our products and are not receiving your share of their orders, write us. If you have no stock of our goods, send us an initial order, or write for our prices, quantities, discounts and terms, that we may work with you.

Armour Limited, Toronto

## FRUIT AND VEGETABLE CANNING IN CANADA

THE history of this important Canadian industry dates from 1876, when the late B. R. Nelles started a factory in Grimsby, the garden district of Ontario, for canning domestic fruit and vegetables. Previous to this time the requirements of the Canadian consuming public had been supplied by packers in the United States and England. The story of the industry subsequently, may be summed up in a very few words. Importations have been reduced to a minimum, and the number and the output of the fruit and vegetable canneries in Canada increased until at the present time some fifty odd plants supply by far the greater share of the requirements of the domestic market and in addition have worked up a substantial and increasing volume of trade with the countries of Europe and Asia. Fruit and vegetable canning is confined practically to the Provinces of Ontario and Quebec. In Ontario there are about forty-six of these canneries, of which some thirty-six represent a combination known as the Canadian Cannery Limited. Quebec has two; there are one or two in New Brunswick, two in Nova Scotia, one or two small packing houses in British Columbia and up to the last year one in Prince Edward Island. During the present season to date no less than five new canning companies have been successfully launched, going to show the facilities Canada affords for the successful development of the canned fruit and vegetable business on a big scale. From the canning of vegetables and fruits, including peas, corn, tomatoes, strawberries and raspberries, to supply the trade of Ontario and Quebec the scope of the industry has been widened to include the packing of every vegetable and fruit produced in Canada, as well as the manufacture of catsups, sauces, jams and marmalades, and latterly vegetable and meat soups and canned fowl. The canning of beef and meats generally is also beginning to assume very large proportions in Canada, although it is not with this particular branch of the canned goods trade that this article is concerned. A market has been created for Canadian canned fruits and vegetables from the Atlantic to the Pacific.

### In Foreign Markets.

Canadian packers have succeeded in firmly establishing themselves in the British market, several of the larger canners having at the present time per-

manent branches in the leading commercial centres of the United Kingdom, each in charge of experienced men who keep the Canadian trade posted as to the market conditions abroad. A successful business connection has been worked up with the West Indies, and organized efforts have been or will shortly be made to create a regular demand for Canadian canned goods in Japan, China and Mexico. Until very recently Canadian canners had a profitable trade in fruit pulp with Australia; the Australian fruit grower, however, has taken it into his head a year or two ago to go into business on his own account, with the result that he has effectively shut out Canada, not only from the Australian market, but from the markets of Great Britain to which Australia supplies practically all the fruit pulp used, except in poor fruit seasons. Only last year Canadian packers tried the experiment of sending fruit pulp to Great Britain, but discovered they could not compete with Australia. Canadian canned goods have also met with considerable success in South Africa, and according to those in close touch with trade conditions there the Canadian canners are entirely to blame because they have not secured a lion's share of the trade. Circumstances are all in their favor, namely, preferential duty and a prejudice in favor of Canadian goods; all they need to do is to send over representatives to push Canadian goods persistently; instead of doing this, they have allowed an enormous business to drift into the hands of American canners and will find it more or less difficult to win back what they have lost.

### A Unique Position.

The position of the industry in Canada promises to become a unique one within the next ten years or so. By that time they will probably have as large a population in the Great West as the whole of Canada has to-day. An enormous market will be created for Canadian canners to supply.

Canada can grow almost unlimited quantities of fruits and vegetables, and the only reason why the fruit-growing industry has not assumed much larger proportions than it has is because the requisite market has not been forthcoming up to the present. With the colonization of the West all this will be changed, and it is even surmised in canned goods circles that the establishment of vegetable canneries in Manitoba and the Territories is among the possibilities of a few years. At the present time Canadian canners are experiencing no difficulty from American competition in the West, strange as it may seem. The disadvantage of heavy freight charges is amply compensated for by the stiff tariff on goods of American manufacture. About the only complaint domestic packers have to make is that very large quantities of dried prunes, peaches and plums are brought into Canada every year, and on account of their inferior quality are sold at a ridiculously low figure, to the detriment of the fruit-growing and fruit-packing industries of this country.

### Export Trade.

Canada's export trade in canned fruits and vegetables dates from 1890, when we began to send canned apples to

#### EXPORTS OF CANNED GOODS.

	1900	1901	1902	1903	1904
Fruits in air-tight cans or other packages .....	\$329,696	\$181,829	\$143,244	\$403,558	\$362,062
Tomatoes and other vegetables in cans or other packages.	18,101	43,566	118,013	34,128	167,020
Canned meats, poultry, game, etc.....	309,148	419,959	881,578	619,299	2,343,031
Condensed milk .....				242,539	153,761
<b>Total canned goods .....</b>	<b>\$656,945</b>	<b>\$645,354</b>	<b>\$1,142,835</b>	<b>\$1,299,524</b>	<b>\$3,025,874</b>

#### IMPORTS OF CANNED GOODS.

	1900	1901	1902	1903	1904
Fruits in air-tight cans or other packages .....	\$99,660	\$110,629	\$88,901	\$78,989	\$112,218
Jellies, jams or preserves.....	68,309	69,156	62,170	81,559	98,048
Vegetables in cans .....	99,893	75,488	73,684	169,306	131,750
Canned meats, poultry, game, etc.....	220,573	249,150	146,253	110,023	146,556
Extracts of beef, soups, etc..	52,707	50,471	56,320	78,976	108,094
Condensed milk .....	254,176	99,434	52,158	23,032	24,222
<b>Total canned goods .....</b>	<b>\$795,318</b>	<b>\$654,328</b>	<b>\$179,486</b>	<b>\$541,885</b>	<b>\$621,888</b>

Great Britain. Since then there has been a steady growth and from an average of 2,000 cases a year in the early nineties we are now exporting from 350,000 to 400,000 yearly, mostly apples. Owing to excessively large apple crops in Great Britain and on the continent during the past three years, however, the fruit end of the Canadian export business has shown considerable falling off. Canadian canned fruits, especially peaches and raspberries, are slowly but surely establishing themselves firmly in the favor of the British consumer.

For quality and flavor there is nothing on the British market that can surpass the Canadian product. On account of the nature of Canadian fruit it does not present as attractive an appearance, perhaps, as the Californian product, and it is largely on this account that California is such a formidable competitor of Canada in the British market. The

that is going to be most profitable to the Canadian exporter.

#### Requirements of Trade.

The American exporters, in their zeal to give the British consumer what he wants, have hit upon the scheme of sending over fruit in bulk and repacking it in England after the English style. Unfortunately the soft nature of Canadian fruits precludes this possibility. In order to retain its solidity the fruit would have to be picked green. This would mean sacrificing the delicious flavor which is, perhaps, what commends it most to the British consumer.

Canadians have to compete principally with French and Italian packers for the canned vegetable trade of Great Britain. The United States formerly enjoyed a monopoly of this trade, but have gradually been supplanted by Italian canners who are able to put goods of fair quality on the British market at

#### OLD HOMESTEAD FACTORY.

A LATE and very creditable addition to Canada's canning industries is the Old Homestead Canning Co., of Picton, Ontario, a cut of whose fine concrete factory is published herewith. The factory is located on a slight sandy elevation and is built entirely of concrete blocks re-enforced with steel. The main building is 200x50 feet and three storeys high, with a boiler house wing 35x45 feet and a cooking room 20x60 feet. The latter contains 18 cookers with a capacity of 1,130 two-pound cans or 700 three-pound cans each. The main building contains a complete plant for handling fruit and vegetables of the latest design.

The site for the factory was purchased on April 15, 1904, and on the 16th of June the first strawberries were packed, which speaks volumes for the executive ability of the manager.

The company set out with the idea of putting up goods of first-class quality and left nothing to be desired even of the labels, which are very rich. As a result they report a very successful first season. In fact, the foundations are already laid for an addition to the factory 100x36 feet and a new three-storey storehouse 200x65 feet, and the machinery is already on the premises for duplicating the present plant.

The Old Homestead Co. pride themselves on the marked cleanliness that pervades their factory. Every day the refuse is carted away, and as the drainage is good no unpleasant odors are generated.

The shipping facilities are excellent, with a private switch and water communication via the Richelieu and Hepburn lines that call regularly at Picton during the season of navigation.

Situated as the factory is right on the spot, the fruits and vegetables of the neighborhood are delivered the day picked, and canned immediately, so that the flavor and freshness is retained. To provide, however, for over supplies at the height of the season, a refrigerator plant is capable of taking care of any surplus.

Manager A. H. Baker and Assistant Manager L. A. Wright are busy supervising the improvements, and confidently predict greater success this year than last. Contracts have been let with the farmers for over 2,000 acres of fruits and vegetables, and in less than a month the campaign will be on again.

It has been rumored that the Old Homestead Co. had been absorbed by the Canadian Canners, Limited. This rumor is authoritatively denied.



Plant of Old Homestead Canning Co., Picton, Ont.

English trade put a premium on appearance and until Canadians can convert them to the idea that quality counts for more than appearance, they are face to face with an insurmountable difficulty. The Californian packer has this advantage over the Canadian, that he was firmly established in Great Britain years before the Canadian packer entered the field.

The British trade, moreover, are prejudiced in favor of bottled goods, and, as a matter of fact, most packers of fruit in the United Kingdom use the bottle or glass jar package exclusively. They seem, until recently, to have been possessed with the notion that fruit and vegetables in tins are injurious. Among the great masses the demand is for cheap and medium-priced canned goods, no matter whether the package is a glass bottle or tin case, and it is this trade

rock bottom prices on account of cheap labor.

Fifteen years of experience in the export business have taught the Canadian trade many useful lessons. They have learned that Great Britain requires a different article from the domestic trade, although the fundamental requirements for both are "good goods." For instance, the domestic trade require principally standard sizes, namely, 2's and 3's. The British Columbia and British trade prefer 2½-lb. packages, this demand having been created in the first place by Californian packers. In the matter of package it has been found desirable to use better tins than has been the custom in years past. Canadian canners are also making a feature of fancy embossed labels, both for domestic and export trade, realizing the superior worth of a bright, attractive package as a seller.

# Special Notice to the Trade

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The Quaker is now out for the coming season soliciting your orders for "Quaker" canned goods. As usual we have added largely to the plant and we are also handling the pack this year of two additional factories, the goods in these two factories being packed under our own supervision. With this increase we expect, even with the most ordinary crop, to be able to do something this year that we have never done in the five years since we started, i.e., fill our orders in full. Our aim from the start has been to pack high-class goods and make the "Quaker" Brand of Canned Goods the Standard from the Atlantic to the Pacific. We have already succeeded in doing this, and now that we are in this position our further aim is to hold it. With this object increased modern machinery has been placed in the factory and increased care will be taken in packing the goods, all with the determination of holding the high opinion which we now hold with the great consuming public of the Dominion. Next week we will in the "Grocer" give a list of the wholesale trade throughout the Dominion, handling "Quaker" Canned Goods.

## Bloomfield Packing Co.

Bloomfield, May 16th, 1905.

## THE QUESTION OF PAY

ONE of the most serious problems that confronts the store manager to-day is that of keeping his clerks interested in their work. The spectacle of listless, inattentive, discourteous and inactive salespeople is so universal as to cause comment whenever a store, and especially a city department store, is mentioned. It is the desire of every store superintendent, and also of every department manager, to arouse enthusiasm among the salespeople, but an entirely satisfactory method of doing this has never been devised.

### No Satisfactory Solution.

Paying salaries based on the amount of actual sales is not altogether satisfactory.

Placing the salespeople on commission undoubtedly results in greater activity on the part of the clerks, but this in turn results in some abuses that tend to demoralize and arouse antagonism among the salespeople.

### Tried Commissions.

A southern merchant who has tried the commission plan is entirely satisfied with it.

### Proved Entirely Satisfactory.

The change to a commission basis was made more than a year ago, and has proven eminently satisfactory in every respect. No disadvantages have been discovered, and many advantages have resulted, an important one being an increase of 25 per cent. in the volume of business.

### Clerks Earned More.

It is claimed that the clerks find no fault with the present basis of pay. The listless, inactive clerks quit of their own accord, and the ambitious, successful ones remained. On the commission basis they are earning more than they would be if they were paid a salary, one clerk being known to have earned \$21 in one day, this, of course, being an exceptional instance. The average earnings are \$9 to \$18 a week by the women and \$10 to \$20 by the men.

### The Commissions Paid.

The commission paid is 6 per cent. to women and 7 1-2 per cent. to men. This

applies to all sales in all departments. No guarantee whatever is given. The salespeople themselves thus assume the entire risk for the amount of their earnings.

### Men Paid More.

Just why the women are paid a smaller commission than the men is not stated, but is presumably because of the fact that the responsibility of stock-keeping, opening and unpacking goods and the incidental functions of the business would naturally devolve upon the men, and the time and attention given to this work would naturally need to be compensated for.

### Some Common Objections.

It has been our invariable observation that when clerks are paid a commission on their sales they at once make extra efforts to sell goods, and they become more attentive and more accommodating to the customers.

### Customers Not Urged.

The clerks are not permitted to become insistent in endeavoring to effect a sale, their functions being limited to showing the merchandise that the customer desires, making every possible effort to find what the customer wants, and, while doing so, to show every possible courtesy and attention.

### A Fault in the System.

In this the American department store system is unquestionably at fault. The freedom allowed to customers is a most agreeable feature of the American method, but the resulting evil that it creates, that of causing inattention and quite frequently discourtesy on the part of the clerks, more than overcomes the advantage.

### Regular Auction Methods.

On the other hand, in those city stores where clerks are paid on commission, the activity of the salespeople is undoubtedly increased, but their conduct and deportment is anything but pleasant or agreeable to one entering a store. A Chicago store in particular is notorious for the manner in which the clerks "pull in" the customers, and thousands of women could not be induced to enter those establishments, because

they believe it would be as much as their life is worth to do so.

### Arouses Unfriendly Competition.

In all stores where the clerks work on a commission basis, the system gives rise to a fierce competition which makes the clerks rob each other of good customers, and makes them hurry through one customer who is buying a small bill of goods, in order to catch some new customer whom they know is good for a large bill. This condition, as we well know, is not conducive to a stable, satisfactory business.

### Salary and Commission.

A system which we favor is one in which a moderate fixed salary is paid the salespeople, and then an extra inducement is given in the form of a commission on sales in order to induce extra effort and attention on their part. We know a store in Texas that is to-day employing this system with excellent results. The girls are paid from \$5 to \$10 a week salary, and in addition to this a commission of 2 per cent on their gross sales. The men are paid from \$8 to \$15 a week, with a commission of 2 per cent. on their gross sales.

### Works Well in All Seasons.

By this method they are assured of a steady income through dull as well as busy seasons, yet during the busy seasons they are able to earn more than their normal salary if they exert themselves. We all know that a store can afford to pay an increase in salary when there is an increase in sales.

### Must Assure Steady Income.

We also know that efficient, reliable and dependable salespeople are developed only after careful training, and that to keep a good salesperson in one's employ, he or she must be assured of a steady income that will enable him to live in comfort. On the whole, we do not favor the purely commission basis, because we rarely find that it results satisfactorily. A moderate salary, with the addition of a low commission on gross sales, has given better results all around. — Drygoodsman and General Merchant.

# "Old Homestead" Brand

## DOUBLING OUR CAPACITY

Just one year ago we began the erection of our new factory at Picton, and the packing of **"Old Homestead" Brand Canned Goods.**

We chose Picton because it is in the centre of the finest fruit and vegetable district in Canada, and we chose the name **"Old Homestead" Brand** because it seemed to embody those ideas of quality and reliability we were determined our goods should stand for.

We believed there was a field for an independent factory that observed every nicety of cleanliness, that used only the highest-grade fruits and vegetables, and that employed the most approved processes.

## WE WERE RIGHT

Our goods, with their superior quality, attractive name, and richly embossed labels, caught the favor of the trade at once.

So great was the demand for "Old Homestead" Brand canned goods, and so thoroughly pleased have the trade expressed themselves, that we are erecting an immense steel and concrete addition in which to instal a duplicate of our present plant.

We have 2,000 acres contracted for this season, and the greater part of our prospective pack has already been sold.

You will be well advised in ordering your stock of "OLD HOMESTEAD" Canned Goods now. If your wholesaler is not prepared to supply you, write us direct.

**THE OLD HOMESTEAD CANNING COMPANY**  
PICTON, ONT. LIMITED

— NOT IN THE COMBINE —

# Canned Goods

SEND FOR SAMPLES OF OUR BEAUTIFUL LABELS

WE HAVE THE CLEANEST FACTORY IN CANADA

## RETAIL MAIL ORDER HOUSES

LOCKING the stable after the steed is stolen is no more short-sighted than waiting till mail-order houses are firmly established before making a fight on them. It is not necessary for these establishments to reach their full growth, to prove their pernicious influence. It only requires a glance at the conditions subsisting in the country districts of the United States, surrounding the big mail order centres, to see the disastrous effects on business, and consequently on land and property values, caused by these enemies of retail trade. Nor is it necessary to go across the line to see these results. Already in Canada the roots of this business are firmly fixed and stagnation in trade and depreciation in values are ever its concomitants.

The time has come for a fair consideration of the question. It would be a sign of the most egregious folly to close one's eyes any longer to the importance of this feature of modern business. It has already done great harm to legitimate retail trade. It will in the future do far more. If there is any opposition to be raised, it should be raised now.

### Mail-Order Business Unfair.

A consideration of the question will show: first, that the mail-order business is unfair; second, that it is in the end disastrous to those who use it; third, that it may be successfully combatted.

It is unfair. All possible advantage is taken of the fact that the article to be sold is not seen by the buyer till after it is bought. The merchant doing business over his counter cannot exaggerate. He may put forth the merits of his goods, their high quality and fair price, but his statements will be weighed by a discerning public and in the last instance the goods will be sold on their own merits. They will be compared with other goods of other dealers and they must stand that comparison. This is fair buying and selling. How different is the case of the mail-order houses? Their sales are made on their own extravagant descriptions. A little cut, which can show nothing of the quality of the article, and a fulsome laudation of the quality and price, these are the evidences on which the customer buys. When people have such difficulty in judging the good from the bad when they have the two in their hands, it is not to be expected that they will choose right when they have nothing but a

printed description to go by. The folly of such a thing is patent to anyone who thinks of the differences which exist even in staples. On paper the difference in a coarse and fine piece of linen cannot be distinguished. If they are not shown, the same adjectives can be used to describe one as the other. It is unnecessary to mention which the mail-order house would send if an order were sent in. This is just illustrative of the general unfairness, the wrong principle, at the base of a mail-order business.

But it is not allowed to rest there. To the unfairness of the principle has been added deception in the details. We shall not go into many particulars here, —they are too well known to retail merchants throughout the country,—but a single instance will illustrate the point. A well-known standard article will be shown on a page of the mail-order catalogue. A few lines of description are subjoined and the price will be about one quarter less than the regular price. On the opposite page will be a fine cut of a similar article of an unknown make and beneath it is given a glowing description showing its superiority over anything else of the kind ever offered. The first page, with a reduction of the price which everybody knows, inspires the reader with confidence. But, he will say, if this is a bargain, how much more must the one opposite be a bargain, which is shown to be superior to the standard one in every respect. So the unknown make is sold at a big profit. The other article would have made no profit for the mail-order house and was not intended to be sold. It is a game of deception pure and simple.

### Ruins the Towns.

The mail-order business, moreover, is disastrous in a much wider sense than that which has just been mentioned. It kills the prosperity of the towns by driving out the business men who make prosperity possible. There is just one thing which can ensure good, healthy retail business, and that is local support. Without this business there can be no market; the chief taxpayers disappear, the employers of labor require no help, and public works and schools fall into decadence, because those who formerly paid the taxes to support them do so no longer. As a direct consequence the farmers' lands decrease in value and their produce no longer brings the prices it did when there was an active market. These are not imaginary

evils. They can be traced in many parts of Ontario at the present time. They are the natural and necessary results of the patronage of a catalogue house.

With a few of the evils of this class of business before us, the third question, the possibility of successfully fighting it, presses for settlement. Mail-order houses can be successfully competed with. This has been proved conclusively by many merchants throughout the country. It requires, however, the most energetic action on the part of the retailer. He has to take the bull by the horns and fight on the aggressive.

### How to Compete Successfully.

The method in which this may be done varies with local conditions. In one place where the farmers were much given to buying from catalogue houses, the proprietor of a general store had this sign hung up prominently:

"We do not pay any cash on butter. We pay 2c. per dozen less for eggs in cash than in trade, and when a customer wants part cash we figure all the eggs at cash price."

The store pays the top price for both butter and eggs in trade, which leaves the farmers no room for complaint, and when they see how much they will lose by taking cash instead of trade they invariably take trade. This is a scheme which ensures home trading and is to be commended.

A method which appeals more strongly to most men is that of education. To convert people from the mail-order habit by convincing them that they can actually buy more cheaply at home is difficult, yet it is the only satisfactory way. Where possible it can be done by a comparison of the home and catalogue goods. Mail-order houses are not in business for their health. The merchant can be assured that they make a good big profit on what they sell. Otherwise how could they keep up their big plants in the cities, and spend the enormous sums they do on catalogues and advertising? With this knowledge, a local dealer can attack them on their own ground by giving better prices and qualities. Keen, progressive merchandising is necessary because his contest is with merchants who seize every vantage point.

Every merchant is naturally entitled to the trade which surrounds his place of business. He is right on the spot with his goods; his expenses are usually low,

**The Governor General of Canada Testifies to the Superior Quality of Canadian Fruits and Vegetables such as Packed by the "Canadian Cannery, Limited."**

In the course of an address on Canada delivered at the Toronto Club on April 28th, 1905, the Governor General of Canada, Earl Grey, spoke in part as follows :—

"The laws of nature have decreed that the country which exists nearest the northern limit of production has been blessed with an inherent virtue which enables it to produce the best fruits, the hardest cereals, and the finest and most strenuous men that can be found on the earth. It is a well established fact that Canadian-grown apples nearest the limit of production are finer in quality, better in flavor, and last longer than those grown further south."

In his address Earl Grey has simply emphasized a well known and generally conceded fact, viz., that Canada produces fruits and vegetables whose quality is not equalled elsewhere in the world.

The Governor General might have said, and truthfully,—

"If you want to secure the best canned fruits and vegetables, packed by the finest (most expert) and most strenuous men that can be found on the earth, buy 'CANADA FIRST,' 'LITTLE CHIEF,' 'LOG CABIN,' 'HORSESHOE,' 'AUTO' brands of Canned Goods."

**Why? Because,**

- 1st. The fruits and vegetables packed under the brands above mentioned are Canadian grown, and are of the highest degree of excellence.
- 2nd. They are grown in the immediate neighborhood of factories.
- 3rd. Are picked only when best suited for table use.
- 4th. Are packed the same day as picked.
- 5th. Are subject to rigid inspection and highest sanitary conditions.
- 6th. Canada's most skilled artists and most expert lithographers have been busy for months preparing a new series of artistic and beautifully embossed labels for these popular brands of canned goods. The seal of the Canadian Cannery, Limited, will appear on these labels as a guarantee of quality of contents.

Remember the best are always the cheapest, and the well known guaranteed brands are the easiest sold and give the best satisfaction to the consumer.

**BUY the BEST.**



and he has the important advantage of being able to become personally acquainted with his possible customers. Under these circumstances it would seem that all he needs to hold this trade is to offer as great inducements as the mail-order house. But this is not all. As we have pointed out above, the seeming inducements of the catalogue are not real inducements in many cases, but fakes and shams. The retail merchant must be prepared to prove this, and the best and most satisfactory way to do it is by consistently giving good quality for a fair price. Good buying and good selling are alike requisite in accomplishing this end, but the competition of the present day is demanding these more and more, if commercial existence is to be maintained at all.

**Credit System.**

The credit system, which is necessary in many parts of the country, should be

the means of keeping business at home. It has frequently been much abused by people buying the necessaries from the local store on time, only to use the cash, when it came in, to buy from the catalogue houses. It would be a waste of time to argue with such a one on the injustice of his conduct. Arguments based on fairness or justice would not be understood by him. But he might be made to understand the inexpediency of his course. If he was out of work temporarily or if there was a crop failure, would the mail-order house carry him for a month, or six months, or a year? Not at all. Their business is done on an absolutely cash basis. The money has to be paid before the goods are seen; that is the principle of their sales. It is in such contingencies that the local merchant is called on for credit, but it is a bad time to ask for time. Points such as these should be used where this competition is felt. Expediency may

accomplish what justice cannot effect.

Local conditions must govern the course which should be taken in opposing mail-order houses in any particular place. The important thing is to take some active steps against them. They are a menace to retail merchants and as such must be watched and combated consistently and vigorously.

**THE FAIRBANK PLAN.**

The attention of grocers and grocery clerks is directed to Fairbank's new plan, which is on an entirely different basis from the usual system of coupons. A study of it will convince participants of its merit. The N. K. Fairbank Co., Montreal, will be pleased to mail a catalogue to every merchant or clerk desiring to avail himself of this valuable system. Reference to this notice in The Grocer will bring a prompt reply.

**R. S. LANG, Exeter, Ont.  
Fruit and Produce Dealer**

**Apples a Specialty  
Correspondence Solicited**

**D. CANTELON**

APPLES IN CAR LOTS  
A SPECIALTY.

20 Years' Experience. Early Correspondence Solicited.  
Address - CLINTON, ONT.

**Dublin, Ireland**

Canadian Fruit and Produce Shippers and Manufacturers of Grocers' Specialties can place goods direct on the Irish Markets through

**J. H. Sheridan**  
Commission Agent,  
6 D'OLIER STREET, DUBLIN

Correspondence invited. Prompt returns guaranteed.

**Looking for**

**Agents in Scotland?**

We handle all classes of **Canned Goods—Fruits, Vegetables, Meats and Salmon.** Our wide connection and varied experience enable us to place large quantities of these goods at favorable prices.

Are in a position to buy or receive consignments of **Green Fruits,** especially **Apples in Boxes.** Consignors are assured of prompt attention to all shipments and correspondence. Address

**WILSON, RONALD & CO.,**  
45 Hope St., GLASGOW.

Sole Agents in Scotland for B. T. BABBITT, New York.

**Coming**

Our Traveller

He will be to see you early at your place of business for the trade of 1906.

Onion Sets, Seed Corn, Seed Potatoes, Garden Seeds and Bulbs.

**W. L. Clark**

Leamington, Ont., Essex Co., "Canada's Garden"



**Capstan Brand**

PURE MOCHA AND JAVA GROUND

**COFFEE**

Put up in 1-lb. tins, with a very attractive label, and is giving perfect satisfaction. Ask your wholesale grocer for it, and be convinced of its high-grade quality.

**CAPSTAN MFG. CO., Toronto, Ont.**

## TRADE HELPS

*There are just a few things in a grocery store that help to sell other things, and one of them is the FRANKFORD CANNED GOODS, which are always of the highest and best quality. The town of Frankford is situated in the Trent Valley, celebrated for growing the finest flavored Fruits and Vegetables in the world. It is no exaggeration to say that there is not a spot on the continent so splendidly adapted for the perfect growth of Fruits and Vegetables. Recognising that it was an ideal spot for a canning factory, one year ago the Frankford Canning Co. erected a plant and factory in this locality. No expense has been spared in procuring the most experienced and practical men for the packing and management of the business, so as to insure perfection in the class of goods we place before the public. Our Processor has had a practical experience of 25 years, and when 25 years is spent in one business it is sure to give one a very thorough knowledge of that business, and as our Processor has been superintendent and manager for some of the largest packers in the United States and Canada we can truthfully say of our goods they eclipse all others as to quality, quantity and purity. Any grocer can demonstrate the truth of these statements to the fullest extent and it is to both his own and his customers' benefit that he should demonstrate it.*

*Respectfully yours,*

**The Frankford Canning & Packing Co.,**  
Limited  
**Frankford, Ont.**

*Independent Packers*

Cable Address : "WHITCO."  
CODES USED :  
Economy  
Revised Economy  
Cal. Citrus  
Earl Fruit  
U. S. Cipher  
A. B. C. 5th Edition

## Important Announcement

PHONE, MAIN 4106.  
Private Branch Exchange  
connecting all Depart-  
ments and Fruit Market.  
4 PHONES.

# WHITE & CO.

INCORPORATION APPLIED FOR. LIMITED

*Wholesale Importers and Auctioneers*

## Fruits, Produce and Fish

**TORONTO**

**Branch at Hamilton**

**Capital, \$100,000.00.**

INCORPORATORS :

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VICE-PRESIDENT AND MANAGER :  
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SEC.-TREAS. :  
J. H. W. MACKIE.

JAMES LANGSKILL, WM. BAILY, R. PALMER, THOS. FERGUSON,  
ALL OF TORONTO.

SUCCESSORS TO the amalgamated firms on and after June 1st, 1905 :

**WHITE & CO., Wholesale Fruit, Produce and Fish Importers and Auctioneers.**  
**MERCHANTS' PRODUCE EXCHANGE, Wholesale Fruit and Produce Dealers.**

A Branch has lately been opened in Hamilton to facilitate the increased business from that city and surrounding territory.

The entire business will be continued without cessation. All the valuable contracts and connections of the firms mentioned have been acquired, placing the firm in the first and foremost position to handle their large and ever-increasing business.

The very closest attention will be given to out-of-town trade, filling orders with utmost care ; and increased business is solicited from old and new accounts.

The Auction and Jobbing business will be a special feature. Full cars of the various lines arriving daily. We will continue to represent the **California Fruit Distributors**, and will be headquarters for California Fruit, same being handled entirely at auction.

The Fish business deserves special mention. Fresh supplies daily ; handled entirely separately from the other business ; experienced men in charge.

**Warehouse: 64 Front St., East.**

**Auction Rooms: Cor. Scott and Esplanade.**

Cold Storage on Premises. Capacity 25,000 cubic feet.

**BANKERS: Canadian Bank of Commerce, Market Branch.**

## Co-operation Among Canadian Apple Growers

Written specially for The Grocer by A. McNeill, Chief of the Fruit Division, Ottawa.

THE movement among the apple growers in certain portions of Canada towards co-operative packing and selling must not be confused with the formation of ordinary stock companies for the buying and selling of fruit in the open market. The co-operative movement is not in any sense of the nature of a trust that proposes to monopolize the sale of apples. Even the most sanguine of those interested expect no more in the near future than an improvement in the methods of packing and selling that will prevent the decrease, if not the total extinction, of apple growing on many Canadian farms. So far the movement is confined almost exclusively to Southern and Western Ontario. These sections have been prac-

duct, bringing, if possible, the buyer and seller together so that there may be little or no possible ground for dispute as to price, grade, packing or condition of fruit.

It will thus be seen that there is no attempt to supplant any efficient existing business method, but rather to substitute something where ordinary methods have proved a gross failure.

Modern commercial orchards have only two or three varieties at the most, except for local markets; the older orchards are not small, but comprise from six to many varieties. If these many varieties are picked only once or twice during the season there will be such a loss in fruit absolutely unfit for packing at time of picking as is difficult to es-

secure small lots of many grades of apples it must be expected that the margin between the price to the grower and the price to the consumer will be very great. The conditions, however, will be very different if buyer and seller can meet and conclude a bargain before the fruit is out of the hands of the producers. The seller will not be obliged to take the irrevocable step of moving his fruit from the storehouse till he has the assurance of a definite market. On the other hand the buyer is under no obligation to buy unless the grade, price and other conditions suit him. It is true that there will still remain many exigencies of transportation, weather and market for which an allowance will always have to be made. But the mer-



View in Hillcrest Orchards, Kentville, N.S.

tically abandoned by the ordinary apple operators who deal in storing stock. The crop is abundant and usually of an excellent quality, but owing to the warmer climate and earlier season cannot be handled for the same markets nor by methods quite profitable for the northern apples. There are at least three objects aimed at:

First—To pick and pack different varieties at proper seasons by the most economical methods.

Second—To concentrate the comparatively small quantities of each grower into long lines uniformly (and honestly) marked and packed.

Third—To secure the best intelligence among the growers to market the pro-

teminate, to say nothing of the comparatively poor condition of much that is accepted. The saving under this head by co-operative methods amounts to a large percentage of the total receipts at present.

The gathering of large quantities of fruit of the same variety and of uniform grade and marking will appeal to the Old Country merchant. He wishes to deal in a staple product which he can duplicate. It is hoped that by co-operation there may be enough of one grade gathered at two or three convenient places in Canada to induce English buyers to buy direct. As long as buyers are asked to travel long distances at a great expenditure of time and money to

chant being on the spot is the man to deal with these. Hence the wisdom of the leaders in the co-operative movement who have determined to send no fruit on consignment. If these associations can offer five or ten or twenty thousand barrels of a single brand at one place, it is not too much to ask a merchant from London, Liverpool or Glasgow to come where buyer and seller will be on an equal footing. Many Canadian dry goods merchants visit England and Scotland yearly to make purchases where the goods are produced and it is the intention, if possible, to extend this good business principle to the Canadian apple trade. This movement will appeal to the merchants who

wish to build up a permanent business on principles that are economical to the producer and convenient for the middle man. It is presumed that the firms already in the trade will fall in with the movement as it means more and better fruit that can be handled with less risk and, therefore, with more regular, if smaller, percentage of profit.

**THE CANADIAN FRUIT MARKET.**

**A**PPLES have been and, as far as can be seen, will continue to be Canada's principal export in the department of fruit. The amount and value of the exportation of apples will always be dependent in a measure on the crop conditions, though by the adoption of improved methods of cultivation and the planting of new orchards, a steady growth in the size of the apple crop may be counted on.

A glance at the following table will show the increase in the exportation of apples during the past five years:

1900	\$2,578,233
1901	1,482,927
1902	1,566,808
1903	2,758,724
1904	4,590,793

The great bulk of these apples were shipped each year to Great Britain. The other countries which imported small quantities from Canada were the United States, Belgium, France, Germany and Newfoundland.

Canada exports small quantities of blackberries, gooseberries, raspberries, strawberries and fruit pulp, but her main hold on the foreign markets will be through her canned fruits, of which she is exporting a fair quantity. The figures for the past five years are:

1900	\$329,405
1901	181,438
1902	142,972
1903	402,186
1904	358,942

**Imports of Green Fruits.**

Referring to imports, the most important item is naturally "oranges, lemons and limes." Of these Canada imported a value of \$1,221,256 in 1904. In 1900 the importation was only \$913,235, and there has been a steady growth during the interval. The importation of bananas has increased from \$519,342 to \$809,684 during the same period. Of other fruits the following table will show the importation:

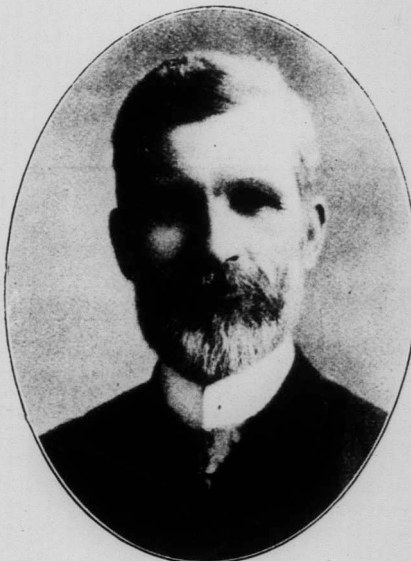
	1900.	1904
Blackberries, etc...	\$93,595	\$107,379
Cherries	10,746	16,014
Cranberries	42,254	54,715
Grapes	55,551	79,752

Guavas, etc.	1,906	9,638
Peaches	52,497	58,005
Pineapples	59,443	133,145
Plums	39,123	49,379
Wild Berries	789	1,066
Other Fruits	62,005	62,537

The great bulk of these fruits are imported from or through the United States. A value of \$17,585 in bananas and \$29,365 in oranges, lemons, etc. is imported direct from the British West Indies. A value of \$27,663 in grapes and \$103,133 in oranges, lemons, etc., comes from Great Britain. Italy sends \$343,616 in oranges and lemons, and Japan \$15,620 in the same line. From Spain come small shipments of grapes and oranges.

**Vegetable Exports.**

Potatoes form the bulk of Canada's shipments of vegetables to foreign



MR. A. McNEILL  
Chief of Fruit Division, Ottawa.

countries. In 1904 a value of \$1,179,481 was shipped as compared with \$330,309 in 1900. Of this total the following countries received the larger shares:

United States	\$749,881
Great Britain	1,689
British Guiana	32,108
British W. Indies	75,393
Newfoundland	20,028
Cuba	288,750

Other vegetables exported are tomatoes, corn and beans in cans or packages, and turnips. Of the former Canada shipped \$167,020 in 1904, as compared with \$18,101 in 1900. Of the latter her shipments amounted to \$28,157 in 1904. The principal receiving countries are the United States, the West Indies and Newfoundland.

**Vegetable Imports.**

The imports of vegetables total about \$700,110, distributed as follows:

Melons	\$10,370	\$21,494
Potatoes	69,073	78,578
Potatoes (sweet)	14,352	20,351
Tomatoes (fresh)	26,194	103,763
Tomatoes and corn (cans)	99,893	131,750
Others	193,267	344,174
	\$413,149	\$700,110

As in the case of fruits, the bulk of these vegetables are imported from the United States.

**A COMPARISON OF NOVA SCOTIA AND ONTARIO APPLES.**

By R. A. Bennett, Winnipeg.

**T**HROUGHOUT Western Canada today, and as a matter of fact for the last few years, you hear arguments galore on the respective merits of fruits grown in Ontario and Nova Scotia.

Any comparison between the two provinces as far as fruit production is concerned must necessarily be confined to apples, for, although I have eaten grapes grown in the province by the sea which were the equal of any I ever tasted from Ontario, and have also seen peaches growing in a very promising manner, still I fancy all Nova Scotians will agree with me when I state that the apple crop is far and away the most important fruit crop grown there.

**Annapolis Valley.**

Throughout the Annapolis Valley on every side you see an endless stretch of fruit orchards which, in the Spring of the year, defy description, being a mass of blossom, and one of the most beautiful scenes you could gaze upon. These trees are no mean part of the backbone of the province and are regarded and pointed out to tourists with the utmost pride. Very few touring Americans would consider leaving Nova Scotia without seeing the "valley in fruit time." Of late years, at most of the principal railway stations, foreign merchants have established offices for the purpose of buying the crops. The Niagara Peninsula of Ontario presents much the same scene, but not by any means on so large a scale.

**Gravenstein Variety.**

Of the varieties of apples grown in Nova Scotia, mention can only be made of a very few of the principal ones. Of these, probably the leading apple is the Gravenstein, which is not grown anywhere else as it is in Nova Scotia. It is of a beautiful delicate color, firm but very juicy, and has a peculiar scent which can be detected at a distance.

Indeed, a barrel of these apples will fill a room with their peculiar odor. The Gravenstein as grown in Ontario is by

# THE DISTRIBUTORS COMPANY, Limited

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Husband Bros. & Co'y,	-	-	-	Toronto.
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## Foreign and Domestic Fruits

This season we are making a specialty of handling Domestic Fruits. Our warehouses at Toronto, Clarkson, Burlington, Hamilton, Winona, Grimsby, Beamsville, Vineland, Jordan and St. Catharines, are connected by our own

### PRIVATE TELEPHONE

placing us in the closest touch with the various sources of supply, and giving us exceptional facilities for handling **Domestic Fruits** to the

### ADVANTAGE OF OUR CUSTOMERS.

No other firm in Canada can do so well for you. Our Toronto and Winnipeg warehouses keep full lines of Foreign Fruits in season.

Our **November Cut Messina Lemons** are a leading feature for the next few weeks.

H. M. MULHOLLAND, General Manager.

**Head Office : - - TORONTO**

W. B. STRINGER

J. J. MCCABE

**WE KNOW**

That it is hardly necessary to say anything to you about the High Standard of Quality of Mr. Tracuzzi's Brand of Lemons, but that Our Ad. may be in sympathy with the mission of this, the "Import" Number of The Canadian Grocer, we say:—

"IMPORT ST. NICHOLAS, and do a vaster Lemon business than has been."

**W. B. STRINGER & CO.** Fruit Brokers, 61 Front East, TORONTO.

**Has Your Order Come**

to our Fruit Department yet? We have a choice range of **Vegetables—Tomatoes, Cucumbers, Cabbages, Etc.,** and the prices will suit you.

**The F. T. JAMES CO., Limited,** 76-78 Colborne St. TORONTO

Arriving Daily:

**Strawberries, Tomatoes, Pineapples,**

Country orders receive our special attention. Get our quotations before buying elsewhere.

**The Dawson Commission Co., Limited**

FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner Market and Colborne Streets, - - - - - TORONTO

**"QUEEN BRAND"**

Our stock is rapidly disappearing, and we intend clearing out the balance this month. Before placing your order, write us for prices on Peas, Gallon Apples, Catsup and Raspberry Pulp in gallon tins.

IT IS WORTH YOUR WHILE TO DROP US A POSTAL.

**BELLEVILLE CANNING COMPANY,** - - - BELLEVILLE, ONT.



This design a guarantee of quality

**TOUGH FIBRE PAPER**

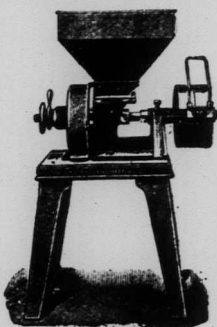
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Will not Break or Crack.

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**CANADA PAPER CO.** LIMITED TORONTO MONTREAL



**"RAPID" CHICORY NIBBER**  
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Machinery for the preparation of

**TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.**

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

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

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

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Cole Street, Swan Street LONDON, S.E., ENGLAND

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Illustrated Catalogue Mailed (Post) Free.

no means the equal of the Nova Scotia product in delicacy of color or of flavor. As a rule, I think the size is about the same. Another favorite of the Valley is the Bishop pippin, which is grown in large quantities, and as a Winter and cooking apple, ranks very high. It is a fair-sized apple, some samples are very large and of good color, but many are spotted on the skin. This in no way interferes with the quality of the apple, it being only outside. I have heard many authorities express their opinion that spotting is due to the action of the sea air. I may say that I have noticed these spots on nearly all varieties of Nova Scotia apples in a greater or less degree but have not inquired deeply into the cause.

The russet in its several varieties is seen in Nova Scotia in great profusion. It grows to a large size and as a keeping apple is probably as good a variety as can be found anywhere.

**King of Tompkins.**

In the several other varieties considered as staple Winter apples, the two provinces appear to be evenly matched, with the exception of the King of Tompkins. This apple is grown larger and of somewhat better flavor in Nova Scotia. Judging from the samples of XXX apples which are sent from Ontario year by year, there is a marked improvement in quality and size, which is most noticeable in such stock as Northern Spy, King of Tompkins, and in fact nearly all the varieties, generally stored for Winter sale, with the single exception of the russet, which does not appear to gain much in size, although the quality is passable. This apple (either golden or nonpareil) is by no means the equal of the Annapolis Valley product.

**Cooper Market.**

A noticeable Ontario production last year was the "Cooper Market." This gave good satisfaction, being of a nice fresh color, firm and rather juicy, and wintered well. It has also good cooking qualities. The King of Tompkins from Ontario is a very fine apple and the equal of the Nova Scotia product in color, firmness and cooking qualities; but the latter province produces it in much larger size and, I believe, somewhat tastier, although there is not much difference.

**Northern Spy.**

The favorite apple from Ontario in the West is, by long odds, the "Northern Spy." This variety is too well known to require more than mention; suffice it to say that in this line the two provinces are on a fairly equal footing.

To give an unbiased opinion, I firmly believe that, comparing all varieties of Summer and early Autumn apples, Nova Scotia is far and away ahead of Ontario, but in the varieties of Winter or cooking apples, they are more nearly equal.

**WANTED!**  
**Consignments of Fruit**

**WANTED!**

We have a large outlet for  
**Apples of Finest Quality**

IN  
**Barrels, Boxes or Tins**

*Correspondence Solicited*

**JOHN McMILLAN**

**Wholesale Fruit Merchant**

**THE BAZAAR**

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 FREE BOOK**



It is entitled

**"Money in Bananas"**

and it will tell you

How to make money in banana growing.

How and where bananas grow.

Their value as a food product.

How profits from bananas compare with farm products raised in the United States.

The wonderful possibilities in the banana industry for small investors.

How by a small monthly investment for a few months you may secure a life income.

If you want insurance against poverty, a guarantee of independence in old age, and a life income of from \$100 to \$1,000 a year, write us at once for this

**FREE BOOK.**

You will find it an interesting story about the most remarkable opportunity ever offered. Write for it to-day.

A postal saying "send 'Money in Bananas'" will do. The book will be sent you free, by return mail.

**Co-operative Tropical Fruit Association,  
 984 Real Estate Trust Building, Philadelphia**

**OUR TRADE  
 HAS GROWN much larger  
 BECAUSE**

of the high quality of Fruits which we handle, and the prompt and careful attention we give to our customers' orders.

**WALKER & SON**

are known throughout the country as prompt and reliable shippers of

**FANCY FRUITS**

and at prices low as any in Canada.

Our new warehouse which we recently built, and said to be the best and most up-to-date Fruit Warehouse in Canada, is enabling us to give our customers better service than ever before.

OUR MOTTO—Prompt and reliable treatment to all our patrons.

**HUGH WALKER & SON**

Direct Importers

**GUELPH, Ontario**

**ESTABLISHED 1886**

**EVAPORATED APPLES  
 CANNED APPLES  
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**We are buyers and sellers of  
 above. Car lots or smaller  
 quantities. Correspondence  
 solicited.**

**O. E. ROBINSON & CO.  
 INGERSOLL, CANADA**

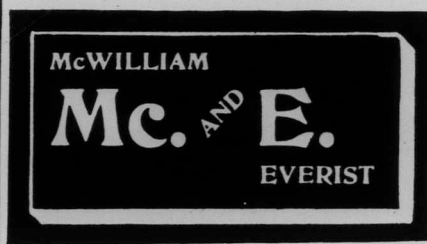


### Our Connections and Correspondents

are numerous, but we wish to extend and increase them.

We will sell you the Fruits and Products of Canada, and we will buy Fruits, Nuts and other Products of your country.

**CANADIAN APPLES OUR SPECIALTY**  
Our Brands are well-known. Write us for information.



Exporters and Importers DOMESTIC AND FOREIGN FRUITS

Established 1877.

25-27 Church St., TORONTO, CANADA

#### 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."

**FINKLE & ACKERMAN**  
BOWMANVILLE, ONT.  
MANUFACTURERS

**Evaporated Onions**  
and other Dried Vegetables.

**DRIED APPLES**  
BRIGHT, DRY STOCK WANTED.

**O. E. ROBINSON & CO.**  
INGERSOLL  
Established - - 1886

**DRIED APPLES**

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

**The W. A. GIBB CO.**  
Packers and Exporters  
5 and 7 Market St., HAMILTON

## GREEN FRUITS AND VEGETABLES

### ONTARIO MARKETS.

#### Green Fruits.

Toronto, May 26, 1905.

A BRISK business is reported in all kinds of green fruits for the week under review, especially oranges and pines, both of which are slightly firmer owing to increased demand. A firmer market is reported in lemons. Bananas are selling freely, large bunches per crate being quoted as high as from \$1.50 to \$3. North Carolina strawberries are out of the market and their place has been taken by Baltimore stock which arrived on the market for the first time May 22.

The price of straws this week is up 2c., the reason being that we are practically between the seasons for North Carolina and Baltimore stock and there has been a scarcity of supplies on the local market. Our quotations are:

Bahama grape fruit, per box.....	5 00
California grape fruit, per box.....	3 00
Havana pines per case.....	3 00 4 00
California navel oranges, per box.....	3 25 4 50
Oranges, Mediterranean sweets, per box.....	3 50 4 00
New messina lemons, 300's, per box.....	2 25 3 00
" " 360's, per box.....	2 25 2 50
Bananas, large bunches, crated.....	1 50 2 00
Bananas, 8's, per bunch, crated.....	1 00 1 50
Bananas, 7-hand bunches, off track.....	0 65 0 75
Red bananas, per bunch.....	2 00 2 25
Apples, Winter varieties.....	2 50 5 00
Baltimore strawberries, per quart.....	0 16 0 17

#### Vegetables.

Domestic green vegetables are slowly taking the place of imported stuff, Baltimore radishes and imported asparagus having been replaced by domestic produce, which is quoted as follows: Asparagus, per doz. bunches, 75c.; new radishes, per doz. bunches, 20c. Charles-town cabbage has been replaced by Baltimore stock, which is quoted at \$1.75 to \$2. Bermuda potatoes are down 1¢ and Florida tomatoes are 25c. firmer than last week

Greenhouse lettuce, per dozen bunches.....	0 25 0 30
Greenhouse radishes, per doz. bunches.....	0 20 0 40
Dry Mint, per doz. bunches.....	0 20
Parsley, ".....	0 20
Sage, per doz.....	0 15
Savory, per doz.....	0 60
Carrots, per bag.....	0 60
Beets, per bu.....	0 60
Beets, per bag.....	0 75
Dry onions, per bag.....	2 25 2 50
Dry onions, per basket.....	0 60
Onions, Yellow Danvers, per bush, crate.....	1 50
Bermuda onions, per crate.....	1 65 1 90
Egyptian onions, per sack.....	2 50 2 75
Green house water cress, per doz.....	0 25
Potatoes, carlots on track Toronto, per bag.....	0 55 0 65
Potatoes, per bag.....	0 75
" car lots, Eastern.....	0 66 0 67
Parsnips, per bag.....	0 75
Cabbage, per doz.....	0 45 0 75
Turnips, per bag.....	0 30 0 35
Hot-house cucumbers, per doz.....	1 25
Florida cucumbers, per hamper.....	2 25 2 75
Oyster plant, per bush.....	1 25
Oyster plant, per doz. bunches.....	0 50
Greenhouse rhubarb, per doz.....	0 75 1 00
Outdoor rhubarb, per doz. bunches.....	0 20 0 25
" onions.....	0 15
Florida tomatoes, per case.....	3 00 3 50
New beets, per doz. bunches.....	1 00
Spinach, per bbl.....	1 50 2 00
Asparagus, per doz. bunches.....	0 75
Mushrooms, Illinois, per lb.....	0 80 0 90
Bermuda potatoes, per bbl.....	5 00
New carrots, per doz. bunches.....	0 75
Waxed beans, per bush, box.....	2 50
Baltimore cabbage, per bbl. crate.....	1 75 2 00
New radishes, per doz. bunches.....	0 20

### QUEBEC MARKETS.

Montreal, May 23, 1905.

#### Green Fruits.

The fruit market shows a remarkable activity. The market is very steady and demand is good, specially for oranges and bananas. Dealers are satisfied with this growing business and report prospects for this season's trade as good.

Stocks of fruits are pretty large and generally of fine quality and in good condition. Bananas, however, are mostly green, and will have to go through hot houses to color up. Dealers do not expect any quantities of Canadian fruit before the 10th of June or after.

Bananas.....	1 75 2 25
Cocoanuts, per bag of 100.....	3 50
Pineapples, 24 to case.....	3 50
" 30 to case.....	3 50
Jamaica grape fruit, per box.....	4 00
Florida grape fruit, per box.....	5 00
California navel oranges, per box.....	3 50 4 25
New Messina lemons 300's.....	2 25 2 75
" " 360's.....	2 00
Apples Winter varieties.....	2 50 5 00
Sweet potatoes, per bbl.....	6 00
Tomatoes, Floridas, crate.....	2 75 3 50
Lettuce, Boston.....	1 20
Strawberries.....	0 15 0 17
Florida celery.....	4 00

#### Vegetables.

Dealers report a fine condition of business. Trade is said to be pretty good and continually and steadily growing. Demand in general is fair. There is little new stock arriving but Egyptian onions which are of fine quality. Prices remain firm, but are expected, however, to become easier when more new stock arrives in larger quantities.

Florida tomatoes, crate.....	2 50 3 00
" celery.....	4 50
" cucumbers, basket.....	3 00
Bermuda onions, per box.....	2 25
New cabbage, per crate.....	3 00
Green and wax beans.....	2 50 2 75
Canadian Asparagus, doz. bunches.....	2 50 3 00
Potatoes, carlots.....	0 55
Less than carlots.....	0 70
Bunch lettuce, per doz. bunches.....	0 75
Radishes, per doz. bunches.....	0 30
Mushrooms, per lb.....	0 90
Mint, per doz. bunches.....	0 20
Parsley, ".....	0 35 0 75
Sage, per doz.....	1 00
Savory, per doz.....	1 00
Beets, new, per doz.....	1 50
Egg plant, per dozen.....	2 00
Green onions, per doz.....	0 15
Egyptian onions, per bbl.....	2 50
Red onions, per lb. 3/4c., per bbl.....	5 00
Yellow onions, in 80-lb. bags, per bag.....	2 50
Green house water cress, per doz.....	0 50
Green cucumbers, per basket.....	3 00
Green cabbage, crate.....	3 00
Waxed beans, per bush.....	1 05
Cauliflowers, home grown, per doz.....	2 50
Green peppers, per basket.....	0 75
Spinach, per bbl.....	2 25
Cucumbers, per doz.....	0 50 0 75

#### Evaporated Apples.

Trade quiet and little call for anything outside of local requirements. Good stock quoted at 6 1/4 to 6 1/2c. Dried dull and few selling at 3 to 3 1/2c. per lb.

### MANITOBA MARKETS.

#### Green Fruits.

Oranges are still very high in price. We quote:

Oranges, fancy Washington navels, 96's per case.....	3 25
Oranges, fancy Washington navels, 112's, per case.....	3 50
Oranges, fancy Washington navels, 126's, per case.....	4 00
Oranges, fancy Washington navels, 150's, per case.....	4 50
Oranges, fancy Washington navels, 170's to 250's.....	5 00
Bitter oranges (for marmalade), 200's and 240's.....	2 50
Lemons, fancy California, 300's to 360's, per case.....	4 00
(10c. off 5 case lots of oranges and lemons)	
Bananas, fancy Limons, per bunch.....	3 00 3 50
Apples, fancy XXX Spies, per bbl.....	6 00
" fancy XX Spies.....	4 00
Pineapples, per doz.....	2 50 3 00
Strawberries, quarts, 2 doz. in case, per case.....	3 00 3 50
Cal. cherries, 2 doz. in case, per case.....	3 25

#### Vegetables.

Parsley.....	0 40
Mint.....	0 45
Native onions, per lb.....	0 04
Carrots, per bush.....	0 40
Beets, ".....	0 80
Turnips ".....	0 40
Potatoes.....	0 65
Celery, per doz.....	1 20
Florida tomatoes, 6 baskets in crate, per crate.....	0 50
Lettuce, per doz.....	5 00
Radishes.....	0 50
Cucumbers ".....	2 00
Green onions, per doz.....	0 40
Egyptian onions, per lb.....	0 04 1/2
New California cabbage, per lb.....	0 04

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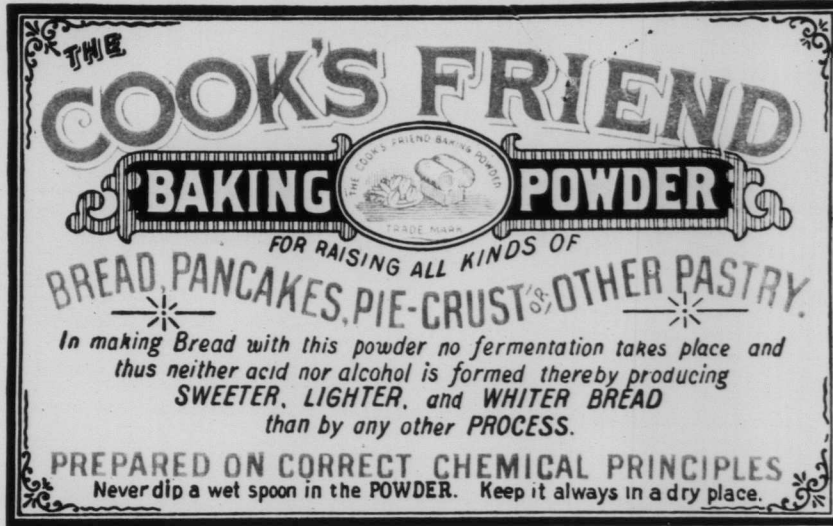
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READ WHAT CANADA'S LEADING  
RETAIL GROCERY HOUSE SAYS

OF

# "Cook's Friend Baking Powder"



RETURNED  
MAY 27 1905  
To Montreal  
Cut Book 35  
Page 39

FRASER, VIGER & CO., Montreal, say in all the dailies of Montreal :

“

The Old Reliable.

## McLaren's Cook's Friend Baking Powder

put up in full-weight 16-oz. packages at 25 cents each, is worth any foreign imported Baking Powder at double the money.

We sell McLAREN'S "COOK'S FRIEND" Baking Powder, only in full-weight one-pound packages at 25 cents each.

McLAREN'S "COOK'S FRIEND" has stood the test of time—40 years or more of uninterrupted success. Every package reliable, and guaranteed of absolute purity

**FRASER, VIGER & CO.**  
Italian Warehouse,  
Established 1856

**THE NORDHEIMER BUILDING**  
207, 209 and 211 St. James Street,  
MONTREAL.

”

If "it is worth any foreign imported Baking Powder at double the money"

to Fraser, Viger & Co.'s customers, it is worth the same to yours.

THINK THIS OVER—IT WILL PAY YOU.  
FOR SALE BY ALL WHOLESALE GROCERS.

# W. D. McLAREN, - Montreal

ARE YOU SELLING  
ANY BULK TEAS?

ARE YOU SELLING  
ANY PACKET TEAS?

DO YOU SELL BLENDED  
OR STRAIGHT TEAS ?

If you are not already buying from me,  
perhaps you would like samples.

## **ESTABROOKS' TEAS**

in bulk or packets, blended or straight,  
are known wherever tea is sold in Can-  
ada. You know whether they have a  
good reputation or not. If you know  
they have, a sample might result in more  
business for both of us.

YOUR ENQUIRY WILL  
HAVE  
PROMPT ATTENTION.

RED ROSE  
IS ONE OF MY BRANDS.

---

## **T. H. ESTABROOKS**

Tea Importer and Blender

ST. JOHN, N.B.

Branches :

TORONTO.

WINNIPEG.

## DOWN BY THE SOUNDING SEA

The Summer Charms of Eastern Canada, too Little Known to Many of Us.

THE famous New York journalist's advice on the subject of going west may be, and it is regrettable to observe has been, followed too literally and too unreservedly by the vast majority of Canadians. When we migrate we set out toward the setting sun; when we determine on a holiday trip to see the country, our steps turn in the same all-compelling direction, the path of Cartier, of La Salle, of Verandrye.

As a consequence, there are few of us so poor but can boast of having bestridden the agile bronco on his native plains, or at least of having brother, aunt or cousin-in-law dwelling on those fecund and far-flung prairies of our western heritage, whose boast is No. 1 hard wheat and Napoleonic statesmen.

Far be it from the gentle scribe to disparage the mighty West or to discourage the roving spirit of our race as inherited from their Viking progenitors. Quite the contrary!

### Why Not Go East?

But is it beside the point to urge that in our going up and down in the land and walking to and fro upon it, we neglect our no less mighty east, the cradle of our nation, the scene of her early and often bloody struggles, and to-day uniting the attractions of historic and literary interests with the most entrancing physical charm?

Our eastern provinces have been disgracefully neglected by the great bulk of Canadians. From Quebec to Halifax their rivers, streams, mountains, lakes and woodlands echo through the Summer months with the ubiquitous voice of the tourist, but the speech of the north is not distinguishable. The nasal twang of Connecticut, the "ruhly" stately intonation of Beacon street, the r-less dialect affected by the denizens of Manhattan Borough, afflict one's ears on every side, with but occasional relief in the languidly liquid voice that comes from beyond the Mason and Dixon line "foh suah."

### American Invasion in East.

There is an American invasion in Eastern Canada as in the West. It begins in June and continues with increasing virulence until the Winter sets in. It has been more alarming every Summer for some years. Season after season they return bringing their friends to enjoy the luxury of an Eastern Canada Summer.

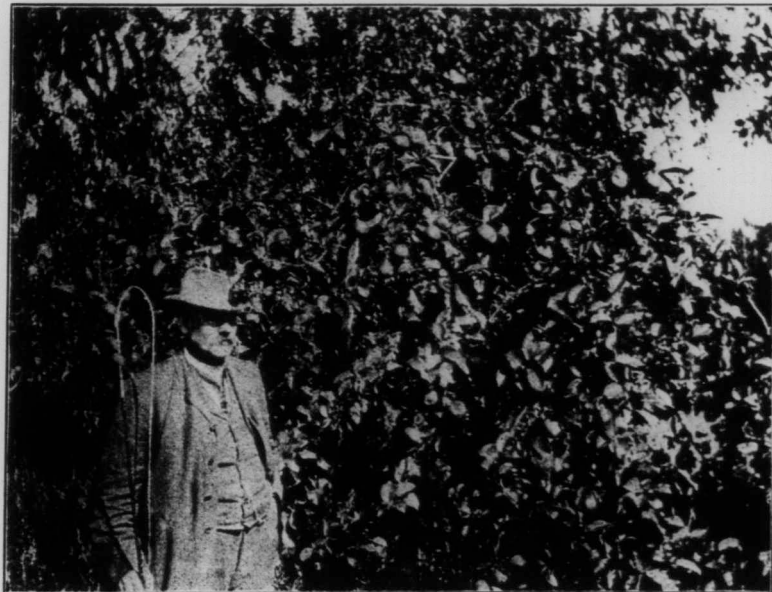
What do they find so attractive? What is the secret of the charm that brings north these southern visitors every Summer as surely as the April sunshine brings the wild flowers or the vernal warmth the bird of passage?

### Taking Quebec.

If you would know, let us spy out the land in a rapid survey that may be made more leisurely and more exhaustively anon. Let us take Quebec as our starting point. To misquote the gallant Wolfe, I would rather take Quebec, any month in the year, than write this article.

Crossing over to Levis, having already secure our berths, let us retire peacefully to rest in the solid comfort of an

to view the landscape o'er you find you are just entering the famous valley of the Metapedia, the queen of salmon rivers and a paradise of scenery. On your one hand, so near you can almost touch it from the car window, rises the precipitous rock to an appalling height, clothed with a ragged growth of spruce clinging, one can scarce conceive how, to their rocky base; almost as close on the other bank is a stream, here but a few yards wide, clear as crystal, hurling itself down in yeasty haste through the uncompromising bed of rocks that impede its progress. Immediately beyond rises a green slope, swelling in the distance into great billowy hills, green as the proverbial bay tree, and crowned



Corner in Capt. C. O. Allen's Orchard in September, Kentville, N. S.

Intercolonial sleeper. But fail not to leave up your blind, for if day breaks fine you are to be awakened by the glory of the most splendid sunrise it has ever been your lot to witness. The noble St. Lawrence stretches before your dazzled eyes one glitter of liquid gold, while, their gauntness masked with a halo of purple mist, lurk the grim Laurentians beyond the further shore.

### The Metapedia.

But one glory must give place to another, and while you have been snatching behind drawn blind another hour's sleep, your train has left the shores of the great river and struck out boldly for the inland. Rising again on your elbow

miles off with dark masses of evergreens, while here and there, by the water's edge or half hidden behind the shelter of a clump of trees, nestle the cottage of the fisherman or shepherd.

As the river bends and turns, the valley contracts or opens up, now stern and forbidding, now serene and inviting, with the little Metapedia ever beautiful, ever sparkling, ever gathering in volume, picking its way down, despite all obstacles, to join the Restigouche, itself a noted salmon river.

Pursuing its serpentine way, the railroad keeps close to the bank of the Restigouche, whose broad waters well serve to float down the great lumber barges

from the milling villages on its upper reaches.

#### Baie de Chaleurs.

Now you are approaching the Baie de Chaleurs, and as its blue waters grow upon you in the distance, your mind travels back to that hot July day some four centuries ago when a certain mariner of St. Malo, Jacques Cartier by name, hove to under those same dark mountains of Gaspé which, sixty miles off in the hazy distance, seem so absurdly near.

Skirting the southern shore of the "bay of heat" you at length wheel round toward the south, amazed at the number and beauty of the streams you cross, all noted for their salmon and rejoicing in such euphonious names as Nepisiguit, Tabusintac and Miramichi.

muddy, red water doing service for the river, while an incongruous line of schooners adorn the muddy flats with no apparent prospect of ever getting off. At high tide the Petitcodiac is a mighty river forty feet deep and a mile and a half wide. The change takes place in the marvellously short time of six hours. The bore occurs twice every day and is the advance guard of the incoming tide, hurling itself up the stream, under the most favorable circumstances, six feet high at its crest and with a speed of 10 miles an hour.

#### The Garden of The Gulf.

From Moncton an hour's ride will see you at Point du Chene, where you embark for the island of Prince Edward, or as the Islanders love to call it, "The

a sail rarely equalled across the strait to the interesting old town of Pictou. The palmy days of Pictou passed with the passing of the sailing vessel, the good old days when the fortunes of Eastern Canada were founded, when freights were plentiful and profitable, when a vessel was known to pay for itself in two or even in one season, when the shipping of Nova Scotia and New Brunswick was to be found in every part of the world, when the shipbuilding trade flourished, and the carrying of the nations was no small part ours. Those are the days upon which the Nova Scotian looks back with pride and regret. Pictou is awaiting the return of those days with the steel liner substituted for the vessel of fortune. Meanwhile the harvest of the straits employs her attention.

#### Off For Sydney.

If you would see Nova Scotia aright, and enjoy an endless variety of landscape and waterscape, of hill and valley, wood and plain, stream and lake, bay, gulf and old ocean itself, you must turn north to Sydney, passing en route through the black country of Nova Scotia, Newcastle and New Glasgow, with their gaunt, dark hills, their collieries and coal dumps and the usual griminess consequent upon proximity to coal mines.

This is soon left behind and you enter a more inviting country, the beautiful Piedmont Valley. Your train winds in and out, here and there, as if delighting in the graceful curves by which it skirts here a mountain, there a lake, now a bend in the river, and every few rods taking at a bound the crystal-clear brooks among whose granite pebbles disport the speckled beauties that delight the eye and gladden the heart of the angler.

At Antigonish (pronounced Ant-i-gon-ish) the double steeple of St. Ninan's Cathedral marks the centre of a prosperous settlement of Scottish Highlanders, among whom the Gaelic is still the common tongue and John Knox held in no high repute as a mere Sassanach.

#### Among The Bras d'Or Lakes.

At Mulgrave a ferry of fearsome aspect and four funnels, none the less, conveys you safely across the Gut of Canso and lands you on good Cape Breton soil. You are soon in the midst of the Bras d'Or lakes. Arm of Gold, the picturesque French name for this fifty-mile stretch of inland sea, is extremely happy, and as the sun goes down in a bed of liquid fire just before you run into Sydney, it will be readily conceded that for picturesque ruggedness of landscape and serene beauty of its illimitable waters Cape Breton is without a peer.

Sydney, the boom town, the home of Dominion Iron and Steel, of Dominion



Mr. Jos. Kinsman and his famous old Gravenstein.

This tree, from which 27 barrels of fruit have been picked in one season, is over 100 years old and is still bearing well.

Beyond the latter river you traverse some 60 miles of country, where the terrible destruction wrought by the forest fire is altogether too evident. The young spruce and a low, bushy shrub have striven as effectively as may be to retrieve the natural beauty of the forest, and once in the year at least turn desolation into entrancing loveliness when the first chill of September has tinted the waste one glorious purple.

#### The City of The Bore.

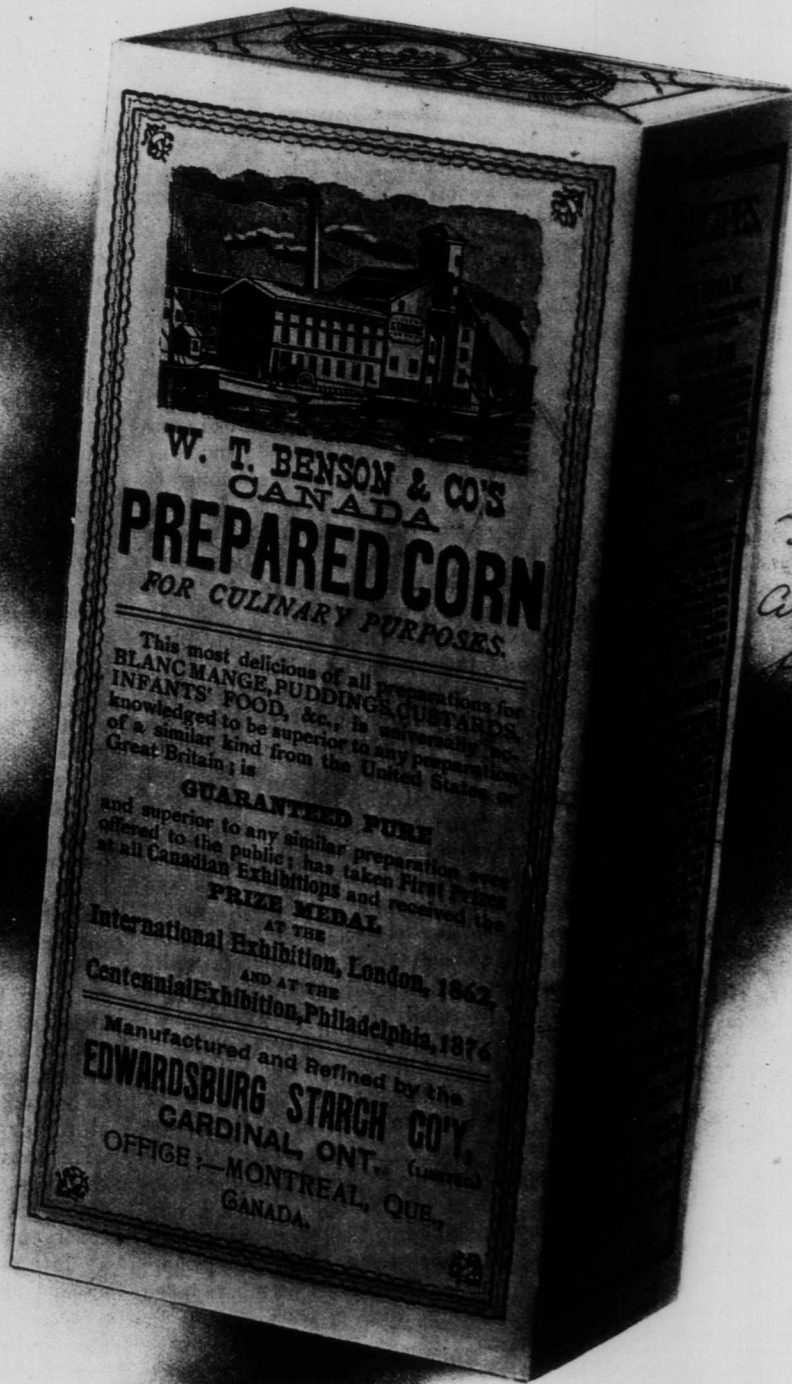
At Moncton you first come face to face with the Fundy tidal streams and mud flats. Here is seen the famous "bore" of the Petitcodiac River. At low tide the Petitcodiac is a mile and a half of greasy, red mud with a few inches of

Garden of the Gulf." Nor is the expression ill applied. Of red sandstone formation, the soil is strikingly fertile. Oats, hay and potatoes are the principal agricultural products, while the lobster and oyster fisheries are the source of no inconsiderable revenue.

The Island boasts of the most crooked railway on earth. It is narrow gauge, and was built on the principle of following the longest line between any two points. Every Islander can explain to you the political reason for this phenomenon, but it is beyond the grasp of the mere outsider.

#### Picturesque Old Pictou.

Leaving the beautiful Hillsborough Bay for the mainland again, you enjoy



RETURNED  
MAY 29 1905

*To Montreal  
Cart Book 35  
Page 54*

Coal, with the collieries of Glace Bay, the Marconi cable station, and the ruins of old Louisburg within hailing distance, is certainly not devoid of interest, even were it not situated on one of the most beautiful sheets of water in the world, an open harbor, with the slight assistance of an ice breaker, urge its citizens, the year round. Nor can one pass without paying a tribute to the courtesy and hospitality of the Sydney citizens, as many a visitor can testify.

If you have good sea legs the trip from Sydney to Halifax along the north shore will vary your experience and may, perchance, give you a glimpse of a fleet of "bankers" laden with cod, seeking the harbor of Canso, Halifax, or Lunenburg to discharge their finny cargo.

#### The Gateway of The East.

Halifax reminds one of Quebec, with its eternal citadel crowning the conical hill round which the city is built. Halifax is distinctly a garrison town with the real Tommy Atkins mounting guard and showing visitors round the citadel and incidentally disposing of a few military buttons to relic hunters. The citadel, from a military standpoint, is sadly out of repair, but none the less interesting on that account, so long as a gun or two are in condition for firing salutes.

But think not that "The Warden of the Honor of the North" is to be had for the asking by the first belligerent who knocks at her gates. Far from it. Let us take a seat in Robinson's buckboard with a party of slightly supercilious and critical Yankee tourists and a loquacious and aggressively Canadian Bluenose as a Jehu. Seeing Halifax this way on a hot Summer day is a joy in itself—the discomfiture of our Yankee friends, certain to ensue, is the acme of delight.

#### A Bluenose Jehu.

The citadel is first inspected and the Yankees score. As a relic the citadel is not without interest, but at New York, at Boston— Our Jehu turns his horses toward the park, the harbor park. Human nature has its limitations. Perish the dastard who permits the enemy to triumph within his gates.

"Belongs to the British Government," he announces truculently, as we enter one of the most beautiful pieces of woodland imaginable, extending from the city to the outer entrance to the harbor along the southern shore. "Masked batteries everywhere," he whispers mysteriously. "Redoubts," threateningly, and then launches into an exposition of the destructive power of these engines of death whose lightest word would barrow up the soul and freeze the blood of the boldest Yank that ever purchased

a tourist ticket or talked through his nose. "Mines," pursues the old fellow fiendishly, pointing seaward and dilating on the possibilities of these hidden terrors as against foreign vessels in general and American ships of war in particular in a manner so unpleasantly reminiscent of the late lamented Maine as to leave the visitors from the south in a state of utter collapse. So far, well. British honor has been vindicated and the affront offered the "Gateway of the East" effaced. All this is excellent for the appetite, especially a Canadian appetite.

#### The Land of Evangeline.

"Have you seen the valley?" is the prevailing question with which you are greeted on confessing that you are a tourist. Having in the last few days seen some hundreds of thousands more valleys than even in your wildest dreams you had ever imagined existed, you may be at a loss. You are not left long in doubt. The valley has but one significance to every good Nova Scotian, the valley of the Annapolis and Cornwallis Rivers, the orchard of the east, the pride of the Lower Provinces.

Do not resist. Take the Flying Bluenose and the conductor will let you off at Wolfville. Wolfville, the seat of Acadia University and the entrance to the valley. Here lie before you the broad acres of the Grand Pre, the red waters of the Basin of Minas, while "far to the north Blomidon rises" in his solitary grandeur. Here you may forget the cares of your work-a-day world and dream of the old Acadian village, of Evangeline and Gabriel, of the blacksmith shop and the parish church, while your eye wanders idly from the cattle grazing peacefully over the dyked meadows below to the heavily-laden orchards climbing the hill above you, while the red waters of the basin ebb and flow, as they have done any time these long centuries.

"The murmuring pines and the hemlocks," if they ever had existence outside the mind of the poet, have long since given place to the apple everywhere in sight, now, in early September, laden with a crushing load of fruit.

#### Enjoying the Valley.

If you are wise you will seek out an honest liveryman and make a day of it to Blomidon along the north mountain and the "lookout," of twaddle lazily up the valley in the direction of Kentville, rejoicing in the possession of eyes. You may now take your bearings and familiarize yourself with the general contour of the valley. From six to twelve miles wide, it lies a series of terrace-like ridges, rising from the river to the north and south mountains, which enclose the valley, the former warding off the fogs

and cold blasts from Fundy, and the latter, the no less chilling airs of the Atlantic. Here, facing the sun, lies the valley smiling in its rich fertility and envying none.

At Kentville, if you are fortunate to fall into the hands of Mr. J. D. De Wolfe, or his friends, Capt. C. O. Allen or Mr. Jos. Kinsman, you will not fail to see the beauties or the resources with which nature has so bountifully dowered this sixty miles of orchard from Wolfville to Annapolis Royal. But a small part of the land in the valley suitable for orchard has been so utilized. The valley is crying for more population and it will be surprising if this, from so charming a spot, remains long unheeded.

#### On to St. John.

Boarding again the Flying Bluenose, you are whisked rapidly by Annapolis Royal, with its ruined fort and historic associations starting thoughts of that rival post across the bay and the moving tale of its heroic defence by the young Mme. de la Tour; on to Digby, at the head of the basin, hence by steamer through the beautiful channel that bears the name of Digby Gap, across Fundy to the bustling City of St. John.

St. John, like Rome of old, is a city built on seven (or more) hills, but prides herself not in the pomp and circumstance of war, but in her superb harbor and her enviable position as the Winter port of Canada. St. John desires of the Government a drydock and to be recognized officially as the national port of Canada. It may be urged in rebuttal that St. John already has a sufficiency of drydocks, for the coasting schooners run into the slips at high tide are left high and dry on the solid rock at low tide, discharge and take on cargo and are off again at next high water. This is one of the surprises St. John has in store for the inlander. Another, likewise ascribable to the wonderful Fundy tides, is the curious reversing falls just above the bridge. Here the river bed contracts into a narrow gorge so that at low tide the river water is banked up and discharged through the gorge in a series of rapids almost approaching the dimensions of a cataract. At high tide the reverse is to be observed with the tidal waters banked up and forcing their way through the gorge down into the river above, if the Hibernianism may be pardoned. All this is sufficiently wonderful for all except those unreasonable persons who insist on seeing the falls flow up and down at the same time.

A steamer trip up the St. John River to Fredericton completes the circuit of the Maritime Provinces. He who has not made it has yet in store a fortnight of rare delight.

Every Tin  
Guaranteed

THE  
**Buyers' Insurance**

**Against Claims and Complaints**

**"REINDEER"**



**BRAND**

**CONDENSED MILK**

has been used in Canada for twenty-five years and has satisfied Merchant and Consumer.

*"REINDEER" means WE GUARANTEE THE GOODS*

**We also Manufacture**

*Jersey  
Evaporated  
Cream*



*"Reindeer"  
Condensed Coffee  
Condensed Cocoa*

**THE SAME GUARANTEE APPLIES TO THESE LINES**

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

AGENTS :

GRANT, OXLEY & CO., HALIFAX, N.S.  
F. H. TIPPET & CO., ST. JOHN, N.B.  
J. A. TAYLOR, MONTREAL.

NICHOLSON & BAIN, WINNIPEG.  
NICHOLSON, BAIN & JOHNSTON, CALGARY.  
MARTIN & ROBERTSON, VANCOUVER and VICTORIA  
W. G. A. LAMBE & CO., TORONTO.



## CONDENSED MILK INDUSTRY.

**A** STRIKING illustration of the growth of the dairying industry in Canada during the last few years is furnished in the manufacture of condensed milk, which, although only of three or four years duration, is already assuming considerable proportions. For instance, in 1898 Canada imported \$59,101 of this product, and last year exported \$153,761 worth. The imports for the last five years were as follows: 1900, \$254,176; 1901, \$99,434; 1902, \$52,158; 1903, \$23,032; 1904, \$153,761; going to show, if one can generalize on the trade returns of such a few years, that domestic manufacturers are gradually getting this trade into their own hands. According to the Blue Book, Canada exported condensed milk last year to British Africa, China, the Philippines, Newfoundland, and the United States.

There are at the present time seven milk condensing plants in Canada, located in Ontario, Quebec, Nova Scotia and Prince Edward Island; a number of American manufacturers who have not already established branches on this side of the line have permanent representatives in all the leading cities.

In the manufacture of condensed milk the greatest possible care is taken from the very beginning until the product is ready for the market. Only selected food is used in feeding cattle—malt, barley sprouts and such foods as would tend to produce an inferior quality of milk being barred. Inspectors visit the stock farms regularly and see to it that the barns and milk houses are in proper condition, and that the cattle are free from disease. The result is that the milk received at the factories is the very best it is possible to produce.

The manufacturing process proper is comparatively simple. The milk is reduced by an evaporating process to the consistency of a heavy cream. This is sealed hermetically in tin cans and sterilized by special process, after which it is ready for the market. The sweetened product is known as condensed milk, and the unsweetened as evaporated cream.

No one who has ever camped out or gone on long outing excursions needs to be told of the virtues of condensed milk or evaporated cream. It is quite as wholesome as ordinary fresh milk or cream; in fact the tourist or camper is inclined to say it is infinitely more so, especially when the other is not to be

had for love or money. In any event, condensed milk fills a need that is only beginning to be properly appreciated by the consuming public of Canada and foreign countries. This is the age for "ready-made" commodities. Never have package goods been so popular as to-day. Canned meats, fruits, and food-stuffs of all descriptions are in great demand, simply because they are cheap in price, convenient to handle, and save an infinite amount of trouble in preparation. Condensed milk and evaporated cream have all these good features, and the additional one that milk, along with bread, are commonly looked upon as necessities of life, and are in demand when many lines of canned goods would be looked upon as luxuries.



MR. W. A. COULSON  
Secretary Retail Merchants' Association of Western  
Canada.

### AN UP-TO-DATE CREAMERY.

The one thing needful in Canada to-day, if the possibilities of the dairying industry in general and of the manufacture of creamery butter in particular are to be realized to the full, is perfectly-equipped factories, perfect control of the product during manufacture, and perfect hygienic conditions. Such conditions have been admirably met in the case of the St. Mary's Creamery, St. Mary's, Ont. The situation is in one of the best dairy districts of Canada, well watered, rich pastures, not subject to severe droughts, superior cattle and intelligent dairymen, who have got the handling of milk down to a science. The product of the St. Mary's Creamery is second to none on the Canadian market.

If the Dominion Government would only come to the assistance of creamery

men by instituting a systematic inspection of creameries every week in the year Canadian butter makers and dairymen would soon be educated to produce the finest butter in the world. Canada has the soil, the herds, the climate to do it; all that is needed to insure the desired result is the steady instruction of the dairymen.

### DAIRY AND PROVISION NEWS.

The Cornwallis Creamery, N.S., is to be closed for the Summer.

The Ferguson Produce Co. have started in business in Shelburne, Ont.

The Summer service of iced refrigerator cars for the transportation of butter to Montreal has been commenced by the Canada Atlantic Railway. The service is arranged under the direction of the Department of Agriculture and no extra charge for icing is made to shippers.

The Sherbrooke Dairy Co., Sherbrooke, Que., have been incorporated with capital of \$10,000 to manufacture dairy machinery, utensils and supplies. The provisional directors include F. Hovey, P. K. Hovey and A. L. Parker, all of Sherbrooke.

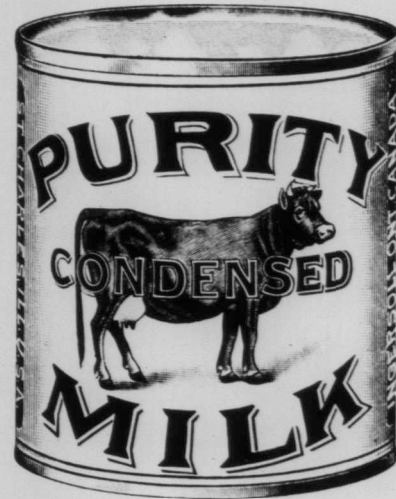
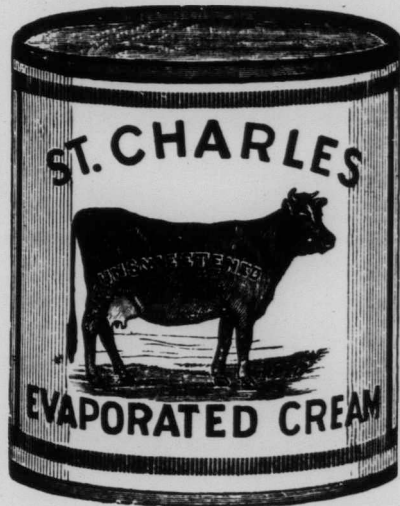
### DYEING THE OCEAN.

One of the most attractive as well as applicable ads. issued by a Canadian firm is the handsome lithograph (in colors) issued by J. M. Douglas & Co., Montreal, manufacturers of "Blueol." The picture represents a handsome maiden in the surf sprinkling the contents of a package of "Blueol" on the surging waves of the ocean and dyeing the water a perfect blue. The effect is striking, and as an ad. for a grocery store is not only a beautiful ornament but a trade-bringer. Particulars as to how this lovely picture may be obtained will be readily furnished by J. M. Douglas & Co., Montreal, if reference is made to this notice.

### WESTERN SECRETARY.

As mentioned in a recent issue of The Grocer, Mr. W. A. Coulson, of Winnipeg, has been appointed secretary and organizer of the Retail Merchants Association of Western Canada. The Grocer has pleasure in presenting his portrait in this issue.

Mr. Coulson was for a number of years circulation manager of the Ottawa Free Press, and his training in that work should serve him in good stead in the arduous duties pertaining to the organization of this young association. The Grocer bespeaks for him a good reception from the western merchants.



Three famous brands well known in Canada as the

## Purest and Best for all Purposes

Made in Ingersoll, Ontario, and sold by all progressive Grocers. No trouble. No loss. Always ready and never fails. **EVERY CAN GUARANTEED.**

### THE ST. CHARLES CONDENSING CO.

FACTORIES: Ingersoll, Canada. St. Charles and Chemung, Ill., U.S.A.



RETURNED  
MAY 29 1905

*To Owner  
Out Book 35  
Page 46  
[Signature]*

Cable Address: "SAINTMARY."  
A.B.C. CODE, 4th Edition.

Correspondence solicited from buyers who wish regular supplies of fine Butter for the best trade.

THIS BRAND OF

## FINE CREAMERY BUTTER

is the product of the

## St. Mary's Creamery Co.

ST. MARYS, ONT., CANADA.

This Creamery is equipped with all the best and latest appliances,

**COMPLETE PASTEURIZING PLANT,  
PERFECT AERATING AND CHILLING PLANT,  
MODEL COLD STORAGE ROOMS.**

That gives the staff complete control of all the product during the whole course of manufacture, ensuring the production every day in the year of a high grade butter of uniform flavor, fine keeping qualities and very low percentage of moisture.

**Salted or Fresh as required.**

Their large output enables them to supply customers with a regular supply of Butter weekly or monthly during the year as required.

**Output 650,000 lbs. annually.**

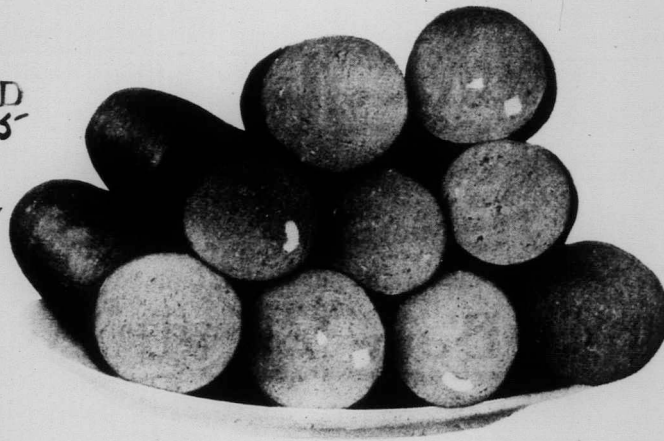
Packed in 56, 28, and 14-lb. export boxes.

# A GOOD LINE TO PUSH

DURING THE SUMMER MONTHS IS

RETURNED  
JUN 12 1905

To Owner  
Cut Book 36  
Page 35



## Matthews Bologna Sausage

For 37 years our aim has been to make an article—superior to other brands—for best family trade.

Owing to the fine quality of ingredients, (only finest pork used), and the careful spicing and casing, our cost is a trifle higher than most kinds, but the splendid quality sells the goods. This is evidenced by the enormous demand from far and near for "**Matthews**" Bologna.

Special price for regular weekly orders.  
Always shipped by Express.

---

### The Geo. Matthews Company

ESTABLISHED 1868.

LIMITED

PETERBORO,

HULL,

BRANTFORD.

# DAIRY PRODUCE AND COLD and PROVISIONS STORAGE NEWS

## THE CANADIAN PORK-PACKING INDUSTRY

**T**HE meat curing and packing industry of Canada when judged by the value of its annual output, ranks well among the foremost industries of the country. During the last decade its development has been indeed phenomenal. In 1891 the value of the output was \$5,264,143, while in 1901 it was \$22,217,984. Yet in that year the capital invested was only \$5,395,162 in the 57 establishments reporting; that is, those employing more than five persons. In many other industries the capital invested more than equals the output. This shows how profitable to a country the meat curing industry can become. The large relative value of the output is, of course, due to the high price of the raw material. But the raw material is drawn from the country, and the money paid goes to the rancher or farmer to help develop the country and create new markets for other industries.

### Future Possibilities.

The fact that the industry increased four-fold during the decade, 1891-1901, gives some idea of its possibilities. But a glance at the American census tables will further help to grasp its potential development. In 1860, 259 meat-packing and slaughtering establishments reported an output of \$29,441,776, so that, speaking in round figures, the States were then about where Canada is to-day. In 1900, 921 establishments reported an output of \$785,562,433. In forty years the value of the output multiplied almost 27 times. Canada can at least expect an equal increase.

Statistics of pork packing in Canada in recent years show almost a steady increase until five years ago, when the returns indicated a total of 1,491,000 hogs handled by packers during the year ending March 1, 1900. Since then there has been a decline, although that year's total has been exceeded the past two years, the indication for the year ending March 1, 1905, being 1,650,000 hogs.

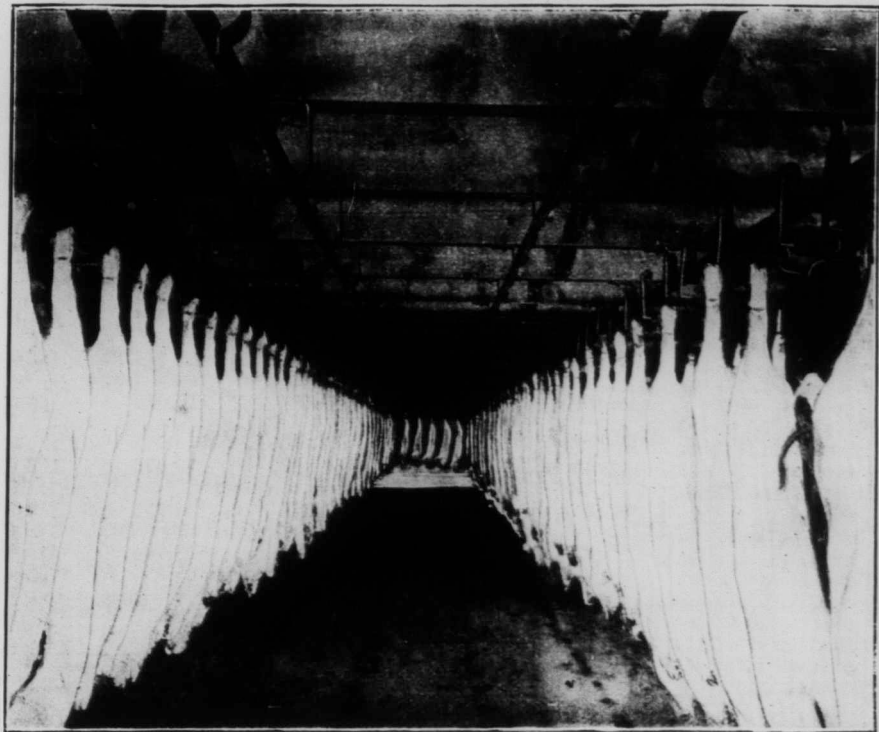
The number of hogs packed in Canada for the eight Summer season months, March 1 to November 1, the four Winter months, November 1 to March 1, and total for the year ending March 1, from 1878 to 1904, inclusive, were:

	Summer.	Winter.	12 months.
1904-05 .....	975,000	675,000	1,650,000
1903-04 .....	950,000	650,000	1,600,000
1902-03 .....	700,000	500,000	1,200,000
1901-02 .....	580,000	390,000	970,000
1900-01 .....	710,000	450,000	1,160,000
1899-90 .....	877,000	614,000	1,491,000
1898-99 .....	725,000	500,000	1,225,000
1897-98 .....	500,000	400,000	900,000
1896-97 .....	450,000	350,000	800,000
1895-96 .....	400,000	350,000	750,000
1894-95 .....	209,010	301,640	510,650
1893-94 .....	142,550	279,920	422,470
1892-93 .....	128,611	227,400	356,020
1891-92 .....	99,466	251,088	350,554
1890-91 .....	91,910	234,970	326,880

### How Pork is Packed.

A visit to a Canadian pork-packing industry is as instructive as it is interesting. Most grocers and general merchants know something of the slaughter of cattle and hogs. It is one thing, however, to see two or three hogs butchered after the primitive fashion in vogue in the suburban districts, and another thing to witness the slaughter of 220 hogs per hour in a modern packing house with an annual capacity averaging 200,000 hogs.

Under the new regime the "squeal" is entirely eliminated. Mr. Hog steps from



Hog cooling rooms - Park, Blackwell & Co., Toronto.

	Summer.	Winter.	12 months.
1889-90 .....	69,436	169,273	238,709
1888-89 .....	35,343	143,137	178,480
1887-88 .....	70,540	145,674	216,214
1886-87 .....	81,811	171,474	256,285
1885-86 .....	65,230	126,660	191,890
1884-85 .....	55,573	154,575	210,148
1883-84 .....	37,384	99,944	137,628
1882-83 .....	27,715	140,814	169,529
1881-82 .....	57,016	129,971	186,987
1880-81 .....	37,857	156,763	194,620
1879-80 .....	37,477	157,932	195,379
1878-79 .....	8,579	115,775	124,354

an incline runway on to a wheel fitted with an endless hooked chain which catches him by the hind leg and passes him to the butcher at the end of the sticking bar. After the knife has done its work the hog is allowed to bleed for a short time. It is then immersed in a tank of boiling water to loosen the hair. by an ingenious mechanical contrivance it is now passed on to operators who thoroughly scrape, disembowel, and com-

plete the dressing operations in turn. If the hog is intended for the export market it is subjected to a short singeing process. Finally, the dressed animal is allowed to cool in a normal temperature after which it is placed in the cooling rooms proper and thoroughly chilled. The salting and curing processes complete, the article is ready for the market.

tier of Wiltshire sides, long cut hams, long ribbed sides, seven or eight deep, for the export market, stretch almost as far as the eye can see, and one begins to wonder where it all goes to. Last year Great Britain took bacon and hams to the value of \$12,996,720; the United States, \$15,883; British Africa, \$2,532; British Guiana, \$853; British West Indies, \$12,153; Newfoundland,

crease since the year 1868, the figures being as follows:

1868	\$ 783,481
1892	1,152,006
1893	1,970,518
1894	2,938,374
1895	3,806,709
1896	4,381,968
1897	5,843,619
1898	8,040,778
1899	10,416,478
1900	12,758,025
1901	11,788,446
1902	12,403,793
1903	15,906,334
1904	13,022,261

PROVISION	EXPORTS, 1900-1904, INCLUSIVE.				
	1900	1901	1902	1903	1904
	\$	\$	\$	\$	\$
Butter	5,429,563	3,555,197	5,667,150	6,958,906	4,735,653
Cheese	20,483,981	21,123,251	19,870,072	24,776,406	24,224,470
Eggs	1,457,942	1,692,296	1,736,141	1,441,254	1,062,123
Lard	11,399	58,643	28,560	236,294	48,031
Bacon	12,471,848	11,497,480	12,163,505	15,456,286	12,611,788
Hams, including sides and shoulders	286,677	285,784	241,485	455,908	425,731
Beef, salted in bbls	228,983	820,337	421,473	218,314	268,606
Mutton and lamb, fresh	3,035	5,712	6,135	8,223	9,276
Pork, bbl. in brine	63,263	59,944	68,896	134,818	461,055
Poultry and game	211,181	143,084	240,114	163,776	143,831
Dried or smoked meats, etc.	312,290	423,045	882,191	619,911	2,350,316
Other meats, salted	71,138	332,580	135,975	92,582	126,250
Tongues, exports	13	89,096	1,791	6,764	5,002
Total provisions	41,031,513	38,886,449	41,463,488	50,569,142	46,472,132

PROVISION	IMPORTS, 1900-1904, INCLUSIVE.				
	1900	1901	1902	1903	1904
	\$	\$	\$	\$	\$
Butter	606,183	335,632	179,479	141,146	150,949
Cheese	647,443	610,127	245,489	132,374	104,214
Eggs	128,405	194,522	170,260	122,960	203,492
Egg yolk	1,280	2,553	3,492	3,189	3,330
Lard	52,091	167,392	156,648	40,341	67,917
Lard, compound, cottolene, etc.	19,230	9,103	7,415	2,823	5,190
Bacon, hams, etc.	549,996	726,225	656,024	414,414	441,003
Beef, salted, in bbls.	107,550	108,811	123,242	121,249	123,634
Canned meats, poultry, etc.	220,573	249,150	146,253	110,023	146,556
Extracts of meats and fluid beef, etc.	52,707	50,471	56,320	78,976	108,094
Mutton and lamb, fresh	36,537	21,147	12,671	4,652	9,705
Pork, barreled in brine	305,568	460,277	587,784	515,704	419,067
Poultry and game	30,772	54,277	61,073	65,351	53,850
Dried or smoked meats, other than salted or pickled	70,781	25,106	47,075	54,590	76,790
Other meats, fresh	38,564	45,770	46,512	32,158	41,114
Other meats, salted	28,298	25,013	50,975	15,030	12,608
Total provisions	2,895,978	3,085,576	2,550,712	1,855,010	1,967,513

**Bacon.**

Apparently United States bacon is losing its hold on the British trade and being replaced by Canadian bacon, the same thing that happened in the cheese trade a few years ago. A great deal of dissatisfaction is caused by large shipments of stale and over-kept bacon from the States, while on the other hand Canadian bacon is steadily gaining ground. The Danish article is also being slowly overhauled, and it is merely a matter of time until the Canadian packer will be in position to satisfy the requirements of the British trade in the matter of curing. The relative difference between the price of Danish and Canadian is 3s. to 4s.; this, however, depends upon the supply and demand; there are times when Canadian is quite on a par in price with Danish. If Canadian bacon is used fresh and not detained in the boxes any undue length of time, it is welcomed by retailers in Great Britain as a most satisfactory article, and year by year the consumption is steadily increasing.

At the present time Canadian bacon exporters are placed at a disadvantage because they do not brand their product "Canadian." Very often no distinction is made between American and Canadian bacon and the lower-priced American bacon, notwithstanding the fact that the latter is much inferior.

**Domestic Market.**

The Canadian home trade is supplied with skin backs, shoulders, hams, pig's feet, cooked and canned, sugar cured hams in tierces, tenderloin, ribs, etc. A number of the larger pork packers have gone into the manufacture of cooked and jellied meats, and have succeeded already in securing a practical monopoly of the home market.

Domestic requirements vary according to the locality. For instance, the west requires bacon and ham, the Ottawa Valley district mess and short-cut pork in barrels, and Quebec clear mess pork. The latter market is supplied largely by American packers, who make a specialty of this line. Years ago Canadian pork packers put up mess pork extensively. Of late, however, they have found it more profitable, not only for themselves

In the packing house of to-day not an ounce of by-product is wasted. Lard, entrails, bone, blood, everything is utilized, the latter in the manufacture of fertilizer.

**Export Bacon Trade.**

Perhaps the most impressive sight of all is the curing rooms. Here tier after

\$8,341; other countries, \$1,037; total, \$13,037,519. An interesting fact in connection with the export trade is that in certain seasons of the year it consists entirely of long ribs, and in others of long cut hams.

Exports of Canadian bacon and hams have shown on the whole a steady in-

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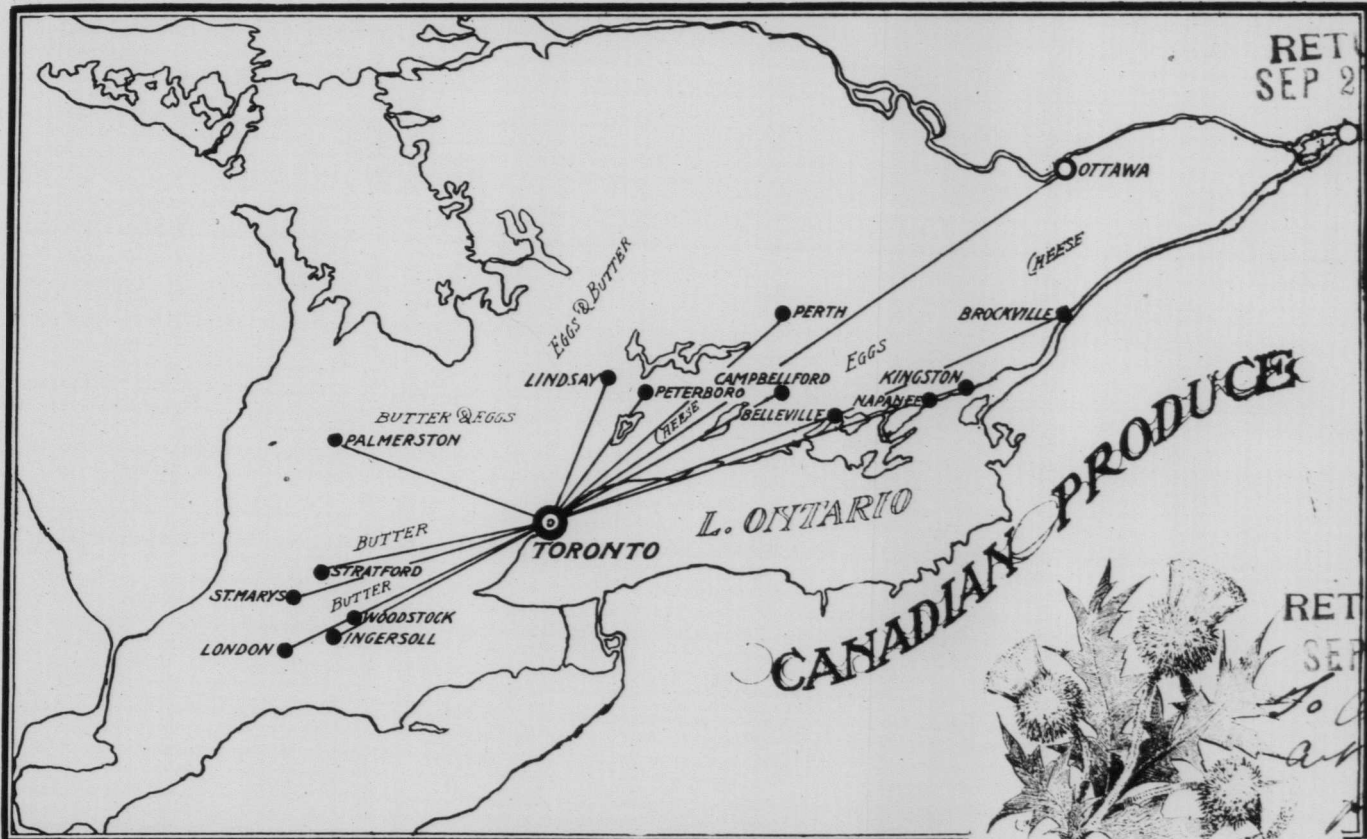
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To Owner  
at Book 4  
page 7

With headquarters in **TORONTO** we are right in the heart of the great producing districts of Canada for

# BUTTER, CHEESE AND EGGS

As indicated above, our situation at Toronto gives us a decided advantage over any other point in competing in the export of these products.

We have our agents in the principal centres of the United Kingdom. When they approach you with our offers you need have no hesitation in entrusting them with your business. We guarantee satisfaction.

## THE J. A. McLEAN PRODUCE CO.

73, 75, 77 COLBORNE ST.

LIMITED

**TORONTO, CANADA**

Represented in LONDON by S. P. Clark & Co. LIVERPOOL, John Uren  
BRISTOL, Hedley Stevens GLASGOW, John Muir  
MANCHESTER AND CARDIFF, Nicholls Bros.

Cable Address, EGGMAC. Codes: ALEXANDER, A.B.C., 4th OR 5th EDITION.

# A. DUROCHER

BROKER AND COMMISSION MERCHANT

18 St. Alexis Street, - - MONTREAL, QUE.

Correspondence Solicited



## Canadian Eggs



**FINEST QUALITY**

*Special Attention to Export Trade*

**J. D. MOORE CO., Ltd., St. Mary's, Ont., Canada**

CORRESPONDENCE SOLICITED

ESTABLISHED 1852

## F. W. Fearman Co.

LIMITED

**Pork and Beef Packers**

**Lard Refiners**

**Butter and Cheese Dealers**

OUR LEADERS ARE :

**"Star Brand" Hams**

**English Breakfast Bacon**

**Pure Lard**

**THERE ARE NONE FINER**

**Hamilton, Ont.**

## WHYTE'S

**HAMS, BACON  
AND LARD**

*Are recognized as being the finest  
produced in Canada*

WE ARE ALSO LARGE DEALERS IN

**BUTTER, EGGS  
AND CHEESE**

**THE WHYTE PACKING CO.**

**STRATFORD, CANADA**

LIMITED

G. W. BURROWS,  
West Smithfield, London, Eng.,  
Sole Agent for United Kingdom

Branch at  
592 St. Paul Street,  
MONTREAL

# Canadian Produce \_\_\_\_\_ for Britain.

## EXPORTERS!

Are you looking for a profitable market for your produce ?

## SHIP TO US.

We are open to receive consignments of Canadian products. For consignments of well-packed and first-class quality stuff there is ever a demand. If you haven't shipped yet you should do so now.

## CHEESE, BUTTER, EGGS, POULTRY.

Write to us, and increase your business. It is connection which counts. Ours is first-class. We have a splendid knowledge of the requirements of the markets, which enables us to dispose of shipments without any difficulty.

## REFERENCE :

**LONDON CITY AND MIDLAND BANK, West Smithfield.**

This is undoubtedly your best market, and we can help you to get in where others could not. It will pay you to put yourselves in communication with us.

# SALTER & STOKES,

**19-20 King St., W. Smithfield  
226-7 Central Markets**

**LONDON,  
ENG.**

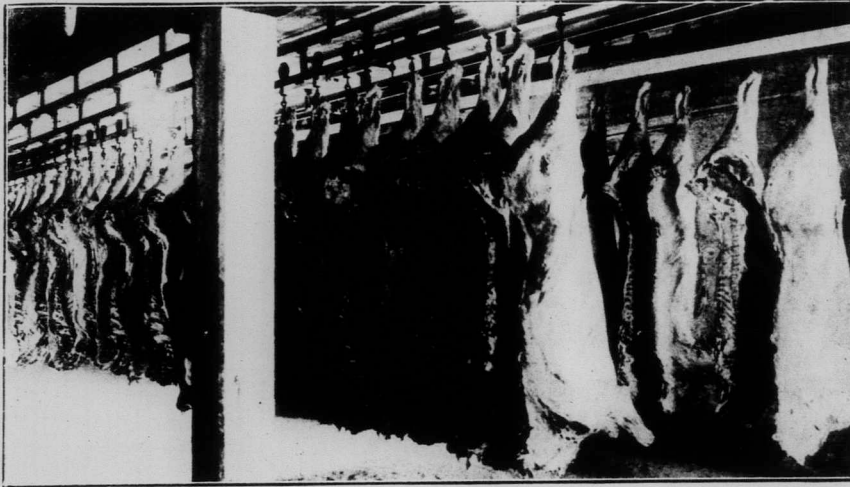


but for the farmers, to cultivate the bacon trade and leave a goodly share of the fat pork business to those who want it. Very little pork, except barrel pork, is being imported from the United States at the present time. In the years gone by the duty favored the foreign packer; all this has been effectually readjusted to protect the Canadian

seen Canada contributed over seventy per cent. We have been able to capture this market entirely on account of the excellence of the Canadian product. A margin of nearly thirty per cent. remains to be appropriated, and there seems to be no reason why Canadian dairymen should not secure it.

their annual trips to the old land are optimistic about the future of the cheese trade.

During the year the question of paraffined cheese for the export trade has come up for consideration. The practice is not yet recommended for general adoption because of the prejudice against it which still exists with a section of the British trade, especially among the retailers. Certain Canadian exporters have even refused to purchase paraffined cheese, but it is worthy of note that some of these exporters before the close of last season were paying a premium for paraffined cheese. Many of the objections raised against paraffining are quite groundless and will disappear in time. The most serious objection comes from the grocers, who complain that paraffined cheese lose in weight when the cloth is removed and shrink excessively when being cut up on the counter. There is, of course, an extra loss of weight in stripping a paraffined cheese equal to the quantity of wax adhering to it. This need not be more than four or five ounces. If the grocer has a paraffined cheese in his possession a week before it is cut he will gain more in the saving of shrinkage than is lost in the stripping of the cheese, or in the shrinkage afterwards. When these things are better understood and the advantages of paraffining are fully realized, the objections now raised should be more than offset. The paraffining of cheese will be continued at the Government cool-curing rooms during the coming season. We are so thoroughly convinced that it is a good



Beef cooling rooms - Park, Blackwell & Co., Toronto.

farmer and pork packer, and to-day the Canadian industry has little to fear from foreign competition.

#### EXPORT TRADE IN DAIRY PRODUCE.

CANADIAN farm products, including butter, cheese, eggs, poultry, bacon, hams, pork, wheat, flour, oats, oatmeal, etc., exported during the fiscal year ending June 30, 1904, totalled \$85,606,483, a figure that easily places Canada in the very front rank of agricultural countries. Practically 30 per cent. of the total was dairy produce, made up as follows: Butter \$4,724,155, eggs \$1,053,396, cheese \$24,184,566, the latter being equal to wheat and cattle exports combined, and nearly double that of bacon.

Great Britain has been the largest purchaser of Canadian dairy produce ever since the export trade was placed on a commercial basis. In 1869 we sent Great Britain cheese valued at \$543,524; in 1880, \$3,772,769; 1885, \$8,178,953; in 1890, \$9,349,731; in 1895, \$14,220,505; in 1900, \$19,812,670, and in the last four years \$20,609,361, \$19,620,239, \$24,620,004 and \$24,099,004. Our cheese exports to Great Britain in 1904 were exactly ninety-nine per cent. of our foreign trade in this article.

The gross value of the cheese entering Great Britain from foreign countries in 1904 was \$34,330,951, of which it will be

#### Cheese.

The present season promises well to the Canadian cheesemaking industry. Old stocks have been disposed of at home and abroad, and present prices are high. In fact the situation is an entire reversal of that ruling a year ago, when, owing to an accumulation of old cheese largely in excess of the demand, the trade witnessed the lowest range of prices since 1898. There was in addition a falling off in the demand in Great Britain, owing to unsettled trade condi-



Herd of prairie cattle at Crane Lake, Assiniboia.

tions throughout the industrial sections, where the great bulk of Canadian cheese is consumed. This year trade conditions show a marked improvement in Great Britain. Generally speaking, stocks are fairly light, and prominent cheese exporters who have returned from

thing to paraffin cheese that are to be held in store for any length of time that we intend to keep at it until it is generally recognized.

There is a great deal of improvement being made in the cheese factories throughout the country. More progress

Established 1892

## RUTHERFORD, MARSHALL & CO.

Wholesale Produce and  
Commission Merchants

68 FRONT STREET EAST  
**TORONTO**  
CANADA

**Our Facilities**  
the best for the care and  
**prompt** disposal of your Produce.

**City, Provincial and Foreign  
Connection** (None better)

**Cold Storage Plant** on the premises, consequently we  
do not have to sacrifice consignments like others.

Please note we are **buyers** also, and want tub butter and eggs **now**.

**Correspondence Solicited**

**Our Specialties: Butter, Eggs, Cheese, Lard**

## EXPORTERS BUTTER - CHEESE - EGGS

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Correspondence solicited from Sellers and Buyers  
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entrusted to us carefully executed. Best cold  
storage facilities.

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**MONTREAL, - - QUEBEC, CAN.**

**The Irish Market for your Produce**

There is a good thing for you here. This market is not overstocked, and we can help you to dispose of large consignments. We have had many years' experience and know the requirements of the trade like a book.

**APPOINT US YOUR AGENTS**

We can do good work for you in every way. Our connections and experience are at your service. Bank and Business references gladly given. Write us.

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Code: RIVERSIDE.

**CAMPBELL & CO., 117 Victoria St., BELFAST**

Cable Address: "BALOGNA."

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**The Balogna Lime Works Co.  
and Mercantile Agency**

**Proprietors, Manufacturers & General Commission Agents**

**BARBADOS, WEST INDIES**

Travelling Representative and Gen.-Mgr.: Mr. J. F. Hutson.

Open to handle Canadian Products on terms of commission.  
Correspondence solicited. References furnished.  
Every facility for handling consignments.

**PELLING, STANLEY & CO.,  
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LIMITED

Distributors of

**Canned Goods,  
Dairy Produce, Provisions**

**WANTED!**

**CANNED MEATS  
CANNED GOODS, FISH, FRUITS**

We want to correspond with reliable packers. Our systems for handling and selling are exceptionally good.

SPLENDID CONNECTIONS HIGH REFERENCES

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10 N. John St., LIVERPOOL**

**BUTTER, CHEESE, EGGS  
PORK, LARD, HAMS and BACON**

Largest Business in the City Correspondence Invited

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**McDOUGAL & LEMON**

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OYSTERS, VEGETABLES, RAW FURS,  
HIDES, SHEEPSKINS, WOOL, ETC.**

We are Direct Importers. Cold Storage on Premises.  
We solicit your trade, believing we can serve your best interests, as we carry a large stock at all times. We fill orders promptly and at lowest market prices.

**CUT THIS OUT for reference**

You can do a big business here if you try, and we can help you with our splendid connections and the knowledge of the markets we have acquired after many years' experience.

**PRODUCE OF ALL KINDS FOR BRITAIN**

**Butter, Cheese, Bacon, etc.**

Enquiries and shipments invited. Best bank and commercial references given. Write us.

**THOS. TALLIS & CO., Ltd.**

**14 Withy Grove MANCHESTER, Eng.**

**E. ROBINSON,**

**3 HIGH STREET, LONDON BRIDGE, S.E.**

**LONDON, ENGLAND.**

The First Appointed London Agents for American Cheese and Butter A.D., 1860.

**OPEN TO TAKE UP ANY CANADIAN AGENCY FOR HOG OR DAIRY PRODUCE.**

CORRESPONDENCE INVITED.

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**Produce Broker**

**43a TOOLEY STREET. - LONDON, ENG.**

Open to accept Canadian Agencies for **Butter, Cheese, Bacon and Eggs.**

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ESTABLISHED 1860

# THE PARK, BLACKWELL CO. Limited

*Pork and Beef Packers*

*Wholesale Provision Merchants*

TORONTO, - CANADA

## EXPORTERS

Canadian Pea Fed Wiltshire Bacon  
Canadian Pea Fed Long Rib Bacon  
Canadian Pea Fed Long Cut Hams  
Canadian Creamery Butter  
Canadian Dairy Butter  
Canadian Cheese  
Canadian Selected Eggs

*Correspondence Solicited*

*CODES—Belleville Cable, Alexander and A B C, 4th Edition.*

*London Agents:*  
**Messrs. Miller Bros.**  
*16 Tooley St.*

*Liverpool Agents:*  
**Messrs. W. P. Sinclair & Co.**  
*12 North John St.*

in the matter of sanitation and permanency in the construction of buildings has been made during the last two or three years than during the previous twenty.

#### Butter.

Our exports of butter during 1904 show a material increase over the year previous, aggregating in value between \$5,000,000 and \$5,500,000. This trade has practically doubled since the year 1869, when Canada sent \$2,342,270 worth to foreign markets. At first the United States vied with Great Britain as the largest consumer of Canadian butter. Our trade with the United States, however, has gradually fallen off, until at the present time it is a comparatively insignificant item. Great Britain is by far our best customer, and trade with the British West Indies and Newfoundland is becoming a more important item every year. The Yukon market has been recaptured, and quite recently has appeared as a probable purchaser for Canadian butter.

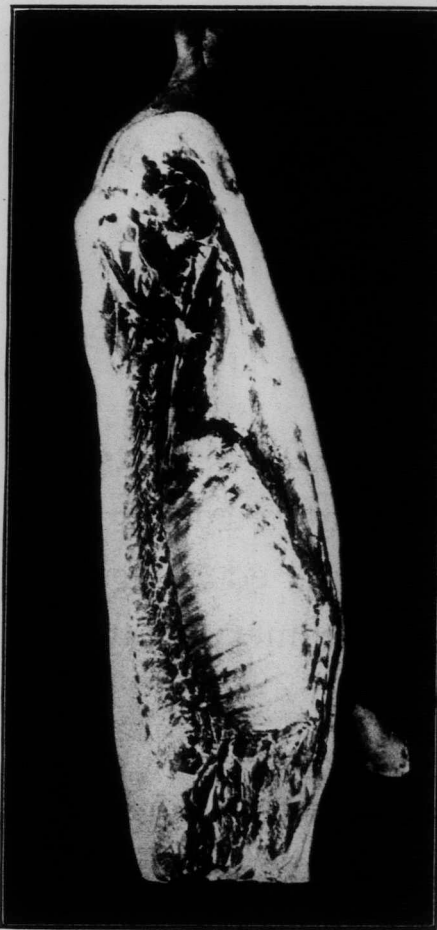
Great Britain consumes annually about 400,000,000 lbs. of butter, valued at \$100,000,000, of which only a comparatively small fraction is home made. Of this total Canada to-day contributes less than one-twentieth. Canada is in a position to get a fair share of Great Britain's butter trade on one condition, namely, that Canadian exporters consult British taste more closely. In the past the great fault with Canadian butter has been its lack of uniformity. Dealers get in a shipment of butter under a certain brand. The next shipment comes marked with the same brand, but comparisons with the former shipment are out of the question on account of lack of uniformity in salting, color, etc.

The result, according to Canadian commercial agents stationed in Great Britain, is that whenever really good butter comes from Canada it has to be sold as "best Danish" to realize its value. There is a great future in Great Britain for Canadian creamery butter, and for all Canadian butter if not over-salted, if shipped as soon as made and in one-hundredweight casks.

Canada's greatest competitor in butter in the British market is Denmark. Whether it is that the butter makers of Denmark have studied the English trade or educated the English people to prefer their make of butter, the fact remains that it is preferred by the English consumer. Fortunately for Denmark, her proximity to the English market is a

factor in her favor, as her butter is delivered ten or twelve days after it is made. This is impossible in the case of Canadian butter.

The Dominion Government authorities report that there will be considerable improvement in transportation facilities for butter and cheese during the coming season. To begin with, arrangements are being made to have iced butter cars arrive at Montreal earlier in the week, so that there will be time to put the butter into cold store and have it properly chilled before it is placed in the cham-



Canadian Wiltshire side—for the export trade.

bers in the steamers. The service will be extended on one or two new routes, and extra cars will be put on some of the older routes. The London steamers of the Thompson Line will this year go direct to Surrey Commercial Dock, which is within two miles of Tooley street, and there discharge butter and cheese direct into a cold storage and cooled-air warehouse. Formerly the cheese and butter carried by this line was discharged at Tilbury Dock, 35 miles down the river, and railroaded thence to Commercial road station, involving several extra handlings and exposure to heat.

#### Eggs.

The Canadian export trade in eggs shows on the whole a satisfactory growth during the last thirty-five years. In 1868 Canada exported eggs to the value of \$205,971, mostly to the United States; in 1880 the exports were \$710,665; in 1890, \$1,795,214; in 1900, \$1,457,902, and during the last four years \$1,691,640, \$1,733,242, \$1,436,130, and \$1,053,396 respectively. Owing to high American tariff, our trade with the United States has gradually fallen off until in 1904 it dwindled to \$5,641. On the other hand, our egg trade with Great Britain has grown from \$66 in 1868 to \$1,036,035 in 1904. The last two years have been comparatively poor export years on account of the very high prices ruling in domestic markets. The English trade, although willing to give a preference to the Canadian article, will not pay above a certain price. During the last two seasons the result has been that a demand has sprung up in Great Britain for continental eggs, and the Canadian exporter is obliged to compete with Russia and Denmark in price as well as quality. One thing seems certain, namely, that the export egg business is not going to afford the Canadian shipper as large a margin of profit as heretofore.

Owing to local conditions, Canada has imported eggs during the last five years as follows: 1900, \$128,405; 1901, \$194,522; 1902, \$170,260; 1903, \$122,960; 1904, \$203,492. There have also been importations of egg yolk on a small scale. At present there is a growing demand for liquid eggs in foreign markets, and it seems likely that Canada will be able to work up a substantial export trade in this article.

#### PATENT EGG OPENER.

A very useful novelty has been placed on the Canadian market by Fred. N. Horton, Ingersoll, in the shape of a patent egg opener. By means of this contrivance the top of an egg may be removed without breaking the yolk or allowing fragments of shell to get into the egg. The trade may secure fuller particulars by communicating with Fred. N. Horton, Ingersoll.

#### AWARDED GOLD MEDAL.

Whyte & Mackay, of Glasgow, distillers of the "Special" brand of Scotch whisky, were awarded a gold medal at the Cape Town Exhibition, held recently. Their agents for Ontario are R. H. Howard & Co., Toronto.

## Griffin & Culverwell

PRODUCE BROKERS

139 Redcliffe St., -- BRISTOL, ENG.

We are in a position to accept Canadian agencies for  
Butter, Cheese, Lard, Fish Oils, Oatmeal,  
Peas, Apples (fresh and evaporated)  
and Canned Goods.

Correspondence and Consignments invited.

Telegraphic Address: "GRIFFIN, BRISTOL."

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Open to represent first-class Shippers

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Agents and  
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We are open to handle any  
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A B C Code (4th edition)

## J. & W. J. COURTENAY

Agents and Brokers for Sale  
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Bacon, Butter, Cheese, Eggs, Poultry, Etc., Etc.

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General Agents and Importers of

**POULTRY, EGGS AND BUTTER**

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Telegrams:  
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## MATHIE & McWILLIAM

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PRODUCE and COMMISSION MERCHANTS

Special facilities for handling Butter, Cheese, Hog  
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Commission Agents  
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(Members of the London Egg Markets)

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Telegrams:  
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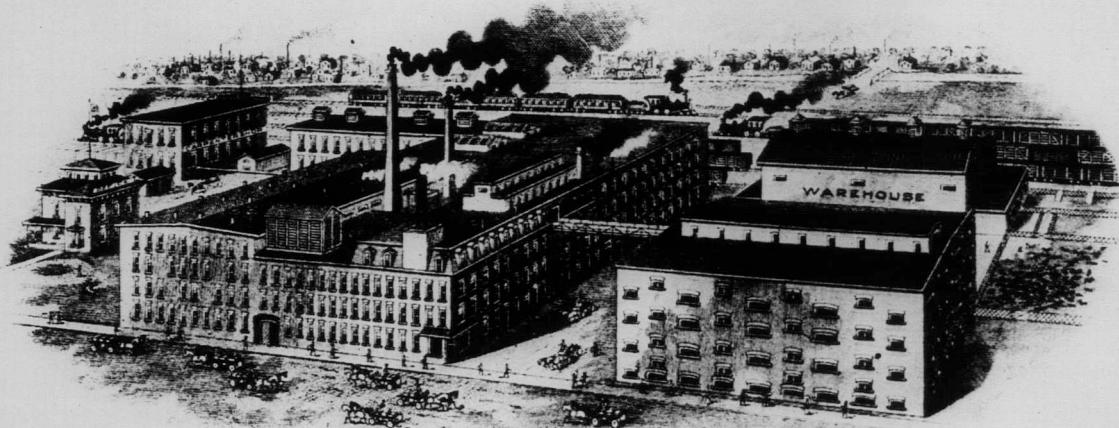
Correspondence  
Invited

## I. BEER & SONS Provision Importers and Merchants

15 King St. West Smithfield, London, Eng.

Correspondence invited with regard to Consignments of all kinds of  
Dairy Produce.

Cables:—"ENGLISCHOF LONDON."



# Ingersoll Packing Company

## Pork

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## Packers

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Ingersoll, Ontario, Canada.



REPRESENTATIVES IN ENGLAND:

T. L. Boyd & Co.,  
Montague Close, London Bridge, S.E.,  
LONDON, ENG.

T. L. Boyd,  
20 Mathew St.,  
LIVERPOOL, ENG.

PROVISION AND DAIRY MARKETS.

TORONTO.

**Provisions**—A first-class business has been doing during the week in smoked and cured meats generally. Prices continue firm with a tendency to advance in one or two lines, although the only rise is in smoked breakfast bacon which is quoted  $\frac{1}{2}$ c. above the level of last week. Owing to free arrivals of hogs the price is down 25c. this week. In fresh meats there are no changes to record. We quote the following:

Long clear bacon, per lb.	\$0 10
Smoked breakfast bacon, per lb.	0 13
Roll bacon, per lb.	0 10 $\frac{1}{2}$
Small hams per lb.	0 13
Medium hams, per lb.	0 13
Large hams per lb.	0 12
Shoulder hams, per lb.	0 10
Backs, per lb.	0 15
Heavy mess pork, per bbl.	16 00
Short cut, per bbl.	19 50
Shoulder mess pork, per bbl.	14 50
Lard, tierces, per lb.	0 10
" tubs	0 10
" pails	0 10 $\frac{1}{2}$
" compounds, per lb.	0 07 $\frac{1}{2}$
Plate beef, per 200-lb. bbl.	11 00
Beef, hind quarters	9 00
" front quarters	5 50
" choice carcasses	7 25
" medium	7 00
" common	6 00
Mutton	0 10
Lamb, yearling	0 14
Veal	0 07
Hogs, street lots	9 00

**Utter**—Supplies of both dairy and creamery butter are coming along very freely and considerable accumulations are the result, notwithstanding an active demand for this article. The quality is good. Storekeepers are asked to commence packing butter in tubs from now on in view of the nearness of the Summer season. Creamery prints and

creamery solids are each down 1c. and large dairy rolls are quoted slightly below the level of last week's prices. Prices are likely to go still lower, although the season is about three weeks behind last year. Receipts, however, are quite up to the standard of last year at this season.

Creamery prints	Per lb.
" solids, fresh	0 18
Dairy prints	0 17
" large rolls	0 15

**Cheese**—There is little or no old cheese left on the market and the attention of the trade seems to have turned entirely to new cheese, which is arriving freely on the market and is quoted  $\frac{1}{2}$ c. below the level of last week's quotations. Our quotations are as follows:

Cheese, large	Per lb.
" twins	0 12
New	0 10 $\frac{1}{2}$
" large	0 10 $\frac{1}{2}$

Cheese Board Report.

(For week ending May 16.)

Board.	Boxes.	Price.
Campbellford	385	0 10
Ingersoll	405	0 09 15-16
Stirling	50	0 09 $\frac{1}{2}$
Pictou	545	0 09 $\frac{1}{2}$
Peterboro	1,038	0 09 11-16
Madoc	800*	0 09 $\frac{1}{2}$
Kingston	900	0 09 7-16
Victoriaville	645	0 09 $\frac{1}{2}$
Brockville	255*	0 09 $\frac{1}{2}$
Cowansville	271	0 09 $\frac{1}{2}$
Watertown	3,000	0 09 $\frac{1}{2}$
Canton	181	0 09 $\frac{1}{2}$
Alexander	66	0 09 $\frac{1}{2}$
Cornwall	4,431*	0 09 $\frac{1}{2}$
London	567	0 10
	620	0 11
	980	0 09 $\frac{1}{2}$
	268	0 09 $\frac{1}{2}$

Belleville	59	0 09 $\frac{1}{2}$
Vankleek Hill	90	0 09 7-16
* Colored and white	787	0 09 $\frac{1}{2}$

MONTREAL.

**Provisions**—Prices for all lines are steady. There are no changes to report. Fresh-killed abattoir sold at \$9.75 to \$10. Hams and bacon in good demand at from 11c. to 14c.

Canadian short cut mess pork	\$19 00	\$20 00
American short cut clear	19 00	20 00
Bacon, per lb.	0 12	0 14
Hams	0 11 $\frac{1}{2}$	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard, "Boar's Head" brand, tierces, per lb.	0 06 $\frac{1}{2}$	0 07
" " " " " " " " " "	0 07	0 07
" " " " " " " " " "	0 07	0 07
Cases, 20 3-lb. tins, per lb.	0 07 $\frac{1}{2}$	0 07 $\frac{1}{2}$
" 12 5-lb. tins	0 07 $\frac{1}{2}$	0 07 $\frac{1}{2}$
" 6 10-lb. tins	0 07 $\frac{1}{2}$	0 07 $\frac{1}{2}$
20-lb. wood pails, each	1 45	0 09 $\frac{1}{2}$
20-lb. tin pails, each	1 35	0 09 $\frac{1}{2}$
Wood net, tin gross weight—		

Pure lard, pails	Wood.	Tin.
" tubs	2 10	2 20
" cases (6 10-lb. tins)	0 10	0 10 $\frac{1}{2}$
" cases (12 5-lb. tins)	0 08	0 09
" cases (24 3-lb. tins)	0 08 $\frac{1}{2}$	0 09 $\frac{1}{2}$

**Eggs**—Market continues firm, and 15 $\frac{1}{2}$ c. seems to be the best that straight gathered stock can be bought at from the commission houses. Country buyers still complain of having to pay too much to allow for pickling. Reports to hand state western packers have about filled up their vats and it may be expected that prices will ease up some shortly. Receipts are heavy but as the local demand is good, as well as a steady trade from outside points, it has a stiffening effect on the market. P.E.I. stock arrived on Saturday per ss. Campana and some 325 cases were readily sold at 15 $\frac{1}{2}$ c. wholesale.

**Butter**—The butter market still keeps



I. S. WOTHERSPOON

COMMISSION AGENT

Room 20 $\frac{1}{2}$ , Board of Trade MONTREAL, CAN.

BUTTER and CHEESE a Specialty

AND GROCERY SUPPLIES

CORRESPONDENCE SOLICITED

To arrive ex. C.P.R. SS.  
"Lake Champlain"—

1695 CASES

Canned Goods

from Bordeaux, France, via Liverpool.

Ask for quotations on

Pineapples

(Canned and in Glass)  
(Bordeaux pack of Singapore fruit.)

Soap from the celebrated manufacturers,

Anastay Freres & Cie.  
(Savonneries Reunies).

Quality and prices unsurpassed.

All goods that I carry are from 10 per cent. to 25 per cent. lower than any legitimate house can offer.

WRITE ME FOR QUOTATIONS

J. H. CROSS

Direct Importer,

112 St. James St., : MONTREAL.



strong. Choice new creamery quoted at 18½ to 19c. and fine 18½ to 18¾c. The decline noted during the closing days of last week was not actually warranted as receipts are light and quality good. The approach of warmer weather will permit of full grass makes being marketed. Local demand is good.

Finest creamery	0 18½ 0 19
Fine	0 18½ 0 18¾
Medium	0 16½ 0 17½
Fresh rolls	0 17 0 17½
Fresh dairy tubs	0 17 0 17½

**Cheese**—The demand is fairly active. Prices show little change at country points, 9½ to 9¾c. being about average figures. Better cheese is expected to arrive soon on account of the new make being full grass, and the cool weather ahead for some time will admit of safe shipping. Ontarios selling to-day 9½ to 9¾c., and Quebecs 9½ to 9¾c.

**WINNIPEG.**

**Creamery Butter**—Supplies continue to be more abundant, and the market is easier than last week. The quality of butter offered is much better than a few weeks ago. We quote:

Finest fresh creamery, in 50-lb. boxes	0 27
" " in 25-lb. boxes	0 27
" " in 14-lb. boxes	0 27
" " in 1-lb. bricks	0 28

**Dairy Butter**—Larger and better quality supplies are offered now at country points. Jobbers' buying prices are as follows:

Dairy, assorted pkgs., selected	0 16 0 17
round lots	0 15

**Cheese**—Unchanged in price. We

Finest Manitoba, large	0 12½
" Ontario	0 13
" twins	0 13½
Square cheese	0 13

**Lard**—We quote as last week:

Lard, 50-lb. pails, per pail	5 35
" 20-lb. " " "	2 15
" 3-lb. tins, per case 60 lbs.	6 75
" 5-lb. " " "	6 60
" 10-lb. " " "	6 45
Pure lard in bbls, per lb	0 10

**Cured Meats**—No change. We quote:

**SMOKED MEATS.**

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 18
Backs, " " "	0 11½
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
" assorted sizes	0 08½
Picnic, " " "	0 08½
Shoulders, " " "	0 13
Bacon, " breakfast bellies	0 11
" " breakfast bellies	0 11
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts, " " "	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" " rolls, boneless	0 11

**DRY SALT MEATS.**

Bacon, dry salt long clear	0 09
" " smoked	0 09½
" " boneless backs	0 10
Shoulders " " "	0 08

**BARREL PORK.**

Heavy mess pork, boneless, per bbl	18 00
" " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " per ½ 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			

**ST. JOHN.**

St. John, May 23, 1905.

**Provisions**—The market is a dull one. Both beef and pork are held at rather higher figures. In smoked meats

there is a fair demand. Prices are quite firmly held. Pure lard is high. Refined lard is still quite low, which leads to increased demand. Fresh meats are unchanged. Beef is freely offered. Mutton is dull. There is a good sale for veal at even figures. Lamb tends lower but is still high. Little pork is offered. Quite full prices obtained.

Mess pork, per bbl	\$17 00 \$19 00
Clear pork " "	17 00 19 00
Plate beef " "	13 00 15 00
Mess beef " "	12 00
Domestic beef, per lb	0 06 0 08
Western beef " "	0 07 0 09
Mutton " "	0 07 0 08
Veal " "	0 05 0 07
Lamb, each " "	3 00 5 00
Pork " "	0 06 0 07
Hams " "	0 13 0 14½
Rolls " "	0 10 0 13
Lard, pure, tubs " "	0 10½ 0 10¾
" pails " "	0 10½ 0 11
Refined lard, tubs " "	0 08 0 08
" pails " "	0 08½ 0 09

**Butter**—Dairy butter is reported scarce in the west. Creamery is rather easier. Little local new butter is yet offered. Prices are still high.

Creamery butter	0 23 0 25
Best dairy butter	0 20 0 20
Good dairy tubs	0 18 0 20
Fair	0 17 0 18

**Eggs**—There is a fair sale. Receipts are not large, so that prices are firmly held.

Eggs, hennery	0 20 0 25
case stock	0 14 0 15

**Cheese**—Stocks are light, but a limited quantity of new is yet seen. Dealers are afraid to buy, feeling price will be lower. Only twins have demand.

Cheese, per lb	0 11½ 0 12½
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# Hog and Dairy Products

WE are the oldest Commission Agents in these lines in Liverpool, and are prepared to handle consignments and sell on C.I.F. terms.

o o o o o o

We should like to correspond with firms of importance.

o o o o o o

**ANDREW CALLENDER & CO.**

15 VICTORIA ST. LIVERPOOL, ENG.

# GEORGE LITTLE LIMITED

Colonial Produce Importers

Manchester

WE ARE CONSIGNEES OF

# Bacon, Butter, Cheese and Eggs

(Either Fresh or Glycerined)

Shippers can draw upon us for four-fifths of value in case of consignments.

References exchanged and correspondence invited.

Bankers: Manchester & County Bank, Withy Grove, Manchester.

Established over 50 years.

A. B. C. Code 4th Ed. Alexanders Code.

# Petrolia Packing Company

LIMITED

## PORK PACKERS

AND

## LARD REFINERS

CURERS OF... **"Lambton Brand"** OF

WILTSHIRE SIDES, LONG RIBS, CUMBERLANDS, AND  
"PURITY BRAND" OF LARD.

### Petrolia, Canada

Agents for Great Britain: R. & W. DAVIDSON, 9 Virginia St., GLASGOW; and 49 Tooley St., LONDON.



"Perfectly clean from our kitchen to your customer."

There is no better Mince Meat on the market than

### Wethey's Mince Meat

One try will satisfy your customers of that. There is no better seller either. One try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it?

**J. H. Wethey, Limited**  
ST. CATHARINES, ONT.

We are the only Makers  
in Canada of

## Oval Wood Butter Dishes

Neat and pleasing in appearance, will not leak or soil the counter or scales.

Just the thing for Butter, Lard, Jam, Honey, Pickles or similar bulk goods—surprisingly cheap. A great convenience both to retailer and customer.

Made in 1/2, 1, 2, 3, and 5-lb. sizes. Can supply in any quantity for prompt shipment. Write for quotations.

**Graham Bros. & Co.**  
Kinmount, Ont.

## EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

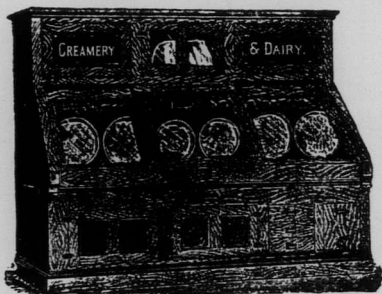
**The WM. RYAN CO., Limited**  
70 and 72 Front St. E., Toronto.

## BUTTER and EGGS

— WE ARE —  
**BUYERS and SELLERS**

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

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



**REFRIGERATORS** Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

**C. P. FABIEN,**

Merchant and Manufacturer.

3167 to 71 N. Dame St.

**Montreal, Can.**

Write for Illustrated Catalogue.

# Butter Tubs

**BEST WHITE SPRUCE**

**50—30—20 lb.**

**ORDER NOW**

**WALTER WOODS & CO.**

**Hamilton and Winnipeg.**

### NEWFOUNDLAND PROTESTS.

**A**N acute turn has been given to the "bait" question during the past few days in the Maritime Provinces on account of the move made by certain Nova Scotia interests to supply French and United States fishing vessels with bait and supplies after its sale to the fishermen of these countries had been forbidden by the Newfoundland Government.

The Harbor Grace Standard threatens that if the object of Newfoundland is to be defeated by Nova Scotians, there is but one course left open to Newfoundland, namely, to withhold the bait privileges from them, the same as has been done against French and American fishermen. It goes on to say that "Newfoundland expects nothing just nor fair from Canada."

The present juncture is a particularly

and sell gelatine products. Provisional directors: A. L. Martin, Walkerville; S. A. Seamers, Pontiac, Mich., and J. F. Smythe, of Windsor.

### FLUCTUATIONS IN SUGAR.

**I**N view of the unprecedented advance in Canadian refined sugar during the Fall of 1904, and the subsequent decline dating from Jan. 19, 1905, the following table of fluctuations in Canadian refined for the year ending May 19, 1905, is of interest to the trade:

(Quotations basis f.o.b. Montreal.)

	Extra Standard	No. 1 Yellow
1904.	c.	c.
May 19	4.40	3.80
May 25	4.45	3.85
June 3	4.40	3.80
June 10	4.35	3.75



May-time in Capt. C. O. Allen's Fruit and Dairy Farm, Kentville, N.S.

inopportune time for hitches between Newfoundland and Nova Scotia. The Islanders are inclined to look upon the action of the Sydney, C.B., interests as hostile, whereas it is neither more nor less than an attempt on their part to further their own interests. At the same time it is a question whether Nova Scotia is justified in sanctioning any move that is open to misunderstanding.

### COMPANIES INCORPORATED.

The Gutteridge-Sullivan Co., Limited, of Sarnia, have been incorporated with share capital of \$40,000, to carry on the manufacture and sale of earthenware, pottery, etc. Provisional directors: T. P. Bradley, S. A. Armstrong, T. J. Gordon, J. R. Pierdon and J. Sullivan, all of Sarnia.

The Vegetable Gelatine Co., Limited, of Windsor, have been incorporated with share capital of \$40,000, to manufacture

June 23	4.40	3.80
July 7	4.45	3.85
July 25	4.50	3.90
Aug. 3	4.55	3.95
Aug. 9	4.60	4.00
Sept. 1	4.65	4.05
Sept. 18	4.55	3.95
Nov. 1	4.65	4.05
Nov. 2	4.75	4.15
Nov. 7	4.85	4.25
Nov. 11	4.95	4.35
Nov. 15	5.10	4.50
Nov. 16	5.20	4.60
Dec. 1	5.15	4.55
Dec. 8	5.25	4.65
Dec. 10	5.35	4.75
Dec. 28	5.40	4.85
1905		
Jan. 3	5.45	4.90
Jan. 9	5.55	5.00
Jan. 13	5.65	5.15
Jan. 19	5.75	5.25
Feb. 9	5.65	5.15
Feb. 14	5.65	5.15
May 5	5.45	4.95
April 28	5.55	5.05
May 5	5.45	4.95
May 11	5.35	4.85
May 16	5.25	4.75

# A. C. DOUGHTY & CO., ENGLAND

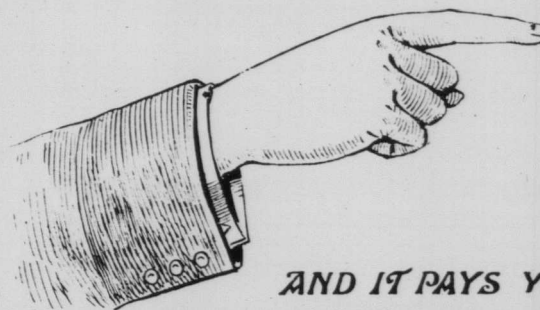
20 Eastcheap, E.C., London  
Wholesale Provision and Commission Agents

## BACON and HAM SPECIALTIES

for home trade and for export

Correspondence solicited for all HOG and DAIRY PRODUCTS.

*JUST—HOLBROOK'S SAUCE.  
JUST—THE BEST.*



AND IT PAYS YOU WELL.

### EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

**JAMES MARSHALL,** ABERDEEN, - SCOTLAND. Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

**Agencies Wanted for Britain.**—European and Canadian references and an extensive connection are points upon which I rely. **CANNED GOODS, DRIED FRUITS, HONEY, PEAS.**

**A. S. DUFFUS, JR.,** 9-10 St. Mary-at-Hill, LONDON, E.C.

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We handle consignments of **CANADIAN MEATS, CHEESE AND BUTTER.**

We sell cost, freight and insurance. Western Union Code. **LONDON, LIVERPOOL, GLASGOW.**

**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.

**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.

**STOKES BROTHERS, GENERAL MERCHANTS,** EXETER, ENGLAND, Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds. Correspondence solicited

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

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

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

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

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

**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.

**GEO. R. MEEKER & CO.** 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - - ENGLAND. European representatives and distributors, Earl Fruit Co., California, U. S. A. **SPECIALTIES, FRESH, DRIED AND CANNED FRUITS.** T. A., Emulate. Codes, A. B. C. and Lieber's.

**THOS. BOYD & CO.,** 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."

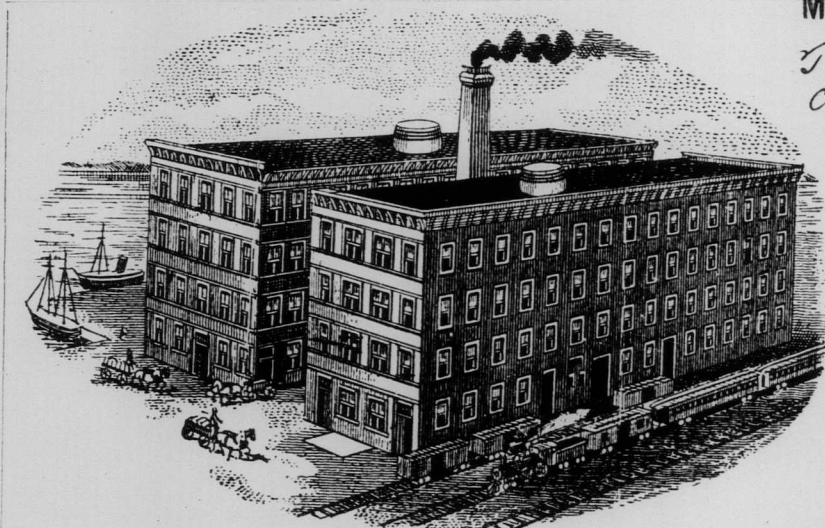
**Salter & Stokes,** 19-20 King St. W. Smithfield, London, Eng. 226-7 Central Market, E. C.

IMPORTERS OF CANADIAN **CHEESE, BUTTER, EGGS AND POULTRY.** Reference, London City and Midland Bank, West Smithfield. We buy outright.

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MAY 26 1905

To Geo. Small  
Cut Book 35  
Page 24



Modern Cereal Mill of William McCann Milling Co., Toronto.

# Our New Cereal Mill

Fitted out with the most complete and modern cereal machinery that money can buy.

Using only selected grain we are able to turn out the finest cereals on the market.

## We Lead in Bulk Goods

<b>Rolled Oats</b>	<b>Sd. and Gr.</b>	<b>Flaked Wheat</b>
<b>Gran. Wheat</b>	<b>Oatmeal</b>	<b>Split Peas</b>
<b>Gold Dust</b>	<b>Pot and Pearl</b>	<b>Pea Meal</b>
<b>Family Oatmeal</b>	<b>Barley</b>	<b>Ground Corn</b>
<b>Ground Wheat</b>	<b>Ground Oats</b>	<b>All kinds of Feed</b>

Our capacity enables us to give prompt delivery for all orders in mixed and car lots or otherwise.

Write, wire or phone us for quotations. It will mean dollars in your pocket.

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# WILLIAM McCANN MILLING CO.

## TORONTO

Cable Address:  
"McCANN," ABC Code

Office and Mills:  
Foot of Jarvis Street

# FLOUR AND CEREAL FOODS

## FLOUR MILLING IN CANADA.

ONE of the most significant facts in connection with Canada's export trade in foodstuffs during the last thirty years is the steady increase in the value of wheat flour sent to foreign countries. From 302,783 barrels in 1875, valued at \$1,545,242, exports of flour have grown to 1,587,600 barrels, valued at \$6,131,015, and we are only on the threshold of what is bound to develop into an industry of monumental proportions. If Canada is to supply the food requirements of the British Empire within the next few years, as she seems likely to do, there is no reason why she should not supply such in the form of the manufactured product instead of the raw material, as has been the case to a large extent heretofore.

The benefits to be derived from the flour milling industry on such a scale are simply incalculable, and Canadian millers are beginning to awaken to this fact, with the result that the industry has shown remarkable expansion within the last five years throughout Canada, particularly the Northwest. Only this year one or two of the larger Canadian milling interests have made arrangements to operate in Europe in order to benefit from the enormous exports of Manitoba wheat and compete with American millers.

There is also a possibility of Canada becoming a milling ground for the United States trade. Authorities on agriculture are of the opinion that the United States have about reached their limit in the matter of grain production. There is no gainsaying the fact that their exports of flour and grain have been diminishing for some years, and that the home consumptive demand has been increasing rapidly on account of the large and growing population. In Canada, on the other hand, the grain-growing possibilities remain as yet in the embryonic stage. The American miller has retained his hold on the foreign trade solely on account of superior organization, but even now he is looking abroad for grain to feed his mills. Last year Minnesota bought half a million dollars' worth of Canadian wheat, which was ground in bond in order to avoid the duty. But the American miller finds this system expensive and inconvenient, and besides he has to pay the duty on offal and by-

## GRAIN AND BREADSTUFFS (EXPORTS)—1900-1904 INCLUSIVE.

	1900	1901	1902	1903	1904
	\$	\$	\$	\$	\$
Grain :					
Barley .....	1,200,852	1,173,219	231,199	157,233	189,237
Beans .....	335,542	418,810	225,813	79,801	133,569
Buckwheat.....	146,055	227,717	175,517	175,394	234,029
Indian corn .....	4,758,778	5,507,245	1,287,789	1,085,601	2,775,807
Oats .....	2,489,048	3,103,575	2,104,883	2,632,886	1,603,461
Peas .....	2,158,858	2,684,085	1,814,540	1,056,266	1,133,268
Rye .....	335,899	708,156	484,073	701,288	266,645
Wheat .....	16,368,889	13,622,930	26,410,101	29,088,781	18,225,525
Grain, all other.	1,260	1,954	15,985	3,299	404
Grain, products of :					
Malt .....	10,939	3,563	5,706	7,415	4,318
Bran, mill feed.	145,206	243,215	237,178	242,100	374,364
Indian or corn meal .....	2,496	1,719	4,369	5,191	24,717
Oatmeal .....	471,991	467,807	344,332	538,149	756,687
Rye flour .....	45	45	9,821		
Wheat flour .....	2,800,347	4,030,746	3,969,135	4,700,651	6,131,015
Meal, all other.	15,225	31,402	42,124	29,791	33,219
Breadstuffs, n.e.s.	45,508	60,399	53,318	53,358	54,000
Total grain and breadstuffs .....	31,289,893	32,286,587	37,415,883	40,857,204	32,240,465

## GRAIN AND BREADSTUFFS (IMPORTS)—1900-1904 INCLUSIVE.

	1900	1901	1902	1903	1904
	\$	\$	\$	\$	\$
Grain :					
Wheat .....	4,542,170	6,370,314	7,217,137	5,566,705	3,849,308
Rye .....	57,318	310,160	239,404	473,651	157,467
Peas .....	23,763	16,160	20,748	18,010	15,989
Oats .....	422,977	946,511	131,818	70,651	32,907
Indian corn .....	7,163,185	6,648,081	2,770,456	3,737,383	5,416,770
Grain, all other.	72	41	29		140
Grain products :					
Malt .....	57,530	66,329	68,121	75,896	87,147
Bran, mill feed.	74,266	90,493	104,519	108,628	92,498
Buckwheat, meal or flour .....	5,152	2,410	1,928	2,835	2,507
Indian or corn meal .....	76,413	57,684	66,033	65,431	122,640
Oatmeal .....	23,551	63,376	12,413	20,584	212
Rye flour .....	3,428	3,403	1,714	3,568	7,316
Wheat flour .....	181,899	156,009	155,544	111,056	169,357
Hominy .....	3,648	3,231	2,980	5,895	7,145
Damaged flour, grain, etc. ....	6,374	2,090	5,884	52,443	1,631
Breadstuffs :					
Arrowroot .....	788	1,594	1,206	827	902
Biscuits, sweetened .....	19,581	16,132	14,219	18,787	24,273
Biscuits, not sweetened .....	16,198	13,708	13,498	14,951	15,394
Bread, unleavened .....	3,893	3,783	4,328	6,651	9,343
Macaroni and vermicelli .....	35,580	35,574	44,671	64,186	82,030
Rice, cleaned .....	226,896	317,020	298,295	371,887	424,926
Rice, uncleaned.	187,947	178,547	146,728	276,874	141,707
Rice and sago flour and sago .....	38,994	8,482	15,827	19,786	24,295
Tapioca .....	56,221	53,650	67,083	62,774	23,501
All other breadstuffs .....	125,716	186,971	300,314	375,725	262,739
Total grain and breadstuffs .....	13,610,065	15,605,836	11,731,268	11,557,644	11,010,228

products which cannot be exported, and which represent over ten per cent. of the value of the output. Attempts are now being made to secure a treasury ruling by which Canadian wheat can be taken to Minneapolis and there mixed with

The Canadian production of wheat last year was 79,427,000 bushels, as against 83,964,000 bush. in 1903; of this, the Canadian West contributed 59,931,338 bushels. We exported altogether 18,225,525 bushels, over 10,000,000 bushels

ments of the Canadian biscuit-manufacturing industry, in addition to turning out the highest grade flour for family use. The mills are equipped with the latest improved machinery and supplied with water-power, which is available for all purposes. The reliability and excellence of its products are acknowledged all over the country; one of the least evidences of their popularity being the phenomenal increase in consumptive demand during the last few years. The principal brands of flour manufactured by the Bolton mill are: "Pure Gold," "Albion's Pride," and "Good Loaf." It also turns out large quantities of Graham flour, cracked wheat, wheat germ, etc. Mr. McFall combines with his milling business an extensive trade in grain and feed.



Reaping in Western Canada.

United States flour for the grinding of wheat, a drawback being paid upon the Canadian flour thus used. To checkmate this move Canadian millers will grind Manitoba flour in Great Britain.

Splendid possibilities exist for building up a large export trade in Canadian flour with the other European and Asiatic nations. In addition to our export business with Great Britain, amounting in 1904 to \$3,568,430, Canada sent flour to Newfoundland to the extent of \$140,815, to British Africa \$632,348, to British West Indies \$204,201, to Russia, \$95,453, and to Japan \$140,815. The latter market was only discovered five years ago and requires only tact and perseverance to make it one of the most valuable export markets of the world; indeed it is possible that the future may see a greater trade between Canada and Asia than is now carried on between Canada and Europe, as Japan is but the gateway to the Great East. American

less than in 1903, the falling off being largely due to local conditions, which kept the domestic price above an export basis. There is also to be considered that Canada is exporting more and more of her breadstuffs in the form of the manufactured product. Great Britain took the bulk of our wheat, the balance going to Germany and Belgium. Owing to a comparative failure of the Canadian oat crop in 1904, our exports of oats fell off \$1,029,429. This induced what is almost without precedent in Canadian cereal circles, namely, the importation of American oatmeal at a price which not only undersold domestic manufacturers, but temporarily cut out trade in the home-made product.

**EXCELLENT LOCATION.**

LOCATED in one of the best wheat-growing sections of Ontario, which enables the miller to get his Winter wheat direct from the farmer and to

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*J. O. ...  
cut book 37  
Page 23*

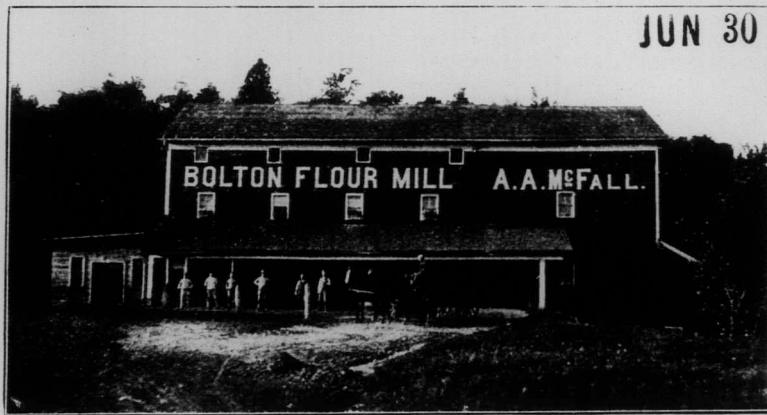


MR. A. A. McFALL, Miller,  
Bolton, Ont.

**GRAIN PROSPECTS.**

LATEST reports from the Canadian West advise that the growing grain crops are in a flourishing condition. There has been an abundance of moisture, and the wheat, where it is above the ground, is growing well and of a healthy color. Seeding is about completed, but the farmers are still planting oats and barley.

Taking the Province of Ontario as a whole, Fall wheat has suffered less than usual from Winter-killing. The cold winds prevailing in April were very trying to fields in exposed places; nevertheless, the crop picked up wonderfully, and at the present time Fall wheat has a most promising appearance in most quarters, more especially in the case of early-sown fields. The more favorable statements happily come from the counties in which the crop has a large acreage. But little Fall wheat has been ploughed up compared with the two or



Bolton Flour Mill, Bolton, Ont

millers have lost no time in securing a foothold in Eastern markets; Canada has an equal chance, particularly when it is remembered that Canada produces the best wheat grown on the North American Continent.

select raw material according to requirements, is the Bolton Flour Mill, owned and operated by A. A. McFall, miller and grain merchant, Bolton, Ont.

The Bolton mill is in a particularly good position to supply the require-

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JUN 30 1905

# The Symbol



# Of Quality

*Specialize:*  
*"handle better flour,  
 get exclusive trade"*

LEITCH BROTHERS FLOUR MILLS.  
 Oak Lake — Manitoba — Canada.

MONKLAND MILLS

BROOMFIELD MILLS

FERGUS ELEVATOR

## JAMES WILSON & SONS

MANUFACTURERS AND EXPORTERS OF THE  
 FINEST GRADES OF

Oatmeal, Pease Meal,  
 Split Peas, Pot Barley,  
 Pearl Barley, Round Peas

Feed of all kinds. Correspondence solicited

FERGUS, ONTARIO, CAN.

## MOORE'S MEAFORD MILLS

have a reputation for first-class flour equalled  
 by few Canadian mills.

Our Special Brands are:

- Snow Flake**—Manitoba Patent.
- Lily White**—Manitoba Strong Bakers.
- Ontario**—Manitoba Blend.
- Pastry**—Pure Winter Wheat.

We are also General Grain Dealers. A trial  
 solicited. **Satisfaction** guaranteed.

OUR BAKERY DEPARTMENT, operated in con-  
 nection with our mills, offers the trade a complete  
 assortment of cakes, biscuits and tarts.

**W. Moore & Sons**  
 MEAFORD, ONT. - CANADA





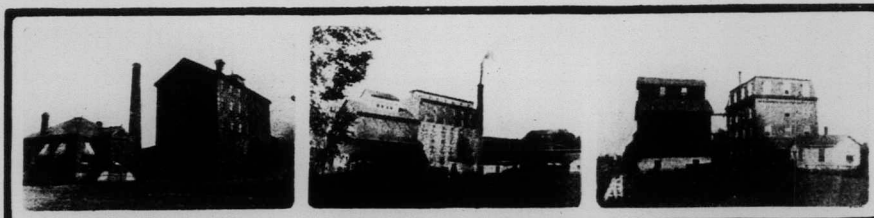
# SEAFORTH MILLING CO.

*Seaforth, Ont., Canada*

## Millers and Grain Dealers

Correspondence Solicited

The Goldie Milling Co., Limited, Ayr, Ont.



Millers of Ontario and Manitoba Wheats.  
Mills at Ayr, Galt, Highgate.

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

## Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

**TRISCUIT** is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

**The Natural Food Co.**  
**Niagara Falls, N.Y.**

## 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.**

# A. A. McFALL

MILLER AND GRAIN MERCHANT  
BOLTON, ONT., CANADA

Manufacturer of Choice Winter Wheat and Manitoba Wheat Flour, also Graham Flour, Cracked Wheat, Wheat Germ.

*Brands* "PURE GOLD"  
*of Flour* "ALBION'S PRIDE"  
"GOOD LOAF"

Dealer in all kinds of Grain  
and Feed.

Write for Prices and  
Samples.



**SHIRK & SNIDER.**

BRIDGEPORT  
ONT.

Special Brands

**Buda, Neva,  
Daily Bread, Patent**

**Shirk & Snider**

Millers and Manufacturers of  
Improved ROLLER process flour.

Capacity 300  
Barrels a Day.

**Bridgeport and Baden, Ont.**

**GOOD  
NAME  
and  
GOOD  
GOODS**

The Finest  
**FLOUR, GRAIN  
MILL OFFALS**

are to be had from

**Howland Bros.**

Roller Flour Mills

**KLEINBURG, Ont., Can.**

Let us send you  
one of our  
brands of flour.

three years immediately preceding, although in some instances barley or some other grain has been drilled in on some of the bare spots. The disappearance of the Hessian fly—or rather, the absence of any marked evidence of its presence—is one of the most gratifying features of the reports concerning Fall wheat for during the last four or five years the havoc wrought by this insect pest has been of a most extensive and costly nature.

Most of the rye sown in Ontario is grown for green feed, and the acreage at the most is not a large one. Where grown the crop is reported to be in good condition, having come through the Winter well.

The present indications are that there will be a full yield of clover this season, taking the province as a whole.

#### A STRIKING EXAMPLE.

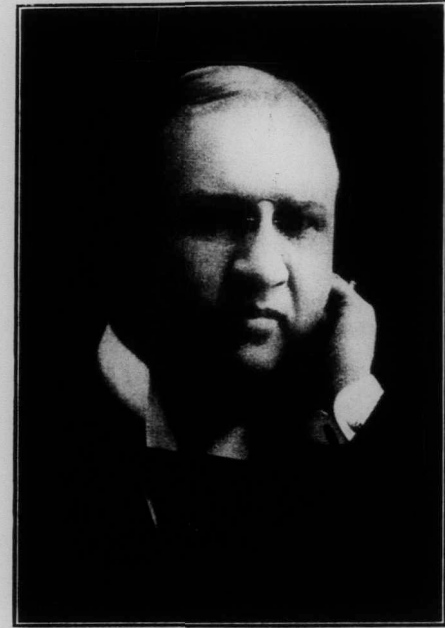
It would be difficult to find a more striking example of the splendid possibilities of the cereal manufacturing business in Canada on a large scale than the Robert Greig Co., Limited, Toronto, better known to the trade as manufacturers of "White Swan" brand of flaked wheat, rice, peas, barley crisps, whole-wheat flour, graham flour, gluten flour, wheat kernels, King's Food, etc. From very small beginnings—in fact "the mere bricks and mortar of the new building which the firm erected three or four years ago at the corner of Pearl and Duncan streets," as Mr. Greig explained to The Grocer representative the other day, their cereal business has grown by leaps and bounds, until at the present time they are not only supplying the domestic market from

"Canada has an immense future before her as a producer and manufacturer of foodstuffs. Look at the flock of immigration to the West. This means that there will be a population of from five to ten millions in Manitoba and the Territories within ten years. It is no idle guess to say that before long Canada will be growing enough wheat to supply the food requirements of the British Empire. Canadian millers are already making a bid for this business, and it looks at present as if a lion's share of the milling, not only for the domestic, but also for the export trade, would ultimately fall into their hands."

"The same remarks apply to the manufacture of cereal foods. Witness, for instance, the phenomenal growth of the cereal food business in this country during the past ten years, and think of the future in store for it, particularly for flaked wheat preparations, which, I think, will outlive many of the newer-fangled cooked cereal foods."

The history of the Robert Greig Co., Limited, dates from 1893, when Mr. Greig established himself in Montreal in the baking powder, spice and extract-manufacturing business. Shortly afterwards a branch was opened in Toronto, at the corner of Duncan and Adelaide streets, and proved so successful that the Montreal plant was abandoned about six years ago and efforts concentrated on the western industry. In 1901 the White Swan Milling Co. was taken over as a going concern, thus adding to the manufacture of baking powder, spices and extracts, what has since developed into one of the most important departments of the business, namely, the manufacture of cereals. Within the last four years the spice and coffee trade has shown a satisfactory growth, and

became an incorporated concern, capitalized at \$150,000, the proportions of their business being such that they have paid an annual dividend of eight per cent. from the very start.



Mr. Robert Greig, President of The Robert Greig Co., Toronto.

#### A CREEMORE MILLING INDUSTRY.

The flour milling and grain business of S. Plewes, Creemore, which dates from 1880 has the reputation of being the most successful of its kind in the Province of Ontario.

An extensive domestic and export trade is carried on in special brands of flour, including Manitoba Patent Magnet, White Flake and O K, all of which are favorably known throughout the trade. The mill proper is situated on the Mad River, in the township of Nottawasaga, widely known on account of its fine wheat-growing district.

Mr. Plewes will be glad to answer any enquiries from the trade in regard to quotations, etc.

#### JAPAN AND CANADIAN FLOUR.

"Japan is slowly but surely learning to use and appreciate the advantages of Canadian whole-wheat flour," said Mr. J. R. Bredie, of the Alexander Milling Co., Limited, Brandon, in a recent conversation with a representative of The Grocer. "A glance at the Blue Book will confirm this," continued he, "but it is perhaps not generally realized that the bulk of this flour is low grade, and that Canadian manufacturers are face to face with the necessity of an educational campaign in Japan for better grades. In our own case, last year we shipped over 500 tons at advantageous prices,



Threshing in Western Canada.

Halifax to British Columbia with their products, but are exporting to England, the United States, South Africa, West Africa and New Zealand. "And we are only on the doorstep of the export business," he added.

this year promises to eclipse any in the history of the business with the turnover from January 1, 1905, to date already one hundred and fifty per cent. in excess of last year.

Two years ago the Robert Greig Co.

### THE T. H. TAYLOR CO., Limited

Millers and Manufacturers

CHATHAM, - Ontario, Can.

Cable Address: "TAYLOR," CHATHAM

### BEAVER AND DAISY FLOUR MILLS

CAPACITY—900 BBLs. PER DAY

BRANDS:

"Northwest," "Perfect," (Hungarian Patent, No. 1 Hard.)

"Beaver," "Seal," "Headlight," "Sensation," "Famous."

All kinds of Feeds, Coarse Grains and Cereals  
The newest and best equipped Flour Mills in Canada  
Try our Blended Flour, "Beaver." It's the best.

### A LIBERAL REWARD

Will be paid for evidence sufficient to convict any persons of selling a cereal food not manufactured by us under the name of our registered trade mark

### "WHEATINE"

The retailers' profit in the sale of "WHEATINE" is about

### FORTY PER CENT.

New machinery installed this month eliminates

### BLACK SPECKS

and purifies "WHEATINE" almost to perfection

MILNE BROS., - Markham, Ontario, Canada  
Sole Manufacturers

### PARKER-EAKINS CO. Limited

EXPORTERS OF

### DRY and PICKLED FISH and SPRUCE LUMBER

IMPORTERS OF WEST INDIA PRODUCE

YARMOUTH, - - NOVA SCOTIA

CORRESPONDENCE SOLICITED

"VICTORIA"  
(Hungarian)  
**FLOUR** "ROYAL"  
(Patent)  
"MAJESTY"  
and  
"ELECTRIC"

Four of the best grades milled in Canada are

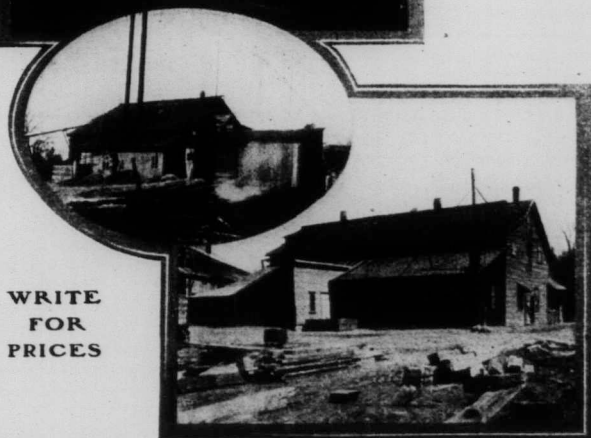
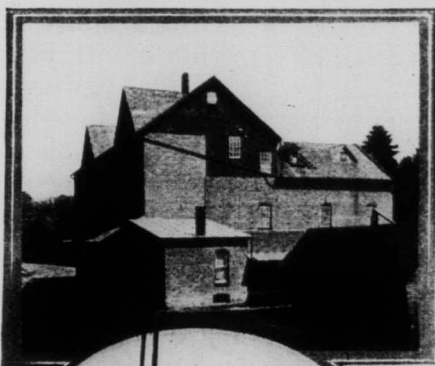
Competition forces the use of the best grades. Inferior grades are unsafe.

Our daily capacity is 200 bbls.

We seek a wider connection, and solicit inquiries for quotations.

Brampton Milling Co., Brampton, Ont.

# QUANCE BROS. MILLERS



WRITE FOR PRICES

WINTER WHEAT FLOUR

"Moss Rose"

BLENDED FLOUR

"Maydew"  
"Ladies' Favorite"  
"White Swan"

MANITOBA FLOUR

"Kitchner"  
"Manitoba Best"

CHOICE FAMILY and BAKERS' FLOUR from choice Ontario and Manitoba Wheat. Also PATENT PROCESS BUCKWHEAT FLOUR and RYE FLOUR.

Delhi, Ont., Canada

**GEO. TANGUAY**  
**QUEBEC**

WHOLESALE

**Flour, Feed, Grain,  
Seeds, Pork,  
Pickled Fish, Etc.**

WAREHOUSES: 33 & 35 St. Andrew St.  
34 & 36

WHARVES:

Dalhousie and St. Andrew

OFFICE: 48 ST. PAUL STREET

**C. A. PARADIS**

Formerly member of POITRAS & PARADIS.

**FLOUR, GRAIN, PROVISIONS  
AND HAY.**

81 DALHOUSIE ST.  
QUEBEC

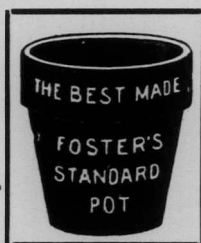
**HERE YOU ARE**

**SYRUP OF MALT  
EXTRACT OF MALT**

Stock these up. There  
is always a call for them.

**GEO. SLEEMAN, Guelph, Ont.**

STRONG  
DURABLE  
LIGHT



POROUS  
AND  
CHEAP

**RUSH ORDERS**

for Flower Pots, Fern Pans, Saucers, etc., filled  
on day of receipt.

Assortments No. 1 and No. 2 at \$5.10 and \$4.15 respec-  
tively are good buying. The waste is eliminated.

**The FOSTER POTTERY CO.**  
HAMILTON. Limited

and we confidently expect that this Japanese market will consume our entire output of low-grade lines at say around \$3.50 c.i.f. Yokohama. The retail price averages about 10c. higher than here.

To further cement this connection with Japan, Mr. E. Nicholson, of Nicholson, Bain & Johnston, Winnipeg, is in Japan in our interests, while incidentally seeking renewed health. There is never any trouble in keeping flour in that market.

The trade outlook is good, and our capacity of 1,200 barrels per day will soon be enlarged. We are planning for two new large elevators this Spring." Cereal

**ANOTHER WINNIPEG FLOUR MILL.**

S. A. McGaw, of Goderich, Ont., head of the Lake Huron and Manitoba Milling Co., has been in Winnipeg during the last week looking into a milling proposition with A. Kelly, of the Kelly Milling Co., of Brandon. Mr. McGaw says that, although tempting offers have been made the company to build a mill at Port Arthur and Fort Frances, it is likely they will build in Winnipeg.

**FLOUR AND CEREAL NEWS.**

The Walter Thompson & Son Co., Limited, cereal millers, of Mitchell, Ont., have developed a very considerable business with the West Indies, especially in the line of split peas, which is one of the staple foods with the laboring population.

William Moore & Sons, millers, Meaford, expect to have their electric motive power ready by July 1. This firm have gone to great expense during the past two and a half years developing electric energy, which ought to be a distinct boon to the town of Meaford.

The Hodd & Cullen Milling Co., Limited, Stratford, have sold their flour mills, elevators, and goodwill to the McLeod Milling Co., Limited, who take possession on Aug. 1, 1905, at the beginning of the new crop. The new company, which is capitalized at \$100,000, is composed principally of local business men, and will be managed by Mr. A. C. McLeod, who has been head miller and manager for the former company.

**NEW FISH FIRM.**

A company of Prince Albert capitalists are seeking incorporation under the name of the Saskatchewan Produce Co. They intend to develop the extensive fish industries of the lakes to the north of Prince Albert, and will proceed at once to erect a freezer.

**Grocers**

If there is a grocer who is not handling **Orange Meat**, that grocer is not working his business to the full. You ask why. Because **Orange Meat** is the cheapest and purest breakfast cereal to be had. How do we know? Compare the prices, ask other grocers who have hundreds of users. **Orange Meat** has all the good points of the ordinary cereal and none of the bad ones. Moreover, **Orange Meat** has good points of its own. Are you interested in these facts? Why should you not be?

**The Frontenac  
Cereal Co., Limited**  
KINGSTON, ONT.

**Awake!**

**P. HAINES & SON**  
Beaver Valley Mills    Clarksburg, Ont., Canada.  
 Manufacturers of  
**HIGH GRADE FLOURS**  
 Biscuit Flour a specialty.    Send for samples and prices.

Established 1860

Cable Address "Musson," Toronto.

**Geo. Musson & Co.**

COMMISSION MERCHANTS.

Toronto, Canada.

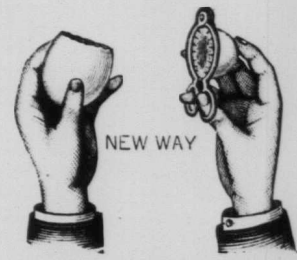
TEAS, COFFEES, COCOAS, SUGARS,  
DRIED FRUITS, SPICES, ETC.

Correspondence  
Solicited

ESTABLISHED 1880  
**SIMON PLEWES & COMPANY**  
 Flour Mills and Electric Light  
 CREEMORE - - - ONT., CANADA  
 POPULAR BRANDS OF FLOUR  
 Manitoba Patented, Magnet, White Flake, and O.K.  
 ASK FOR QUOTATIONS

**THE EATON BROS. BREWING CO.**  
 of OWEN SOUND, Limited  
**BREWERS and MALTSTERS**  
 OWEN SOUND - Ontario, Can.

THEY'RE JUST RIGHT  
 No coloring, potato flour, biscuits or preservative.  
**DUERING'S HOME-MADE SAUSAGES**  
 Made only from the best stall-fed beef cattle and  
 absolutely pure.  
 H. B. DUERING, - WATERLOO, ONT.  
 Dealer in all kinds of meat.



**PATENT EGG OPENER!**

Anyone can use it—even a child  
 Takes the top off the egg without  
 breaking the yolk, and no pieces  
 of shell can get into the egg.  
 Each one boxed separately, with full  
 directions.

The trade supplied in Canada by  
**Fred. N. Horton, - Ingersoll, Ontario**

RETURNED  
 MAY 27 1905  
*To Owner*  
*Get Book 35*  
*Page 45*

**NORVAL MILLS**

**ROBT. NOBLE**  
 MERCHANT MILLER  
 NORVAL, ONT.

---

**Choice Winter Wheat  
 and Manitoba Blended Flours  
 a Specialty.**

JUST THE THING - TO RAISE DOUGH!

**EAGLE**  
 BAKING POWDER  
 MANUFACTURED BY THE EAGLE MANUFACTURING CO. MONTREAL

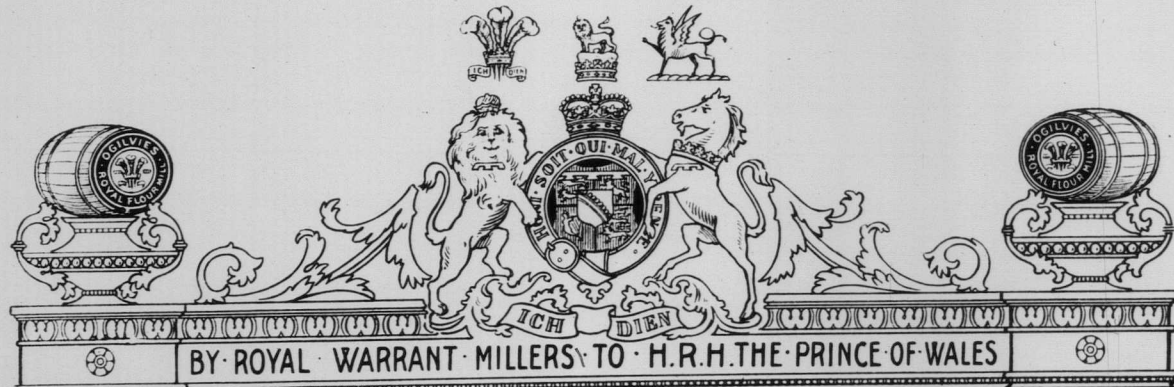
Quality — the Best  
 Price — right  
 Profit — good

Satisfies consumer    Brings repeat orders

Put up in 5c., 10c. and 25c. tins.  
 Ready and steady seller.

---

Ask your jobber, or write  
**J. H. MAIDEN, - MONTREAL**



BY ROYAL WARRANT MILLERS TO H.R.H. THE PRINCE OF WALES

## “Royal Household” is Really the Best Flour?

Thousands of women who do their own baking know it is the best, by results, and they expect the grocer to supply it.

The grocer, who knows which side of his bread is buttered, recommends it to his customers because it pays him to sell only the best.

The grocer who sells a woman any other flour, when she asks for “Royal Household” is taking great chances.



RETURNED  
MAY 27 1905

*W. Curran*  
*2nd Book 35*  
*Fig 42*  
*28*

# A TRANS-ATLANTIC EXCURSION

ON June 9, the long-anticipated excursion of the Canadian Manufacturers' Association to Great Britain, will start from the port of Montreal on board the magnificent new



C. C. Ballantyne, Vice-President of C.M.A., a Member of the Excursion Party.

turbine liner, the *Victorian*. The excursion party will probably number 265 persons,—members of the association, with their wives and children. Already, arrangements are all but complete, and when the *Victorian* leaves her dock at Montreal she will have on board as representative a body of Canadian men and women as ever left the shores of the Dominion.

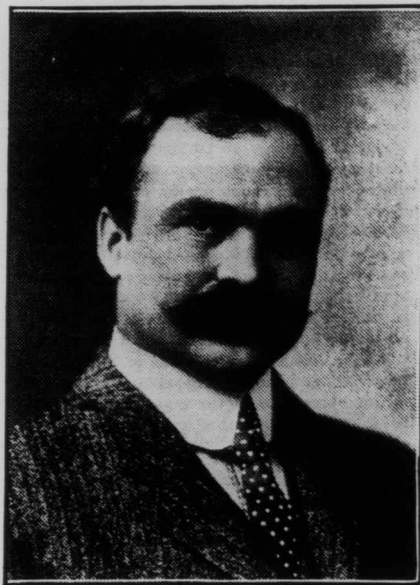
On board the *Victorian* the excursion party will have the best of everything. They will practically own the boat and no expense will be spared to make them perfectly at home. In the Old Country they will receive an enthusiastic welcome and every door will be thrown wide open for them. A complete itinerary for every hour of their time has been prepared.

In brief the programme may be outlined as follows: Upon arrival in Liverpool on June 17, the party will proceed directly to London, where they will be entertained for ten days by the London Chamber of Commerce. Though London is a huge place, the excursionists anticipate seeing nearly everything that is worth seeing during that time.

On June 27, they will board a special train, which will convey them as far as

Glasgow. They will stop at every important centre on the way and will visit the more important industries. The trip to Glasgow will consume another ten days. The party will then break up and the excursionists will be at liberty to go wherever they desire. The official return voyage will be made from Liverpool on the *Victorian* about July 16.

Among the officers of the association who will take in the excursion are: W. K. George, Toronto, president; C. C. Ballantyne, Montreal, vice-president; G. E. Amyot, Quebec, vice-president for Quebec; John Hendry, Vancouver, vice-president for British Columbia; W. K. McNaught, Toronto, chairman of the tariff committee; P. H. Burton, Toron-



W. K. George, President C.M.A., who will accompany the Excursion Party.

to, chairman of the insurance committee; Robert Crean, Toronto, chairman of the reception and membership committee. R. J. Youngé, the general secretary, who has been in charge of the arrangements, will accompany the party and will supply all information.

The significance of this trip cannot be overlooked. It is the first event of its kind. The presence in the Old Country of 265 of Canada's leading sons and daughters cannot fail to open the eyes of Britishers to the importance of the Dominion. The official receptions, which they will receive, will be recorded in the British press and thus every one will learn of their presence. This will lead to enquiries about them and gradually

it will dawn on the British mind that Canada must be indeed a land of happiness and wealth when it produces such people and supplies the means to send them in luxury thousands of miles across the seas.

Nor can the significance of the fact that the excursionists represent the industries of the country be overlooked. Canada is regarded as a land rich in agricultural possibilities. Few in Britain realize the possibilities of its industries. On this point the excursionists will enlighten them, showing them the vast resources of mine and forest, the gigantic water-powers and the admirable facilities for transportation by land and sea.

From a sentimental view-point the excursion will be impressive. It will form still another link in the imperialistic chain, for it will reinforce and strengthen the existing connection between the Mother Country and Canada. Upon every possible occasion this will be referred to and it will so impress itself upon the minds of the British host and the Canadian visitor that the tie of kindred will be still further strengthened.

In many another way will this excursion prove itself to be a good thing, but only when it is over can it be estimated



R. J. Youngé, Secretary C.M.A., who will accompany the Excursion Party.

to its full worth. Till the travelers set foot once more in Canada, no one can tell just what the result will be.



## AMONG OURSELVES

WITH this number, the Spring and Export Edition of The Canadian Grocer makes its sixth appearance before the trade. On the first of June, 1900, appeared our first export number. At that time it was regarded as a very creditable affair with its 104 pages, its half-tone illustrations on the cover and its sixty-odd pages of advertising, three of them being in colors. The avowed object of this first edition, quoting from its pages, was that of "stimulating Canada's export trade in food products with the Mother Country and bringing the importers and dealers in all kinds of foodstuffs in the United Kingdom, South Africa, Australia and the West Indian Islands into direct contact with manufacturers and exporters throughout the Dominion."

The number justified its existence and assured its popularity at once. Every year has shown a marked improvement, until now we make our bow, a portly volume of two hundred pages, an increase in reading and advertising matter of 100 per cent. in the short space of five years.

The gentle reader will condone our vanity if we preen ourselves just a little and ask how you like our new Spring dress? It is, we confess, an expensive one, the finest work that expert engraving and printing can turn out, but it has ever been our policy to give our readers and advertisers the best, irrespective of cost. These plates were designed and engraved in Canada and printed in our own office on our own presses by our own pressmen. Frankly, we are proud of the result. No Canadian publication has ever turned out anything equal to it. But we never rest with what we have done. Just watch for our next special. Always improving! That is our motto.

### Our Front Cover.

It is several months since we began working on this cover. The first matter to settle is the general idea of your design, a matter to be settled with the artist who works up the general scattered ideas into one artistic whole. Then the engravers have their turn. They must have plenty of time to perfect the fine work on the three plates which are to produce the varied tints you see before you. First the yellow plate is used. Over this is printed the red. Finally the blue, the third of the primary colors to be superimposed, brings out your tints in all their delicate beauty.

The scene is a typical and even an historic one, representing an Atlantic liner leaving the port of Montreal laden with the choicest of Canadian food products. In the distance may be seen Montreal harbor with its huge grain elevator, and Notre Dame Cathedral and Mount Royal in the distance.

Into the border are worked a few suggestions of the noble ship's cargo, prime Canadian cheese, No. 1 hard wheat flour, bales of pea-fed bacon, barrels of rosy northern spies, with crates of the more luscious smaller fruits, for cold storage shipment; neither are to be forgotten the products of the industrious Canadian hen, nor the toothsome field vegetables that employ the energies of our indefatigable canners.

### THE INDISPUTABLE AUTHORITY.

The phenomenal growth of the EXPORT GROCER has been coterminous with like wonderful growth in Canada's export trade. There is a direct relation between these facts. The field for such an edition five years ago was not obvious, but knowing Canada's potentialities and the requirements of the motherland, we had faith. We dared, and to-day THE CANADIAN GROCER, with its Export and Fall Special Editions, is indisputably the authority on Canadian foodstuffs. Whoever would keep in touch with the foodstuffs markets finds THE CANADIAN GROCER indispensable; whoever wants to buy or sell Canadian foodstuffs finds the advertising columns of THE CANADIAN GROCER absolutely necessary. There is no other way to reach the trade. THE CANADIAN GROCER way has the unanimous endorsement of the trade. ♣ ♣ ♣ ♣

Indeed the stately vessel so heavily laden is replete with suggestion of the unbounded possibilities of this great Dominion as the granary of the world.

### A Traveler's View.

A member of The Grocer staff while in a western town the other day chanced to meet Mr. G. H. Campbell, traveling salesman for T. H. Estabrooks, the Red Rose tea man, and casually fell into discussing The Grocer.

"Yes," said Mr. Campbell, in response to a query, "I find The Grocer very helpful in more ways than one. Every Friday night I look over the business changes and market reports, and read the editorials. But especially do I value the advertising department. I follow it very closely, and it has been the occasion of many conversations with different up-to-date merchants. A well-known merchant of St. Catharines, in conversa-

tion with me, attributed a good deal of his success to it. He has followed it all along and likes the methods advocated in it. The advertising he is doing shows that he has been following those methods. He adopted the suggestion of a monthly circular under the style of a newspaper. He calls it his 'Store News.' As well as advertising his goods he includes recipes for new table dishes of all kinds and other things to interest housekeepers.

"Then, again, I found the advertising that my firm have been doing of great benefit. For example, the series of ads. that Mr. Estabrooks ran, with cuts of the different departments of his warehouse, brought me a new customer in London that I could never sell to before. He said he had got interested in the story of our business and thought there must be some merit in our goods, so he would give me a trial order. I have been selling to him regularly since.

"I am glad to see you running good articles on such interesting subjects to the grocer as the cash and credit systems. I often have talks with my customers about them. I shall continue to read The Grocer regularly and wish it every success."

### All But One in Ottawa.

Our subscription canvasser writes from Ottawa: "Every grocer I have been to see takes The Canadian Grocer, except Mr. —, —street. I am trying to get him."

### Read With Interest.

Mr. F. C. T. O'Hara, superintendent of Commercial Agencies, Ottawa, writes: "I have read with very great interest the article entitled 'Canada's Growing Foreign Service,' and it has afforded me much gratification to know that the Commercial Agency service has been appreciated. I hope both the service and my own endeavors may continue to warrant your approval."

### What the Trade Think of Us.

Stanley W. McCulloch, Truro, N.S.—The Grocer is all right, up-to-date, and easily worth double the price to anyone who wishes to keep posted on trade matters.

F. W. McMahon, Hintonburg, Ont.—I started in business without any experience and not much capital and after 7 years' toiling, assisted by The Canadian Grocer and Hardware and Metal, I did over \$20,000 business last year.

Balfour & Co. (Branch Canada Grocers Limited), Hamilton, Ont.—We beg to report having received communication from Tobago, West Indies, enclosing order for a quantity of Tartan canned fruits. We also received an order from Nova Scotia for the same request. Both of these enquiries mention The Canadian Grocer, and it is a high tribute to your

You want **Good Goods**  
**Good Goods** at low prices

You also want **Prompt Shipment.**

We can fill the bill.

**THOMAS KINNEAR & CO.**

"WHOLESALE  
GROCERS"

**TORONTO and PETERBORO**

**Woodenware !      Woodenware !**

*Why not handle the best ?*

*Your customers prefer the best !*

We are manufacturing **pails, tubs and woodenware** of every description, unsurpassed in **handsome finish** and **durability**; they will **cost you no more** than other makes; they sell on their own merits; this means **customers satisfied** and **trade increasing**. Why not order a sample shipment from your wholesale house and be convinced ?

*Insist on being supplied with "Keenan" Brand*

Pails and Tubs of all kinds,  
Woodenware,  
Peach and Grape Baskets,  
Pork Packers' Baskets,  
Berry Baskets and Crates.

**KEENAN WOODENWARE MFG. CO.,**  
**Owen Sound, Ontario**      **LIMITED**

WE ARE  
DIRECT IMPORTERS

# TEAS

Have you tried  
"RED FEATHER"  
Perfection in Package Tea

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

RETURNED  
JUN 7 1905  
To Owner  
in Book 36  
Page 14



### The BITE of the DAY

IF you are preparing a hamper for any sort of outing, don't forget to include a jar or two of MacLaren's Imperial Cheese. It will add pleasure to the spread, and lessen the bother of preparation. Easy to serve—spreads like butter. In a jiffy you can prepare with it the most delicious sandwiches of bread or crackers, or as easily serve it in a number of other ways. And always it is "the bite of the day," a piquant, delightfully flavored dainty, that both sharpens the appetite and satisfies it. Imperial Cheese never becomes hard or dry.

Sold in opal jars at all grocers, prices from 10 cents up.  
A.F. MacLAREN IMPERIAL CHEESE CO., Ltd.

Detroit, Mich., and Toronto, Canada.



Sold by Leading Grocers throughout the World.

paper and also great satisfaction to ourselves. Our reason for writing you is to compliment you on your wide-spread circulation.

Carter-Crume Co., manufacturers of counter check books, Toronto, Ont.—Just had an enquiry for our check books from Limerick, Ireland. Mention was made of seeing our advertisement in The Canadian Grocer.

The Gray, Young & Sparling Co., Limited, salt manufacturers, Wingham, Ont., write: "We desire to express our great satisfaction with the results we have had from our small advertisement (2 inches) in 'The Canadian Grocer.' We have received enquiries from the Maritime Provinces, Quebec, Ontario, Manitoba and the Northwest Territories; in fact, our ad. seems to have been read from Halifax to Vancouver. This is much more than we expected to get from it, and we are well pleased with the ad. in every respect."

#### PICTURE OF REFINERY.

The Montreal offices of The Grocer are indebted to the Canada Sugar Refining Co., Limited, for a framed colored lithograph of the refinery, and the editor is now daily reminded of one of Canada's greatest industries. The picture, though compactly taken, shows the immense refinery, raw sugar storage warehouses, refined sugar storehouses, coal dumps, cooperage, stables, etc., giving special emphasis to the firm's excellent receiving and shipping facilities, and altogether is a piece of forceful advertising.

#### WOODENWARE BY MAIL.

A novel proposition is being made the trade in this issue of The Grocer by the Taylor, Scott Co., brooms, brushes and woodenware, Toronto, being no less than the sale of pails and tubs by mail order. The mail-order system of doing business has met with wonderful success in many lines, whereas in the case of woodenware, standardization has been largely effected. The experiment being made by the Taylor, Scott Co. will be followed with a great deal of interest.

## IT PAID LIPTON

It will pay you to pack your own

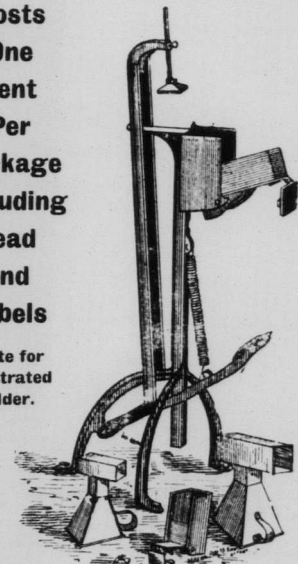
## TEA

Under your own label

## Stewart's Tea Packer

Costs One Cent Per Package Including Lead and Labels

Write for Illustrated Folder.



W. G. Stewart

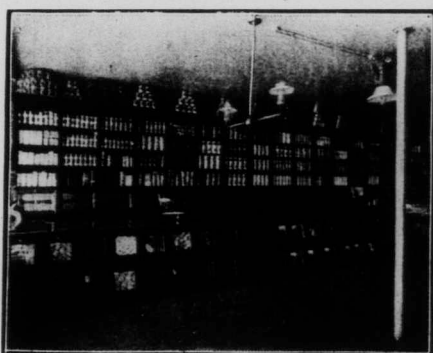
273-275 Bank St., OTTAWA, Ontario



Only a square of **Blue**—but it represents what it is, the **Best Blue** in Canada. Ask your grocer for **BLUEOL**—remember the name, Blueol. All Blue. The only Blue that will “**Never Streak.**”

Pays you better than any imported or other domestic Blue. Ask for it.  
For sale by THE EBY, BLAIN CO., Limited, Toronto, and all other wholesale grocers.

**J. M. DOUGLAS & CO., : Montreal**



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**

“Walker



Bins”

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 AND STORE FIXTURE CO.**

Head Office, Board of Trade Bldg. TORONTO



**A VISITOR FROM SCOTLAND.**

An interesting visitor to Canada just now is Mr. John H. Thomson, of the firm of Thomson & Mathieson, fruit importers Glasgow, Scotland, whom a representative of The Grocer met recently in Listowel. Mr. Thomson has been actively engaged in the fruit trade all his life, having been in business for himself for twenty years.

The object of his present visit to Canada is to arrange for the exporting of apples and pears. To this end he has been interviewing fruit growers in different parts of Ontario. His firm have already a good connection here, but desire to extend it. They do a high-class business in Glasgow, and have developed quite a trade in high-grade box apples. Biggs & Son, Burlington, are their Canadian agents for box apples, and will be glad to receive inquiries from growers having high-grade apples to ship.

Asked as to his impressions of the country, Mr. Thomson remarked that Canada seemed to him a country of unlimited possibilities. He felt very gratified at the cordial reception he had met with everywhere he went. He liked our democratic ways of doing business. No one need be afraid to approach a business man in this country. There was also a general air of prosperity that impressed him, and, he added, sobriety. Mr. Thomson remarked on the growing interest displayed in the old country in regard to Canada. He believed the time was not far off when Canada would be able to supply the Mother Country with all the grain she required. Before that day arrived he hoped the difficult problem of imperial federation would be solved and the different units of the Empire knit together in an indissoluble tie.

Mr. Thomson returned home by the Baltic on May 24th.



**UPTON'S**

**Home-Made Jams, Jellies and Marmalades**

are absolutely pure fruit and granulated sugar.

A trial will convince you of the truth of this statement.

# Pails and Tubs by Mail



A novel proposition, perhaps, but, Mr. Grocer, if you are in business in Ontario, Quebec, New Brunswick or Nova Scotia it should interest you because it will

## Reduce Your Cost of Woodenware 12½ %.

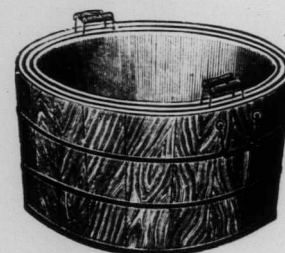
We are the sole agents for the largest woodenware factory in America. We want to do business with you.

We want Mail Orders and we are going to make it worth your while to send us your orders that way.

### 12½ Per Cent. off the following prices.

Here are the standard list prices :

Tubs, No. 0,	- - -	\$11.25 per doz.	
" " 1,	- - -	9.00	"
" " 2,	- - -	7.75	"
" " 3,	- - -	6.75	"
2-Hoop Pails,	- - -	1.85	"
3- " " "	- - -	2.00	"



On all orders amounting to \$20 or over we offer a trade discount of 12½ % off the above prices—freight paid to any station in Ontario, Quebec, New Brunswick or Nova Scotia. Terms : 2 % 30 days.

**We guarantee** our goods first class in every respect.

SEND US YOUR ORDER AT ONCE AND ASSURE PROMPT SHIPMENT

# TAYLOR, SCOTT & CO.

Brooms, Brushes and Woodenware

TORONTO,

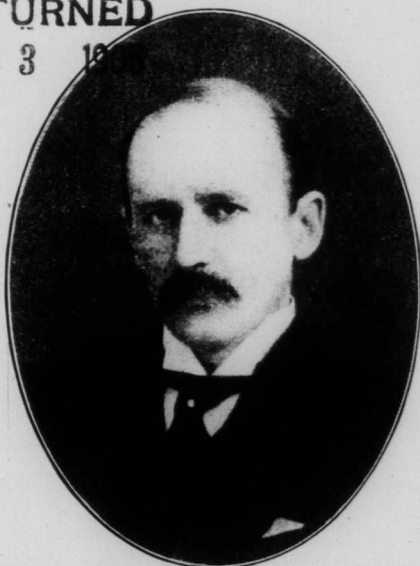
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ONTARIO

## One of Canada's Representative Industries

THE GROCER in this issue presents its readers with a description of the foundation, growth and development of one of Canada's largest and most prominent commercial enterprises, and there is no reader, no general merchant, and positively no grocer throughout the Dominion of Canada who has not used or handled the products of this concern. In presenting the photographs of the Edwardsburg Starch Company's plant at Cardinal; of its founder, the late Mr. W. T. Benson, and of its president, Mr. George F. Benson, The Grocer has in view the interests of its readers. Every general merchant

RETURNED  
MAR 3 1906



MR. G. F. BENSON  
President Edwardsburg Starch Co.

and grocer has at some time or other felt it would be interesting to know something of the people and company whose products have for nearly half a century been in such striking evidence throughout the country.

At the invitation of President George F. Benson, a representative of The Grocer had the pleasure of going through the works at Cardinal, Ont., being piloted on the excursion by Mr. A. F. Murray, sales manager, Montreal; and while The Grocer fully expected to see and learn, he was more than surprised at the magnitude of the company's plant, and the wonderful system and scientific as well as hygienic arrange-

ment of everything used in connection with the manufacture of laundry and culinary starches, syrups, glucose, and the by-products of corn.

The Edwardsburg Starch Co. have the honor of being the pioneer starch manufacturers of Canada, and to-day stand in the very front rank among similar industries on the North American Continent.

The business was founded in 1858 by the late W. T. Benson, who was the first to manufacture starch in Canada. By the year 1866 the business had grown to such an extent that it was deemed best to reorganize on a larger scale. The business was therefore incorporated, and several prominent Montreal capitalists became interested, among them the late Peter Redbath, Alexander Buntin and Walter Shanly. The present head of the business is Mr. George F. Benson, son of the founder, and president and managing director of the company. Mr. William Strachan is vice-president. Mr. R. Cunningham, secretary; and Mr. Hugh McArthur, treasurer. The members of the directorate include such well-known names as Hon. Robert Mackay, Charles R. Hesmer, William R. Miller and George Hyde.

At Cardinal the Edwardsburg Starch Co. have a finely equipped plant, a large portion of it being only some four years old, as the company's works were partly destroyed by fire in the Spring of 1900, and rebuilt in the same Summer on a very much larger scale. To-day they have a capacity to supply in many lines as much as the trade of Canada can consume. The company have a fine water power, and one of the most complete systems of pressure water filters in the world. On an average a couple of hundred hands are employed, and the producing capacity of the works is far greater than any like concern in the Dominion.

When the business was first started it was confined entirely to the production of the various brands of starches to be obtained from corn. Shortly afterwards, rice starch was added to its products, and then the company became interested as well in the manufacture of

potato starch. Some time ago, with the demand created by the development of the steam laundry in Canada, a complete line of the special laundry starches required by this trade was manufactured, and to-day the company's steam laundry starches—both wheat and corn—enjoy a very enviable distribution.

Within recent years a large trade in glucose, grape sugar and corn syrup has been developed, and this now constitutes a very important branch of the industry, as among the canners and confectioners there is a never-ceasing demand for glucose, and this company supplies it with its well-known brand of

RETURNED  
MAR 3 1906



THE LATE MR. W. T. BENSON  
Founder Edwardsburg Starch Co.

"Crystal Glucose." The latter branch of the business has increased by rapid strides during the past few years so that the Edwardsburg "Crown brand" table syrup has an enormous sale all over the Dominion of Canada, and for its excellence and reputation rivals the celebrated starch products of the company, so well known to the trade as "Benson's Prepared Corn," "Edwardsburg Silver Gloss" Starch and "Benson's Enamel" Starch. The development of the Northwest has created a surprisingly large market for corn syrup, chiefly for the reason that it is found to be an excellent substitute for fruit

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

**IN CAKES** **IN TINS**

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

**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.

in a country where it is impossible to obtain the necessary amount of the fresh article.

The grape sugar trade is one of the latest developments, but is assuming very satisfactory proportions, the company's make evidently finding very considerable favor with the trade.

The by-products of the company contribute a large share to the business of the company, there being a large trade in cattle and poultry feeds, which are known to the trade as gluten meal, gluten feed, corn bran and corn oil cake. Corn oil is also a valuable factor, and is to-day taking the place of cotton-seed and linseed oils in many industries.

Taken all in all, the importance of the

extending year by year. The general offices of the company are located in the London and Lancashire Building, Montreal, but they also have an important branch office at Toronto, and besides several salesmen on the road, have local agents in nearly all the large cities in the Dominion, carrying a complete and heavy line of stock at the various important centres.

**BUSINESS CHANGES.**

**Ontario.**

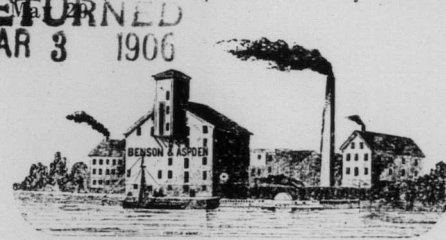
**L.** W. EASTON, tea dealer and confectioner, Toronto, has suffered loss by fire; loss covered by insurance.

M. Grant, grocer, Blenheim, has moved to C. B. Burr.

J. A. Lemon, Princeton, has purchased the grocery store of A. S. Hinds.

G. Solloun, general merchant, Smith's Falls, has removed to Bancroft, Ont.

The assets of G. Hood, wholesale confectioner, Ottawa, were sold by auction



THE ORIGINAL FACTORY AT CARDINAL

J. D. McKinnon, general merchant, Glen Robertson, is removing to Four-nierville.

J. W. Graydon, general merchant, Grand Valley, has advertised his business for sale.

The stock of S. Daignard, general merchant, Lemieux, has been sold at 40c. on the dollar.

The stock of the estate of D. Brennan, grocer and crockery dealer, Chatham, is to be sold by auction May 26.

**Quebec.**

MacRae Bros. have registered as grocers, Richmond.

Coats & Coats have registered as grocers, Birchtou.

A. Cadieux has registered as grocer, Sault Au Recollet.

Sorel & Cloutier have registered as grocers, Sherbrooke.

P. Dufour, tobacconist, Montreal, has succeeded U. Crepault.

J. Rattray & Co. have registered as tobacconists, Montreal.

Parker & Knight have registered as general merchants, Hatley.

E. H. Gilbert & Cie. have registered as general merchants, Magog.

A. Glady, confectioner, Montreal, has suffered slight damage by fire.

Compagnie de l'Ouest have registered as provision merchants, Montreal.

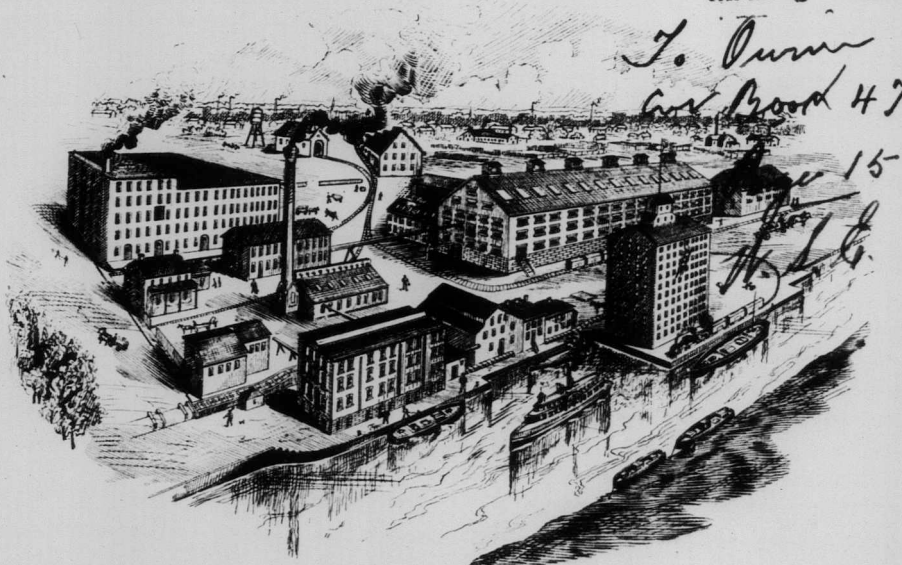
T. W. Fuller & Sons, grocers, Sherbrooke, have dissolved partnership.

Lambert & Lambert have registered as general merchants, Bromptonville.

E. Caron, grocer and liquor dealer, Montreal, has succeeded E. Robert.

The assets of E. S. Levesque, grocer, Ste. Flavie Station, have been sold.

Comte Augustin & Cie., have registered as importers of coffee, Montreal.



Present plant of the Edwardsburg Starch Co., at Cardinal, Ont.

Edwardsburg Starch Co., Limited, as one of the leading concerns in the manufacturing life of Canada can hardly be overestimated and, best of all, the business has by no means reached the end of its onward career, but is growing and

F. Ryan, grocer, Ottawa, is adding hardware to his business.

J. W. Pearce, general merchant, Mar-mora, has suffered loss by fire.

George Hume, of Hume Bros., flour and feed merchants, Milton, is dead.

G. E. Riddell, baker and confectioner, Strathroy, has sold to W. A. Hill.

# “Kkovah”

Jellies are bound to become the best sellers throughout the entire Dominion of Canada. This is not “talk” but a fore-knowledge of the results of our present efforts to reach every household from Halifax to Victoria. We guarantee to create a demand from consumers.

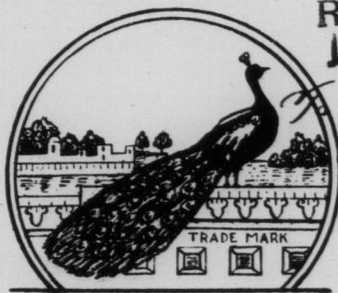
Prepare to meet this demand by writing to the manufacturers.

**SUTCLIFFE & BINGHAM, LTD.**  
17 ST. JOHN STREET, MONTREAL

## It Pays to Sell Goods that Give Satisfaction

“RED CROSS” Jelly Powder  
“CROWN” Brand Extracts  
“HERON” Brand Herbs and Pure Spices  
Always Satisfy

Manufactured by **R. HERRON & CO.** Coffee and Spice Mills  
568 St. Paul Street, - - MONTREAL



### PEACOCK BRAND

Mince Meat,  
Cream Cheese,  
Unfermented Wines,  
Hard Boiled Confectionery.

Guaranteed Pure. Superior Quality.

**THE BATES MANUFACTURING CO., LIMITED**

9-11 Francis Street, Toronto.

Write for Prices.

RETURNED  
JUN 1 1905

*To Can. Man. Assn  
Cut Book 55  
Page 77*



### Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. Ask us about our free Retailers' Advertising Service.

**H. J. HEINZ CO.**  
PITTSBURGH, - - U.S.A.



## "EMPIRE BRANDS"

Always in demand by good housekeepers.

Empire Tea  
Empire Coffee  
Empire Extracts  
Empire Spice

Empire Baking Powder  
Empire Salmon  
Empire Syrup  
Empire Maple Syrup

Empire Corn  
Empire Peas  
Empire Brooms  
Empire Washboards

**LUCAS, STEELE & BRISTOL,** *The Original Quick Shippers,* **HAMILTON**

### The Distinction of Quality

There is that subtle something about our goods that makes them among the first things seen when a customer enters your store. They attract attention, force inquiry, create a desire, and the guarantee under which the goods are sold readily clinches the sale. Experience and years of effort to improve our product have resulted in a pickle that is near perfection. Bright, crisp and firm, in extra strong vinegar (our own special pickling) and whole spice, it is known as the best keeping and tasting Canadian Pickle on the market.

The packages are neat, wholesome and well labelled. Pails, 1 gal., 75c.; 3 gals., \$1.95; 5 gals., \$3. These prices are subject to a discount depending on the quantity ordered.

THE OZO CO., Limited  
MONTREAL

N.B.—We have an illustrated Price Current of our products that is certainly worth the post card that will bring it.



The assets of J. Lapointe, general merchant, La Macaza, have been sold.

The assets of J. H. Douville, general merchant, St. Ferdinand, have been sold.

L. H. Chouinard & Co., general merchants, Matane, have assigned to V. E. Paradis.

J. A. Tremblay, general merchant, Shawinigan Falls, has assigned to Kent & Turcotte.

V. E. Paradis has been appointed curator to J. A. Bourget, grocer, Lac Aux Sables.

The Montreal Canning & Preserving Co., Montreal, have filed a petition for winding-up order.

A demand has been made for the assignment of J. E. O'Connor, fish and game merchant, Montreal.

J. O. Bessette, grocer and liquor dealer, Montreal, has succeeded La Compagnie d'Épicerie Moderne.

Marceau, Fortin & Fortin, have registered as proprietors of a butter and cheese factory, Napierville.

#### Nova Scotia.

Geo. Clark, jr., general merchant, Tatamagouche, has been burned out. Estimated loss is \$6,000; no insurance.

J. W. Smith, grocer, Sydney, is removing from the McLean Block on George street, to the Imperial Block, corner of George and Townsend streets.

#### New Brunswick.

H. E. Scribner, of D. Scribner & Co., tobacconists, St. John, is dead.

#### Manitoba and N.W.T.

R. McLaren, grocer, Grenfell, is giving up business.

F. Elliott, general merchant, Rosendale, has assigned to C. H. Newton.

The stock of the estate of Hole & Scott, general merchants, Edrans, is C. H. Dumville, general merchant, Welwyn, has been succeeded by F. C. Fleury.

Minhinnick, Renault & Co., general merchants, Esterhazy, have been incorporated.

The stock of the estate of Shipland & Wallace, general merchants, Langenburg, was sold by auction on May 23.

advertised for sale by auction May 25. F. W. Poidevin, general merchant, Elm Creek, has sold to Simpson & Holiday.

#### British Columbia.

Masterson, Griffith & Co., general merchants, Trout Lake, are seeking an extension of time.

Chas. Ranger, produce merchant, Vancouver, has been succeeded by J. A. Henderson.

# FREIGHTS AND CHARTERS

**B**USINESS in freights and charters has assumed a Summer activity, and things are moving in good shape all over the country. Export business is heavy and the prospects for June shippers are very encouraging. Of course there are in some parts the chronic howlers, but the general tone of business is marked with activity all along the line.

The Quebec Legislature has aroused some interest in shipping circles by their

Quebec Government that such a tax would add seriously to the burdens of shipowners doing business by the St. Lawrence route, which they declared was the principal gateway and means of access by water to Canada; and would increase the difficulties of competition with the United States ports where no such taxes exist, and would tend to further handicap Canadian shipping and divert Canadian trade via United States

Canadian shipping. No doubt there will be a general revision of any such suggestion before it will ever get a chance to become law.

The freight services of the R. & O. Co. and the Ottawa River Co. have been regularly carried on, and the business is remarkably good for the early Spring.

Several new freight boats have been chartered in Montreal for the lower port

## BERTH QUOTATIONS — Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin.	Manchester.	Antwerp.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels.....	*13¼c	13 1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases.....	*13¼c	13 1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Meats.....	*13¼c	13 1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.).....	5/	13 1½	13/1½	†15/	†15/6	15/	15/	†16/6		†12/6	12/6
Oil, lubricating and other; also Wax; in barrels.....	10/6	12/6	15/6	15/					10/6	12/6	
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags.....	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags.....	7/9	8/	9 4½	10/	16/6	12/6	14/3	17/6	8/9	10/	
Rolled Oats and other Cereals, papered, in cases.....	5/	10/	10/6	†15/						†15/	12/6
Glucose and Syrup, in barrels.....		12/6	12/6	10/	20/			22/6	8/9	10/	
Cheese, in boxes; also Condensed Milk.....	20/	25/	26/3	25/		25/	30/		20/	25/	
Butter, in cases and kegs; Cheese in crocks, boxed.....	25/	30/	31/6	30/		30/	35/		25/	30/	
Seeds, Timothy and Clover, in bags.....	12/6	15/	15/	12/6				20/	12/6	12/6	
" Beans and Peas, in bags.....	10/6	10/6	10/6	10/6	20/			17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels.....	2/6	2/6	3/	2/6					2/6	2/6	2/9
" and other Green Fruit, in boxes.....	12/6	15/9	15/9	15/				17/6	12/6	15/	
" Evaporated, in barrels or boxes.....	7/6	10/	10/6	10/	17/6				7/6	10/	12/6
" Prunes and other dried fruit, in boxes.....	15/	20/	21/	20/					15/	20/	20/
Eggs, in cases or barrels.....	12/6	15/9	15/9	15/					12/6	12/6	5/

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of \$4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of \$4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

\* Rates quoted in cents are per 100 lbs.

† Per 2240 lbs,

No Primage via Montreal.

threat to levy taxes on steamship and navigation companies and others operating vessels to the ports within the Province of Quebec.

The Hon. Premier of the province was greeted with a sound protest from the shipping federation of Montreal, inasmuch as they claimed that such restrictions would tend to diminish and curtail trade, to the prejudice not only of the province, but of the whole Dominion. They further made it clear to the

The protesters included the following large shipping concerns: Allan line, Furness, Withy & Co., Manchester liners, Hansa line, Elder, Dempster & Co., Canadian Pacific Steamship Co., Head line, Donaldson line, Thomson line, Lord line, Nova Scotia Steel & Coal Co., Dominion line, Leyland line, Hamburg-American line, Dominion Coal Co., and Black Diamond line.

Such action on the part of the Quebec Legislature would, it is declared, cripple

freight service. Among these is the Restigouche, a boat fitted with all modern conveniences for carrying good cargo as well as passengers. Routh & Co. will handle the charter for the inward voyages with coal, etc., but on the outward, R. Reford & Co. will clear the boat for general merchandise to Sydney. This is an absolutely new boat and will be an acquisition to the lower port trade.

**FOLEY, LOCK & LARSON.**

THE accompanying illustration shows the premises of Foley, Lock & Larson, Winnipeg, as they will appear when the additions now being made are completed. A new biscuit and confectionery factory is to be erected immediately to the east of the big warehouse now occupied by the firm, and work has already been commenced. T. H. Lock has recently returned from a trip to New York and other American cities, where he spent some time examin-

October. Employment will be given to about 300 people in the new factory.

**FRANKFORD CANNING CO.**

Recognizing the town of Frankford, Ont., as a premier locality for the production of finely-flavored fruits and vegetables, the Frankford Canning Co. decided upon it as a situation for a fruit and vegetable canning industry, and a year ago erected there an up-to-date plant. They have spared no expense in procuring experienced packers

**TO CONTROL EXPORT.**

Railway and shipping interests in Montreal have been quietly discussing during the past few days what will be the outcome of a reported effort among Chicago packers to corner all steamer space on Atlantic liners entering ports in the British Isles.

The Armour, Swift and Morris interests of Chicago, have formed a syndicate, it is commonly reported, and are endeavoring to mature a scheme by which export trade in cattle will be completely in their hands. This is to



Foley, Lock & Larson's new biscuit and confectionery plant, Winnipeg.

ing large biscuit and confectionery plants. The firm intend that the new factory shall be up-to-date in every respect, and the newest ideas of the American factories will be adopted. The new factory is to be six storeys high, and its dimensions will be 100 by 108 feet. When completed, the new block comprising the present warehouse and the new factory will probably be the largest building of its kind in Winnipeg. The firm hope to have it completed by

and business managers, their aim being to place before the trade goods second to none in the market. The firm's pro-cessor has had the advantage of twenty-five years' experience in the canning business, during which time he has been superintendent and manager of some of the largest fruit and vegetable packing houses in Canada and the United States. The Canadian grocery trade has already demonstrated the value of the Frankford Co.'s canned goods from the stand-point of purity and A No. 1 quality.

be accomplished by "cornering" all available space on Atlantic lines. Agents of the combine are said to be at work closing contracts for the Summer season, and if the deal proves a successful one, small exporters will be practically excluded from the business. The object of the syndicate is to protect its dressed beef trade in Great Britain. Profits of the packers' export trade have been seriously affected by the landing of large shipments of live stock in London, Liverpool and Glasgow, a supply over which the syndicate has no control.

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

BARBADOES, B.W.I.

Travelling Representative, MR. J. F. HUTSON.  
**The Balogna Lime Works Co.**  
 and Mercantile Agency, BARBADOES, B.W.I.

Proprietors, Manufacturers and General Commission Merchants. Open to represent in the West Indies reliable Canadian firms. Consignments handled. Correspondence invited. References furnished. Through our medium the manufacturer is brought into direct touch with the dealer throughout the West Indies.

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.

CALGARY.

**Start the New Year Right**

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

**NICHOLSON, BAIN & JOHNSTON,**  
 Wholesale Commission Merchants and Brokers  
 CALGARY, ALTA.  
 Head Office: NICHOLSON & BAIN, WINNIPEG.

HAMILTON, ONT.

Long Distance Phones OFFICE 715 HOUSE No. 1556

**Norman D. McPhie**

BROKER and  
 Commission Merchant

OFFICE: 158 KING ST. E. HAMILTON, ONT.

MONTREAL

**A. J. HUGHES**

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street  
 MONTREAL.

Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

**J. T. ADAMSON & CO.**

Customs Brokers  
 and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

MONTREAL.

**JNO. A. MOIR**

Wholesale Commission, Teas and General Groceries.  
 Established 30 years

6 St. Sacrament St., - MONTREAL

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.

ST. JOHN, N.B.

**F. C. OWENS**

MANUFACTURERS' AGENT

ST. JOHN, N.B.

Representing Leading Firms in Canada and United States.

TORONTO.

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

TORONTO.

Grocery Brokers and  
 Agents.

Established 1865

**C. E. KYLE**

WHOLESALE GROCERY BROKER  
 and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO  
 Highest references. Commissions solicited.

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

Manufacturers' Agents

and  
 Importers.

29 Melinda St., TORONTO

**W. H. Millman & Sons**

Grocery Brokers

27 Front St.,

TORONTO.

VICTORIA, B.C.

**Radiger & Janion**

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and  
 COMMISSION BROKERS

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

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accommodation.

Consign Your Cans to Us.

**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.

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**Winnipeg, Man.**

Open for good  
 Canned Goods Agency

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**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,

**EASTERN MANUFACTURERS**

-AND-  
**SHIPPERS.**

All **EYES** are  
 turned on

**MANITOBA AND THE WEST.**

**WE**

Represent some of the leading houses in  
**CANADA and the U.S.**

INCREASE YOUR TRADE. WRITE US.  
**NICHOLSON & BAIN, WINNIPEG,**  
 Wholesale Commission Merchants and Brokers.

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**E. St. G. Tucker**

West India and General  
 Commission Merchant

**HALIFAX, N. S. CANADA.**

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**R. F. CREAM & CO.**

*General Brokers and  
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Quebec, Can.*

VANCOUVER, B. C.

**J. McA. CAMERON**

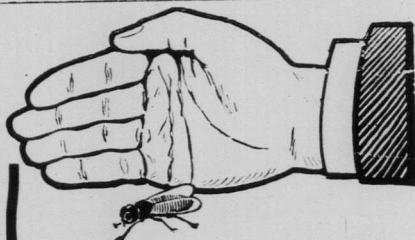
Manufacturers and Commission Agent

More lines desired.  
Travellers on the road.

VANCOUVER, B.C.

P.O. Box 912

Phone A1955



This plan is slow and not very sure.

**Wilson's  
Fly Pads**

Will kill millions and do it quickly.

10 Cents

Stock the kind the housekeepers ask for.  
Avoid poor imitations.

**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.

**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

**AMONG THE BOARDS OF TRADE.**

THE Bridgewater, N.S., Board of Trade was reorganized on May 10. The new board now numbers about forty members, and is rapidly growing. The new officers are: F. Davison, president; A. C. Barnaby, vice-president; G. W. Godart, secretary-treasurer.

The annual meeting of the Moncton Board of Trade was held on May 16, when the election of officers was held, resulting as follows: President, J. T. Hawke; vice-president, E. C. Cole; secretary-treasurer, D. I. Welch; council, J. H. Harris, F. W. Sumner, A. E. Peters, R. Clarke, C. W. Robinson, J. E. Masters, H. H. Ayer, W. F. Humphrey.

**VOLUNTARY CLOSE SEASON.**

A voluntary close season for sockeye salmon on Puget Sound and in British Columbia waters is being proposed by American canners. Having failed to secure the passage of the Earles Bill through the Washington State Legislature, the Sound canners are now anxious to bring about by voluntary agreement what they tried to enforce by legislation.

At the present time there is in force a Canadian order-in-council establishing a close season during 1906 and 1908. As it was passed contingent upon the Legislature of the State of Washington enacting similar restrictions, it will be cancelled before the season of 1906.

**HAY EXPORTERS ORGANIZE.**

Montreal hay exporters have formed an association which will probably be affiliated with the Montreal Board of Trade. The officers are as follows: J. Scott, president; J. Quintal, vice-president; J. C. Bisailon, secretary-treasurer.

The importance of the hay trade of Canada, particularly of the Province of Quebec, is not generally understood. Last year the exports amounted to something like 275,000 tons, or business to the value of over two million dollars, exclusive of interprovincial trade.

**AN APPETIZING DRINK.**

Of recent substitutes for tea and coffee no cereal preparation has won more decided popularity on the Canadian market as a nutritive drink than Mokara, manufactured by the Mokara Mills, Montreal. It possesses the requisite qualities of a first-class beverage; at the same time it is a powerful nerve and food builder, an aid to digestion and has therewithal the crowning merit of cheapness. Members of the trade who have not already stocked Mokara are invited to write for fuller particulars.

**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.

**REFRIGERATORS**

FOR

**Butchers and  
Grocers**

Any Size.  
All Guaranteed

to do the work.

Write for Catalogue and  
Prices.



**Eureka Refrigerator Co.,**

LIMITED.

54 and 56 Noble Street., Toronto, Canada.

**To the Wholesale Trade**

We are now fully equipped and prepared to give quotations for the Manufacture of any Woodenware Specialties.

Our Shelf Box is selling itself. Write for prices.

**The Bennett Mfg. Co.**

Pickering, Ont.

**PICKLES**

**"Queen Quality" Pickles**

Mixed and Chow  
Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

**Taylor & Pringle Co.**

LIMITED

Owen Sound, Ont.

ESTABLISHED 1863

# EDWARD FARRAND & C<sup>o</sup>.

**Fruit Salesmen and Commission Agents**

Smithfield Market

Manchester, England

Address Telegrams, "Quince," Manchester.

Correspondence Invited.

Coming in more regularly and for increasing quantities—orders for

## PIPER'S COFFEES

The experience of 30 years in roasting, blending and grinding of Coffees is being appreciated and recognized by grocers. If there is anything not quite right with your Coffee trade write us about it. Send for sample of what you want with price. We will please you.

**A. M. PIPER & Co.,**

116 Jarvis Street,

TORONTO, ONT.

*Redpath*

**is Canada's Standard  
for Refined Sugar**

MANUFACTURED BY

**The Canada Sugar Refining Co.**

Limited

**MONTREAL**

# Your Store is Judged

by the quality of the goods you sell. Low prices are a temporary help, but high quality builds up permanent trade. Remember what a famous philosopher once said, "You can fool some of the people all of the time and all of the people some of the time, **but you can't fool all of the people all of the time.**"

When you sell Windsor Salt (pure, white, dry, crystalline), you are establishing confidence in the quality of all the other goods you sell. You are building up permanent trade with Windsor Salt—establishing a reputation for high quality. "Your store is judged by the quality of the goods you sell."

## Windsor Salt

THE CANADIAN SALT CO., LIMITED.

General Selling Agents,

THE DOMINION SALT AGENCY, LONDON, ONT.



### "THE FAIRBANK PLAN"

**LOOK INTO IT**

and see just what "The Fairbank Plan" is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

- Gold Dust Washing Powder**
- Fairy Soap, Copco Soap**
- Fairbank's Glycerine-Tar Soap**
- Fairbank's Scouring Soap**
- Fairbank's Sanitary Soap**

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to "The Fairbank Plan," as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of "The Fairbank Plan" it will convince you that this is no cheap trading-stamp scheme.

**THE N. K. FAIRBANK COMPANY - Montreal, Canada.**

# The Salmon Industry of British Columbia

CONSTANT recurrence of the fourth year of plenty, or the "big run" of sockeye salmon to the rivers of British Columbia, has in the past given such a degree of certainty to the expectation that necessary preparation has always been on a basis similar to that which a farmer makes ready for the growing crop he sees in his fields. But into this certainty there is this year injected a lack of positiveness very different from any former experience.

In the course of events, 1905 is the "year of the big run," but three successive years of very indifferent luck for fishermen and canners, ending last year in very like a failure of the great staple product, has shaken the belief, held among fisher-folk on the British Colum-

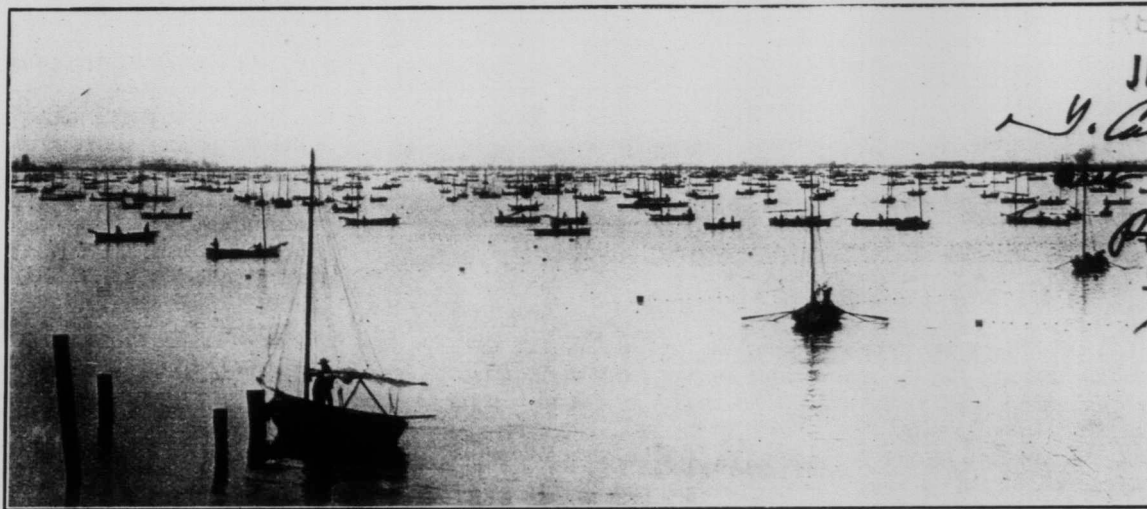
River, where the fish seeking, with unerring instinct the parent stream, were compelled to run the gauntlet of the forbidding lines of piles from which hung the great pound-nets with their long lines of "leaders," as the nets are called, which turn the fish from their free course toward the river, into the labyrinth of meshes from which there is no escape.

### Fish Hatcheries.

Much has been said by those interested, and much has been written concerning the menace these traps constitute to the permanency of an industry representing investments totalling millions of dollars. International co-operation is now the hope of all concerned on the Fraser River. Counterbalancing the

River, there might never have been the three lean years which the canners have experienced in packing sockeye there. There would not have been to-day the doubt regarding the continuance of the "big year," which will be realized or relieved in the next two months or so.

Within the past three years attention has turned to the threatened industry, and intelligent, and it is to be hoped successful, efforts have been made by both Provincial and Dominion Governments to preserve the great commercial fish of the Fraser, the sockeye salmon. The one hatchery at Bon Accord, on the lower Fraser, has been supplemented by a large one built by the Provincial Government and two more built by the Dominion Government.



RETURNED  
JUN - 8 1906  
*G. Can. Grocer*  
Book 51  
Page 56  
W.S.

Fishing boats at the mouth of the Fraser River, B.C.

bia coast as a cardinal article of faith, that every fourth year was destined to be a bountiful one in the harvest of the seas.

### Expansion Beyond Safety Line.

On the canners falls the burden of preparing for a run that may never come. Though the fourth year was always the greatest, the other years were not without results in earlier days. The expansion of the canning industry beyond the safety line, or beyond the protection given to the perpetuation of the fish, resulted from the excitement created in the years of phenomenal runs of sockeye. The evil, for evil it is, was accentuated, undoubtedly, by the existence of traps erected by Puget Sound cannermen, south of the boundary line, yet directly under the mouth of the Fraser

over-fishing of the river by the fifty canneries erected there, and the despoilation by the traps, there was for years but one fish hatchery, for the artificial propagation of the sockeye. It has long been demonstrated that artificial propagation was scientific and successful; that it not only retarded the decline of a natural run of fish, but that by it a depleted river could be brought back to a condition of prosperity, and held there too. The most notable example of this can be found on the Sacramento River, in California, where years of over-fishing had ended in depletion. It took years of faithful work to bring back a constant run of fish, but to-day there is no guess work respecting the run of salmon in that stream. Had there been a reasonable forethought exercised by the constituted protectors of the Fraser

The increased activity of the Department in the provision of artificial propagation has extended to the rivers of northern British Columbia also, though the same conditions do not exist there, nor do the same evils threaten the run of fish, for no menacing traps, uncontrolled and uncontrollable, can be erected such as those which have despoiled the fish belonging to the Fraser River.

### Extensive Preparations.

While the canners have been compelled to face a situation of grave uncertainty respecting the size of the run of sockeye this year, on the Fraser, as well as in northern districts, preparation has been general and extensive. Conservative ideas have, however, marked the preparations. For it is nowhere accepted that there will be a big run on the Fraser, while in northern waters, the



fourth year never was so marked as a phenomenal run.

At this date the work of sending the supplies to all canneries, both on the Fraser and to northern rivers, is well

else that successful competition in prices has diverted some of the trade.

For the northern canneries, not only is it necessary to ship the supplies for the making of cans and overhauling the

produce, groceries, butchers' cattle, and similar supplies are weekly shipped, giving the jobbers of the coast cities a substantial Summer trade, and creating quite a cargo-carrying traffic for coast-wise shipping.

#### The Employees.

It is not to be overlooked, that the northern canneries take the greater number of their employes up in the Spring as well as all their supplies. There are a large number of Indians, residing on northern reservations at Naas and Skeena Rivers, at Rivers Inlet and other points, who are yearly given employment, the Siwashes as fishermen and the Klutchmans in the canneries cleaning the fish. But more than half the fishermen are whites and Japanese, nearly all of whom migrate north for the fishing season and follow it, south, for the run on the Fraser usually commences when that on the northern waters is well over. This year it is stated by cannerymen that the number of fishermen of all nationalities in the north is greater than ever, so that whatever the run, there will be plenty of men to catch the fish.

On the Fraser River, the percentage of white men is much greater than on the northern rivers, many white men following fishing all year as a means of livelihood, and making their homes on the banks of the Fraser. There are also more Japanese than Indians on the Fraser as a rule, the latter for the most part coming from the north for the fishing season, just as the others went north for the season there.

#### The Total of Canneries.

The total number of canneries in British Columbia which will this year engage in packing salmon, providing the

forward. In fact, there is little to send north now, and the bulk of the materials required for the Fraser has been warehoused at the various plants. Of course the first requirement is the tin-plate for making the supply of cans, this work being done at the canneries, each of which is equipped with its own can-making machinery. The pack to be put up, or to be anticipated, is provided for by so many thousands of cans in the can lofts of each establishment. Early in the year, long before the run of fish commences, the work of making cans is rushed ahead, most of the work being done under contract by Chinese, who are the chief operatives in the packing of the fish.

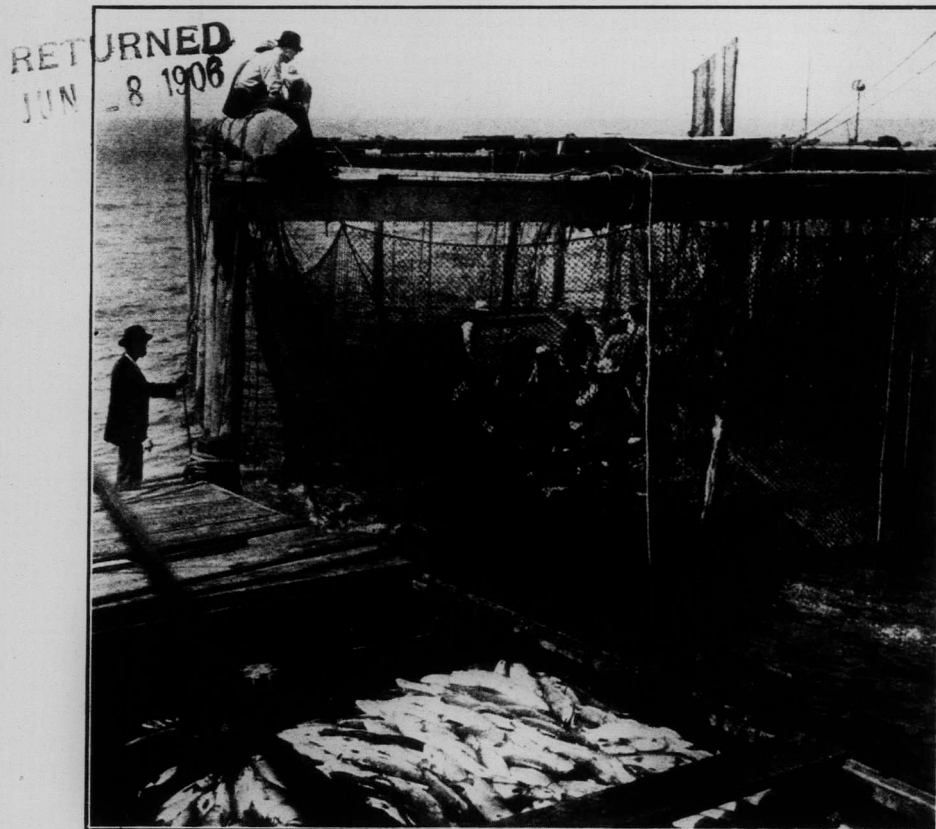
#### Making Cans.

But the ordering of the tin-plate is a work attended to months ahead, for the larger part of the supply comes from England, tons and tons being delivered by vessels coming direct to the ports of British Columbia. This year there have been forty or fifty cars of tin-plate from the United States delivered to various of the big cannery companies, indicating a change in conditions, or

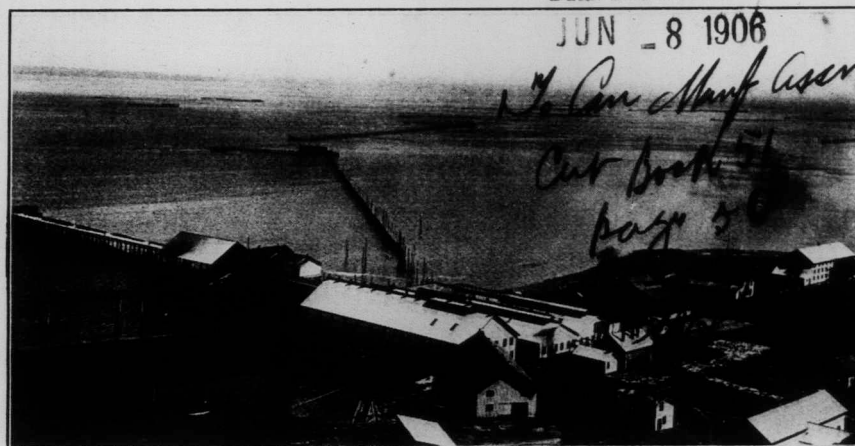
canneries, but every sort of provision, down to the fresh vegetables consumed by the employes, has to be shipped from southern British Columbia ports. Nothing is yet produced of edible nature

in northern British Columbia, except fish. During the Summer, or until the northern run is over, and the canneries close, after the shipping out of the season's pack, large quantities of fresh

fish are there to be packed, will be close to seventy, though it is hardly possible to reckon definitely yet. There have been few new plants erected in the past three years, the experience not being encour-



Taking fish out of the trap, in British Columbia.



Cannery and traps at Point Roberts, B.C.

# THE WAY TO SHINE

in your business is to give satisfaction.

# JAMES' DOME BLACK LEAD

has satisfied the trade for 65 years, and still outshines all other leads.

**Sales Quick**

**Profits Good**

**Satisfaction Always**

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

## W. A. ANDERSON

Shipping and Commission Merchant  
and Insurance Agent

MOLSONS BANK BLDG. - Vancouver, B.C.

SPECIALTY

### Canned Salmon

PRINCIPAL BRANDS

**SOCKEYES**—"Life Buoy," "Racing," "Labor."

**RED SPRINGS**—"Otter," "Crusader."

**COHOES**—"Silver Moon," "Cock o' the North."

**PINKS**—"Salad," "Totem."

CODES USED

A1.  
A. B. C., 4th and 5th ed.  
Western Union  
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Telegraphic Address:  
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## NORTHRUP & CO.

23 & 24 South Wharf

ST. JOHN, N.B., Canada

are sellers of all kinds

# FISH

Dry Cod  
Smoked Herring  
Pickled Herring  
Canned Clams  
Haddies, Herring, Etc.

Your orders will be promptly looked after by

**NORTHRUP & CO.** Wholesale Grocers  
and Fish  
ST. JOHN, N.B., Canada

# CANNED SALMON

Golden Net Salmon, = \$1.15 doz.

F. O. B. Kingston. Terms, 30 days.

**GEO. ROBERTSON & SON, Kingston, Ont.**

aging. Combination of independent canneries in the same period has eliminated some of the older plants; machinery having been taken out of some, while others have been enlarged, sometimes by consolidating two and in one case rebuilding. There will be two new canneries added to the total on the Fraser this year, but there are several which have been eliminated. In northern waters there will be one entirely new plant at Naas River, and another idle for a season or two, removed and re-erected at another point. On Vancouver Island there has been a considerable industry created by the permission in limited form of fish traps off the southern shore of the Island, and two plants will be operated at Esquimalt for the first time. There are two on the west coast of Vancouver Island, in rather isolated positions, and on the mainland there are about the same number operated as in past years, these being located on various favorable inlets all the way up the coast to Naas and Skeena Rivers, at Rivers Inlet, Lowe Inlet, Smith Inlet, Alert Bay, Namu and other points. Close to the City of Vancouver are several, one on English Bay practically within the city limits, and two or three on the shores of Howe Sound and contiguous waters. On the Fraser the canneries are, as is well known, located

on both banks from the City of New Westminster to the mouth of Steveston.

#### Value of a Run.

The commercial value of a good run of sockeye salmon is hard to calculate. It runs into millions of dollars of turnover in a very short season, and success spells a prosperous season for every coast city. Hundreds of thousands of dollars are paid to fishermen for the fish they catch and as much more is paid to operatives in the canneries. Then the purchase of supplies is a large factor of Summer trade, while the benefits arising from so much being paid out in wages extend into the Fall and Winter, as whites, Indians and Japs alike are able to purchase their Winter's necessities in proportion to their earnings of the season.

It would be the merest speculation to discuss what the run of pack of salmon might be this year. In the last big year nearly a million cases were the total, while the previous quadrennium has a record of considerably over that amount. That was with less total capacity than is now represented in the plants equipped and preparing to operate this year. But a million cases would be considered a big pack, and would quite satisfy the most optimistic.

## COSTA RICA BANANA INDUSTRY

From United States Consul Demers, Pt. Limon, Costa Rica.

THE banana industry, unknown to Costa Rica twenty-five years ago, has reached such proportions, especially within the last few years, that bananas now form the main export of the country. It is no longer an infant industry, but a giant one, as important as that of coffee, which for a long time has been the mainstay of this small but stable republic. At the close of 1904 about 50,000 acres of land were devoted to banana growing in Costa Rica, of which 90 per cent. is owned by the United Fruit Co., a corporation organized under the laws of New Jersey and controlling probably 75 per cent. of the total production.

#### Exports Doubled in Five Years.

At present the market for this fruit is highly encouraging and bids fair to continue so for many years to come. The trade was exclusively confined to the United States until 1902, when it was introduced in England with gratifying results to the exporters. France, Germany, Italy, Spain, and other European countries do not as yet consume bananas, but as soon as a substantial increase in the acreage is reached, and with the present facilities for transportation and the use of ships equipped

with cold storage, the market should and will undoubtedly be extended to those countries with equally as gratifying results as in England.

As to possibilities of the demand for bananas ever ceasing to exist, no one need have any fear. Bananas are not luxuries alone, but nutritious food, and, being cheap, will always be used by all classes, and for many purposes. The amount exported from Port Limon during the five fiscal years ended with June 30, 1904, was as follows, in bunches: 1900, 2,804,103; 1901, 3,192,104; 1902, 4,427,024; 1903, 5,261,600; and 1904, 5,760,000. During the six months ended December 31, 1904, the exports amounted to 2,911,071 bunches.

As shown, banana exports have more than doubled during the last five years, and present indications are that the exports will double again during the next five years. As an investment, taking into consideration the quick returns and the readiness and ever-increasing sphere of market, banana cultivation is quite profitable. On a conservative estimate 40 per cent. per annum can be realized to investors, under good management and normal conditions. The following figures show the probable costs and profits on a tract of 100 acres planted in bananas:

#### Planter's Outlay.

Original outlay—Land (20 per acre), \$2,000; reducing land and bringing it to a banana-bearing condition (\$50 per acre), \$5,000; total, \$7,000. Gross returns—180 stems per acre per annum, at 31c. per stem, 5,580. Expenses—Cutting and hauling the fruit, and keeping the plantation clean (8c. per stem), \$1,440; manager (\$100 per month), \$1,200; total, \$2,640. Net return on investment, \$2,940.

The entire banana crop at present is sold to the United Fruit Co., which operates a railroad system through the fruit districts and pays 31c. per stem on delivery alongside their track.

Under very favorable circumstances a banana plant may give a stem of fruit in nine months, but it generally takes from fifteen to eighteen months for the average plantation to be in full bearing. The life of a plantation varies according to the fertility of its soil and topographical situation. Some soils may need a rest in six or seven years, while others may last practically forever, as in cases where periodically enriched by alluvial deposits. There are a number of plantations in Costa Rica fifteen years old yielding to-day as many bananas as they did in their second or third year. Sandy loam, through which water or rain will freely percolate, is the best soil for bananas. The stalk needs a large amount of rainfall for its successful development, but water must not be allowed to remain on the surface or immediately under the surface of the soil surrounding it, lest the water be heated by the tropical sun and become stagnant, in which case it may kill the plant.

Jamaican negroes are exclusively used as laborers, and their average pay is 70c. per day. The negro is immune from yellow fever, is indispensable, and the only person truly adapted to the work required, where, by reason of the richness and more or less swampy nature of the land, mosquitoes abound, and the dangers of contracting disease are comparatively great.

#### Implements Used in Banana Industry.

The implements used in cultivating bananas are steel machetes, axes, shovels, and plows. Many plantations are equipped with narrow-gauge railways and horse cars for hauling fruit. The rails used are very small. Machetes, axes, and plows are generally imported from the United States. Shovels come from England, where they can be bought cheaper, it is claimed. Rails are imported from the United States and Germany, but mostly from the latter country, also on account of difference in prices. It has happened that American rails have been bought at a lower figure on the English market than in the United States.

# More Light-

That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.

## HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

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

Wholesale Grocers, Tea and Coffee Importers.



## Boston Luxury Coffee Red Feather Ceylon Tea Hershey's Chocolate

We are agents for above and solicit your orders.

### JOHN SLOAN & CO.,

TORONTO

BELLEVILLE

#### WE HAVE IT

We have an excellent make of

## WRAPPING PAPER

THAT YOU SHOULD HAVE

This paper is strong, nice in appearance, and goes further than ordinary papers, and the price is very moderate. We can also suit you in **Paper Bags, Parchment Paper, Cotton Twines, Butter Plates and Egg Fillers.** We will tell you about each one of these lines as we go along. Watch for the ads. Then get the goods.

### DOUGLAS & RATCLIFF

PAPER DEALERS AND IMPORTERS, LIMITED

TORONTO.

#### CANADA

produces the finest and purest

## MAPLE SYRUP

and

## MAPLE SUGAR

We control the manufacture and the output of the best maple producing districts of Quebec. We guarantee absolute **Purity.**

All we want is a trial order.

If you want the Best write us for particulars.

### THE GRIMM MFG. CO.

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

MONTREAL

The following interesting figures suggest but one common-sense logical conclusion, viz:

**"THE SURVIVAL OF THE FITTEST"**

# **"SALADA"**

CEYLON TEA

The increase in sales for the first 19 weeks of 1905 as against the corresponding 19 weeks of last year amounts to

**163,642**

POUNDS  
OR IN EXCESS OF

**8 1/2 Tons**

This is a public endorsement against which there is no appeal.



Highest Award

**Gold Medal**

St. Louis, 1904

SEALED PACKETS ONLY

**Black  
Mixed  
Green**

There must have been over thirty-two million cups more "SALADA" drank in the first nineteen weeks of this year than there were in the corresponding nineteen weeks of last year.

# MARKETS AND MARKET NOTES

## Quebec Markets.

### GROCERIES.

Montreal, May 25, 1905.

**T**RADE during the week among the grocery jobbing, commission and provision trades has not been heavy. Interviews with several travelers of leading houses brought forth the remarks that "business was only fair—nothing especially doing—country merchants not buying heavily, etc." The recent drop in sugar has in a general way not stimulated extra buying as it is thought there is too much of a speculative character in the situation to warrant laying in stocks for the season's requirements. The foreign beet and raw sugar markets show an advance this week and firmer tone. Teas are quiet locally. New York reports heavy selling of Japans, principally low grades, also some Canadian points advise large orders, all of them last year's stocks. Molasses unchanged and trade quiet. Fish business has shown an improvement since dore season was opened. Provisions continue firm, and owing to light receipts no change to lower prices is looked for. Butter and eggs are a puzzler to dealers, and contrary to all expectations are firmer instead of easier. It is thought, however, that now that cattle can obtain full grass the make of butter will be better and more plentiful. Country buyers report having to pay high prices for eggs, too high to warrant free buying for pickling purposes. Flour shows a better trade. Bran and feed of all kinds are dropping in price rapidly now that cattle can be turned out to pasture. Cheese is in better demand, and market has steady tone. Foreign demand is small, as stocks in the United Kingdom appear to be sufficient until the new make gets on the market.

**Sugar**—Sugars, both beet and raw, have shown an advance, and the market is tending to firmer basis. The weakness shown lately is thought not to be of a permanent character, and certainly at present figures refiners must have shown a loss. The demand from the jobbing trade has but slightly improved, even the country buyers are not any too keen to load up. The speculative feature apparent in the business is causing hesitancy to purchase.

Granulated, obls.	\$5 25
" " 1-bbls.	5 20
" " bags.	5 20
Paris lump, boxes and bbls.	5 75
" " 1-boxes and 1 1/2-bbls.	5 85
Extra ground, bbls.	5 60
" " 50-lb. boxes	5 80
" " 25-lb. boxes	5 90
Powdered, bbls.	5 40
" " 50-lb. boxes	5 60
Phoenix	5 20
Bright coffee.	5 10
" yellow	5 05

No. 3 yellow	5 00
No. 2 "	4 85
No. 1 " bbls.	4 75
No. 1 " bags.	4 70
Raw Trinidad.	4 50
Trinidad crystals.	4 85 4 90

**Syrup and Molasses**—Molasses is quiet. No buying of any account going on. Prices remain firm and show no disposition to weaken. In some quarters it is thought that the strong situation shown by Barbadoes molasses is due to speculation, and in consequence no heavy orders have been placed by the trade. Syrups are in somewhat better demand this week.

Barbadoes, in puncheons.	0 38
" " in barrels	0 40
" " in half-barrels	0 41
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. " 1/2 doz. "	2 25
" " 20-lb. " 1/2 doz. "	2 10

**Tea**—There has been some considerable activity this week in Ceylon greens, also blacks. Several large contracts have been made with London houses during the past few days. China greens remain about as last noted. In Japans it is reported that some large transactions have been made in New York and some points in Canada, principally low-grade teas of last year's crop. Prices at which the deals were put through are not stated. Local tea trade does not show as much activity as is desired, and what business is doing is of a small character.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
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—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows.	0 12	0 12
Packing boxes.	0 12	0 14

**Coffee**—Advices from Brazil report firm market. Local trade fair with prices unchanged. Mild coffees continue scarce and have a tendency towards firmness.

Good Cocutias.	0 10	0 10 1/2
Choice	0 11 1/2	0 12 1/2
Jamaica coffee.	0 10 1/2	0 11
Java.	0 18	0 22
Mocha	0 17	0 20
Rio	0 09 1/2	0 11

**Spices**—Local business quiet. Singapore black peppers are reported firmer by cable. Nutmegs and cassias unchanged.

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

**Canned Goods**—The canned goods market shows no interesting features.

Business is about as usual. Some demand has sprung up for tomatoes, but orders are small and easily filled. The reports from the coast of the salmon pack are conflicting, some reporting good run and possible large pack, while others say only fair. No changes in prices are noted.

Salmon, pink	0 90	1 00
" spring	1 55	
" Rivers Inlet red sockeye	1 65	
" Fraser River red sockeye	1 50	1 75
Lobsters, tails	3 45	
" 1-lb. flats	3 50	4 00
" 1/2-lb. flats	2 25	
Canadian Sardines, is.	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips.	3 50	3 75

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
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 Spinach	1 40

Pears—Flemish Beauty, Bartlett's and pie in	\$1 15	\$2 20
2, 2 1/2 and 3's.	3 15	3 87 1/2
Peaches—White, yellow and pie, 1 1/2's, 2's, 2 1/2's, 3's.	1 25	2 82 1/2
Gallon pears.	3 55	4 50
" 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 " red, not pitted	1 75	
2's " black, pitted	2 20	
2's " black, not pitted	2 75	
2's " white, pitted	2 40	
2's " white, not pitted	2 00	
2's Currants, 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	3 00	
2's " " heavy syrup	1 20	
2 1/2's " " " "	1 57 1/2	
3's " " " "	1 85	
Gals. " " standard	2 95	
2's " Lombard, light syrup	1 05	
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	
" " " " 1904 pack	1 60	
2's " " " " " "	1 75	
Gals. " " standard	5 50	
Gals. " " solid pack	3 50	

**Rice**—Business continues as usual of a steady character. The late reduction in price had increased for a short time the demand from the country dealers, but as the opinion prevails that no

further reduction is immediately in sight orders are only normal.

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, in less than 10 bag lots	2 95

**Fish**—Fresh fish of all kinds is arriving freely including dore. A good demand prevails for all sorts of fish, and business is good for this time of the year. The new stock is of the finest quality. As season advances the trade is getting better. Prices for haddock are so high in the States that local dealers have to get their supplies from Nova Scotia.

Sturgeon	0 10
Boiled lobsters	0 14
Dore, fresh	0 08
Fresh white fish	0 08
Lake trout	0 18
Brook trout	0 16
Fresh salmon	1 40
standard bulk oysters, per gal	1 60
Selects	0 07
Haddies	1 00
Bloaters in boxes, 100 fish	1 10
Yarmouth bloaters, 60 fish per box	0 11
Smoked herring, per box, new	0 04
Fresh haddock, per lb	0 06
Fresh halibut	0 10
Fresh steak cod	0 06
No. 1 Labrador herring in 20 lb. pails	3 00
half bbl	6 50
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring,	1 00
per keg	0 75
Holland herring, per keg	2 00
No. 1 salt mackerel, half of 20 lbs.	0 06
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
fish	0 05
fish, loose, in 25-lb. boxes	9 00
Labrador salmon, half bbl	16 00
(20 lbs.) bbls.	24 00
large (300 lbs.)	14 00
B.C. salt salmon, bbl	7 50
1 bbl	4 50
Lake trout, salt, 100 lbs.	9 50
Sea trout in bbls, 200 lbs.	5 50
half bbls	1 40
Marshall's kippered herring, per doz	1 00
Canadian kippered, per doz	4 00
Canadian sardines, per 100	3 75
Canned cod oysters, No. 1 size, per doz	1 30
Canned cod oysters, No. 2 size, per doz	2 25

**Foreign Dried Fruits**—News relative to foreign dried fruits is scarce. All lines appear to be steady. Some interest was shown in currants, due, no doubt, to the report of the contemplated action of the Greek Government to improve the growing and disposition of crop through the Greek bank. Firmness is the main characteristic. Nuts unchanged. Raisins, both Denia and Malagas, are featureless. Local trade is about as usual, no particular interest being shown in any lines.

Valencia Raisins	
Fine oil-stalk, per lb	0 05 0 06
Selected, per lb	0 06
Layers	0 07 0 07
Dates	
Dates, Halloweas, per lb	0 04 0 04
Californian Evaporated Fruits	
Apricots, per lb	0 13
Peaches	0 10
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,	4 50
1-boxes	1 35
Californian Raisins	
Loose muscatels, per lb	0 07 0 08
seeded, in 1-lb. packages	0 08 0 09
2 crown	0 05
3 crown	0 06
4 crown	0 08
Prunes	Per lb.
30-40s	0 08
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), 1-50s	0 08
50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
90-100s	0 04
1 0-12 s	0 04

Currants	
FilAtlas, uncleaned	0 04
Fine FilAtlas, per lb, in cases	0 04 0 05
" cleaned	0 04 0 05
" in 1-lb. cartons	0 05 0 06
Finest Vostizzas	0 06 0 07
Amalias	0 06
Sultana Raisins	
Sultana raisins, per lb.	0 05 0 08
1-lb. carton	0 09
Elemc Table Figs	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
stuffed figs	0 28
12-oz. boxes	0 06 0 07

**Country Produce.**

**Honey**—There is little to report. The demand is small and business very quiet. No changes in prices to note.

White clover, extracted tins	0 07 0 07
kegs	0 07 0 07
comb	0 13 0 13
Buckwheat	0 06 0 06

**Maple Products**—Demand is dropping off and business on the whole is dull. Spring trade is over and this Summer's business, it is thought, will not be bad. All stock sold at present is put up in sealed cans, as no more goods are shipped in bulk. Dealers are now waiting on Fall to stir up the trade. No change in prices to report.

Maple syrup, in wood, per lb	0 06 0 06
in large tins	0 07 0 07
Pure new sugar, per lb	0 10
Pure Beauce County, per lb.	0 06 0 07

**LAST MINUTE PROVISION MARKET.**

Montreal, Thursday, May 25, 12.30 p.m.

**BUTTER**—Market continues firm choicest creamery held firm 18 $\frac{1}{2}$  to 19c. Receipts not equal to demand.  
**CHEESE**—Business quiet, at firm prices of 9 $\frac{1}{2}$  to 9c, former for Quebec and latter for Ontario makes. Export trade light, poor demand from United Kingdom.  
**EGGS**—Situation peculiar. Prices should ease up now, but on the contrary are holding firm—16c. is asked in wholesale way. Country buyers say can't have under 15c.  
**PROVISIONS**—Easier tone owing to better receipts. Prices, however, unchanged. Fresh abattoir-killed \$9.75 to \$10.00; bacon easier.

**Beans**—The market has shown a stronger front than for some time past and primary markets are firm and bullish in tone. Inquiries locally are better and several car lots were sold at \$1.60 on track for prime.

Choice prime	1 60 1 70
Lower grades	1 40 1 50

**Hops**—The trade locally is dull. Dealers claim that although demand is small the available stocks are gradually and slowly being sold. In the States the coming crop is thought to be late and small. No change in prices to report.

B.C.	0 32 0 35
Choice Canadian	0 25 0 30
Fair to good	0 24 0 26

**Flour, Feed and Meal.**

**Flour**—Market practically unchanged, though a firmer feeling is noticeable. Better business is looked forward to if the firmness is maintained. Some 18,000 bags are going forward this week to South Africa per ss. Wyandotte. Receipts are heavier this week than last and some 2,000 bags heavier than same period last year.

Manitoba spring wheat patents	5 40 5 50
strong bakers	5 05 5 10
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 bran is gradually falling off owing to cattle going out to pasture, and prices may be expected to drop rapidly soon. During the past week a drop of from \$1 to \$1.50 per ton is reported.

Manitoba bran, in bags, per ton	17 50 18 50
shorts	19 50 20 50
Ontario bran, in bulk	17 00 18 00
shorts	19 50 20 50
Mouillie	24 00 28 00

**Rolled Oats**—Business very quiet, with a wide range of prices. There has been a dullness in the market for some time, and no indications for a change noticeable.

Fine oatmeal, bags	2 25
Standard oatmeal, bags	2 25
Granulated "	2 40
Rolled oats,	2 30 2 25
bbls.	5 00 5 10

**Hay**—Business fair. Good hay reported scarce. Prospects are good for this year's crop, the steady rains and fine growing weather giving promise of large crop. Exports via Portland are heavy, some forty car loads having gone forward by Welshman last week, and the Vancouver, sailing from Portland, will take some 110 car loads this week.

No. 1 timothy	9 00 9 50
" 2 " choice	8 00 8 50
" " ordinary	7 00 7 25
Clover	6 50 7 00
Clover mixed	7 00 7 25

**Ontario Markets.**

**GROCERIES.**

Toronto, May 25, 1905.

**A**BOUT the usual volume of city business is recorded during the week from the wholesale grocery trade. Conditions in the country, however, are not as satisfactory as might be expected. Times are good; the farmers are receiving top notch prices for all kinds of agricultural products, and yet trade is comparatively dull and money tight.

Canned tomatoes continue in brisk demand, as well as the run on canned pumpkin and pork and beans. A shipment of 1905 pack kippered herring arrived in the market this week, the first of the season. The refined sugar situation shows undoubted signs of looking up. An advance of 1-16 in raw and of 3d in beet is reported for the week; in view of the increased consumptive demand, which is almost certain to take place throughout the trade in the very near future, an advance in Canadian refined is not unexpected.

Fair business is reported in blend teas. Rice continues steady and a slightly easier feeling is noted in tapioca. A sharp advance at the coast in prunes is reported and as a result local dealers are basing their prices on present cost, which is  $\frac{1}{4}$ c. higher than a week ago.

**Canned Goods**—Tomatoes continue the feature of the canned goods market, with importations of United States pack continuing on quite a considerable scale. Corn and peas are not meeting with special inquiry, and the general impression seems to be that there is ample to carry the trade through until the 1905 pack. Pork and beans and canned pumpkin are moving freely. Some new pack kippered herrings are reported on the market, an extraordinary feature for this season of the year. This pack is probably from a special catch. Quite a





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**MONTREAL**

May 26, 1905

THE CANADIAN GROCER

terly has been very favorable, and a large crop is anticipated.

**Sultana Raisins**—Stocks of 1904 crop in Smyrna are small, barely 1,200 tons. The vines are late owing to the severe weather, but in good condition, and give promise of a large production. The crops for 1903 and 1904 were 65,000 tons and 32,000 tons, respectively, while that of 1905 is estimated at 45,000 tons. Everything points to low prices.

**Currants**—Prices for old crop continue to advance, partly owing to the fact that stocks remaining warrant it, and partly because of the probability of the new legislation, proposed by the Bank of Athens, being carried. This will likely result in a higher range of prices for 1905 crop.

**Tarragona Almonds**—The crop promises to be large.

**Malaga Fruit**—It is too early to say much; but prospects so far are good, in spite of very dry weather. Indications are of a large crop of Valencia almonds.

**Walnuts**—Trees look well, and danger of frost is practically over. Reports from throughout the country point to a fair-sized crop, and prices are likely to rule at about the parity of those of last year.

**Filberts**—The severe Winter has been favorable to the trees, and a large crop is looked forward to.

Prunes	Per lb.	Per lb.
100-110s	0 04	0 05
90-100s	0 04	0 04
80-90s	0 05	0 05
70-80s	0 05	0 06

Canned Peels	Per lb.	Per lb.
Lemon	0 09	0 10
Orange	0 10	0 11

Figs	Per lb.	Per lb.
Elenus	0 08	0 08

Apricots	Per lb.	Per lb.
Californian evaporated	0 14	0 16

Peaches	Per lb.	Per lb.
Californian evaporated	0 14	0 15

Pears	Per lb.	Per lb.
California evaporated	0 15	0 15

Currants	Per lb.	Per lb.
Fine Filiatras	0 04	0 04
Patras	0 06	0 06

Raisins	Per lb.	Per lb.
New selects	0 05	0 05
Fine off stalk	0 04	0 05

Sultana	Per lb.	Per lb.
California seeded, 12-oz. boxes	0 06	0 07
1-lb. boxes	0 07	0 07
unseeded, 2-crown	0 05	0 07
3-crown	0 05	0 07
4-crown	0 07	0 08

Dates	Per lb.	Per lb.
Halloweas	0 04	0 04
Sairs	0 03	0 04

Figs	Per lb.	Per lb.
Fards new choicest	0 09	0 10
new choice	0 09	0 09

**Foreign Nuts**—The fruit people report the usual increased demand for peanuts for May 24 trade. Firm markets rule, but, notwithstanding the fact that in certain quarters shading to the extent of 1c. is being done in peanuts, last week's quotations continue unchanged. Supplies of coconuts on the market are not as fine in quality as usual and quotations are slightly below the level of last week. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08	0 08
A 1's, banners and suns	0 08	0 08
Japanese Jumbo's	0 08	0 08
Virginia	0 10	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	0 12
Bordeaux	0 09	0 10
Filberts, per lb.	0 13	0 15
Pecans, per lb.	0 13	0 14
New Brazils, per lb.	0 13	0 14
Coconuts, Jamaica, per sack	4 50	4 50
Italian Chestnuts, per lb.	0 08	0 08

**Evaporated Apples**—It is a difficult matter to get a hard and fast quotation on evaporated apples at the present time. Some houses are holding them at from 7 to 7 1-2c.; other houses having stocks on hand are willing to dispose of present supplies as low as 6 1-4c.

**Bird Seed**—Seasonable demand for bird seed continues at quotation prices. We quote the following prices:

Canary seed, per lb.	0 06	0 07
Hemp	0 04	0 04
Cottam's	0 08	0 08
Brock's	0 07	0 07

**Dried and Cured Fish**—The dried and cured fish business tends to the quiet side this week, and there are no special features to record. Quotations are the same as last week. We quote as follows:

Boneless fish, per lb.	0 04	0 04
Cod fish, 1-lb. bricks	0 06	0 06
Boneless cod, per lb.	0 08	0 10
Quail-on-toast, per lb.	0 06	0 06
Filleted cod fish, in cases of 100 lbs., per lb.	0 06	0 06
Labrador herring, per bbl.	6 10	6 50
per 1/2 bbl.	2 85	2 85

**Country Produce.**

**Eggs**—An advance in the price of new-laid eggs of from 1-2 to 1c. is recorded during the week, the principal reason being that those interested in the

LAST MINUTE QUOTATIONS.	
Toronto, May 25, 11.30 a.m.	
Baltimore strawberries, per box	80 15
California navel oranges per crate	3 50 4 50
Butter, creamery, prints, per lb.	0 19 0 20
" " solids	0 17 0 18
" " dairy, prints	0 15 0 17
" " large rolls	0 15 0 15
Cheese, large	0 12 0 12
" " twins	0 12 0 12
New cheese, twins	0 10 0 10
" " large	0 10 0 10

pickling business throughout the country have taken it into their heads that eggs are going to be scarce, and that they must have supplies at any cost. Another item to be considered is the fact that the home consumptive demand is very large and increasing on account of the high price of beef, pork, etc. We quote as follows:

New laid eggs, per doz	0 15 0 15
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**Beans**—Quotations on beans have been reduced 5c. all round, and steady market is reported with one or two large transactions recorded during the week. We quote the following:

Beans, handpicked, per bush	1 75 1 80
prime, No. 1	1 69 1 68
prime, No. 2	1 45 1 50
Lima, per lb.	0 07 0 07

**Honey**—The honey trade is nominal, as usual at this season of the year, and prices continue as last advised. Our quotations are as follows:

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

**Maple Products**—The sale of maple products has dwindled to a comparatively unimportant item in the grocery trade, and at the present time there is nothing beyond the regular yearly demand. Our quotations continue unchanged as follows:

Maple sugar, 1 lb cakes, per lb.	0 09	0 10
large cakes in tubs, per lb.	0 08	0 08
Maple syrup, per imperial gal.	0 90	0 90
" " wine gal.	0 65	0 65
" " imperial quarts.	0 25	0 25
New maple syrup, per imperial gal.	1 50	1 50
per wine gal.	0 85	0 85

**Fish**—A brisk trade in fish is reported during the week, with prices practically unchanged and no new varieties of fresh fish on the market since last week. We quote as follows:

Fresh halibut, per lb.	0 09
" haddock	0 06
" trout	0 08
" cod steak, per lb.	0 07
" lobsters, boiled, each	0 15
" B.C. salmon, per lb.	0 20
Shrimps, per gal.	1 15
White fish, per lb.	0 08

**Seeds**—The demand for corn, Hungarian and millet is practically over for the season. Had the Spring been a dry one this trade would have continued for some time to come. As it is, most of the seeding is done. Prices continue unchanged. We quote:

Alsike clover, per bush	5 00	9 00
Red clover	8 00	10 00
Mammoth clover, per bush	7 00	11 00
Timothy	1 50	2 50
Hungarian, per 100 lbs.	2 60	2 70
Millet	2 50	2 50
Orchard grass	14 00	14 00
Seed corn, Dent varieties, per bush	0 70	1 00
Flint	1 25	1 30

**Grain, Flour and Breakfast Foods.**

**Grain**—An advance in Manitoba wheat is reported during the week, following a similar advance in Chicago. Manitoba Northern No. 1 and No. 2 are each up 4c., and No. 3 shows an advance of 3c. Red and white wheat are quotably 1c. higher than a week ago. Barley is offering to the trade at 50 to 52c. Oats are 1-2c. firmer, and will probably advance farther along with corn. We quote the following prices:

All on track Toronto.	
Manitoba wheat, Northern No. 1	1 04
" " No. 2	1 00
" " No. 3	0 94
Red, per bushel, new	1 01
White	1 01
Barley	0 50 0 52
Oats	0 43 0 43
Peas	0 74 0 75
Buckwheat, nominal	0 63 0 64
Rye, per bushel	0 71 0 73

**Flour**—The flour trade is quiet and without special feature for the week; the advance in wheat has, however, had the effect of lending additional firmness to the market. In cereal circles American millers will probably advance their prices in the near future, owing to the high price and firm situation in oats and corn. Quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 20 5 50
Strong bakers	5 00 5 20
Ontario wheat patents	4 80 4 90
Straight roller	4 75 4 80

**Breakfast Foods**—Trade is quiet, and quotations unchanged for the week. We quote as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 90
Rolled wheat in boxes, 100 lbs.	2 90
50 lbs.	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " " in wood	4 60
" " " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
in wood	4 25

**Hides, Tallow, Skins and Wool**—Unwashed wool is more plentiful than a week ago. Wool-washed fleece is quoted this week at 20 to 22c. Hides are quiet, with receipts barely enough to

# MADAM HUOT'S COFFEE

**"Condor"**  
Ceylon Black Tea in  
Lead Packages

**"Condor"**  
Japan and Black Tea, Baking  
Powder, Mustard, Vinegar.

1-lb. tins, 31c.  
2 " " 60c.



Pure, rich,  
delicious.

I am so convinced of the superiority of **Madam Huot's Coffee** that I offer to send you one case of it, either 36 x 1-lb. tins, or 15 x 2-lb. tins, freight paid, and if not satisfactory I am willing to take it back, at my expense, after trial.

***If Anxious to Give Your Customers the Best Try This.***

The Customs authorities are now refusing the entry into Canada to all low-grade teas, without consideration to quality; this will make stocks of this class more valuable, and they will all soon be up to 12 1/2c.

***Now is Your Chance to Buy at the Lowest***

I offer for immediate shipment:

- |   |                 |
|---|-----------------|
| 33 H/Chests Japan Tea, at . . . . .                                     | 10c.            |
| 632 H/Chests attractive Japan Teas, both in cup and style, at . . . . . | 11 1/2 c.       |
| All Teas which have cost from 15 to 16 1/2c. to import.                 |                 |
| 250 H/Chests nice Large Leaf Siftings, at . . . . .                     | 5c.             |
| 1167 Catties last New Crop Gunpowders, at . . . . .                     | 9 to 10 1/2 c.  |
| 166 H/Chests Moyune Yg. Hyson, from . . . . .                           | 10 to 12 1/2 c. |
| 578 Catties Ping Suey Yg. Hyson, from . . . . .                         | 9 to 10 1/2 c.  |

Just in:

- |  |           |
|--|-----------|
| 212 Catties fine, well-rolled Imperial Gunpowder, at . . . . . | 17 1/2 c. |
| 53 H/Chests Japan Tea, a bargain, at . . . . .                 | 15c.      |

**Ask for Samples. It pays.**

## E. D. MARCEAU

281 and 285 St. Paul St., MONTREAL

**"EMD"**  
Baking Powder, Coffee,  
Mustard, Vinegar.

**"OLD CROW"**  
Baking Powder, Coffee,  
Mustard, Vinegar.

RETURNED  
MAY 29 1905  
To Montreal  
Cut Book 35  
Page 54



# FRENCH PEAS

New Season's Pack.

FOR DELIVERY IN JULY.

UNPRECEDENTEDLY LOW AND INTERESTING PRICES.

*Cases 100 Tins.*

Sur Extra Fins,	-	-	-	\$15.00
Extra Fins,	-	-	-	13.00
Fins,	-	-	-	11.00
Mi-Fins,	-	-	-	9.00

TERMS: F.O.B. Montreal, net 30 days or 1 per cent. 10 days.

## HUDON, HEBERT & CIE.

Wholesale Grocers and Liquor Merchants

**MONTREAL**

*The Most Liberally Managed Firm in Canada*

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# Coffees! Spices! Corks!

If long experience counts for anything,

it should enable us to assure the trade that goods bought from us are the best to be obtained in the market. Our prices for quality are unapproachable.

**Coffees**—Mocha, Java, Maracaibo, Rio, Santos, Costa Rica, etc. We are direct importers, and can always quote special values.

**Teas**—Japan, Congou, Indian, Ceylon, Oolongs, Ping Suey, Gunpowder, China Greens (wholesale only).

**Dried and Evaporated Fruits**—Valencia Raisins, Seedless Raisins, Currants, Figs, Etc. (Wholesale only)

**Corks and Capsules**—Machine and Hand Cut. All Sizes cut to Order. Brewers' Supplies.

MONTREAL AGENTS FOR  
**ST. CHARLES CONDENSING CO., INCERSOLL, ONT.**  
ST. CHARLES EVAPORATED CREAM

**Spices**—A heavy part of our business, and constantly growing. Exceptional values in Baking Powder, Tartar, Borax, Bicarb. Soda, and all kinds of Spices, whole or ground.

Foreign and Domestic Correspondence Solicited.

Consignments attended to on Commission.

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Telephone Bell Main 65.  
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.

meet the demand. We quote the following prices:

Hides, No. 1 green steers, per lb.....	0 09
" " No. 2 green, per lb.....	0 08
" " No. 1 green, per lb.....	0 08 1/2
" " No. 2 green, per lb.....	0 07 1/2
Country hides, flats, per lb.....	0 07 1/2
Calf skins, No. 1, selected.....	0 11
" " No. 2.....	0 09
Deacons (dairies), each.....	0 80
Sheep skins.....	1 25 1/2
Rendered tallow, per lb.....	0 04
Unwashed wool, new clip, per lb.....	0 13
Pulled wools, super, per lb.....	0 21
" extra.....	0 22
Wool-washed fleece.....	0 20

### N. S. Markets.

Halifax, N.S., May 22, 1905.

VERY little change is reported in the grocery trade. Dealers report business as fairly good, but not as brisk as they would like it. The effects of the hard Winter are still being felt, and it will be some time before money is put in freer circulation. The market is well supplied with fruits and green stuff, and the demand is good. Collections are only fair, but the dealers are not complaining in this respect, as they are fully acquainted with the existing conditions in the country.

**Sugar**—The sugar market is attracting more than usual attention at the present time, as prices keep coming downward. Another decline of twenty cents went into effect last week, making a decline of fifty cents in three

weeks, and sixty cents since February 1. This total decline of a little more than half a cent per pound has not as yet resulted in any lower price in the retail market. This is due principally to the large holdings in the hands of these dealers. When sugar was advancing and the price promised to go still higher the retailers stored large stocks, and as a consequence, they cannot afford to reduce the price until their present holdings are disposed of. The result is that the consumer is obliged to pay more than the article is worth. The prices quoted here follow:

Cut loaf (50 lb. boxes).....	6 00
" (in barrels).....	5 80
" (half barrels).....	5 90
XXX granulated.....	5 25
Austrian granulated.....	5 15
Bright yellow.....	5 05
No. 1 yellow.....	4 75

**Molasses**—The market remains pretty steady, and prices are unchanged from last quotations. It is stated here that the unusually heavy importations made by Newfoundland this year are responsible for the high prices in Barbadoes. Since the opening of the season eighteen cargoes have been entered at St. John's, and ten more are expected at that port. Two cargoes arrived here last week. The brigantine Sceptre, from Trinidad, brought 231 puncheons, 48 tierces and 24 barrels. The schooner Edith, from Barbadoes, landed 445 puncheons, 99 hogsheads and 44 barrels.

**Eggs and Butter**—The general tone of the market is firm. Receipts of eggs

here last week were rather light, and with good buying demand the price stiffened. P.E. Island stock is quoted at 14 1-2c. and Nova Scotia at 15 to 15 1-2c. One dealer here who had a large order to fill was obliged to pay 14 3-4c. on the Island. The butter market is strong, and no perceptible drop in prices is expected before the middle of June. Choice dairy butter is very scarce, and the market is almost bare of small tubs. Creamery prints are unchanged at 25 cents for Nova Scotia make and there is only a moderate supply arriving. Creamery in boxes is selling at 22 cents and dairy rolls at 20 to 21c. In Prince Edward Island the prices for fresh butter are 23 to 25c.

**Flour**—The market shows little change during the week, and prices are practically the same. Prices remain steady with the demand quiet. There is no immediate prospect of a change, but of course from now on to the harvest the chances are in favor of rather higher prices.

**Fish**—The prices of dry and picked fish are steady. There is only a moderate demand for fish at the present time. The market is well supplied with fresh cod, haddock, shad, halibut, trout, salmon and lobsters. Cod and haddock are selling at three cents per pound, and shad and halibut at eight cents per pound. Some large catches of lobsters have been made at points along

the coast, and as a result the market has become a little easier. They are now selling at one dollar per dozen retail.

**Potatoes and Oats**—The demand for Prince Edward Island potatoes and oats is good, and some heavy shipments are being made. The steamer Campana, which sailed last week for Montreal, took among other cargo from Prince Edward Island 700 bags of potatoes, 225 cases of lobsters, 75 cases of eggs and 50 bags of oats. The Cacouna, from Montreal for St. John's, Newfoundland, which called at Summerside, took 2,000 bags of oats, 1,000 bags of potatoes, 120 bags of turnips and 130 head of cattle. One commission house at Summerside made a shipment last week of 3,000 bushels of potatoes to Ottawa. On the Island oats are quoted 55 to 60c., potatoes 20 to 25c., eggs 13 to 14c., butter, creamery, 23 to 25c., and tubs 20 to 22c.

**Tea**—Edward S. Stewart, of Calcutta, India, who represents a large tea house there, was a visitor to Halifax last week. He claims that Indian teas are supplanting to a very large extent the teas grown in China and Ceylon. In India the teas are manufactured entirely by machinery after they are grown in the usual way and the leaves plucked by natives. He thinks that the teas grown in India have better keeping qualities than those of Ceylon. Mr. Stewart says the crop for this year will not be ready for market until about the middle of June. The indications are that the crop will be a large one. Mr. Stewart remarked that it might be of interest to Canadian readers to learn that rubber trees were being planted in large numbers on the lower elevations of the tea gardens in Ceylon. If the venture proves profitable the production of tea will no doubt be materially lessened.

**MANITOBA MARKETS.**

Special Report from the Winnipeg Office of THE CANADIAN GROCER.  
Quotations corrected by telegraph up to 12 a.m. Thursday, May 25th, 1905.

**I**n all branches of the wholesale grocery trade there is considerable activity, and the movement of goods has been heavy. The heavy rains in the early part of the month have been followed by warm weather, and the conditions are considered most favorable for a heavy crop. The optimistic feeling caused by the bright outlook for the season's crop has had its effect on business and all branches are feeling a new impetus.

Price changes are few. Interest still centres in the falling sugar market. At time of writing there has been no further reduction since the decline to \$5.90 for Montreal granulated, noted last issue in our "Last Minute Manitoba Markets." However, further declines are looked for, and the trade are buying only for the immediate requirements of their customers. The Manitoba Canning Co. are placing through the jobbing trade a high-grade line of canned meats, quotations of which will be found below. It is now reported that the California crop of prunes will be less than half the normal crop, and that it will run to large sizes. The small sizes will be scarce and expensive.

**Sugar**—A falling sugar market is the most interesting item in the wholesale grocery market. A decline to \$5.90 in Winnipeg for Montreal granulated in barrels was noted last week in our "Last Minute Manitoba Markets," and at time of writing there has been no further reduction. However, it seems evident that the market has at last taken a decided downward turn and the trade are well advised in buying sparingly while values are apt to shrink. We quote:

Montreal granulated, in bbls.	5 90
" " in sacks.	5 85
" yellow, in bbls.	5 40
" " in sacks.	5 35
Wallaceburg, in bbls.	5 80
" " in sacks.	5 75

icing sugar in bbls.	6 50
" " in boxes.	6 70
" " in small quantities.	7 10
Powdered sugar, in bbls.	6 30
" " in boxes.	6 50
" " in small quantities.	6 75
Lump, hard, in bbls.	6 60
" " in 1-bbls.	6 70
" " in 100-lb cases.	6 60

**Canned Goods**—As mentioned above, the Manitoba Canning Co. are placing through the jobbers a high-grade line of canned chicken and corned beef, quotations of which are given below. We quote:

Apples, 3's, 2 doz. cases, per case.	2 15	2 20
Cherries, red pitted, 2's, 2 doz.	4 40	
Currants, red, 2 doz. cases, per case.	3 35	
" black, " " "	3 75	
Gooseberries, " " "	3 50	
Lawtonberries, 2's, " " "	3 35	
Pears (Bartletts), " " "	3 50	
Peaches, 2's, " " "	3 75	
" 3's, " " "	3 75	
Raspberries, red, " " "	2 90	
" black, " " "	2 90	
Strawberries, " " "	3 50	
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 50	
Peas, 2's " " "	1 90	
Beans, 2's " " "	1 90	1 95
Salmon, finest sockeye, per case.	7 00	
" humpback, " " "	3 75	
" cohoes, " " "	5 25	
Boneless chicken, lb. tins, per doz.	3 21	
" turkey " " "	3 25	
" ducks " " "	3 25	
Canned chicken (Man. Can. Co.) per doz.	3 21	
" turkey " " "	3 21	
Corned beef " 2's " "	2 75	
" " 1's " "	1 55	

**Spices**—The spice market is quiet, awaiting the arrival of new goods. We quote:

Pepper, black, per lb.	0 20
" white, " "	0 23
Cayenne, " "	0 21
Cloves, ground " "	0 25
Cassia, " "	0 13
Allspice, " "	0 14
Ginger, " "	0 18
Cloves, whole " "	0 25

**Rice, Tapioca, Etc.**—Prices continue as follows:

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

**Pot and Pearl Barley**—Prices continue as follows:

Pot barley, per sack.	2 45
Pearl barley, per half sack (49 lbs).	1 70
" " sack	3 40

**Syrups and Molasses**—There have been no further declines in syrups, and we quote again as last week:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case.	2 10
" " 5-lb tins, per 1 " "	2 40
" " 16-lb tins, per 1 " "	2 25
" " 20-lb tins, per 1 " "	2 15
" " 1/2 barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 03 1/2
" Kaironcel" 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-bbls. per lb.	0 04
New Orleans molasses in 1-bbls. per lb.	0 02 1/2
" " in barrels.	0 02 1/2
Porto Rico molasses in 1-bbls. per bbl.	0 04 1/2

**Coffee**—While there has been no actual advance in Rios on the local market, the conditions are such that higher prices may be expected soon unless there is a change. We quote:

Green Rio, per lb.	0 10 1/2
Roasted, per lb.	0 13

**Cocoa and Chocolate**—The price of Baker's chocolate in 1-2-lb packages is 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

**Jam**—Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge 57c., and the Edmonton price, 60c.

**Nuts**—Quotations are:

Almonds, per lb.	0 12 1/2
" (shelled), per lb.	0 25 1/2
Filierts " "	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**—It is now reported that the California crop of prunes will be less than half the usual size, and that the fruit will run to large sizes. The smaller sizes will be scarce and expensive. Local quotations are still as follows:

Valencia raisins, Tremors, per case f.o.s.	2 00
" " selecta, " " "	2 20
" " layers, " " "	2 25
California raisins, muscatels, 3 crown, per lb.	0 06 1/2
" " " " "	0 07 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 04 1/2
" 70-80 " "	0 05 1/2
" 60-70 " "	0 05 1/2
" 50-60 " "	0 06
" 40-50 " "	0 07 1/2
" silver " "	0 08 1/2
Currants, uncleaned, loose pack, per lb.	0 05 1/2
" dry cleaned, Filafaras, per lb.	0 06 1/2
" wet cleaned, per lb.	0 06 1/2
" Filafaras in 1-lb. pkgs. dry cleaned, per lb.	0 06 1/2
" Vostizzas, 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 (present delivery), in 25-lb. boxes, per lb.	0 13 1/2
Apricots standard (present delivery), in 25-lb. boxes, per lb.	0 12 1/2
Apricots, choice (July delivery), in 25-lb. boxes, per lb.	0 10 1/2
Apricots, standard (July 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
Nectarines, choice " " "	0 11
Plums, choice (dark pitted) per lb.	0 10 1/2
Candied Peel—Lemon peel, per lb.	0 09
" Orange " "	0 09 1/2
" Citron " "	0 14

**Evaporated Apples**—Prices are firm. We quote again as follows:

Evaporated apples (new), 50-lb. cases	0 07 1/2
" " 25-lb. cases	0 08

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

## This will interest you.

We have the exclusive selling rights of the new

### "PERFECTION" BROOM



1. — It costs no more than the ordinary broom.
2. — It will not, like the ordinary broom, work loose at the shoulder. Look at the cut. You see how rigidity is secured by the handle and crosswire.

3. — It will last longer and give more satisfaction than any other broom on the market.

PRICES, 3 STRING \$2.30, 4 STRING \$2.75

*For a limited time we will prepay freight on sample orders for these brooms to the extent of 30 cents per hundred and you may return the goods at our expense if not satisfactory.*

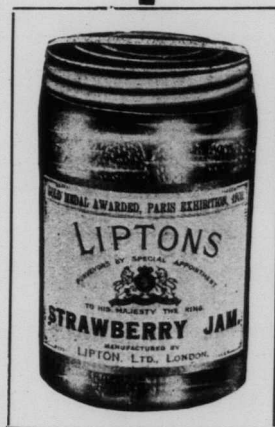
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Wholesale Grocers, - London, Ont.

## There's a Reason

why the people use

### LIPTON'S JAMS

They want the quality.



## There's a Reason

why you should sell

### LIPTON'S JAMS

You want the profits.

*Order from your Jobber.*

General Agent for Canada :

### JASON S. CREED

Halifax, N.S. Montreal

By giving people what they want, grocers secure the kind of trade that comes back again and again, bringing other trade with it.

When a Starch like

## CELLVLOID STARCH

Never Sticks—Needs No Cooking

is advertised to consumers in the right way and has unique and indisputable advantages over other laundry starches, its steady demand and sale are assured.

It is the only cold-water starch on the market. The superiority of a starch that can be used without boiling, cooking or musing, appeals irresistibly to the better class of your trade, while one trial is sure to demonstrate that its gloss is more radiant than from any other starch.

Starch is not a high-priced commodity, anyway, and your trade is more concerned about quality than price.

Can you afford to be out of stock of a starch of proven demand and merit like CELLULOID ?

## THE BRANTFORD STARCH WORKS, LIMITED

BRANTFORD, :: :: CANADA





sale grocers and some others have the half-holiday all the year.

**Oil**—In burning oil prices remain unchanged at the low figures which have now ruled for some time. Lubricating oils have had a large sale. At first the saw mills were inclined to buy lightly, fearing the logs would not be got out. There is little doubt now, however, but that the larger part of the cut will be brought to the mills. In paint oils, both linseeds and turpentine are rather higher.

**Salt**—In Liverpool coarse and factory-filled salt quite a quantity was landed ex the Manchester steamer arriving last week. There is a fair sale reported at full figures. The opening of the dairy season has led to increased sale of Canadian bulk salt in barrels.

**Canned Goods**—In corn and tomatoes prices are firm at full figures. The importing of American is all that prevents a further advance, and that market is firmer. Peas are plentiful. In fruits there is no change. Salmon are quite a full stock. Lobsters are again higher this year, and the sale is light. Oysters are very firm. Meats are unchanged. In domestic fish new haddies are offered. Prices are rather higher. Scallops are very light pack. Clams are quite firm. Season for packing sardines is just opening. Kippered herring are unchanged.

**Dried Fruit**—This is always a quiet line at this season. Currants which have a steady demand are very low. Seeded raisins, which are also fair sellers, are low. Other grades of raisins are rather firmer. In prunes a fair demand. While prices are low, it is hard to renew stocks of small sizes. The outlook for the Fall is for higher prices, particularly for 90-100s. A few evaporated apricots and peaches sold, but prices are too high. Spot dates are rather firmer. Figs are dull. In citron the report favors full figures. Evaporated apples have but a fair sale. Onions are rather higher. Quality of Egyptians received this year is but fair. This has also been the case with Bermudas.

**Sugar**—With a further decline last week in price, meaning 60c. from the highest point, this line has less interest than was the case in the Winter. It has also affected sales. While present price is thought to be still quite high, a firmer feeling in the States has somewhat helped the situation.

**Molasses**—This is a line of interest. So far the situation has been quite strong. Barbadoes is in light supply. Porto Rico holds quite firm, and is being freely sold. While it is yet early, the tendency is to full figures.

**Fish**—Never has there been such a season. Codfish are very scarce. Owing to light sales, prices are rather easier. There are practically no pollock. Pickled herring are exceedingly scarce, and full prices are asked. Smoked herring are still low. In fresh fish supplies light. Gaspereaux are so far a failure. Shad, which should be

**"TANGLEFOOT" Sticky Fly Paper**



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" is Sanitary  
Ask for "Tanglefoot"

Profit? Over 120 per cent. to you.

**KEEP WELL TO THE FRONT**

and please your customers by selling them

**SAN-TOY STARCH**

The immensely increased demand for this popular brand is a sure indication of its superior merit.

J. H. MAIDEN

Agent, MONTREAL

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**PRATTS ASTRAL LAMP OIL**

Sold in all countries and recognized as the highest grade oil manufactured.

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THE QUEEN CITY OIL COMPANY, Limited  
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The GRAY, YOUNG & SPARLING CO., Limited  
**Salt**

**Manufacturers**

Granted the highest awards in competition with other makes.

WINGHAM

Established 1871



Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

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**Star Brand**

**COTTON & CLOTHES LINES**

— AND —

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

For sale by all Wholesale Dealers

See that you get them.

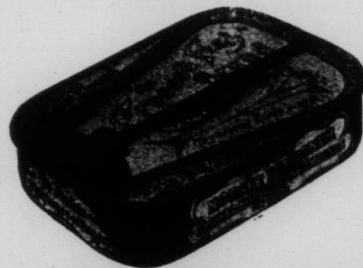
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THE STAVANGER PRESERVING CO.'S

**Crossed Fish Brand Norwegian Smoked Sardines**

Selected Fish—Pure Olive Oil—Patent Decorated Tins

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"BEAVER BRAND" (Registered)

CELEBRATED PRESERVED

**EGGS**

"GLYCERINES"



Original Patentees of the Glycerine Process

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EGG AND APPLE EXPORTERS

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**W**ANTED—First-class clerk for country general store, duties to commence June 1st or soon after, must have had experience. Apply, stating salary, references, etc., Box 246, CANADIAN GROCER, Toronto. (21)

### BUSINESS CHANCES.

**E**STABLISHED BUSINESS—Largely groceries; small stock; big turnover; best town; speak quick. Box 590, Peterboro. (21)

### FOR SALE.

**G**ENERAL STOCK—Located in best wheat district in Manitoba; stock \$9,000; easy payments to right party; five elevators in town; good reason for selling. Apply Box 28, Crandall, Man. (22)

**E**STABLISHED grocery and fruit business, high-class trade, situated prominent corner, stock in invoice price, executors would prefer dispose property to close estate, exceptional opportunity step into best stand in Toronto. M. J. Mallaney, 75 Yonge, Toronto. (1)

**F**IRST-CLASS confectionery and fruit store, pool room in connection, doing good business, established twenty-three years. Apply to Sam. Cullis, Bruce Mines, Ont.

### SITUATION WANTED.

**E**XPERIENCED traveler seeks position, groceries or grocer's sundries preferred. Box 251, CANADIAN GROCER, Toronto. (22)

### WANTED.

**A** GOOD second-hand dryer for fertilizing purposes, reliable make. When offering, state capacity and size. Reply to Joseph O'Mara, Palmerston, Ont. (1)

## TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

### "Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

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

now quite freely offered, are not to be had. While season is early there are a few salmon.

**Flour, Feed and Meal**—In flour, prices this week have remained unchanged at the low figures quoted. There is just fair business. Feed continues quite firm. It is said increased western demand is the reason. The fattening of cattle seems to demand it. Oats and oatmeal have just a fair sale, and prices are unchanged. Beans, while showing some range in prices, are firmer. Sales are very dull. Cornmeal is unchanged. In seeds, season is getting late. This is the first year for a long time when fine imported clovers were lower than Canadian seeds.

**Green Fruits**—Trade active. Oranges, Californias, which have been chiefly sold, are easier. Some Mediterranean fruit offers and prices are high. Lemons are firmer. Pines are but fair sellers and full prices are asked. Bananas rule hardly as low as earlier. Strawberries are of but fair quality. All green stuffs are lower.

### MORE PROFIT FOR RETAILER.

In connection with the report of the annual meeting of the Ontario Wholesale Grocers' Guild in last week's Grocer, the following statement was made: "the manufacturer turns out an article which he decides should retail at 10c. per dozen, whereas the retailer should get at least 20c." The impression The Grocer intended to convey was merely that the Guild were in favor of insisting upon the manufacturer allowing the retailer a fair margin of profit and that the latter had a genuine grievance at the present time owing to the fact that he was forced to handle certain lines of goods on which the retail price was named but the margin of profit wholly out of proportion to the expense of handling the goods.

### PERSONAL MENTION.

Mr. J. B. Browne, formerly in the grocery business in Hamilton, is dead.

Mr. Wallace Anderson, of Anderson & Powis, Toronto, is in Montreal and Quebec this week.

Mr. Miles, of United Factories, Toronto, was a visitor to Montreal during the past week.

Mr. G. B. Smith, Stratford, was in Toronto this week calling upon the wholesale grocery trade.

Two large importers of Canadian produce, Messrs. E. Beer and C. Prince, of London, Eng., are on a visit to Canada.

Mr. Sam. Johnston, who has for many years been in the grocery business in Sudbury, has sold out to Fenson & McDonell. Mr. Fenson will move his fine stock into the Johnston premises, which are second to none in that prosperous mining town.

Quebec has a progressive, energetic and aggressive commission broker in the person of J. P. Thomas. Mr. Thomas at the present time has several good agencies and is in a position to successfully represent a few more first-class houses in his district.

Mr. R. H. Turver, head bookkeeper in the Toronto office of the Natural Food Co., has been promoted to the position

of assistant sales and traffic manager in the head office of the firm at Niagara Falls. He leaves to assume his new duties next week.

W. H. Millman & Sons have been appointed agents for Toronto and vicinity for Evans, Coleman & Evans, Vancouver, one of the largest salmon concerns at the coast. They will have all kinds to offer, sockeye, red spring, cohoes and humpbacks.

Mr. Archibald Wilson, of Hamilton, has just returned from a business trip east as far as Montreal and Quebec, and reports that the grocery trade is taking an increased interest in Wilson's fly pads each year. Practically all the leading wholesale grocers now handle them.

Mr. Geo. Dalidet, of Geo. Dalidet & Co., Bordeaux, France, and Mr. R. U. Delepenha, New York, were callers upon the grocery jobbing trade last week. Dalidet & Co. are packers of fine French conserves, alimentary pastes, etc. Mr. Laflamme, of Rose & Laflamme, who are the local representatives, introduced the visitors to the trade.

Mr. W. H. Halford, manager of S. H. Ewing & Son's tea department, Montreal, spent a few days among the trade in Quebec City last week and reports trade conditions fairly good. Jobbers there report satisfactory business from country points. Low-grade gunpowders, pin heads, mediums, with a few Ceylon greens and Paklings in boxes were principally called for.

### HINTS TO BUYERS.

Up to May 20, the increase in the output of Wilson's fly pads over last season is just 80 per cent.

The Distributors' Co., Toronto, are in receipt of one car each of Mexican and Californian late Valencia oranges.

Attention of buyers is called to Mr. E. D. Marceau's special offers in teas.

The Dawson Commission Co., Toronto, report the arrival of three cars navel oranges, one car pines and one car tomatoes this week.

The figures given in the "Salada" advertisement are most striking.

Lind, Kerrigan & Co., London, are making a very attractive offer to the trade in brooms.

Mr. H. Gilbert Nobbs, Canadian representative of Holbrook's Limited, has returned to Toronto from sampling the trade in London and Hamilton; he reports very satisfactory business.

### SHIPS APPLES.

D. Cantelon, apple exporter, Clinton, Ontario, reports having shipped 15,000 barrels to Manitoba and the Northwest the last season and an equal number abroad. Mr. Cantelon also ships to the Lower Provinces.

### OF INTEREST TO PORK PACKERS.

An inquiry has been received from a London, Eng., firm desirous of entering into negotiations with Canadian dealers in pork and pork offal, including kidneys, plucks, tongues, etc. Any wishing fuller information may procure the same by communicating with the Toronto office of The Canadian Grocer.

# The Canadian Grocer

PUBLISHED EVERY FRIDAY SINCE 1886

MONTREAL TORONTO WINNIPEG

The CANADIAN GROCER is the only paper in Canada exclusively devoted to the grocery and allied trades.

It covers the field like a blanket from Halifax to Vancouver, from the small store at the country cross roads to the finest shops in the big cities.

*NINETY PER CENT. of the Groceries, Produce and Provisions, Canned Goods, Flour and Meals, Fruit, Fish, Tobaccos and Cigars, Wines and Liquors, and other food-stuffs bought in Canada are handled in stores where THE CANADIAN GROCER is read regularly.*

EVERY READER IS A BUYER.

## TO REACH THE TRADE IN CANADA

in any of the above lines

## ADVERTISE IN THE CANADIAN GROCER

For rates address Advertising Manager, Montreal, Toronto, Winnipeg, Canada; or 88 Fleet St., London, England.

# ONE DOLLAR

4 SHILLINGS

That is all it will cost to receive this paper every week until January 1, 1906. If you are at all interested in this line of trade you couldn't spend a dollar to better advantage. This includes the Special Fall Number of **THE CANADIAN GROCER**, which will surpass all former issues—which means a lot. The Grocer is a regular mine of information on all subjects relating to the grocery, provision and foodstuff business, and it would pay you to peruse its columns each issue. Hadn't you better send in your order now, so you won't miss a copy? Nothing is repeated in future issues, and each issue contains something of special value.

Address

## The Canadian Grocer

MONTREAL, TORONTO, CANADA ; and 88 Fleet St., E.C., LONDON, ENG.

# D. RATTRAY & SONS

Import and Export

## Commission Merchants

QUEBEC

MONTREAL

OTTAWA

REPRESENTING:

ARMOUR & CO., Chicago

PACKING HOUSE PRODUCTS

ARMOUR LIMITED, Toronto

PACKERS AND PRESERVERS

DA COSTA & CO., Barbadoes

SUGAR AND MOLASSES

J. WALKER & CO., Greenock, Scot.

REFINED SUGARS

JOSE RIERA, Denia, Spain

VALENCIA RAISINS, ETC.

JUAN LLOPIS, Reus, Spain

TARRAGONA ALMONDS

A. T. ZINI, Patras, Greece

CURRENTS, ETC.

AG. RUSSO & FIGLI, Catania, Sicily

SICILIAN PRODUCE

IMPORTERS OF

*Linseed, Cod-liver, Seal, Whale, Cod and  
Porpoise Oils; Pickled Fish*

EXPORTERS OF

*Maple Sugar, Canada Fir Balsam,  
Senega Root, Pickled Fish*

**SUGGESTIONS FOR DEALERS.**

It is hardly a question any more whether it is an advantage or a disadvantage for the dealer always to have on hand facilities for the consumer to test his wares. Every one knows that to initiate such facilities is an expense, and that there are always "beats," no matter in what community, who are as quick to take advantage of taking a "free" sip of tea or coffee as of anything else that is "free." Nor can the dealer afford to deny any such, even though he knows they are imposing upon him. Notwithstanding all this, there is no advertising which he could adopt which for the returns would not cost him very much more.

The dealer who has instituted facilities for sampling his teas and coffees will find it a wise plan to always have a sufficient number of "cosies" on hand. These keep the coffee or tea-pot hot for hours. It is almost unnecessary to state how essential it is for the tea and coffee man to keep his store up to the very highest standard of cleanliness. One little hint in line with the foregoing. Many dealers expose samples of their coffees and teas on little saucers on the counter. Few of them cover these. Although, perhaps, there may be no great danger that they will attract germs, it would certainly look better for the deal-

er to cover the saucers with glass bells. It would indicate that he is scrupulous for the health and well-being of his customers, and would inspire them with a faith and confidence in him which could not fail to be of advantage.

**ADULTERATION OF PEPPER.**

The analysts of the Inland Revenue Department, Ottawa, have recently concluded an examination of samples of pepper offered for sale throughout Canada. The results show adulteration to an extent that the Minister cannot allow to continue. An analysis was made last Summer of pepper samples, which showed the most flagrant violations of the Pure Food Act. The trade was then given fair notice of the Department's intention to enforce a compliance with the statute. Evidently no heed has been paid to the warning, so it looks as though stern measures will have to be taken to remedy the conditions now prevailing.

**THE GROCER'S INFLUENCE ABROAD.**

That The Canadian Grocer is not without honor abroad as well as at home was instanced in a striking manner lately. In March last reference was made in a small paragraph to an illus-

trated catalogue issued by Crosse & Blackwell, London. A few days ago, Mr. Colson, of C. E. Colson & Sons, Canadian representatives of Crosse & Blackwell, favored The Grocer with a copy of a letter which his principals received recently from Lutey Bros., wholesale and retail grocers, Butte, Montana. The letter speaks for itself and is a tangible evidence of how every paragraph and statement is studied by readers of The Grocer. It also speaks well for the up-to-date, alive and watchful firm across the line. The letter is reproduced as follows:

Crosse & Blackwell:

"Gentlemen,—We noticed in The Canadian Grocer that you have just issued a most attractive catalogue, and would be pleased to have you send us a copy.

"Thanking you in advance, we are,

"Yours truly,

"Lutey Bros.

"Butte, Montana, Mar. 21, 1905."

**DISASTROUS FROSTS.**

Two heavy frosts in the Niagara district during the week have practically wiped out the growing tomato crop. Great damage has also been done to strawberries, a great many of the earlier varieties being killed. As far as can be learned, other fruit is not much harmed as it is not far enough advanced.

**FINE CHEWING GUMS**

RETURNED  
MAY 27 1905

*To Owner  
Ad Book 35  
Page 47  
C*

Catalogue  
Sent on  
Application

Large  
Variety of  
Goods

Correspondence  
Invited



Special  
Attention  
Given  
To  
Export  
Lines.

**C. R. SOMERVILLE, - - LONDON, CAN.**

# FINANCE

**T**HE Penny Bank, which was opened in Toronto in April, is an interesting institution. Its object is to encourage a spirit of thrift among school children. Educators never tire of telling how powerful are the habits of the child in moulding his future career. The habit of saving, which is developed in the child by opening a bank account, should be of inestimable value in later life. The name of "Penny" is justified by the fact that deposits as low as 2c. are received. No director or anyone associated in the work, can receive anything for his services. Only those in the actual employment are paid, so that the object of those interested in the bank is entirely philanthropic.

There are thirty-four chartered banks in Canada. The total authorized capital is \$100,546,666. The paid-up capital is \$81,431,491, and the reserve fund \$54,711,209. The notes in circulation amount to \$58,828,919.

A new fire insurance company has been incorporated in Canada, under the title of the Richmond and Drummond Fire Insurance Co. It is intended to begin opera-

tions with a subscribed capital of \$250,000, 25 per cent. paid up. A further call of 5 per cent. will be made annually for the next three years, making 40 per cent. in all, or \$100,000 cash capital.

The conditions in Chicago might serve as an object lesson not only to civic authorities but to the corporations who control the public utilities. By inefficient service and excessive rates, a company which has a monopoly may increase its dividends for a few years. But the public will not put up with these injustices indefinitely. An upheaval is bound to come sooner or later, and the corporations will be only subserving their own best interests when they recognize this and commence giving a fair service. The organization of independent telephone companies, and the taking over of franchises by municipalities, are outward evidences of the same condition. The public has become tired of being held up by these monopolies.

The probability of a serious loss by fire is materially reduced, and fire insurance rates are favorably affected, if the insured maintains a reliable private fire alarm system. In certain classes of buildings as large factories, hotels, public institutions where large numbers of inmates are housed, theatres, etc., the necessity for the installation of every type of apparatus, automatic or manual, which tends to hasten the turning in of fire alarms needs no emphasis. Alertness in the detection of fire outbreaks may save thousands of dollars' worth of property and perhaps human lives as well.

A customer who always pays cash for her purchases gave the following reason for preferring to trade with a merchant who uses a National Cash Register:

"I trade with Mr. Hardy because mistakes are seldom made in handling cash purchases. When I make a purchase a National Cash Register shows me the amount I have paid for the article and I know it is correct.

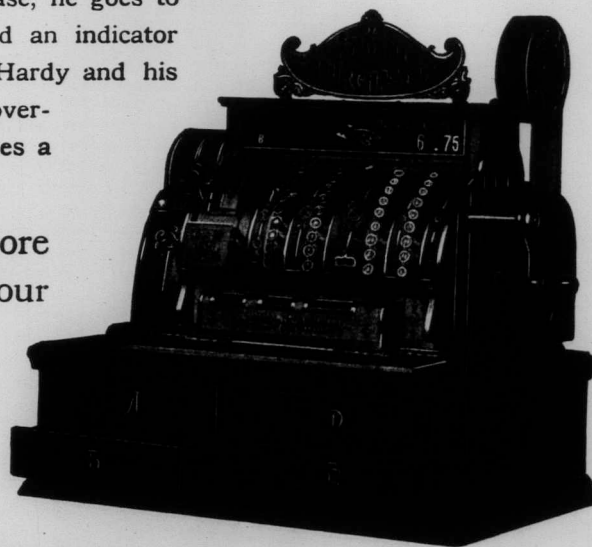
"If I hand a clerk a dollar to pay for a 25-cent purchase, he goes to the cash register in order to make change. A bell rings and an indicator shows that the amount of my purchase was 25 cents. Mr. Hardy and his clerks handle all cash sales in the same way. I am never overcharged. It is a pleasure to trade with a merchant who uses a complete system."

With a National Cash Register in your store you are equipped to handle the business of your customers to their perfect satisfaction.

A National Cash Register pays for itself in the time we give you for payment.

Let our representative call and explain our system to you.

**Cut off here and mail to us today**



**NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO**

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

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Name  
Address  
No. Clerks

At a meeting of the board of directors of the Bank of Toronto, held last week, Mr. W. H. Beatty, the vice-president, was elected president, to fill the vacancy caused by the death of Mr. George Gooderham, and Mr. W. G. Gooderham was elected vice-president. Mr. Albert E. Gooderham was also elected a member of the board. Mr. Beatty has been a director of the bank since 1882. He was one of the charter members of the Gooderham & Worts Co. He is senior partner in the law firm of Beatty, Blackstock, Riddell & Chadwick.

The application at Ottawa for incorporation of a new bank, with head office at Toronto, has excited little interest in financial circles. The granting of a charter does not necessarily mean organization and operation. It has been reported that opposition would develop to further granting of bank charters, it being argued that the interests of the present banks, as well as the public good, would be best conserved by increase in capital of present institutions rather than organization of new banks. There are now some bank charters in existence which have not been acted on.

# WESTERN ASSURANCE COMPANY.

Incorporated 1851

**FIRE  
AND  
MARINE**

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

HON. GEO. A. COX, President.

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

C. C. FOSTER, Secretary.

## THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - - \$8,700,000  
Rest, - - - - - \$3,500,000

HEAD OFFICE: TORONTO, CANADA

HON. GEO. A. COX, Pres. B. E. WALKER, General-Manager.  
LONDON, ENG. NEW YORK, N.Y.,  
60 Lombard St., E.C. 16 Exchange Place.  
S. Cameron Alexander, Manager. Wm. Gray and H. B. Walker, Agents.

### TRAVELLERS' LETTERS OF CREDIT

The Travellers' Letters of Credit issued by this Bank are a great convenience to Travellers. They are available in all parts of the world, and the holder is enabled, without risk or difficulty, to obtain such sums as he requires at any point in his journey.

### BANK MONEY ORDERS

AT THE FOLLOWING RATES:

\$5 and under	.....	3 cents
Over \$5 and not exceeding \$10	.....	6 cents
" 10 "	" "	30.....10 cents
" 30 "	" "	50... ..15 cents

These Orders are Payable at Par at any office in Canada of a Chartered Bank (Yukon excepted), and at the principal banking points in the United States.

Negotiable at a fixed rate at The Canadian Bank of Commerce, London, Eng.

## Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

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

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

## Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. O. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

## THE METROPOLITAN BANK.

DIRECTORS  
R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President  
D. E. THOMSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C.  
THOS. BRADSHAW, Esq. JOHN FIRSTBROOK, Esq.

HEAD OFFICE, - TORONTO.  
W. D. ROSS, GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

### SAVINGS DEPARTMENT

at all Branches.  
ACCOUNTS SOLICITED  
Drafts Bought and Sold.  
Letters of Credit Issued.

## 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



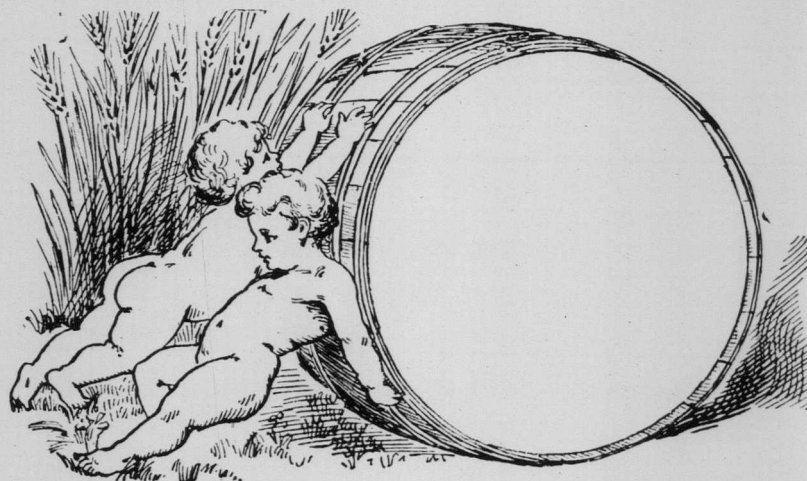
# “DON'T PAY FREIGHT ON WATER”

**MERCHANTS OF CANADA**—Has it ever struck you how much money you pay out for freight on **water** that you buy in your

# VINEGAR?

**GERMAN CONCENTRATED GRAPE WINE VINEGAR** is imported direct from the celebrated Rhine Wine District of Germany. Recommended by the highest medical authorities of Europe. Requires merely the addition of pure water—ready in two minutes.

*Costs less than any Canadian Vinegar and quality is superior.*



- 1—This is an absolutely pure product of Grapes, made in the famous Rhine Wine district of Germany.
- 2—It contains no Alcohol, consequently will not form the very objectionable vinegar eels, or “mother”
- 3—Being put up in concentrated form, **no freight** is required to be **paid on Water** and **heavy barrels**.
- 4—When diluted according to directions it is cheaper than other Vinegars.
- 5—For **pickling purposes** it is unequalled as it makes the pickles firm, and imparts a delicious flavor.

The foregoing are a few of the leading advantages of using Grape Wine Vinegar. A trial will be a revelation to you.

Put up in Demijohns of 4½ Imperial Gallons and 2 1-12 Imperial Gallons.

IN USE FROM HALIFAX TO DAWSON CITY  
AGENTS WANTED IN MANITOBA, NORTHWEST AND BRITISH COLUMBIA.

For particulars address—P.O. Box 2179, Montreal,  
or—R. Carrie, Church and Front Streets, Toronto.  
Laporte, Martin & Cie., Wholesale Grocers, 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.

## 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.

May 25, 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
" 3, in 6 " "	0 80
" 12, in 6 " "	0 70
" 3, in 4 " "	0 45
Found tins, 2 doz. in case	3 00
12-oz. tins, " "	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.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	24lb.	10 50
1 doz.	5lb.	19 75

### 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.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

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 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 85
2 " "	16 " "	1 70
1 " "	24-lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	16 " "	\$4 55

### ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	\$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

Sizes.	Per Doz.
Cleveland's—Dime	\$1 00
" 1 lb.	1 50
" 3 lb.	2 90
" 1 lb.	2 80
" 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	\$2 25
1-lb. tins, 4 doz in box	1 25
1-lb. tins, 4 doz in box	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 pkgs.	4 80



### EAGLE BAKING POWDER

Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

### Blue.

Keen's Oxford, 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 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 Blues  
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb. 16½c  
"Sapphire" 14-lb. boxes, 1 lb. pkgs. per lb. 12½c  
"Union"—14-lb. boxes, assorted 1 & 1-lb. pkgs., per lb. 10c

### Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1 gross, 2 oz., or 1 gross, 4 oz.	



### JAMES DOME BLACK LEAD.

Per gross	
6a 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

### EAGLE BORAX.

Cases of 5-doz. 5c. packages	\$0 45
" 5-doz. 10c.	0 90

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" 7-lb. cotton bags, per bag.	0 18½

### 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—	per lb
Queen's Dessert, 1/2's and 1/4's	\$0 40
" 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28
Coings for cake—	Per doz.
Chocolate, pink, lemon color, 1 lb.	\$1 75
Orange, white and almond, 1-lb.	1 00



**BOOKS FOR BUSINESS MEN**

**TEA HINTS**  
For Retailing  
By JOHN H. BLAKE

**PART I.**  
The Tea Gardens of the World.  
Tea from Seed to Leaf.  
Tea from Leaf to Cup.  
The Tea Markets of the Orient.

**PART II.**  
How to Test Teas.  
Where to Buy Teas.  
Is it Wise to Place an Importation order?  
Bulk v. Package Teas.  
How to Establish a Tea Trade.  
Tea Blending.

275 pp.; Cloth  
\$2.00 Postpaid.

TECHNICAL BOOK DEPT.  
**The MacLean Publishing Co., Limited**  
10 FRONT ST. E., TORONTO

# BASKETS

We make them in all shapes and sizes. We have

**Patent Strawboard Berry Box  
Grain and Root Baskets,  
Clothes Baskets,  
Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE ...  
**Oakville Basket Co.**  
Oakville, Ont.

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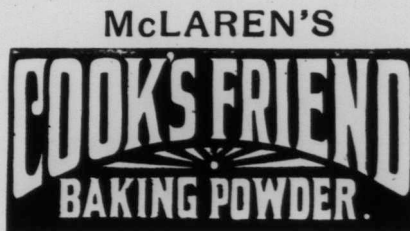
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of keeping it always in Stock.

**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.

In lots of less than 100 books, 1 kind assorted.	Un-numbered.	Covers and Coupons numbered.
100 to 500 books	4c.	4 1/2c.
100 to 1,000 books	3c.	4c.
	3c.	3 1/2c.

**Allison's Coupon Pass Book.**

\$1.00 to 3.00 books	cents each
5.00 books	4
10.00 "	5
15.00 "	6
20.00 "	7
25.00 "	8
50.00 "	12



Wholesale Agents  
**The Davidson & Hay, Limited, Toronto**

**Fly Pads.**



Wilson's Fly Pads, in boxes of fifty 10 cent packets, \$3 per box, or three boxes for \$8.40.

**Food.**

Robinson's patent barley 1-lb. tins	\$1.25
" " 1-lb. tins	2.00
" " groats 1-lb. tins	1.00
" " 1-lb. tins	1.00

Per doz.  
Robinson's patent barley, 5 doz., at... \$1.40  
1 doz., at... 1.45

**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
Red currant jelly	2.75

**T. UPTON & CO.**

**Pure 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

**Pure 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
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 jar	1.75
" " 20 5-lb. cans, per can	1.50
" Purity " licorice 10 sticks, per 100 sticks	1.45
Dulce large cent sticks, 100 in box, per box	0.75

**Lye (Concentrated).**

**GILLET'S PERFUMED. Per case.**

1 case of 4 doz.	\$3.60
3 cases	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
" " 1-lb. jar	0.25
F. D., 1-lb. tins, per doz.	0.85
" " 1-lb. tins	1.45

**E. D. MARCEAU, Montreal.**

**"Condor," 12-lb. boxes—**

1-lb. tins, per lb.	\$0.35
" " 1-lb. tins	0.35
" " 1-lb. tins	0.32 1/2
4-lb. jars, per jar	1.20
1-lb. jars, per jar	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, per jar	0.25



**Orange Meat.**

Cases, 36 15c. packages	\$4.50
5 cas. lots, (Freight paid.)	4.40
Cases, 20 25c. packages	4.10
5 case lots, (Freight paid.)	4.10

**Orange Marmalade.**

**THE EBY, BLAIN CO., LIMITED.**

"Anchor" brand 1-lb. glass jars	\$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	

**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.	Per case
No. 1, cases, 60 1-lb. packages	\$2.75
No. 2, " 120 1-lb. "	2.75
No. 3, " 30 1-lb. "	2.75
" 60 1-lb. "	2.75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2.85
5 cases	2.75

**"BEE" BRAND.**

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	2.75
" " 16 oz., cases, 60 pkgs.	\$2.75

**Soap and Washing Powders**

**A. P. TIPPET & CO., Agents.**

Maypole soap, colors, per gross	\$10.20
" " black, per gross	15.30
Oriole soap, per gross	10.20
Gloriola soap, per gross	12.00
Straw hat polish, per gross	10.20

# MONTSERRAT

## A Summer Money-maker

"Montserrat" Lime Juice is the big hot weather seller. It makes money for the grocer during the dullest months of the year. It creates its own demand. It sells itself.

A retailer who does not handle "Montserrat" loses money—because everybody knows that "Montserrat" is the purest, finest lime juice—and they want it.

Start with a trial dozen just to see how fast it goes, though most grocers buy it by the gross.

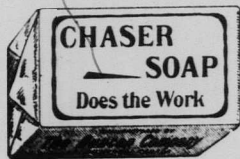
**BABBITT'S.**



Babbitt's "1776"  
6-oz. pkgs. \$3.50 per  
box. 5 boxes a  
freight paid and  
half box free.  
Babbitt's "Best  
soap," 100 bars  
\$4.10 per box.  
Potash or Lye, bxs

each doz., \$2 per box.

W. H. DUNN AGENT.



CHASER SOAP.

case ..... \$2 40  
Special quotations for quantities.

(Fairbank)

**GOLD DUST WASHING POWDER.**

24 25c. packages	\$4 65
5 1lb.	3 99
100 5c. cakes (Glycerine Tar Soap)	6 51
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 99
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 81
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 43

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box. Freight prepaid.

**Starch.**

**EDWARDSBURG STARCH CO., LIMITED.**

<b>Laundry Starches—</b>		per lb.
No. 1 White or blue, 4-lb. cartons	\$ 0 05	
No. 1 " " 3-lb.	0 05	
Canada laundry	0 04	
Silver gloss, 8-lb. drawlid boxes	0 07	
Silver gloss, 8-lb. tin canisters	0 07	
Edward's silver gloss, 1-lb. pkg.	0 07	
Kegs silver gloss, large crystal	0 06	
Benson's satin, 1-lb. cartons	0 07	
No. 1 white, bbls. and kegs	0 05	
Canada White Gloss, 1-lb. pkgs.	0 05	
Benson's enamel	per box 1 25 to 2 50	

**Culinary Starch—**

Benson & Co.'s Prepared Corn	0 06
Canada Pure Corn	0 05

**Rice Starch—**

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08

**Bee "brand starch—**

" laundry, 64-12 oz. pkg.	per case \$5 00
" " 32-12 " " "	2 50
" corn starch 40-16 oz. pkg.	3 00
" Sun " borated starch, 40-16 oz. pk.	per case 3 00
" " borated starch, 50 box. 100 lb. keg	0 06
" " laundry " 50 " " "	0 05
" Gem " " 100 & 200 lb. kegs	0 05

**BRANTFORD STARCH WORKS, LIMITED**

Ontario and Quebec.

**Laundry Starches—**

Canada Laundry, boxes of 40-lb.	\$0 04
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07
8-lb. toy trunks, 8 in case	0 07
6-lb. enameled tin canisters, 8 in case	0 07
Kegs, ex. crystals, 100 lb.	0 06

**Brantford Gloss—**

1-lb. fancy boxes, cases 36 lb.	\$0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

**Culinary Starches—**

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06

**ST. LAWRENCE STARCH CO., LIMITED.**

Ontario and Quebec.

**Culinary Starches—**

St. Lawrence corn starch, 40 lb.	0 06
Durham corn starch, 40 lb.	0 05

**Laundry Starches—**

No. 1 White, 4-lb. cartons, 48 lb.	0 05
" " 3-lb. cartons, 36 lb.	0 05
" " 200-lb. bbl.	0 05
" " 100-lb. kegs.	0 05
Canada Laundry, 40 to 46 lb.	0 04
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07
" " 1-lb. fancy, 30 lb.	0 07
" " large lumps, 100-lb. kegs	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 06



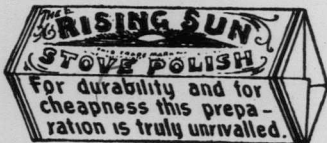
**OCEAN MILLS.**

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

**SAN TOY STARCH.**

10c. pkgs, cases 5 doz., per case 4 75

**Stove Polish.**



Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 38  
4, bxs, ea. 3 dz.  
Enameline No. 0 65  
6, bxs, ea. 3 dz.  
Enameline  
Liquid, bxs, ea. 0 80  
3 doz.  
Blackene, 5-lb. 0 10  
cana, per lb.  
Enameline stove dressing, per doz. 0 70

**Syrup.**

"CROWN" BRAND PERFECTION SYRUP.	Per case
Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " " 1 " " "	2 35
10 " " 1 " " "	2 25
20 " " 1 " " "	2 10
(10 and 20 lb. tins have wire handles.)	

**SMALL'S BRAND—Standard.**

5 gal. tins, per can.	4 40
1 " " per case	4 90
" " " " "	5 45
" " " " "	5 70



**Teas.**

SALADA CEYLON.

Wholesale. Retail

Brown Label, 1's	\$0 20	\$0 25
" " 1's	0 21	0 26
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1/2's	0 44	0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 10
" " 1-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	\$0 35
" " 60 1-lb.	0 35
" " 30 1-lb.	0 35
" " 120 1-lb.	0 36



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's	\$0 18	\$0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 60

**"CROWN" BRAND**

Wholesale. Retail

Red Label, 1-lb. and 1/2's	\$0 35	\$0 50
Blue Label, 1-lb. and 1/2's	0 38	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 20	0 25
Japan, 1's	0 19	0 35

E. D. MARCEAU, Montreal.

**Japan Teas—**

"Condor" I 40-lb. boxes	\$0 42
" " II 40-lb. boxes	0 40
" " III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb "at"	0 30
" " AA 40 " "	0 27
Blue Jay, basket fired Japan, 70 lbs.	0 27
"Condor" IV 80-lb. " "	0 30
" " V 80-lb. " "	0 26
" " XXXX 80-lb. boxes	0 22
" " XXXX 30-lb. " "	0 23
" " XXX 80-lb. " "	0 20
" " XXX 30-lb. " "	0 21
" " XX 80-lb. " "	0 18
" " XX 30-lb. " "	0 19
" " LX 80-lb. per case, lead packets (25 1's and 70 1/2's)	2 71

**"Condor" Ceylon black tea in lead packets**

Green Label, 1's, 1/2's and 1/4's, 60-lb. cases	retail 0 25 at 0 20
Grey Label, 1's, 1/2's and 1/4's, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, 1's and 1/2's, 60-lb. cases	retail 0 35 at 0 26
Blue Label, 1's, 1/2's and 1/4's, 50-lb. cases	retail 0 40 at 0 30
Red Label, 1's, 1/2's and 1/4's, 50-lb. cases	retail 0 50 at 0 34
White Label, 1's, 1/2's and 1/4's, 50-lb. cases	retail at 0 40

**Black Teas—"Old Crow" blend—**

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" " 0 30
No. 3	" " 0 25
No. 4	" " 0 20
No. 5	" " 0 17

**Tobacco**

**THE EMPIRE TOBACCO CO., LIMITED.**

Smoking—Empire, 4s, 6s and 12s.	\$0 46
" " Amber, 8s. and 3s.	0 61
" " Ivy, 7s.	0 50
" " Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6s.	0 46
" " Old Fox, 12s.	0 48
" " Snowshoe, 6s.	0 51
" " Pay Roll, 7s.	0 56
" " Stag, 10 oz.	0 45
" " Boba, 6s. and 12s.	0 45
" " 10 oz. bars, 6 1/2s.	0 45
" " Fair Play, 8s. and 13s.	0 53
" " Club, 6s. and 12s.	0 46
" " Universal, 13s.	0 47
" " Dixie, 7s.	0 56

**Vinegars.**

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality.	\$0 32
Condor, pure distilled	0 27
Old Crow	0 33
Special prices to buyers of large quantities	

**Yeast.**

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, z. 3c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 00

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**Accountants and Auditors.**

Hoskins, David, Toronto.  
Jenkins & Hardy, Toronto and Montreal.

**Art Signs.**

Martell-Stewart Co., Montreal.

**Baking Powder.**

Gillett, E. W., Co., Toronto.  
Greig, Robert, Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Lumsden Bros., Hamilton.  
Maiden, J. H., Montreal.  
McLaren's, W. D., Montreal.  
Royal Baking Powder Co., New York.

**Baskets.**

Oakville Basket Co., Oakville, Ont.

**Biscuits, Confectionery, Etc.**

Bates Mfg. Co., Toronto.  
Christie, Brown & Co., Toronto.  
Cowan Co., Toronto.  
Crown Manufacturing Co., Toronto.  
Dunn, William H., Montreal.  
Grierson, David & Co., Toronto.  
Mackintosh, John, Halifax, Eng.  
McLachlan, Sons & Co., Owen Sound, Ont.

Mooney Biscuit & Candy Co., Stratford.

Mott, John P., & Co., Halifax, N.S.

National Licorice Co., Brooklyn, N.Y.

Rose & Laflamme, Montreal.

Stewart, A. J., & Co., Toronto.

Tippet, Arthur P., & Co., Montreal.

**Blue and Black Lead.**

Douglas, J. M., & Co., Montreal.

Oakey, John, & Sons, London, Eng.

Reckitt's—Gilmour Bros. & Co., Montreal.

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Majr, S. J., Limited, Ottawa.

Nelson, H. W., & Co., Toronto.

Lind, Kerrigan & Co., London, Ont.

Provost & Allard, Ottawa.

Taylor, Scott & Co., Toronto.

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Wesse, G. A., & Son, Toronto.

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Balfour & Co., Hamilton.

Belleville Canning Co., Belleville, Ont.

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Canadian Canners, Limited, Hamilton.

Eckardt, H. P., & Co., Toronto.

Frankford Canning and Packing Co., Frankford, Ont.

Musson Wainwright Co., Hamilton, Bermuda.

Old Homestead Canning Co., Picton, Ont.

Hudson, Hebert & Co., Montreal.

**Cans.**

Aeae Can Works, Montreal.

**Cash Registers.**

National Cash Register Co., Dayton, O.

**Cheating Gum.**

Somerville, C. R., London, Ont.

**Cigars, Tobaccos, Etc.**

American Tobacco Co., Montreal.

Canada Cigar Co., London, Ont.

Empire Tobacco Co., Montreal.

McAlpin Consumers Tobacco Co., Toronto.

McDougall, D., & Co., Glasgow, Scot.

Payne, J. Bruce, Granby, Que.

Sherbrooke Cigar Co., Sherbrooke, Ont.

Tuckett, Geo. E., & Son Co., Hamilton.

**Clothes Lines and Twines.**

Hamilton Cotton Co., Hamilton.

**Cocoa nut.**

Downey, W. P., Montreal.

Greig, Robt., Co., Toronto.

**Cocoas and Chocolates.**

Canadian Swiss Trading Co., Montreal.

Cowan Co., Toronto.

Baker, Walter, & Co., Dorchester, Mass.

Epps, James, Co., London, Eng.

Lowney, Walter M., Co., Boston, Mass.

Mott, John P., & Co., Halifax, N.S.

Peters—Lamont, Corliss & Co., Montreal.

Todhunter, Mitchell & Co., Toronto.

VanHouten's—J. L. Watt & Scott, Toronto.

**Computing Scales.**

Dean & McLeod, Hamilton.

**Concentrated Lye.**

Gillett, E. W., Co., Toronto.

**Condensed Milk and Cream.**

Borden's—Wm. H. Dunn, Montreal.

St. Charles Condensing Co., Ingersoll.

Turo Condensed Milk and Canning Co., Turo, N.S.

**Crockery, Glassware and Pottery.**

Barnard & Holland, Montreal.

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Foster Pottery Co., Hamilton.

Gowans, Kent & Co., Toronto.

**Dairy Produce and Provisions.**

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Bates Mfg. Co., Toronto.

Callender, Andrew, & Co., Liverpool, Eng.

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Duering, H. B., Waterloo, Ont.

Fearnan, F. W., Co., Hamilton.

Ingersoll Packing Co., Ingersoll, Ont.

Jones, Marshall, Rutherford Co., Montreal.

MacLaren, A. F., Imperial Cheese Co., Toronto.

Matthews, Geo. Co., Peterboro', Ont.

McLean, J. A., Produce Co., Toronto.

Moore, J. D. Co., St. Marys, Ont.

Park, Blackwell Co., Toronto.

Petrolia Packing Co., Petrolia, Ont.

Rutherford, Marshall & Co., Toronto.

Ryan, Wm., & Co., Toronto.

St. Marys Creamery Co., St. Marys, Ont.

Whyte Packing Co., Stratford, Ont.

Wilson, D. D. & Co., Seaford, Ont.

**Egg Openers.**

Horton, Fred. N., Ingersoll, Ont.

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Bradstreet Co.

British America Ass. Co., Toronto.

Confederation Bank of Commerce, Toronto.

Confederation Life, Toronto.

Metropolitan Bank, Toronto.

Western Assurance Co., Toronto.

**Fish.**

Anderson, W. A., Vancouver, B.C.

Bickle, John W., & Greening, Hamilton.

Black Bros. & Co., Halifax.

Eckardt, H. P., & Co., Toronto.

James, F. T., Co., Toronto.

Lucas, Steele & Bristol, Hamilton.

Northrup & Co., St. John, N.B.

Robertson, Geo., & Son, Kingston, Ont.

Sovereign & Lynx Brands.

Stavanger Preserving Co., Toronto and Vancouver.

Tippet, A. P., & Co., Montreal.

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

Winnipeg Fish Co., Winnipeg, Man.

White & Co., Toronto.

**Fly Pads and Paper.**

Kay Bros., Limited, Stockport, Eng.

Thum, O. & W., Co., Grand Rapids, Mich.

Wilson, Archdale, Hamilton, Ont.

**Foreign Importers.**

Beer, L. & Sons, London, Eng.

Biermann, E., & Co., Cardiff, Wales.

Bowyer T. B., & Co., London, Eng.

Boyd, Thos., & Co., Liverpool, Eng.

Campbell, Key & Longley, London, Eng.

Courtenay, J. & W. J., London, Eng.

Crichton, Alexander, Liverpool, Eng.

Doughty, A. C., & Co., London, Eng.

Duffus, Alex. S., London, Eng.

Garwood, H. J., & Co., London, Eng.

Griffin & Culverwell, Bristol, Eng.

Hall, R. C., & Co., London, Eng.

Lethem, John, & Sons, Leith, Scotland.

Little, Geo., Manchester, Eng.

Luck, Burgoyne, London, Eng.

Marshall, James, Aberdeen, Scotland.

Mathie & McWilliam, Glasgow, Scot.

Meeke, George R., & Co., London, W.C.

Neubeck & Schipmann, Hamburg, Ger.

Parker Eakins Co., Yarmouth, N.S.

Robinson, E., London, Eng.

Robinson, Scott & Co., London, Eng.

Salter & Stokes, London, Eng.

Scott, David, & Co., Liverpool, Eng.

Sowerbutts A. E., & Co., London, Eng.

Stokes Bros., Exeter, Eng.

Tallis, Thos., & Co., Manchester, Eng.

Whiteley, Muir & Co., Liverpool, Eng.

Wickes, Hamilton & Co., London, Eng.

Van Zwanenberg, J., London, Eng.

**Fruits—Dried, Green, and Nuts.**

Adamson, J. T., & Co., Montreal.

Canclon, D., Clifton.

Co-Operative Tropical Fruit Association, Philadelphia, Pa.

Cross, J. H., Montreal.

Dawson Commission Co., Toronto.

Distributors Co., Toronto.

Farrand, Edward, & Co., Manchester, Eng.

Finkle & Ackerman, Bowmanville, Ont.

Gibb, W. A., & Co., Hamilton.

Goodwillie's—Rose & Laflamme, Montreal.

James, F. T., Co., Toronto.

Lang, R. S., Exeter, Ont.

Leak, J. W., Scarborough.

McMillan, John, Glasgow, Scotland.

McWilliam & Everist, Toronto.

Rattray, D., & Sons, Montreal.

Robinson, O. E., & Co., Ingersoll.

Rose & Laflamme, Montreal.

Stringer, W. B., & Co., Toronto.

Walker, Hugh, & Son, Guelph.

White & Co., Toronto.

**Gelatine.**

Cox, J. & G., Edinburgh, Scotland.

**Grain, Flours and Cereals.**

Brampton Milling Co., Brampton, Ont.

Eby, Blain Co., Toronto.

Frontenac Cereal Co., Kingston.

Greig, Robt., Toronto.

Goldie Milling Co., Ayr, Ont.

Haines, P. & Son, Clarksburg, Ont.

Howland Bros., Kleinburg, Ont.

Kirouac, Nap. G. & Co., Quebec.

Lake Huron & Manitoba Milling Co., Goderich.

Leitch Bros., Oak Lake, Man.

McCann, Wm., & Co., Toronto.

McFall, A. A., Bolton, Ont.

Milne Bros., Markham, Ont.

Moore W. & Sons, Meaford, Ont.

Natural Food Co., Niagara Falls.

Noble, Robert, Norval, Ont.

Ogilvie Milling Co., Montreal.

Peterborough Cereal Co., Peterborough, Ont.

Paradis, C. A., Quebec, P.Q.

Plews, Simon & Co., Creemore, Ont.

Quance Bros., Delhi, Ont.

Rust, Trowbridge & Co., Trowbridge, B.W.I.

Seaforth Milling Co., Seaforth, Ont.

Shirk & Snider, Bridgeport and Baden, Ont.

Tanguay, Geo., Quebec, P.Q.

Taylor, F. H., Co., Chatham, Ont.

Thompson, Walter & Son, London, Ont.

Wilson, James & Sons, Fergus, Ont.

**Grocers—Wholesale.**

Balfour & Co., Hamilton.

Castle, F. J., Co., Ottawa.

Chaput, L., Fils & Co., Montreal.

Davidson & Hay, Toronto.

Eby, Blain Co., Toronto.

Eckardt, H. P., & Co., Toronto.

Foley, Lock & Larson, Winnipeg, Man.

Hudson, Hebert & Co., Montreal.

Kinnear, T., & Co., Toronto.

Lucas, Steele & Bristol, Hamilton.

Major, S. J., Limited, Ottawa.

Provost & Allard, Ottawa, Ont.

Sloan, John, & Co., Toronto.

Turner, James, & Co. Hamilton.

**Grocers—Grinding and Packing Machinery.**

Adamson, J. T., & Co., Montreal.

Coles Mfg. Co., Philadelphia, Pa.

Enterprise Mfg. Co., Philadelphia, Pa.

Grocers' Engineering Co., London, Eng.

Stewart, W. G., Ottawa.

**Hides.**

Page, C. S., Hyde Park, Vt.

**House Insect Destroyer.**

Common Sense Mfg. Co., Toronto.

**Infants' Foods.**

Keen, Robinson & Co., London, Eng.

**Interior Store Fixtures, Trucks, Scoops, Scales, Etc.**

Walker Pivoted Bin and Store Fixture Co., Toronto.

**Jams, Jellies, Etc.**

Batgers—Rose & Laflamme, Montreal.

Herron, R., & Co., Montreal.

Imperial Extract Co., Toronto.

Liptons, Creed Jason S., Halifax, N.S.

Smith, E. D., Winona, Ont.

Southwell's—Frank Major & Co., Montreal.

Satliffe & Bingham, Montreal.

Upton, Thos., & Co., Hamilton.

**Ledgers.**

Crain, Rolla L. Co., Ottawa.

**Legal Cards.**

Atwater, Duclos & Chauvin, Montreal.

Batty, Blackstock, Fasken, Riddell & Mabee, Toronto.

Irwin & Jones, Toronto and Weston, Ont.

McLean, Wm. A., Guelph, Ont.

Mewburn & Ambrose, Hamilton, Ont.

INDEX TO ADVERTISERS.

**A**

Accountants and Auditors..... 22  
 Acme Can Works..... 26  
 Adam, Geo., & Co..... 165  
 Adamson, J. I., & Co..... 165  
 Agostini, Leon, & Co..... 45  
 Allison Coupon Co..... 31  
 American Tobacco Co..... 66  
 Anderson, W. A..... 171  
 Anglo-Canadian Supply Co..... 20  
 Armour Limited..... 98

**B**

Baker, Walter, & Co..... 96  
 Balfour & Co..... 32  
 Balogna Linné Works Co..... 132, 165  
 Barnard & Holland..... 73  
 Bates Mfg. Co..... 161  
 Beer, I., & Sons..... 139  
 Beland, B. O..... 19, 83  
 Bell Telephone Co..... 23  
 Belleville Canning Co..... 112  
 Bennett Mfg. Co..... 166  
 Bickle, John W., & Greening..... 112  
 Biermann, E., & Co..... 141  
 Black Bros. & Co..... 56  
 Bloomfield Packing Co..... 191  
 Blue Ribbon Tea..... 73  
 Bowser, S. F., & Co..... 20  
 Bowyer T. B., & Co..... 166  
 Boyd, Thos., & Co..... 141  
 Bradstreet's..... 51  
 Braid, Wm., & Co..... 149  
 Brampton Milling Co..... 24  
 Brantford Starch Works..... 185  
 British America Assurance Co..... 193  
 British Columbia Packers Ass..... 59

**C**

Callender, Andrew, & Co..... 138  
 Cameron, J. McA..... 166  
 Campbell, & Co..... 135  
 Campbell, Key & Longley..... 135  
 Campbell, R., Sons..... 71  
 Canada Cigar Co..... 67  
 Canada Maple Exchange..... 96  
 Canada Paper Co..... 112  
 Canada Sugar Refining Co..... 167  
 Canadian Bank of Commerce..... 193  
 Canadian Cannery, Limited..... 105  
 Canadian Press Clipping Bureau..... 157  
 Canadian Salt Co..... 168  
 Cantelon, D..... 106  
 Capstan Manufacturing Co..... 106  
 Carman, Joseph..... 156  
 Carter Crume Co..... 23  
 Castle, F. J., Co..... 2  
 Cerebos Salt..... 18  
 Ceylon Tea Association..... 9  
 Chaput, L., Fils & Cie..... 178, 179  
 Chase & Sanborn..... 13  
 Christie, Brown & Co..... 96  
 Clark, W. L., outside back cover, 186  
 Clark, W. L..... 196  
 Coles Manufacturing Co..... 12  
 Colson, C. E., & Son..... 15  
 Common Sense Mfg. Co..... 166  
 Confederation Life Association..... 193  
 Co-Operative Tropical Fruit Ass..... 113  
 Courtenay, J. & W. J..... 135  
 Cowan Co..... 33  
 Cox, J. & G..... 92  
 Crain, Rolla L., Co..... 8  
 Crichton, Alexander..... 141  
 Creed, Jason S..... 185  
 Cream, R. F., & Co..... 166  
 Cross, J. H..... 137  
 Crown Mfg. Co..... 97

**D**

Dalley, F. F., Co..... 16  
 Davidson & Hay..... 156  
 Dawson Commission Co..... 112  
 Dean & McLeod..... 29  
 Dingle & Stewart..... 165  
 Distributors Co..... 111  
 Dominion Molasses Co..... 21  
 Dominion Salt Agency..... 195  
 Doughty, A. C., & Co..... 141  
 Douglas, J. M., & Co..... 157  
 Douglas & Ratcliff..... 173  
 Downey, W. P..... 94  
 Duffus, A. S..... 141  
 Duncan Company..... 10, 20  
 Funn, Wm. H..... 63  
 Luering, H. B..... 151  
 Durocher, A..... 128  
 Dwight, John, & Co..... 11

**E**

Eaton Bros Brewing Co..... 151  
 Eby, Blain Co..... 79  
 Eckardt, H. P., & Co..... 80, 81  
 Educational Dept..... 22  
 Edwardsburg Starch Co..... inside front cover, 119  
 Emond & Cote..... 132  
 Empire Tobacco Co..... 65  
 Enterpriser Mfg. Co..... 12  
 Epps's Cocoa..... 34  
 Estabrooks, T. H..... 116  
 Eureka Refrigerator Co..... 166  
 Ewing, S. H., & A. S..... 15  
 Ewing, S. H., & Sons..... 183

**F**

Fabien, C. P..... 140  
 Fairbank, N. K., Co..... 168  
 Farrand, Edward, & Co..... 167  
 Fearman, F. W., Co..... 118  
 Finkle & Ackerman..... 114  
 Foley, Lock & Larson..... 48  
 Foster Pottery Co..... 150  
 Frankford Canning & Packing Co..... 167  
 Frontenac Cereal Co..... 150

**G**

Garwood, H. J., & Co..... 135  
 Gibb, W. A., Co..... 114  
 Gillard, W. H., & Co..... 173  
 Gillett, E. W., Co., Ltd..... 40, 55  
 Goldie Milling Co..... 146  
 Gordon, Grant & Co..... 45  
 Gowans, Kent & Co..... 189  
 Gray, Young & Sparling Co..... 187  
 Grierson, David, & Co..... 88  
 Greig, Robt., Co..... 87  
 Griffin & Culverwell..... 135, 141  
 Grimm Mfg. Co..... 173  
 Grocers Engineering Co..... 112

**H**

Haines, P. & Son..... 151  
 Hall, R. C., & Co..... 141  
 Ham & Nott..... 12  
 Hamilton Cotton Co..... 187  
 Heinz, H. J., Co..... 161  
 Herron, R. & Co..... 161  
 Holbrook's Sausage..... 141  
 Horton, Fred N..... 151  
 Hotel Directory..... 23  
 Howland Bros..... 147  
 Hudson, Herbert & Cie..... 27, 182  
 Hughes, A. J..... 165

**I**

Imperial Biscuit Co..... 97  
 Imperial Extract Co..... 94  
 Ingersoll Packing Co..... 136

**J**

James, F. T., Co..... 112  
 Japan Dome Black Lead..... 171  
 Japan Teas..... 6  
 Jones, Marshall, Rutherford Co..... 131

**K**

Kay Bros..... 73  
 Keen, Robinson & Co..... 21  
 Keenan Woodenware Co..... 155  
 Kingston "Gleaner"..... 11  
 Kinnear, Thos., & Co..... 155  
 Kirouac, Nap. G., & Co..... 10  
 Kyle, C. E..... 156

**L**

Lake Huron & Manitoba Milling Co..... 148  
 Lamb, W. G. A..... 156  
 Lamont, Corliss & Co..... 94  
 Lang, R. S..... 106  
 Laporte, Martin & Cie..... 86, 87  
 Lawson, Reginald..... 165  
 Leake, J. W..... 114  
 Leeming Miles Co..... 73  
 Legal Cards..... 22  
 Leitch Bros..... 145  
 Lethem, John, & Sons..... 141  
 Lever Bros..... 74  
 Lind, Kerrigan & Co..... 185  
 Little, Geo..... 138, 141  
 Locators, The..... 188  
 Lowney, Walter M., Co..... 95  
 Lucas, Steele & Bristol..... 162  
 Luck-Burgoyne..... 135

**L**

Lumsden Bros..... 89  
 Lynch, James A., & Co..... 45  
 Lytle, T. A., Co..... 25

**M**

Magee, Fred..... 19  
 Maiden, J. H..... 26, 151, 187  
 Major, S. J., Limited..... 5  
 Marceau, E. D..... 30, 181  
 Marshall, James..... 141  
 Martell-Stewart Co..... 23  
 Mathie & McWilliam..... 135  
 Mathieu, J. L., Co..... 26  
 Matthews, Geo. Co..... 124  
 Meeker, G. H., & Co..... 141  
 Merchants Mfg. Co..... 55  
 Metropolitan Bank..... 193  
 Metropolitan Business College..... 22  
 Millman, W. H., & Sons..... 156  
 Milne Bros..... 149  
 Minto Bros..... 47  
 Moir, John A..... 165  
 Mokara Mills..... 28  
 "Montserrat"..... 28  
 Mooney Biscuit and Candy Co..... 92  
 Moore, J. D., Co..... 128  
 Moore, W., & Sons..... 145  
 Morse Bros..... 160  
 Mott, John P., & Co..... 95  
 Musson, Geo., & Co..... 151  
 Musson Wainwright & Co..... 43

**Mac**

Mackay, Dr..... 23  
 Mackinlay's Scotch Whisky..... 18  
 Mackintosh, John..... 97  
 MacLaren's Imperial Cheese Co..... 156

**Mc**

McAlpin Consumers' Tobacco Co..... 67  
 McCann, Wm., Milling Co..... 142  
 McDougall & Lemon..... 132  
 McDougall, D., & Co..... 66  
 McFall, A. A..... 147  
 McLaren's Cooks' Friend Baking Powder..... 115, 197  
 McLaughlan & Sons Co..... 186  
 McLew, J. A., Produce Co..... 127  
 McMillan, John..... 113  
 McPhie, Norman D..... 165  
 McWilliam & Everist..... 114

**N**

National Cash Register Co..... 192  
 National Licorice Co..... 21  
 Natural Food Co..... 146  
 Nelson, H. W., & Co..... 3  
 Neubeck & Schipmann..... 141  
 Nicholson, Bain & Johnston..... 29, 165  
 Nicholson & Bain..... 29, 165  
 Nickel Plate Stove Polish Co..... 20  
 Noble, Robt..... 151  
 Northrup & Co..... 171

**O**

Oakey, John, & Sons..... 20  
 Oakville Basket Co..... 197  
 Ocaso Mills..... 14  
 Ogilvie Flour Mills Co..... 152  
 Old Homestead Canning Co..... 103  
 Ontario Sugar Co..... 96  
 Owens, F. C..... 165  
 "Ozo" Co..... 162

**P**

Page, C. S..... 11  
 Paradis, C. A..... 150  
 Park, Blackwell Co..... 133  
 Parker-Eakins Co..... 148  
 Patrick, W. G., & Co..... 156  
 Payne, J. Bruce..... 64  
 Pelling, Stanley & Co..... 132  
 Peterborough Cereal Co. inside back cover  
 Petrolia Packing Co..... 139  
 Piper, A. M., & Co..... 167  
 Plewes, Simon, & Co..... 151  
 Port Dover Exporting Co..... 18  
 Powell & Davis Co..... 8  
 Provost & Allard..... 4  
 Purnell, Webb & Co..... 47

**Q**

Quance Bros..... 149  
 Quebec Paper Bag Co..... 8  
 Queen City Oil Co..... 187

**R**

Radiger & Janion..... 165  
 Ratray, D., & Sons..... 190  
 Reckitt's Blue..... 196  
 Robertson, Geo., & Son..... 171  
 Robinson, E..... 132  
 Robinson, O. E..... 113, 114  
 Robinson, Scott & Co..... 135  
 Rose & Ladlamme..... 24, 85  
 Royal Baking Powder Co..... 53  
 Rust, Trowbridge & Co..... 43  
 Rutherford, James, & Co..... 196  
 Rutherford, Marshall & Co..... 131, 140  
 Ryan, Wm., Co..... 140

**S**

"Salada" Tea Co..... 174  
 Salter & Stokes..... 129, 141  
 Sandbach, Parker & Co..... 47  
 Scott, David, & Co..... 132, 141  
 Seaforth Milling Co..... 146  
 Sells Commercial..... 188  
 Sherbrooke Cigar Co..... 47  
 Sheridan, J. H..... 106  
 Shirr & Snider..... 147  
 Slegman, Geo..... 150  
 Sloan, John, & Co..... 173  
 Smith, E. D..... 95  
 Somerville, C. R..... 191  
 Southwell & Co..... 11  
 "Sovereign" and "Lynx" Salmon..... 61  
 Sowerbutts, A. E., & Co..... 141  
 Stavanger Preserving Co..... 187  
 St. Charles Condensing Co..... 123  
 Stewart, A. J..... 88  
 Stewart, W. G..... 159  
 St. Lawrence Starch Co..... 16  
 St. Margaret's College..... 22  
 St. Mary's Creamery Co..... 123  
 Stokes Bros..... 141  
 Stringer, W. B., & Co..... 112  
 "Sugars" Limited..... 10  
 Sutcliffe & Bingham..... 161  
 Sutton, G. F., Sons & Co..... 186

**T**

Tallis, Thos., & Co..... 132  
 Tangway, Geo..... 150  
 Tarbox Bros..... 20  
 Taylor, Scott & Co..... 158  
 Taylor, T. H., Co..... 149  
 Taylor & Pringle Co..... 166  
 Thompson, Walter, & Son..... 186  
 Thum, O. & W. Co..... 187  
 Tippet, Arthur P., & Co..... 1  
 Todd, J. H., & Sons..... 81  
 Tothunter, Mitchell & Co..... 85  
 Toronto Sald Works..... 166  
 Truro Condensed Milk & Canning Co..... 121  
 Tucker, E. St. G..... 165  
 Tuckett, Geo. E., & Son Co..... 64  
 Turner, James, & Co..... 50

**U**

United Typewriter Co..... 22  
 Upton, Thos., & Co..... 157

**V**

Van Zwanenberg, J..... 132  
 Verret, Stewart & Co..... 17

**W**

Walker, Hugh, & Son..... 113  
 Walker Pivoted Bin and Store Fixture Co..... 157  
 Warren Bros. & Co..... 31  
 Watson, Boyd & Co..... 45  
 Watson, Stuart..... 165  
 Watt, J. L., & Scott..... 97  
 Weese, G. A., & Son..... 23  
 Western Assurance Co..... 193  
 Wethey, J. H..... 139  
 White & Co..... 108  
 Whiteley, Muir & Co..... 141  
 Whyte & Mackay..... 18  
 Whyte Packing Co..... 125  
 Wickes, Hamilton, & Co..... 141  
 Wilson, Archdale..... 166  
 Wilson Commission Co..... 165  
 Wilson, D. D., & Co..... 187  
 Wilson, James, & Sons..... 145  
 Wilson, Ronald, & Co..... 106  
 Wilson, W. H., Co..... 7  
 Winn & Holland..... 16  
 Winnipeg Fish Co..... 187  
 Wood, Thomas, & Co..... 55  
 Woods, Walter & Co..... 140  
 Wotherspoon, I. S..... 137

INDEX TO READING MATTER.

A Trip to the West Indies..... 41  
 A Comparison of Nova Scotia and Ontario Apples..... 110  
 A Trans-Atlantic Excursion..... 151  
 Among Ourselves..... 154  
 A Canadian Pottery..... 69  
 Branded Goods..... 51  
 British Columbia Fruit..... 38  
 Canadian Chocolate and Cocoa Industry..... 91  
 Condensed Milk Industry..... 122  
 Co-operation Among Canadian Apple Growers..... 109  
 Down by the Sounding Sea..... 117  
 Export Trade in Dairy Produce..... 130  
 Fruit and Vegetable Canning in Canada..... 99  
 Flour Milling in Canada..... 143  
 History of Japan Tea..... 82  
 One of Canada's Representative Industries..... 159  
 Nova Scotia and Its Advantages..... 96  
 Retail Mail-Order Houses..... 104  
 Sugar and Molasses Trade..... 92  
 St. John as a Shipping Port..... 34  
 The Question of Pay..... 102  
 The Western Canada Market..... 49  
 The Canadian Fruit Market..... 110  
 The Canadian Pork Packing Industry..... 125  
 Trade in Canadian Foodstuffs..... 33  
 Two New Provinces..... 35  
 The Salmon Industry of British Columbia..... 169  
 The Fisheries of Canada..... 57  
 The Culture of Tobacco in Cuba..... 65  
 Window and Interior Display..... 60

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