

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,
Canned Goods and Foodstuffs Trades of Canada.

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, AUGUST 10, 1906.

NO. 32.

The sale of

Robinson's Patent Barley

will draw to your store the trade of every woman now running to the druggist for this healthy food—why not get her trade and make this profit yourself?

If you have never handled it drop us a post card and we will mail you sample and tell you all about it.



Raised on it.

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

As necessary as the grocers' scales!

Benson's "Prepared" Corn and Edwardsburg "Silver Gloss" Starch

are called for by the consumer because they have been tried and proved THE BEST.

No matter from what town or city people move to any other town or city, it is *Edwardsburg Starches* they will ask for.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

**Profitable Soap Lines
Easy to Sell**

Have you ever thought of the money to be made in handling soaps manufactured to meet a specific demand?

Naturally on such soaps there is a larger profit than on the ordinary toilet soaps, and they are easier to sell.

**The Master Mechanic's
Extraordinary Tar Soap**

is specially made for Mechanics, Engineers, Farmers, Sportsmen, and all those whose work or play soils the hands with grease or other stains.

It is a good antiseptic soap.

It is well advertised throughout Canada.

It is a profitable line to handle.

It is one of the excellent soaps manufactured by

ALBERT SOAPS, LIMITED, MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal



**Y. & S.
SCUDDER
M. & R.**

STICK LICORICE

ACME PELLETS

M. & R. WAFERS

LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

**Toronto Depot, 120 Church Street,
R. S. MOINDOE, Agent.**

**Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.**

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

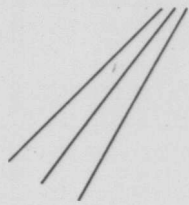
Hallifax, Nova Scotia

Agents

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

**Hannah's
Scotch
Pickles**

Are sound and crisp. They are preserved in genuine Malt vinegar; are packed with scrupulous care. The bottles bear very showy and most attractive labels. Could you ask more? (10, 16, 20, 30 and 40-ounce bottles.)



LOW PRICES

Quality Tells!

"Shell" Castile Soap

Absolutely free from animal matter and hence free from any chance of decay.

No smells, no odors like ordinary soap. Contains 67 per cent. of pure oil—7 per cent. more than others.

For the skin or for fine laundry work it is unexcelled.

In pressed cakes and in bars.

TRADE MARK



**"SHELL BRAND"
(LA COQUILLE)**

ARTHUR P. TIPPET & CO., Agents
8 Place Royale, Montreal
20½ Front St. East, Toronto



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOS, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Liebers, Western Union, A. B. C., WALKINS' SOUTHS and Private Codes.
REPRESENTED BY—John Fair, 140 Pearl St., New York; L. G. Crosby, St. John, N. S.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspébiac.

CHARLOTTETOWN, P. E. I.

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

HALIFAX, N. S.

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

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P. O. Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

J. H. MAIDEN

425 St. Paul Street, MONTREAL
Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

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.

TORONTO.

W. G. A. LAMBE & CO.

Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.

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

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

**OLD HOMESTEAD
CANNED GOODS**

Picton, Ont.

W. H. MILLMAN & SONS

Western Agents
TORONTO

McGAW & RUSSELL

Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE

S. HOOPER

KYLE & HOOPER
Wholesale Grocery Brokers and
Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER

COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON

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

W. A. TAYLOR

BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

A sure, easy and satisfactory way to make money

Sell



RETURNED

Jan 15/07

Cat Book No. 59

Page No. 81

easy

½-lb.
1-lb.
2-lb. cans—
Whole or ground—

Retails at 40c. lb.

It will bring you new customers

—WE GUARANTEE EVERY TIN—

THE EBY, BLAIN CO., LIMITED

Coffee Importers—
TORONTO

AN IMPORTANT LINE
**Blue Ribbon
Tea**

THE PUBLIC SAY : "THERE IS MERIT IN IT."

THE TRADE SAY : "THERE IS MONEY IN IT."

YES : GOOD MONEY IN IT.

SAMPLES and PRICES on APPLICATION.

BLUE RIBBON TEA CO., Limited

12 Front Street East, TORONTO.



RUSSELL
Agents and Importers
Toronto
Correspondence Solicited
No. 2647

S. HOOPER
DOOPER
Brokers and
Agents
Toronto
Commissions solicited

CARRIER
AGENTS
FLOUR, GRAIN
Agencies Solicited.
Bank Building,
TORONTO.

ED
Your business to this
COUNTRY
account to our
ADVANTAGE.
Established over 12 years
am & Co.
Commission Merchants
WINNIPEG

WATSON
Agent and Whole-
sale Broker.
- Man.
Correspondence Solicited.

AYLOR
WAREHOUSEMAN
Street
MAN.
REFERENCES

TCHELL
MAN.

and from firms wishing
to export. Travellers call
on and Retail Trade in
financial responsibility.

(on page 4.)

Manufacturers' Agents—Continued.

WINNIPEG.

G. C. WARREN
REGINA

Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

ESTABLISHED 1887.
JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

JOHN A. CHEYNE
Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.
41 Bannatyne Ave., Winnipeg, Man.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

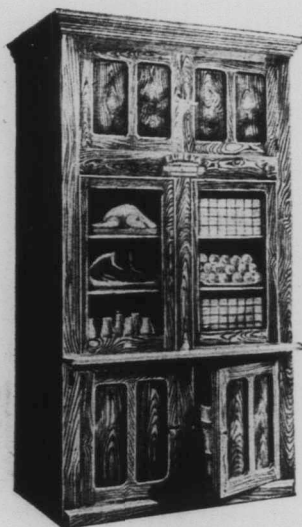


Manilla Paper | Fibre Paper
SMOOTH, TOUGH, BRIGHT, CLEAN | THE TOUGHEST OF THE TOUGH
ALL SIZES AND WEIGHTS | ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

This design a guarantee of quality.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL



REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

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.

EXPERIENCED ADVERTISEMENT WRITERS

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



CHINESE Starch

The greatest selling starch in the world—For sale by all Wholesale Grocers and Jobbers in the Dominion.

OCEAN MILLS, - MONTREAL

A GOOD COUNTER FOR SALE

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet, 2 inches wide; 3 feet deep; 15 feet long.

THE MACLEAN PUBLISHING CO., Limited
10 FRONT ST. EAST, TORONTO

VICTORY DINNER RELISH



is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto
30 Hospital St. Montreal

GET A REPORT ON THEM

Ask any of your friends in the trade how they found their customers satisfied with the

OLD HOMESTEAD BRAND CANNED GOODS

Every one of them who has given this popular brand a trial in his store will tell you it was **the best seller he ever had in stock.**

The strong point about the Old Homestead Canned Fruits and Vegetables is their fine flavor. No other canned goods on the market begin to equal the delightful flavor of Old Homestead goods.

Partly the soil on which they are grown, partly the proximity of the fields to our factory, partly the light and cleanliness everywhere manifest about our premises, partly the experience and care of our processor—contribute to make Old Homestead Brand what it is, the Standard of Canned Goods Excellence in Canada.

If you have never sold Old Homestead Brand you are missing a good thing. Make a trial. Make it now. Ask your jobber or write us direct.

The Old Homestead Canning Co.

Picton, - Ontario



Starch

the world—For
and Jobbers in the

MONTREAL

FOR SALE

chance for a
second-hand
price.

the front and

wide; 3 feet

ING CO., Limited
TORONTO

DRY
DELISH

he sauce for
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or cold, and
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ge or small.

arded 16 Medals.

PECIFY IT
YOUR NEXT
ORDER.

F. SUTTON,
ONS & CO.

King's Cross

DON, ENGLAND

ANADIAN AGENTS:

URE & LANGLEY, Ltd

4 Pearl St., Toronto
Hospital St. Montreal

TEAS

COFFEES

SPICES

Arriving ex Str. "Athenian," from Yokohama

50	H/chests	Condor I Star Japan, fine brown leaf, choice liquor	- - - - -	at	25c.
7	H/chests	Siftings Condor 29	- - - - -	at	8½c.
24	"	Dust " 39	- - - - -	at	7½c.

Arriving ex Str. "Shinamo Maru," from Yokohama

56	H/chests	Condor V Japan	- - - - -	at	25c.
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Arriving ex Str. "Empress of Japan"

116	H/chests	Condor Japan XX	- - - - -	at	18c.
25	x 40-lb.	Boxes Condor Japan II	- - - - -	at	37½c.
25	x 80-lb.	H/chests Condor V	- - - - -	at	25c.
6	H/chests	Condor No. 29 Siftings	- - - - -	at	8½c.

Arriving ex Str. "Bucrania," from Colombo

50	x 25-lb.	Boxes Ceylon Black Pekoe, S.	- - - - -	at	13½c.
25	x 25-lb.	" " " "	- - - - -	at	16c.
25	x 50-lb.	H/chests Ceylon Green Hyson I, natural	- - - - -	at	17½c.
27	x 40-lbs.	Boxes Ceylon Green Pinleaf Gunpowder	- - - - -	at	22½c.

ASK FOR SAMPLES. IT PAYS.

COFFEES. For leaders try

Condor Blend Coffee	- - -	30c.
Old Crow Blend Coffee	- - -	25c.
EMD Blend Coffee	- - -	35c.

Three Grades. One Quality—the Best for the Money. Freight paid on 50-lb. Trial Orders.

The E. D. MARCEAU CO.

MONTREAL

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From "The Times," Niagara-on-the-Lake, July 27th, 1906.

An Industry of Which Niagara is Proud

The Delhi Canning Company an Example of Modern Cleanliness

Upon invitation of the management of the Delhi Canning Co., (Branch No. 13, of the Canadian Cannery, Limited) THE MAYOR, COUNCIL AND OTHER LEADING CITIZENS INCLUDING THE REPORTER OF THIS PAPER PAID THEM A VISIT ON Wednesday, and although they were not expecting us until later in the week we found everything in spick and span condition. PLEASANT COMMENTS BEING HEARD ON EVERY SIDE AT THE CLEAN CONDITIONS PREVAILING EVERYWHERE THE MANAGEMENT STATING THAT THEY INTEND TO LIVE UP TO THEIR MOTTO OF QUALITY AND CLEANLINESS, NO MATTER, WHAT THE COST.

We found about 50 women working on beans and raspberries AND A CLEANER LOOKING LOT ONE WOULD NOT WISH TO SEE, the forewomen stating that she was enforcing the Rules laid down to her by the management which were that every woman must be clean and tidy about her person, this they were greatly aided in doing by being provided with small towels which they had attached to their belts, they were stringing the beans and taking out any little particles that were left among the raspberries by the pickers, after this they were never touched by human hands, the rest being done by modern machinery, even being filled into the cans by what the Cannery term a "Rocker," nothing but fresh clean water being used. HAVING A HEALTH INSPECTOR ALONG WITH US THE NEXT THING WE EXAMINED WAS THE SANITARY CONDITIONS AND FOUND EVERYTHING IN THIS CONNECTION ALL RIGHT THE SEWERAGE AND DRAINAGE BEING FIRST CLASS, HAVING A GOOD WATER PRESSURE.

The foreman stated that they washed their floors,

etc., down twice a day, and as the floors slant to the centre and are connected with the sewer they were able to keep the factory clean with very little trouble. The toilet arrangement for both men and women were found to be also first-class, in fact, as good as you would find in a modern house. We next went back to watch the machinery AND COULD NOT HELP BUT NOTICE HOW THE MODERN MACHINERY AIDS IN PUTTING UP GOODS CLEAN. The beans after being strung by the women were put in perforated pails and blanched by boiling water then taken out and dipped into clean cold water, they are next Rocked into the Cans by MACHINERY. ALSO TINNED, CAPPED, COOKED AND COOLED BY MACHINERY. IN FACT THE MANAGEMENT STATED THAT MOST ALL THEIR GOODS WERE NOW PUT UP BY MACHINERY THOSE THAT WERE HANDLED BY HANDS, BEING THOROUGHLY CLEANSSED BY STEAM BEFORE GOING INTO THE CANS. Just as we were leaving our ATTENTION WAS CALLED TO A LOAD OF BEANS AND RASPBERRIES WHICH HAD JUST BEEN BROUGHT IN AND IT WAS EASILY SEEN THAT THE QUALITY WAS FIRST CLASS, EVEN BETTER THAN WE WERE ABLE TO PROCURE FOR OUR OWN TABLE. WE WERE THEN CALLED INTO THE OFFICE WHERE SAMPLES WERE OPENED AND THE REMARK WAS MADE BY SEVERAL THAT THEY WERE AS NICE AS THEIR OWN WIVES PUT UP. After leaving the factory THE TOPIC OF CONVERSATION WAS THAT IF ALL THE CANNING PLANTS WERE LIKE THIS AND THE PUBLIC WOULD PAY THEM A VISIT THERE WOULD BE VERY LITTLE PREJUDICE AGAINST CANNED GOODS.

The remarks as above are equally applicable to each of our **THIRTY FACTORIES**. In ordering Canned Goods it will pay you to stick to brands as follows, viz: "CANADA FIRST," "AUTO," "LITTLE CHIEF," "LOG CABIN," "HORSESHOE," "KENT," "LYNN-VALLEY," "MAPLE LEAF," "LION," "GRAND RIVER," "WHITE ROSE," etc.

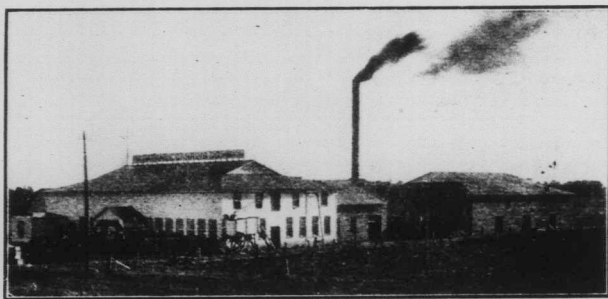
"QUALITY and CLEANLINESS," our Motto.

Yours respectfully,

CANADIAN CANNERS, Limited

CANADA'S PRIDE

SEASON 1906



We have now fully equipped our factory with all latest machinery, making it modern and up-to-date and will pack a full line of FRUITS and VEGETABLES. We are situated in one of the best districts for producing a fine flavor, which was fully demonstrated by our pack of last year.

We would **specially** call your attention to our system of naming the different grades of peas, as on the label of

each can is shown the exact size of the contents; the different grades being known as Nos. 1, 2, 3, which **assures** the consumers of getting exactly, what they are buying, instead of the great variety of names now employed, which no one understands. We respectfully ask that you give our goods a trial and allow the consumer to be the judge, **ASSURING** you we will pack, only, a **HIGH-GRADE QUALITY**, which will create a demand. Remember the brand "Canada's Pride," the best yet.

NAPANEE CANNING CO., Limited

W. A. CARSON, Manager

THEY

Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, MONTREAL

HANDLING PAYING GOODS

Every retailer should aim to sell goods that will pay him.

PATERSON'S WORCESTER SAUCE sells well and pays you. Better handle it.

ROSE & LAFLAMME,
AGENTS, MONTREAL.

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STILL MORE HARD-PAN EVIDENCE



The total exportation of Japan Teas to Canada during the past season (according to shippers' statistics) amounted to only 3,700,000 pounds. The Government returns are not out yet, so we cannot vouch for these figures.

A short time ago the importation of Japan Teas into Canada was considerably over 10,000,000 pounds. In the meantime, the consumption of Tea has greatly increased. But, since the introduction of "SALADA" Ceylon Green Teas, Japans are rapidly disappearing, which is as we prophesied when we introduced them five years ago.



"SALADA" Ceylon Green Teas are sold in Sealed packets only. Same form, style and prices, as the Famous Black Teas of "SALADA" Brand.

When You Please CUSTOMERS

*it means great
advertising
for your store.*

GILLETT'S CREAM TARTAR



IS ABSOLUTELY PURE
AND IS SURE TO
PLEASE YOUR CUSTOMERS.

PUT UP IN

1/4-lb., 1/2-lb.	10-lb. wooden boxes
1-lb. and	35-lb. wooden pails
5-lb. pkgs.	100-lb. kegs
	300-lb. barrels



Merchants should recommend food products that are produced in clean factories.

DRINK DRINK DRINK

and yet more of it

That's the cry of everyone these scalding summer days. Favorites in the running are:—

Lytle's Lime Juice
Lytle's Lime Juice Cordial
Lytle's Raspberry Vinegar

Progressive grocers keep well stocked

The T. A. Lytle Co. Limited
TORONTO, CAN.

WINNIPEG and CALGARY



TO MANUFACTURERS AND SHIPPERS

DEAR SIRS, -

We wish to impress upon you the fact that **Winnipeg** and **Calgary** are the largest commercial centres in **The Great West**. We are in daily touch with all the wholesale grocers at the following points: Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), and Edmonton (2). We have large and commodious premises at Winnipeg and Calgary and are doing one of the largest brokerage businesses in this territory. We sell exclusively on commission and handle all lines sold by the wholesale grocers from A to Z.

If you are not represented in this territory we will be pleased to have you communicate with us; we secure business for a large number of the leading Canadian and United States houses and we can do the same for you.

If you wish to have your goods pushed among the wholesale grocery trade, write us, forwarding samples and prices.

We store in **Winnipeg** and **Calgary** all classes of goods and distribute cars at a moderate rate.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal or Mill Feed, write us for c.i.f. prices any port.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

*Think of Perfection, then think of as near to Perfection
as human hands will ever get—then you have*

“RIVERDALE BRAND”

Lessons from the failures of others were before us when we launched The Lakeside Canning Company.

One of the most important lessons was the essentialness of a never-go-wrong sanitary system. **That, we think, we have got.**

Another lesson was the essentialness of using pure spring water for all syrups. **That we rigidly do.**

Another lesson was the essentialness of having the very, very latest machinery. **That we have got.**

Don't wonder at Riverdale Brand superiority. Just acknowledge it and remember it

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC

Montreal

OTTAWA

And
She Trusted You!

Loss of confidence begets loss of trade—it's a good thing to keep on the safe side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

Next Time Give Her

Windsor Table Salt

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. That woman will keep on trading at your store.

The Canadian Salt Co., Limited
Windsor, Ont.

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.
All jobbers.

SYNONYMS OF EXCELLENCE

REINDEER

JERSEY



Sweetened



Unsweetened

Every user of Milk and Cream knows and appreciates these reliable brands.

Every store-keeper gets more than a good profit when he sells these brands.

Satisfied customers and increased business result.

TRURO CONDENSED MILK CO.
TRURO, N. S.

If you judge teas on their merits, that is looking to genuine cup quality, purity, fragrance, healthfulness, you will find

JAPAN TEAS

always your safest buying—Japan Teas cannot be imitated, equalled nor excelled—They stand absolutely in a class by themselves knowing this don't buy anything claimed to be "just as good"—

WRITE THE
Taylor & Pringle Co., Limited
OWEN SOUND

For Prices on Their Famous

RASPBERRY VINEGAR

LIME JUICE

FRUIT WINES

(Bottled and in bulk, put up in pints and quarts)

REFINED CIDER

SWEET CIDER

BANANA CIDER,

in half-barrels

Write for a Sample Order of their

Raspberry Vinegar

ORDER NOW

Taylor & Pringle Co., Limited

Stop to Think

JUST A MOMENT

You Sell

Matches

Do you make as much money on them as you would if you sold OUR MAKE?

You don't know our brands, do you?

Write for Price List.

A post card (1c.) will bring prompt reply.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

PICKLING SPICE

Our fancy ¼ lb. transparent pkgs. of selected Mixed Pickling Spice containing 19 varieties, is the best value on the market— and a rapid seller—Now is the time for placing your order—

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
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TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

We want to increase the Coffee end of your business.

Let us co-operate with you
for awhile and see what
happens.

Chase & Sanborn

The Importers, - MONTREAL

SOMETHING NEW!

FIRST Canadian Sardines in **KEY OPENING CAN**

Golden Rule Brand have it

GET PRICES FOR NEW PACK.

If you can't buy from your Jobber write us direct.

PROMPT SHIPMENT.

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SPANISH ONIONS (in Crates)

RAISINS (Valencia and Sultana)

CURRANTS

(also Cleaned,
in Half-Cases and 1-lb. Cartons)

For Import —

We represent only Reliable Shippers.

THOS. BELL, SONS & CO.,
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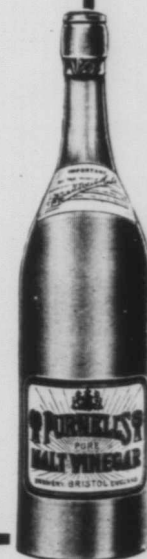
Purnell's
Pure Malt Vinegar

Brewed from the Finest Grown English Malt,
The best for Pickling and for the table.
Quality guaranteed. Profits good. Sales always increasing.

PURNELL, WEBB & CO., Ltd., Bristol, Eng.
Sauce and Pickle Makers

Apply to Agents for further particulars:

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Successfully Making Stove Polish

For forty years we have been successfully making stove polish that pleases the housekeeper. It is natural that we should know what they want

and how to make it right. **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish please the housekeeper and sell themselves without talk and bring the customer back for more. These are the stove polishes that it pays you to handle, with a good margin of profit.

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

24

Delicious Dessert for

10 Cents

**GREIG'S WHITE SWAN
RENNET TABLETS**

Each making one pint Junket. 24 in a tube.
To retail at 10 cents.

JUST THE THING FOR WARM WEATHER

3 DOZ. TUBES IN A DISPLAY TRAY.

The Robert Greig Co., Limited
WHITE SWAN MILLS
TORONTO

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

**Acme Can Works
MONTREAL**

TRAVELLERS' HOLIDAYS

Orders entrusted to us during the travellers' holidays (Aug. 4th to 18th) will have our usual prompt and careful attention. Write, or phone or wire at our expense. Your orders will be appreciated.

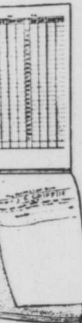
Thomas Kinnear & Co.

WHOLESALE
GROGERS

TORONTO AND PETERBORO

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FISHER CUT No.107



THE A. D

If You Want To Have YOU MUST HAVE SYSTEM



The Grain Monthly Account System is the recognized system for the retail trade. No retail shop is complete without it. It saves time. It saves money. It saves worry. Accounts are always ready to render. We are at your service and would be pleased to give you further information. Write us.

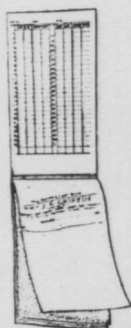


THE Rolla L. Crain Co
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OTTAWA, CANADA.

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74 Alliance Bldg.

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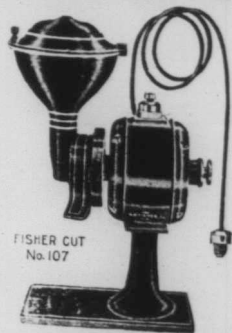
COUNTER CHECK BOOKS

"GET THE BEST"

—SAMPLES ON APPLICATION TO—

The Carter-Crume Company, Limited
TORONTO, ONT.

ELECTRIC POWER COFFEE MILLS



FISHER CUT
No. 107

This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

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

"WALKER BINS"

In order to meet the increased demand for WALKER BIN FIXTURES in the West, it has been found necessary to open Distributing Agencies for Manitoba, Saskatchewan and Alberta, and we are pleased to announce that connections have been made with Mr. Stuart Watson, 433 Main St., Winnipeg, for Manitoba, and The H. W. Laird Co., Limited, of Regina, for Saskatchewan and Alberta, by whom careful and prompt attention will be given to all enquiries for MODERN STORE FIXTURES.

Write for illustrated Catalogue
"Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

Quaker Canned Goods

There has been considerable discussion lately over canned goods, almost entirely over meats, but intentionally or unintentionally, canned fruits and vegetables have to a slight extent crept into the discussion. The highest authority in the United States on pure food, Professor Wiley, places canned vegetables as more healthy than the fresh vegetables usually sold on the market; and it is easy to understand why such should be the case. Now, we have just finished packing peas, and the process is perfection itself as far as purity and a fresh article is concerned, and the same system and results apply to about all canned vegetables and fruits, but we will take peas as an illustration—and remember, it is Quaker peas, we are talking about. Whether it is one, two or a five-acre field doesn't matter, the results are the same. This year we had 550 acres under contract with the farmers, and all within a radius of three miles of the factory. Now, we had three men on the road constantly, almost night and day, watching daily every acre of these peas, and when they were just at the right age for canning ordering the farmers to cut and draw. As soon as the farmers are instructed they enter the fields, with mowing machines rapidly cut the peas down, vines, pods and all, when they are loaded on to wagons and conveyed to the factory where they are immediately, vines, pods, and all, threshed by what are known as "viners," but which are simply threshing machines built purposely for threshing green peas. After being threshed they are carried forward automatically by conveyors through various machines, blanchers, washers, filling machines, cappers, right into process or cooking kettles, where they remain for nearly an hour under a pressure of 240 degrees of heat, or over 30 degrees higher than boiling water. This intense heat kills every germ and prevents any possibility of any particle of life being retained in the cans.

It frequently happens that in two hours after the peas are growing green in the fields they are in cans, and our aim in any event is to have them in cans the same day they are cut in the fields. Now compare this with the fresh or more generally stale peas you buy on the market. Every housewife knows that the podded peas you buy on the market are frequently of the stale variety, often forty-eight hours old before they are cooked and the flavor largely evaporated, and with the slight cooking they receive there is always the danger of germs or other imperfections that is not possible in canned goods after the scientific processing and cooking they receive.

The Packers of Quaker Canned Goods

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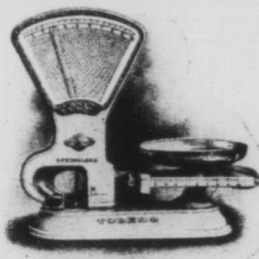
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TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World

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

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims 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.

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

They Cost Something, Of Course.



But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

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

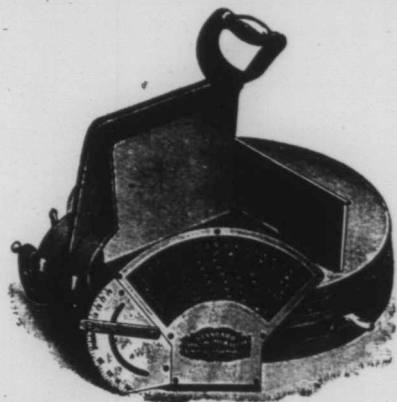
THE EBY, BLAIN CO., Limited, TORONTO.
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ALLISON COUPON CO.,

Manufacturers
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A Strong Combination in Cheese



The Standard Computing Cheese Cutter

The most accurate and complete Computing Cheese Cutter made, giving money values and weights at the same time.

The Standard Cheese Cabinet

A Cabinet of the highest quality in every detail.

WRITE FOR FOLDER AND SPECIAL PRICE

THE WALKER BIN & STORE FIXTURE CO., Limited
BERLIN, CANADA.

Western Agents: E. H. BRIGGS CO., Ltd., Winnipeg

DO YOU PREFER AN

Automatic Pendulum Computing Scale



to any other style? If so be sure to get the best and at the same time the cheapest—**We have it.**

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
 Full Capacity Thirty Pounds.
 Each Pound Same Width on Chart
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 Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

\$57.00

The "Dayton"

Send a postal to

THE COMPUTING SCALE CO.

OF CANADA, LIMITED

164 King Street West, TORONTO

During the travellers' holidays we invite you to

WRITE, WIRE OR PHONE

At our expense

All orders shipped same day as received

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



**Symington's
"Edinburgh"
Coffee Essence**

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—**W. B. BAYLEY & CO.**
Cor. Church and Colborne Sts. Toronto.

COLES Electrically Driven
Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

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 lbs. per minute.

Pulverizing 1/2 lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

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WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

68 MCGILL ST., MONTREAL

We control the sale of

"CANADA'S PRIDE" CANNED GOODS

FOR MONTREAL

The Best in the Dominion.

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SIGN OF PURITY

"For the next two weeks, while our travellers are on their holidays we are at your service. Your mail orders will be appreciated, but if the mail is too slow,

phone at our expense No. 596

and reverse the check. Will give orders our best attention."

Special quotations during holidays

Long Distance
Phone 596

BALFOUR, SMYE & CO. HAMILTON



TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system. Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity. Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries. Lowest rates of Insurance. Ratage and deterioration reduced to a minimum. Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter. Less worry for merchants and manufacturers when dealing with a company of large financial responsibility. For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.
12-38 Grey Nun Street, MONTREAL

RED FEATHER CANNED GOODS

FOR 1906 PACK

A limited quantity of these high-class goods can be purchased for Fall delivery. This brand is in a class by itself—quality guaranteed to be the highest grade packed, and labels the most attractive embossed work ever put on a can. We challenge comparison.

Nothing on the market can compare with **RED FEATHER**. Will sell on sight, and they are just as good on the inside as their outward appearance indicates.

W. H. GILLARD & CO.

AGENTS
HAMILTON
WHOLESALE GROCERS

Thank you

for your courtesy during the week. Our "order department" is at your service the coming one by **mail, phone or wire.**

LUCAS, STEELE & BRISTOL

SELLING AGENTS

HAMILTON, - ONT.

"QUEEN BRAND PEAS"

Are The Best Peas Packed in Canada To-day

This is no exaggerated statement. We have made a SPECIALTY of Peas for years, and Grocers who have handled our

QUINTE GARDEN SIFTED JUNE
SWEET WRINKLE and GOLD LABEL
FRENCH PEAS

KNOW that these varieties are properly graded, have a perfectly clear Syrup, are tender and far superior to any and all brands on the market.

Grocers who have not yet placed your orders ask your Wholesale House for any of the above grades of QUEEN BRAND Peas. One trial order will prove all we say.

BELLEVILLE CANNING CO.,
BELLEVILLE, ONT.



CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

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

"ANTITIS PEPPER"

The New Pepper KING OF ALL PEPPERS

Guaranteed absolutely a pure blend
of Finest Peppers

Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane
LONDON, England
TRIAL ORDERS SOLICITED

PRIDE—VICTORY

We take pride in making

NICHOLSON'S MINCE MEAT

We take satisfaction in seeing
its victory

*The White Olive
of Profit is yours*

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

There you are!

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.



TRAVELLER'S VACATION

Commencing on August 4th and continuing until August 18th our Ontario men will be on their summer vacation.

While they are away the retail grocer will be compelled to supply his trade, and will want to keep up his stock.

To assist, we are making especial arrangements for handling intelligently and promptly all business of this nature.

Our telephones are 1265—422—1816 Call us up for quotations and if in need of goods, at our expense.

JAMES TURNER & CO., HAMILTON, ONT.

WHOLESALE GROCERS



STRAIGHT POINTERS ON CANNED GOODS

You run no risk at all in recommending "Essex" canned goods to your most particular customers. They measure up to a higher standard than anything you're accustomed to, and are guaranteed strictly high-grade in every detail of quality and flavor. We own the very latest facilities for doing things right, and insist on such satisfaction as the trade has never known before.

The "Essex" Brand

is a step nearer perfection than anything now in sight, both fruits and vegetables being specially selected and carefully handled. The very conditions under which we operate, make cleanliness and thoroughness our first consideration, with no room anywhere in this business for slap-dash methods. If you want the best, insist on the best. Our guarantee goes with every shipment.

THE ESSEX CANNING AND PRESERVING CO., Limited

Head Office: 8 Wellington St. East, TORONTO

Factory: ESSEX, ONT.

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Toronto, Ont.

OTTAWA GROCERS' OUTING

A Record Attendance and a Very Enjoyable Time at Arnprior on Monday—Interesting Programme of Sports—Music by the Guards' Band.

Monday was Civic Holiday at the capital and the Ottawa Retail Grocers' Association celebrated by holding their annual excursion and picnic to Arnprior.

They were all out—the Ottawa retail grocers, their families, and their friends. The "all" covers a lot, as it means a united and well organized and active body of businessmen, men who leaving the cares and worries of business behind them, recked not whether sugar went up or down 10c., or worried about the short pack of tomatoes and other goods. They were out to enjoy themselves and it goes on record that they did. Despite the heavy drawback of the heavy Barnum & Bailey's circus counter attraction—and what will worry the heads of families more than the importunities of the chil-



F. W. FORDE, President.

dren around circus time—despite the baseball and other local sports scheduled for the city amusements—despite all these handicaps, the grocers turned out some 1,000 strong, and entraining at the G.T.R. depot, hied themselves to Arnprior.

There in McLaughlin's Grove—with-out a doubt the most ideal picnic ground and grove in the land—they disported themselves in the happiest manner. There were three trains from Ottawa and these were loaded to the trucks with happy passengers. The citizens of the lumber town on the Madawaska swelled the crowd in the afternoon by several thousand more, and altogether when The Grocer sized up the crowd, no less than three thousand people were on the grounds. There was nothing to mar the day. The weather, which had looked threatening in the morning, cleared up and though it was warm it was an ideal

picnic day. The participants entered into the various sports and games with the greatest interest and enjoyment. It is a credit to the committees and management that every event on the programme was run off on schedule time—a feature often missing from similar sports. In this respect the Ottawa retail grocers can lay claim to uniqueness. Every event on the long programme was set down for a certain time and finished without delay. With one exception this was the case this year, the baseball match between Arnprior and the Ottawa Columbia team, which was scheduled for 10.30 did not come off on account of the non-appearance on the grounds of the Arnprior team. The silver cup naturally was awarded to the Ottawa team, which played an exhibition game with a pick-up team in order to satisfy the visitors.

All of the features were interesting, among the most being the great Comfort Soap race, in which thirty-six married and marriageable young ladies participated. The winner of the race was proud of her gold watch and the winner of this event will win a prize worth striving for. The dancing booth was well patronized and demonstrated that the young ladies of Ottawa are in the first rank in stepping the light fantastic. The band of the Governor-General's Foot Guards furnished a splendid programme of music under one of the grand old pine trees that adorn the grove.

The refreshment booths, of which there were three, supplied the hungry and thirsty visitors with the necessaries. A number of the larger hotels down town, such as the Campbell House and the McPhee House, also catered to the hungry ones.

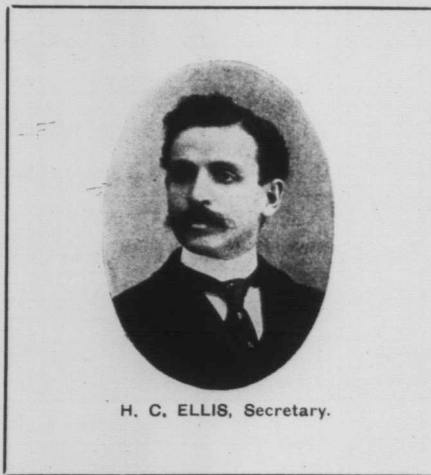
The committee of sports and attractions, of which A. G. Johnson was chairman, consisted of E. Lamoreaux, T. W. Collins, C. McLean and E. Seannell, and all these gentlemen worked like the proverbial beaver to have things run off quickly and in order. D. Halliday and his megaphone were a great force in getting the crowds into line for the races and H. Moffatt and his lonely little pistol sent 'em off on the crack. Fred W. Forde, president; Herb. Booth, vice-president, and Veteran H. C. Ellis, secretary of the Grocers' Association were here, there and everywhere with help, advice and hard work. It is no wonder with an executive of this calibre that everything went off in a manner that would put many a professional event to shame.

The city travelers as well as country salesmen were on hand helping to make things pleasant. Among those noticed were Gerald Fitzgerald and John Hawkin, of the F. J. Castle Co.; Robt. Kennedy, of Forbes Bros., Montreal; J.

Walker and H. Gamble, of the Weston Co, Toronto; John J. Casey, of the Empire Tobacco Co., Montreal; W. J. Corby, of Corby & Foulkes, Ottawa; M. McCann, of E. E. Plain & Co., Ottawa; R. B. White, of J. G. White & Co., Ottawa; F. D. Cockburn, manager Montreal branch Comfort Soap Co., and Thos. Scott, the pleasant-faced Comfort Soap salesman in the Ottawa Valley.

Treasurer C. J. Provost was a busy man at the gate, and Mr. Davidson and Hunter Scott were able and willing lieutenants. Among the other active workers were noticed Mr. Warnock, George Shouldis, president of the Bakers' Association, who is always hand and glove with the grocers and a prime favorite and worker. "Say Corby," of Corby & Foulkes, was a striking figure and seemingly popular, judged by the frequent greetings he received.

The games were finished promptly on schedule time and the return journey to Ottawa made at 6.35 and 7.15, the latter being the special. "A perfect day, a happy time and a contented return" sums up the Ottawa retail grocers' annual picnic. The Grocer is indebted to



H. C. ELLIS, Secretary.

the committee for the invitation to join them and their friends in the pleasant event, and wishes them as good and, if possible, a better time in 1907.

List of Sports.

The prize winners in the sports were as follows:

Girls' race, 12 years and under, 100 yds., open—Clara Ashfield, Annie Howe and Gladys Lewis.

Boys' race, 12 years and under, 100 yards, open—H. Ashfield, W. Lewis and R. Duncan.

Boys' boot and stocking race, 100 yds., open—H. Evoy, A. Corle and Clarke Woods.

Boys' race, 12 to 16 years, 100 yards, open—Dan Sullivan, H. Ashfield, and Clarke Woods.

Grocery drivers' race, 100 yards—Fred Dougal, N. Cardinal and E. Cote.

Hop, step and jump, open—Barney Quinn, H. Howard and A. Ingraham.

Lady employes' race, 100 yards—Miss Erwin, Miss Plaunt and Miss Atkinson.

One hundred Williams, H. E. Young ladies. Ashfield, Howe.

Half mile race. Graham and Comfort Soap. Patton, Miss Lewis, Mrs. J. Graham and M. Three-legged. Quinn and H. Ashfield. Fat men's race, and over—McLean.

Quoit match. Woods, T. White. Pole vaulting. Ingraham. A. Waltzing cot. wa, and Miss S. first; H. Cooke. wa, second.

Grocery clerks' Halliday, J. La. Committee n. Lamereaux and Merchants' r. an. T. Collins. Commercial. J. Walker at Married ladies. Mrs. J. W. and Mrs. Ingra. Sack race, 75. H. Fawcett and. In the tug-of-w. clerks and the victorious.

Lis

Following donated prizes: Montreal; Ball. on; Chas. Gurne, Brown & C. Montreal; Pure. The N. K. Fa. Lever Bros., T. Co., Montreal; real; The Canac. Toronto; Jam. York; Queen. Orlvie Flour. Chase & Sanb. Stewart & Co., Gregor, Ottawa. wa; James As. race Sugar Re. Cochrane & Co., our, Ottawa; t. wa; A. Huckl. Mfg. Co., Ottaw. wa; Mooney l. wa; Robertson. amp Co., Toro. MacLean l. and Toronto; D. on, Ottawa; J. at St. Lawren. The Cowan. ing Co., Tor. Mfg. Co., Lond. on; Henri. W. Gillet C.

One hundred yards dash, open—E. Williams, H. Howard and B. Quinn.
 Young ladies' race, 75 yards, open—Dora Ashfield, Dora Bratton and Annie Lowe.
 Half mile race, open—E. Williams, A. Graham and R. Girouard.
 Comfort Soap race, 100 yards—Dora Bratton, Miss O'Connell, Mrs. J. W. Lewis, Mrs. J. W. Davis, Gertie Ingraham and Miss O'Hara.
 Three-legged race, 100 yards, open—B. Quinn and A. Williams, J. Elliott and H. Ashfield.
 Fat men's race, 100 yards, open, 200 lbs. and over—B. Quinn, E. Lintell and C. McLean.
 Quoit match, open—T. J. O'Neill, W. Woods, T. Wheeler.
 Pole vaulting—H. Howard, G. Houlihan, A. Ingraham.
 Waltzing competition—M. Shea, Ottawa, and Miss Sadie Mullen, Hintonburg, first; H. Cooke and Ollie Carriere, Ottawa, second.
 Grocery clerk's race, 100 yards—Ray Halliday, J. Larkin and R. Meekin.
 Committee men's race, 100 yards—P. Lameraux and T. Collins.
 Merchants' race, 150 yards—J. Vaughan, T. Collins and E. Lameraux.
 Commercial travelers' race, 150 yards—J. Walker and J. J. Casey.
 Married ladies' race, 100 yards, open—Mrs. J. W. Davis, Mrs. J. W. Lewis and Mrs. Ingraham.
 Sack race, 75 yards, open—B. Heron, H. Fawcett and E. Cote.

In the tug-of-war between the grocery clerks and the drivers the latter were victorious.

List of Donors.

Following is a list of those who donated prizes: W. M. Lowney Co., Montreal; Balfour & McLaren, Hamilton; Chas. Gurd & Co., Montreal; Christie, Brown & Co., Toronto; The Ozo Co., Montreal; Pure Gold Mfg. Co., Toronto; The N. K. Fairbank Co., Montreal; Lever Bros., Toronto; Walter Baker & Co., Montreal; Sultana Mfg. Co., Montreal; The Canadian Shredded Wheat Co., Toronto; James Pyles & Sons, New York; Queen City Oil Co., Ottawa; Ogilvie Flour Mills Co., Montreal; Chase & Sanborn, Montreal; Verret, Stewart & Co., Montreal; J. D. McGregor, Ottawa; C. E. Plain & Co., Ottawa; James Ashfield, Ottawa; St. Lawrence Sugar Refinery, Montreal; C. H. Cochran & Co., Ottawa; Lerner & Moyner, Ottawa; Ottawa Cold Stores, Ottawa; A. Huckles & Co., Ottawa; Clark Mfg. Co., Ottawa; J. M. Lavoie Co., Ottawa; Mooney Biscuit & Candy Co., Ottawa; Robertson Bros., Ottawa; Comfort Soap Co., Toronto; R. Irvine, Ottawa; The MacLean Publishing Co., Montreal and Toronto; D. Stewart Robertson & Co., Ottawa; Joseph O'Mara, Palmersville; St. Lawrence Starch Co., Port Credit; The Cowan Co., Toronto; The Robt. King Co., Toronto; The McCormick Mfg. Co., London; United Factories, Toronto; Henri Jonas & Co., Montreal; W. Gillet Co., Toronto; Church &

Dwight, Montreal; Fels & Co., Philadelphia; Bovril, Montreal; Marriott & Aeres, Ottawa; American Tobacco Co., Montreal; H. J. Heinz Co., Pittsburg; W. H. Dunn, Montreal; H. N. Bate & Sons, Ottawa; the Fleischman Co., Montreal; J. Freedman, Ottawa; J. G. Whyte &

Son, Ottawa; Provost & Allard, Ottawa; The Lake of the Woods Milling Co., Ottawa; A. Eugene Landriau, Ottawa; D. S. Perrin, Ottawa; Weston Biscuit Co., Ottawa; Snowden, Forbes & Co., Montreal; F. J. Castle Co., Ottawa; Mrs. A. E. Slinn, Ottawa.

'T'WAS THE CLERKS' DAY OFF

Guelph Association Hold Their Annual Excursion and Picnic to Berlin and Enjoy a Very Pleasant Outing—a Record Attendance.

The Guelph, Ont., Clerks' and Salesmen's Association hold an annual excursion and picnic to Berlin. The event this year took place on Thursday, July 26 and with fair weather and every detail satisfactorily carried out, was unanimously agreed to be the best ever. The attendance numbered 1850, also a record, and no accident marred the day's enjoyment.

The principal entertainment for the afternoon was the programme of sports held before the grand stand in Victoria Park. R. S. Cull and J. J. Roberts acted as starters, and J. P. Downey, M.P.P., Fred Hendley and G. O. Phillip were judges. All the events were contested in a fine spirit.

What the Athletes Won.

The winners and prizes were:
 Potato race—1st prize, umbrella, value \$4, donated by Thornton & Douglas, H. King; 2nd prize, half dozen ties, value \$3, donated by E. & S. Currie, Toronto, R. Robinson; 3rd prize, pipe, value \$2.50, donated by McHugh Bros., C. Barber.

Ladies' 50-yard race—1st prize, 5 lbs. Almara tea, donated by H. P. Eckhardt & Co., Lyndon Hooper; 2nd prize, two boxes chocolate, value \$2, donated by Bean & Westlake, L. Steele; 3rd prize, 1 tin lard, value \$1.25, donated by J. & A. McHardy, L. Ritchie.

100 yards boys' race—1st prize, \$2.50, by W. R. Brock & Co., Toronto, Smith; 2nd prize, \$1.50, by W. R. Brock & Co., Toronto, W. Watson; 3rd prize, \$1, by W. R. Brock & Co., Toronto, W. Howe.

Quick on the Needle.

Ladies' needle-threading race—1st prize, opera glasses, value \$6, donated by Hugh Guthrie, M.P., Miss L. Steele and Mr. C. Peer; 2nd prize, chateline bag, value \$3, donated by R. S. Cull, Miss L. Ritchie and C. Worthington; 3rd prize, parasol, value \$2.50, donated by D. E. Macdonald & Bros., Miss F. McCullough and Mr. O. Warner.

100 yards open—1st prize, \$3, by J. J. Roberts, L. Watt; 2nd prize, \$1.50, by J. C. Roberts, L. Hood; 3rd prize, 50 cents, by J. J. Roberts, J. Brohman.

Donkey race—1st prize, 4 shirts, value \$6, donated by Williams, Greene & Rome, E. Carter and C. Henderson; 2nd prize, 2 shirts, value \$3, donated by Williams, Greene & Rome, C. Barber and O. Warner; 2nd prize, 4 lbs. coffee,

value \$2, donated by Todhunter & Mitchell, A. Webb and T. Wilson.

Cigarette race—1st prize, umbrella, value \$5, donated by J. P. Downey, M.P.P., Miss R. Ridler and Mr. F. Ireland; 2nd prize, jardiner, value \$3, donated by J. A. McCrea & Son, Miss O. Northmore and Mr. A. Northmore; 3rd prize, box cigars, value \$2.50, donated by J. Tilk, Miss A. Northmore and Mr. C. Henderson.

100 yards, for clerks only—1st prize, \$5, donated by Christie, Brown & Co., R. Robinson; 2nd prize \$3, by Christie, Brown & Co., W. Hood; 3rd prize \$2, by Christie, Brown & Co., H. King.

On Their Hands.

Wheelbarrow race—1st prize, 100 lbs. flour, value \$3, donated by the James Goldie Co., A. Webb and T. Wilson; 2nd prize, one dozen handkerchiefs, value \$2.50, donated by Caulfield, Burns & Gibson, W. Hood and W. Sheridan; 3rd prize, 3 lbs. baking powder, value \$1.50, C. Henderson and J. Philpots.

Backward race—1st prize, 1-2 dozen ties, donated by E. & S. Currie, H. King; 2nd prize, 12 boxes jelly powder, two bottles Sheriff's extract, W. Sheridan; 3rd prize, 10 shins, donated by A. Simpson, C. Barber.

Employers' race—1st prize, lamp, value \$5, donated by Gowans, Kent & Co., L. Watt; 2nd prize, box cigars, value \$3, donated by Canada Paint Co., C. Worthington; 3rd prize, 5 lbs. Red Rose tea, value \$2, donated by Red Rose Tea Co., W. Sheridan, R. O'Connor.

Ladies' tea race (run 50 yards, pick up packages of tea and keep all you gather up; tea donated by Red Rose Tea Co.—Maggie McLean, Lyndon Hooper, Grace Hewert, Olive Northmore.

100 yards, clerks only—1st prize, toilet set, value \$5, donated by C. C. Smye, Hamilton, R. Robinson; 2nd prize, 5 lbs. tea, value \$3, donated by Balfour & Co., Hamilton, G. Hefferman; 3rd prize, side of bacon, value \$2, donated by Mathews Packing Co., Brantford, W. Colson; 4, A. Northmore.

100 yards dash, grocery clerks only—1st prize, toilet set, value \$5.50, donated by Kerry Gow, Hamilton, W. Hood; 2nd prize, two tins of coffee, donated by Todhunter & Mitchell, A. Northmore;

3rd prize, 3 bottles Heinz pickles, value \$1.50, donated by J. A. McCrea & Son, John Oakes.

A Prize Dancer.

After supper dancing in the pavilion was the order of the evening and Blanchfield's orchestra furnished excellent music. A prize for the best lady dancer, given by G. O. Phillips, proprietor of the Walper House, Berlin, went to Miss Eliza O'Connor. The return train left at 11.30 p.m. and all got home safely, tired but happy.

FIXING FREIGHT RATES.

Some time ago the Wm. Davies Co., Toronto, applied to the Railway Commission to have the freight rate on pork products from Toronto to Montreal reduced from 19c. per cwt. to the old rate, 16½c. The board have ordered a maximum rate of 18c. including terminal charges. The order provides that it shall not be compulsory on the railway companies to reduce the rate below 18 cents per cwt. as a consequence of any reduction because of competition below the normal rate of 30 cents per cwt. on similar products from Chicago to New York.

This is to be the basis for rates from other Ontario points to Montreal as follows: Peterboro, 17 cents; Hamilton and Brantford, 18 cents; Aylmer, Ingersoll, London and Stratford, 19 cents; Petrolia, Palmerston, Harriston and Collingwood, 20½ cents.

Commissioner Dr. Mills dissented from the order in the matter of restriction.

ONTARIO APPLE CROP.

Mr. Carey, Government fruit inspector, stated yesterday that the apple crop east of Toronto will be a very light one this season and that it will be light also in the Georgian Bay district where, he says, apple cultivation is going back on account of the scab that is affecting the apples in that neighborhood. He stated that east of Toronto the farmers are putting in 100 trees to one that is going in west of Toronto. He instanced one place, a mile and a half from Newcastle, where the farmers have planted continuous fields of apple trees.

PERSONAL AND TRADE NOTES.

M. C. Nicholl, Cobourg, Ont., was in Toronto this week.

Ed. McDowell, Oshawa, called on the trade in Toronto this week.

John T. Joyce, grocer, Owen Sound, is away on a month's holidays.

H. P. Long, of Little & Long, Orono, Ont., was in Toronto last week on business.

J. W. Shire, commercial traveler, Owen Sound, is spending a few days in Toronto.

D. Robinson, Tara, Ont., was in Toronto last week calling on the wholesale trade.

Geo. Sanderson and F. Omrod, of John Sloan & Co., will holiday together in the north.

F. W. Forde, Ottawa, has returned from a three weeks trip to Banff and the Rockies. An enjoyable time was

spent by him. Mrs. Forde remained west for a few weeks longer.

Capt. Jas. Adams, of Davidson & Hay, is visiting friends in Buffalo, Cleveland and Detroit.

J. B. McRae, of T. Kinnear & Co., will spend his holiday at home with his family in Galt.

L. J. McConky, Bradford, Ont., is taking a trip west to see the country and visit relatives.

R. C. Blackburn, of Davidson & Hay, is spending his holidays at Breezes Island, Stoney Lake.

S. E. Qua, of Davidson & Hay, is visiting friends in Buffalo and Detroit during his holidays.

A. Hill, of Davidson & Hay, is taking advantage of the holidays to be home at Guelph for a fortnight.

Mr. Burk and daughter, Dundas, Ont., returned home last week after an extended holiday trip.

A. D. Leslie, of Davidson & Hay, is enjoying the high altitude of Lake Simcoe at Roache's Point.

Woodley Musson, of Geo. Musson & Co., tea importers, is spending a few weeks vacation in Rochester, N.Y.

F. M. Tait, of John Sloan & Co., is spending the two weeks holidays with his family at Fern Lake, Muskoka.

Robert Keys, of T. Kinnear & Co., is putting in his holidays very enjoyably with his family at Southampton, Ont.

R. Pratt, of the Red Rose tea Ontario selling staff, is spending with his family a three weeks vacation at his old home Wolfville, N.S.

J. W. Elliott, grocer, Coldwater, who was burned out last week, is getting temporary premises ready and is about ready to do business again.

Allan Deans, of Galt, spent Sunday and Monday with friends in Berlin and Stratford. Berlin is included just to keep the inquisitive guessing.

Jack Canning, head salesman for Deans & Walker, Galt, is spending this week at Goderich and Stratford, taking part in two old boys' reunions.

Miss E. Lillian Stephenson, demonstrator for Red Rose tea, returned Saturday from a three weeks health-getting sojourn at Jackson's Point, Ont.

Jason S. Creed, of Montreal, Canadian agent for Lipton Limited, was in Winnipeg last week on business and called at the office of The Canadian Grocer.

J. W. Boesbery, of the Eby, Blain Co. has gone with Mrs. Boesbery to Detroit and Chicago and will spend a week of the holidays at Waukesha Springs, Wis.

H. Brett, Phil Brown and W. H. Maxwell, travelers for John Sloan & Co., are spending their holidays at the Thousand Islands and on the lower St. Lawrence.

C. Newman, of Davidson & Hay, is occupying his holiday adding a new coat of decoration to his Summer house at the Beach, Toronto. Here's power to his elbow.

John B. Campbell, of Campbell & Pinkerton, Pinkerton, Ont., is now dividing his time between business and Southampton, with its fishing, boating, bathing and good company.

W. B. Smith, of Davidson & Hay, is in the garden of Eden. That is what he calls the Niagara fruit district and he thinks it is the original or a good copy of it, at any rate will be when they grow figs there.

W. L. MacKenzie, of the grocery brokerage firm of W. L. MacKenzie & Co., Winnipeg, went east late in July on a month's vacation. Mr. MacKenzie will

visit in Toronto, Montreal and Halifax before his return.

Some of the travelers between Toronto and Owen Sound struck hard luck last week with civic holidays. They found nothing doing in Orangeville Monday, Owen Sound Wednesday and Dundalk, Flesherten and Markdale on Friday.

B. Trudel, manager of the tea department of L. Chaput, Fils & Cie., Montreal, is enjoying a few weeks vacation at St. Tite, P.Q., where Mr. Trudel and friends own a lovely lake and outlying grounds.

The citizens of Ayr, Ont., are arranging a grand picnic for August 15 to celebrate the opening of a new village park recently purchased by the municipal council. Prominently associated with the celebration are C. K. Morton, J. G. Watson, D. McCool and other merchants.

J. B. Poirier, of Montreal, was in Winnipeg last week in the interests of the Beach Calculating Machine Co. Mr. Poirier was a prominent Retail Grocers' Clerks' Association man in Montreal and although now in another line of business still takes a keen interest in association work and in The Canadian Grocer.

Geo. H. Campbell, Toronto manager for Red Rose tea, is spending a few weeks with his family at Long Branch, Ont. Despite the fact that every day finds him at business during the usual hours, he is taking on a fine copy of a Muskoka tan. Geo. E. Taylor, of the same company, is also at Long Branch.

Dr. Pearson, medical health officer, of Brantford, Ont., has reported to the board of health that preservatives are being used in fresh meat in that city. For some time he has been secretly conducting tests and has found that sulphur, sulphurous nitrate and borax have been used, as well as starchy matter, presumably an adulterant.

John Haydon, of John Sloan & Co., spent the week end at Chautauqua Park, Niagara-on-the-Lake, where his friend, C. Kloepper, Berlin, has a cottage this Summer. Mr. Haydon attended the Mount Forest Old Boys' home-coming celebration and will spend a few days at Kingston and Belleville and down the St. Lawrence.

Fred Rose has joined the Toronto traveling staff of Red Rose tea. He is well known to the grocery trade and the similarity of his name and that of his tea strikes them at once as something in the manner of a pun. When they hand it to him, as most of them do, without any diffidence or needless delay his answer is ready, "I'm thinking of dropping the F." He'll soon be known to the trade as Red Rose. He has taken the place of Geo. E. Taylor, who has undertaken some special advertising work.

W. Collins, one of Perkins, Ince & Co.'s Toronto travelers, has returned from two weeks holidays in Algonquin Park. He says that's the paradise of all kinds of outdoor holidaying, God's own country, the last resort of nature and nature lovers. Wood, lake and stream are as the ages have left them. Of his piscatorial feats Mr. Collins would not talk, not because there were none to talk about, but, as he said, "Fishing! Why, if I told you about it you wouldn't believe it, so what's the use?" So delighted was Mr. Collins with his sojourn in the wilds that he talks of organizing a large company of travelers to go gamping in the Algonquin next Summer.

The Canadian

Baking Powder- Gillett, E. W. Co., McLaren, W. D.,

Biscuits, Confections- Cowan Co., Toronto

Fingery Mfg. Co., McLaughlan, Sons

Mooney Biscuit & Mott, John P., & Co National Licorice

Woods and Bros Woods, Walter, &

Canned Goods- Balfour, Smye & Belleville Canning Bloomfield Packing Canadian Canneries Lakeside Canning Manitoba Canning

Man Napanee Canning (Mt) Homestead Co Turner, James & C

Cans. Tin- Acme Can Co., Mo

Cash Registers- National Cash Reg

Cash Sales Books- Carter-Crume Co.,

Cheese Cabinets- Walker Bin and St

Cigars, Tobaccos- American Tobacco Empire Tobacco Co McDougall, D., & C Payne, J. Bruce, G Tuckett, Geo. E. &

Clothes Lines- Hamilton Cotton C

Cocoas and Chocs- Baker, Walter & C Cowan Co., Toronto

Dunn, Wm. H., M Epps, James, & Co Lowney, Walter M. Mott, John P., & C Peter's Chocolate, I Stewart Co., Toron

Computing Scales- Computing Scale C Toledo Computing

Concentrated Lye- Gillett, E. W. Co.,

Condensed Milk- Borden's-Wm. H. Frazee Condensed M

Consulting Chem- Kaufmann, W. P.,

Counter Check Bo- Allison Compton Co. Carter-Crume Co.,

Cordials- Batger's, Rose & L

Crockery, Glasses- Gowans, Kent & C

Dairy Produce an- Clark, Wm., Monr Dawson Commissio Fearman, F. W., C MacLaren Imperial

Montreal Packing P Park, Blackwell Co Power, B. H., Halli Rutherford, Marsh Ryan, Wm., & Co.,

Acme Can Works Adam Geo. & Co. Adams, J. T., & Albert Soaps Allison Compton Co American Tobacco Antisepic Pepper Co Ashley & Lightcap

Balfour, Smye & C Battle Creek Health Bell, Thos., & Co Belleville Canning Bloomfield Packing Blue Ribbon Tea C Bradstreet's Braid, Wm., & Co

Campbell's, R., Sor Canada Paper Co. Canada Sugar Refin

Canadian Canneries Canadian Flour an Canadian Press Chi

Canadian Salt Co.. Capstan Manufact Carman, Joseph. . . . Carter, F. W. . . . Chase & Sanborne. Cheyne, J. A. . . . Clark, W. A. . . .

Colville-Georgeson Colles Manufacturir Colson, C. E., & Sot Computing Scale C Gonnors Bros. . . . Gowans Co. . . . Fox, J. & G. . . . Crane, Rolla L. . . .

Davenport, Percy I Davidson & Hay.. Dawson Commissio De Ybarro, J. J. Hamilton Molasses Doughty, A. C., & I Dunn, Wm. H. . . .

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.

Gillett, E. W., Co., Toronto. McLaren's, W. D., Montreal. Biscuits, Confectionery, Gum, Etc. Bowman Co., Toronto. Kingery Mfg. Co., Cincinnati. McLaughlan, Sons & Co., Owen Sound. Mooney Biscuit & Candy Co., Stratford. Mott, John P. & Co., Halifax, N.S. National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.

Woods, Walter, & Co., Hamilton. Canned Goods. Balfour, Smye & Co., Hamilton. Belleville Canning Co., Belleville, Ont. Bloomfield Packing Co., Bloomfield, Ont. Canadian Canners, Hamilton. Lakeside Canning Co., Wellington, Ont. Manitoba Canning Co., Grande Pointe, Man. Napanee Canning Co., Napan, E. Ont. Old Homestead Canning Co., Picton. Turner, James & Co., Hamilton, Ont.

Cans, Tin.

Acme Can Co., Montreal. Cash Registers. National Cash Register Co., Dayton, O. Cash Sales Books. Carter-Crumme Co., Toronto.

Cheese Cabinets.

Walker Bin and Store Fixture Co., Berlin. Cigars, Tobaccos, Etc. American Tobacco Co., Montreal. Empire Tobacco Co., Montreal. McDougall, D., & Co., Glasgow, Scot. Payne, J. Bruce, Granby, Que. Tuckett, Geo. E. & Son Co., Hamilton.

Clothes Lines.

Hamilton Cotton Co., Hamilton. Cocoa and Chocolates. Baker, Walter & Co., Dorchester, Mass. Cowan Co., Toronto. Dunn, Wm. H., Montreal. Epps, James & Co., London, Eng. Lowney, Walter M., Co., Boston, Mass. Mott, John P. & Co., Halifax, N.S. Peters Chocolate, Montreal. Stewart Co., Toronto.

Computing Scales.

Computing Scale Co., Toronto. Toledo Computing Scale Co., Hamilton. Concentrated Lye. Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.

Borden's-Wm. H. Dunn, Montreal. Truro Condensed Milk Co., Truro, N.S. Consulting Chemists. Kaufmann, W. P., Toronto.

Couster Check Books, Etc.

Allison Coupon Co., Indianapolis, Ind. Carter-Crumme Co., Toronto. Cordials. Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.

Gowans, Kent & Co., Toronto. Dairy Produce and Provisions. Clark, Wm., Montreal. Dawson Commission Co., Toronto. Fearnan, F. W., Co., Hamilton. MacLaren Imperial Cheese Co., Toronto. Montreal Packing Co., Montreal. Park, Blackwell Co., Toronto. Power, B. H., Halifax, N.S. Rutherford, Marshall & Co., Toronto. Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance.

Bradstreet Co. Fish. Atlantic Fish Co., Lunenburg, N.S. James, F. T., Co., Toronto. Loggie, W. S., & Co., Chatham, N.B. McWilliam & Everist, Toronto. Millman, W. H., & Sons, Toronto. Windsor, J. W., Montreal.

Flavoring Extracts.

Capstan Mfg. Co., Toronto. Imperial Extract Co., Toronto. Fly Pads. Wilson, Archdale, Hamilton, Ont.

Foreign Importers.

Boyd, Thos., & Co., Liverpool, Eng. Colbeck, Henry, Newcastle-on-Tyne, Eng. Doughty, A. C., & Co., London, Eng. Gaitakell, J. H., Liverpool, Eng. Gregson, W. C., & Co., Liverpool, Eng. Little, Geo., Manchester, Eng. Murray, Oswald & Co., London, Eng. Rapp, Herman, & Co., Liverpool, Eng. Scott, David, & Co., Liverpool, Eng. Vincentelli, P. & F., Antwerp. Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.

Davidson & Hay, Toronto. Dawson Commission Co., Toronto. De Y Barrondo, J. V., & Co., Bordeaux, France. Gibb, W. A., & Co., Hamilton. Gillard, W. H., & Co., Hamilton, Ont. Hilborn, W. W., Leamington, Ont. James, F. T., Co., Toronto. Kinnear, Thos., & Co., Toronto. Lucas, Steele & Bristol, Hamilton. McWilliam & Everist, Toronto. Rattray, D., & Son, Montreal. Robinson, O. E., Ingersoll. Smith, E. D., Winona, Ont. Stringer, W. B., & Co., Toronto. Tippet, A. F., & Co., Montreal. Turner, James, & Co., Hamilton. Walker, Hugh, & Son, Guelph. Warren Bros., Toronto. White & Co., Toronto.

Gelatine.

Cox, J. & G., Edinburgh, Scotland. Nicholson & Brock, Toronto.

Grain, Flours and Cereals.

Greig, Robert, Co., Toronto. Ham Iton Saratoga Chip Co., Hamilton. Kirouac, Nap. G., & Co., Quebec. McFall, A. A., Bolton, Ont. McLeod Milling Co., Stratford, Ont. Nicholson & Bain, Winnipeg. Nicholson & Brock, Toronto. Peterboro' Cereal Co., Peterboro', Ont. Quance Bros., Delhi, Ont. Tanguay, Alf. T., & Co., Quebec. Western Canada Flour Mills Co., Toronto. Wilson, W. H., Co., Tillsonburg, Ont. Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.

Balfour & Co., Hamilton. Battle Creek Health Food Co., Battle Creek, Mich. Bell, Thos. Sons & Co., Montreal. Campbell Wilson & Howe, Calgary, Alta. Canada Brokerage Co., Toronto. Codville-Georgeson Co., Winnipeg. Colson, C. E. & Son, Montreal. Davidson & Hay, Toronto. Eby, Blain Co., Toronto. Eckardt, H. P., & Co., Toronto. Gillard, W. H., & Co., Hamilton. Kinnear, T., & Co., Toronto. Lucas, Steele & Bristol, Hamilton. Turner, James, & Co., Hamilton. Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.

Coles Mfg. Co., Philadelphia, Pa. Enterprise Mfg. Co., Philadelphia, Pa. Fisher, A. D., Co., Toronto. Sprague Canning Machinery Co., Chicago.

Infants' Foods.

Keen, Robinson & Co., London, Eng. Interior and Exterior Store Fittings. Walker Bin and Store Fixture Co., Berlin.

Jams, Jellies, Etc.

Batger's—Rose & Laflamme, Montreal. Goodwillie's—Rose & Laflamme, Montreal. Smith, E. D., Winona, Ont. Southwell & Co.—Frank Magor & Co., Montreal. Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.

Adam, Geo., & Co., Winnipeg, Man. Adamson, J. T., Montreal. Ashley & Lightcap, Winnipeg. Carman, Joseph, Winnipeg, Man. Carrier, P. W., Quebec. Cheyne, John A., Winnipeg, Man. Dawson Commission Co., Toronto. Dominion Brokerage Co., Calgary, Alta. Dunn, Wm. H., Montreal and Toronto. Gorham, J. W., & Co., Halifax, N.S. Hazard, Horace, Charlottetown, P.E.I. Hughes, A. J., Montreal. Kyle & Hooper, Toronto. Lambe, W. G. A., & Co., Toronto. MacLaren Imperial Cheese Co., Toronto. Maiden, J. H., Montreal. Millman, W. H., & Sons, Toronto. Moose Jaw Fruit & Produce Co., Moose Jaw. Nicholson & Bain, Winnipeg. Rutherford, Herbert, Winnipeg. Rutherford, Marshall & Co., Toronto. Ryan, Wm., Co., Toronto. Scott, Bathgate, & Co., Winnipeg. Stevens, H. J., Montreal. Taylor, W. A., Winnipeg. Thompson, G. B., Winnipeg, Man. Tippet, A. F., & Co., Montreal. Watson, Stuart, Winnipeg, Man. Wiseman, R. B., & Co., Winnipeg.

Matches.

Improved Match Co., Montreal.

Mince Meat.

Capstan Mfg. Co., Toronto. Clark, Wm., Montreal. Fearnan, F. W., Co., Montreal. Lytle, T. A., Co., Toronto. Nicholson & Brock, Toronto. Wethey, J. H., St. Catharines.

Office Supplies.

Copeland-Chatterton Co., Toronto.

Oils.

Queen City Oil Co., Toronto.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.

Capstan Mfg. Co., Toronto. Douglas, J. M., & Co., Montreal. Gillard's Pickles, London, Eng. Holbrook & Co., London, Eng. Lytle, T. A., Co., Toronto. Paterson's—Rose & Laflamme, Montreal. McLeod & Sons Co., Toronto. 55 McLeod Milling Co., Toronto. 46 McWilliam & Everist, Toronto. 48 MacLaren's Imperial Cheese Co., Toronto. 2 Magor, Frank, outside front cover. Manitoba Canning Co., Toronto. 43 Maiden, J. H., Toronto. 2 Marceau, E. D., Toronto. 6 Marshall, James, Toronto. 62 Methven, J., Sons & Co., Toronto. 62 Miller Bros., Toronto. 13 Millman, W. H., & Sons, Toronto. 2 Mitchell H. W., Toronto. 2 Montreal Packing Co., Toronto. 38 Mooney Biscuit and Candy Co., Toronto. 52 Morse Bros., Toronto. 16 Mott, John P., & Co., Toronto. 52 Murray, O., & Co., Toronto. 62 Napanea Licorice Co., inside front cover. National Licorice Co., inside front cover. Nestle's Chocolate, Toronto. 52 Nicholson & Bain, Toronto. 10 Nicholson & Brock, Toronto. 22 Jacobs, W. & R., & Co., Toronto. 54 James, F. 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Refrigerators. Eureka Refrigerator Co., Toronto.

Salt. Canadian Salt Co., Windsor, Ont. Gray, Young & Sparling, Wingham, Ont. Toronto Salt Works, Toronto.

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

Soda—Baking. Church & Dwight, Montreal.

Starch. Edwardsburg Starch Co., Cardinal, Ont. St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses. Canada Sugar Refining Co., Montreal. Dominjon Molasses Co., Halifax, N.S. Edwardsburg Starch Co., Cardinal, Ont. Lucas, Steele & Bristol, Hamilton. "Sugars" Limited, Montreal. Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices. Balfour & Co., Hamilton. Braid, Wm., & Co., Vancouver, B.C. Ceylon Tea Traders Ass'n. Chase & Sanborn, Montreal. Codville-Georgeson Co., Winnipeg. Ewing, S. H., & A. S., Montreal. Ewing, S. H. & Sons, Montreal. Gillard, W. H., & Co., Hamilton. Greig, Robt. Co., Toronto. Japan Tea Traders' Ass'n. Koopman, G. C., Amsterdam and Rotterdam. Salada Tea Co., Toronto and Montreal. Symington, T., Edinburgh, Scot. Truro Condensed Milk Co., Truro, N.S. Turner, James, & Co., Hamilton. Warren Bros., Toronto. Wood, Thos., & Co., Montreal.

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PACKING OF PEACHES.

If the grocer who usually supplies a prominent Toronto financier with peaches could have seen him Saturday on the Niagara Wharf buying half a dozen baskets of 50-cent early clingstones at a dollar a basket because the top layers were large and he thought they were Crawfords, he would have regarded it as a huge joke. It illustrates the unsatisfactory basis of the fruit trade in Ontario. The millionaire had a perfect right to buy them and to cart them home. The probability is he blames the grower and will buy his next peaches at the grocer's.

That is but one instance. A working-man with his wife and family was standing at a fruit stall in Toronto. They were on their way to Island Park for an afternoon out and husband and wife were debating whether or not to buy a basket of early peaches. They were 35 cents.

"We can't afford it," said the little woman.

"Oh, its only 35 cents and we don't go often. You can can what are left

to-night. I'll help you," replied the good-natured man.

They got the peaches and got on the boat and the children danced around anticipating a treat. It was agreed they might have two each. The wife took out one, it was green; another and it was green and in a minute or two they knew they had been gulled.

That kind of thing hurts trade and until a more systematic basis is established for the fruit trade of Ontario there will continue a good deal of dissatisfaction and ill will. There is no reason why dealers should not buy Ontario peaches with the same sense of security they buy oranges or any other kind of California fruit. They ask for a certain size at a certain price and get it. One Niagara Grower has installed a grader and is sending to market under his own name two sizes of peaches and guarantees the fruit uniform in size. The grocers want his fruit. His neighbors want to borrow his machine. He is a pioneer in introducing business and system into the fruit trade. What a boon it would be to the grocery trade if peaches were packed of a uniform size throughout the package and they could be ordered according to size. The consumer would gain, too, and first-class peaches would be less expensive because they would not then as now have to make up the losses caused by poor and unsystematic methods. Of course, the remedy is in the grocer's hands, but if the grocers had a strong provincial organization they could do much to accelerate the movement.

NEWFOUNDLAND'S TRADE LOOMING.

The Governor-General's visit to Newfoundland with the rumored intention of preparing the way for the admission of the Ancient Colony into the Canadian Confederation is encouraging to the hopes of that increasing member of Canadians who actively desire to see the island, politically as well as geographically, a part of the Dominion. Commercially, the ties of common interest are being strengthened. The American consul at St. John's has submitted a report designed to bestir American manufacturers to take a greater interest in Newfoundland. He says:

"During the past decade Newfoundland's imports have grown from \$5,986,861 to \$10,279,293, while its exports have risen from \$6,638,187 to \$10,669,342, an expansion of the total trade from \$12,-

625,044 to \$21,148,635. During these ten years the imports from Britain have increased from \$1,975,754 to \$2,654,960, those from Canada from \$2,231,641 to \$4,105,569, and those from the United States from \$1,973,721 to \$2,750,114. The year before last imports from the United States had reached their high water mark of \$2,991,022, and those from Canada \$3,423,225; but it will be observed that the former have declined nearly \$250,000, while the latter have increased almost \$700,000.

"An analysis of the trade returns of the colony show that in the great majority of instances the import of commodities from Canada had increased at the expense of the United States, a fact attributable in part to the friction arising out of the fishery dispute between Newfoundland and the United States.

"There is need for vigorous action by American manufacturers if they would hold this growing and profitable market. The prosperity of the island is so staple and its trade conducted on such conservative lines that insolvencies are rare and its chief commercial concerns enjoy a high rating with credit agencies. The financial standing of the colony is such that its treasury reports a surplus of \$134,000 for the last fiscal year, making the sixth successive surplus in as many years, out of which the Government has set aside a cash reserve of \$450,000 and employed the remainder in adding to the appropriation for public services. The revenues, which are almost altogether obtained from customs duties on imports, have grown in amount in each succeeding year, despite the removal of taxation from fishing, farming, and mining requisites and from flour, molasses, and kerosene oil, staple necessities of the masses of the people."

BACK TO INDOLENCE.

A good story is told of one of Toronto's wealthy young men. Some years ago, through the death of his father-in-law, he came into a position of affluence. He immediately threw up the position he occupied as clerk and spent his days in indolence except when participating in military functions or performing military duties.

A year or two ago he got tired of his life of indolence and decided to go to work again as of old. He went into a general store in Lindsay and worked as a clerk, even at times sweeping out the store.

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EDUCATI

thirty years gentleman now sale grocery from Great Bri thoroughly tra tried to get clerk he was la years he turned labor he could nees of a frien in a retail gro for a salary. I he needed. He a few years w his employer n increase his wa rather than h years ago; to provision deale Country for cl The Grocery ad, under the Grocery Clerks "When one n of the grocery selves as comp nored apprentice which makes o ever abandoned system a boy or for a term dually a part o there not for t as an apprenti gone—but to le "And he did not one moderi does. In Engl was used with greater extent sed here, and fish grocery about the tech ness than Am not altogether out of the syst end to learn The system i across the some other mo ed. The Toro about to inau the grocery t interest to n

This went on for six months without having drawn a cent of pay. At the end of the six months his desire for the old indolent life mastered him and he decided to return to it. He announced the fact to his employer and suggested that he and the latter toss up as to whether he should be paid double the amount that was owing him or nothing. His employer accepted and won, so that he worked six months without a cent of pay.

EDUCATION FOR GROCERS.

Thirty years ago or a little more a gentleman now prominent in the wholesale grocery trade came to Canada from Great Britain, a young man and a thoroughly trained grocer. When he tried to get a position as a grocery clerk he was laughed to scorn. For two years he turned his hand to any kind of labor he could get, then by the good offices of a friend he was given a chance in a retail grocery at a mere apology for a salary. He knew a chance was all he needed. He quickly made good and in a few years was so indispensable that his employer not feeling able to further increase his wages made him a partner rather than lose him. That was 30 years ago; to-day Canadian grocers and provision dealers are sending to the Old Country for clerks.

The Grocer World, an American journal, under the caption "The Quality of Grocery Clerks," says:

"When one notes the calibre of some of the grocery clerks that offer themselves as competent help, the old-fashioned apprentice system acquires a value which makes one wonder that it was ever abandoned. Under the apprentice system a boy was bound to his employer for a term of years and became actually a part of his household. He was there not for the wages he received—for as an apprentice he received little or none—but to learn the business.

"And he did learn it in a way that not one modern clerk out of one hundred does. In England the apprentice system was used with retail clerks to a much greater extent than it has ever been used here, and the result is that English grocery clerks know much more about the technique of the grocery business than American clerks do. This is not altogether the fault of our clerks, but of the system under which they pretend to learn their business."

The system in Canada is as inefficient as across the line and it is high time some other mode of training was adopted. The Toronto Technical School is about to inaugurate another method if the grocery trade will evince sufficient interest to make the attempt appear

worth while. Before arranging a course of lectures by experts, Principal Dr. Pakenham wants to be assured of an attendance of thirty or forty.

The need for technical education in the grocery trade is past question. Everyone who will attend the course of lectures should drop a post card to Dr. Pakenham, principal of the technical school, Toronto, and tell him so.

SHOO FLY!

This is fly time.

How many grocers can say, "There are no flies on my business?"

There's nothing much more discouraging to the eye and the appetite than a numerous company of flies in familiar association with food stuffs.

You can find houses with scarcely a fly in them; but they're clean and nothing is left lying about for the flies to feed upon.

There are stores without flies, too. The writer was in one this very day. It was a big store where an enormous business is done. But it was clean. Spilled sugar, molasses, tea, dried fruits and meal were not left to be tramped into the floor. Boxes were not stacked about in a way to make cleaning tedious and annoying.

The trick is to prevent flies, not catch them. If the flies are bad take the fly pad cure, but first clean up and make the place as uninviting for the flies as possible. No time spent keeping a grocery clean is wasted. If a grocer intends staying in the business a clean shop is his most valuable asset and will return usurer's interest on the value of the time spent on it.

CANADA'S COFFEE.

The prospect of higher prices for coffee, due to the paternal care of the Brazil planters by the Government expressed in the Valorization Act, will not cause Canadians much anxiety because they are not a coffee-drinking people. Yet it is interesting to note that during the decade from 1895 to 1905 Canada's consumption of coffee as measured by the imports more than doubled, increasing from 3,256,000 lbs. to 6,652,000 lbs. of green and from \$27,000 worth to \$93,000 worth of roasted beans, substitutes and chicory. While the quantity of the green coffee imported doubled, the value increased only from \$594,000 to \$641,000. There are two obvious factors to account for the increase in coffee consumption, the increase in population and influx of American farmers into the Northwest, and the increase in the number of American tourists and Summer boarders. Then it is likely also that Canadians are consuming more coffee per capita than formerly.

The valorization scheme is a plan to obviate the necessity for the planters, large and small, rushing the crop upon the market so precipitately as to cause a decline, and to fix the rate of exchange. In Brazil the currency is in such bad shape that the rate of exchange fluctuates violently.

A few years ago the Greek Government came to the aid of the vine growers when the country was on the verge of ruin through the over-production of currants. A company was chartered with certain privileges in regard to spirituous liquors on condition that it took all the currants offering at a certain fixed price. Thus far the plan has worked well. The Brazil experiment will be watched with interest.

Considerably more than half the coffee we use comes from Brazil; \$301,000 worth came direct in 1905, \$121,000 from the States, \$120,000 from Great Britain, \$135,000 from Arabia, \$71,000 from Central American states, \$18,000 from Hawaii, \$22,000 from Mexico, \$10,000 from Venezuela and small quantities from a dozen other sections of the globe.

EDITORIAL NOTE

D. H. Ross, Canadian commercial agent at Melbourne, Australia, states in a recent report to the Department of Trade and Commerce: "All Australian fruit landed at British Columbia ports should be subjected to most careful scrutiny by the authorities so that the Queensland fruit fly will not be introduced to Canada." British Columbia growers are pretty much alive to the necessity for keeping out foreign bugs in order to keep their orchards clean. But the suggestion is probably timely. Last year a beginning was made importing fruit from Australia. The total received aggregated in value over \$6,000.

THE BEAN CROP.

The impression prevails at present that the bean crop of Essex and Kent counties, Ontario, will be a good average. But as about 50 per cent of the Canadian crop is usually exported the market is determined abroad. Reports of foreign crops and requirements are as yet very meagre.

THE REPORTER HAD IT FIRST.

In a recent issue of a Hamilton paper it was stated that R. T. Steele and R. A. Lucas would retire from the firm of Lucas, Steele & Bristol at the end of the year and start a new wholesale grocery business. Mr. Steele was asked by The Grocer yesterday if the statement knew about it was when we saw it in the paper. Have made no plans at all."

1s Baked, plain	0 40	----
1s, " tomato sauce	0 45	----
1s, " chili sauce	0 50	----
2s, " plain	0 70	----
2s, " tomato sauce	0 75	----
2s, " chili sauce	0 75	----
3s, " plain (flat or tall)	0 85	----
3s, " tomato sauce (flat or tall)	0 95	----
3s, " chili	1 00	----
Cabbage—		
3s	0 87	0 85
Carrots—		
2s	0 92	0 90
3s	1 02	1 00
Cauliflower—		
2s	1 42	
3s	1 52	
Corn—		
2s	0 85	0 82
Gal, on cob	4 52	4 50
Parsnips—		
2s	0 92	90
3s	0 92	1 00
Peas—		
Extra fine sifted, 2s	1 30	1 27
Sweet wrinkle	0 95	0 87
Early June	0 77	0 75
2s, standard	0 67	0 60
Pumpkin—		
3s	0 80	0 77
Gal	2 52	2 50
Rhubarb—		
2s, preserved	1 17	1 15
3s	1 92	1 90
Gal, standard	2 65	2 62
Spinach—		
2s	1 42	1 40
3s	1 82	1 80
Gals	5 02	5 00
Squash—		
3s	1 02	1 00
Succotash—		
2s	1 17	1 15
Tomatoes—		
3s, all kinds	1 25	1 30
Gal, all kinds		3 75
Turnips—		
3s	1 02	1 00

SAUCE, ETC.

Tomato sauce, 1s	0 50	
" " 2s	0 78	
" " 3s	1 00	
Chili sauce same as tomato sauce	0 75	0 90
Catsups, tins, 2s	4 50	4 50
" " jugs	7 70	12 00

FISH.

Lobster, tails	3 50	
" 1-lb. flats	3 85	
" 1-lb. flats	2 00	
Mackerel	1 00	1 25
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Tails, per doz	1 80	
1-lb. Flat, " "	1 75	
1-lb. " "	1 20	
Northern River Sockeyes	1 65	
Cohoos, per doz		
Humpbacks, "		
Sardines, French 1s	0 14	
" " 1s	0 23	
" " Portuguese 1s	0 08	0 10
" " P. & C. 1s	0 25	0 27
" " P. & C. 1s	0 35	0 38
" " Domestic 1s	0 03	0 04
" " Mustard, 1 size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haddies, per case	4 25	4 75
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	1 35	
" " 2s, " "	2 40	
" " 6s, " "	7 20	
" " 14s, " "	16 80	
Chicken, 1s, boneless	3 20	3 10
Turkey, 1s, " "	3 20	3 10
Duck, 1s, " "	3 20	3 10
Tongue, 1s, lunch	2 85	2 75
Soup, 2s, giblet	2 05	1 95
" " 2s, tomato	1 00	
" " 3s, " "	1 45	
Pig's feet, 1s, boneless		1 65
" " 1 1/2s, " "	2 40	

SUGAR—The expected advance in sugars in Canada cannot be much longer delayed unless the market abroad is to be entirely disregarded. New York prices have advanced again and are now 50c. above Canadian quotations. Dealers here are wondering why the price does not advance. At the end of last week Willett & Gray, New York, reviewing the situation in raws, stated:

"A marked improvement has taken place both in sugar conditions and in prices during the week under review,

just at the time when it was to be supposed by many that the improvement in the raw sugar market, which has been going on for so long a time, would be nearing its completion, the market has taken on a new lease of life showing its vigor and strength in the phenomenal rising tone and tendency. The prevailing conditions now point directly to a further and sharper rise than any we have yet had in both raw and refined sugars. The prevailing facts now influencing the market are that the United States has drawn more largely than usual upon the Cuban supplies ignoring those of Java which have gone to other markets. Our Java cable of shipments is not yet in, but from what is known of the movement of the Java crop, through other cables, it is quite possible that up to the present time, some 200,000 tons less sugar has been shipped to the United States than last year. This leaves a minus in supplies of 200,000 tons from that source for arrival here.

"The drawing upon the Cuba crop leaves that market something like 100,000 tons minus supplies for the immediate future. When it is considered also, that there is nothing approximating these minuses, to be had in Europe, but beet sugar, under No. 16 D.S., suitable for the American market, and that European holders are advancing their general supply of beets, quite as rapidly as we advance, it will be readily seen that a more or less important crisis is coming in the matter of continued supplies of raw sugars in the United States to meet the largely increased consumption demand now going on in the country.

Paris lumps, in 50-lb. boxes	4 93
" " in 100-lb.	4 83
St. Lawrence granulated, barrels	4 28
Redpath's granulated	4 23
Acadia granulated	4 23
Berlin granulated	4 18
Phoenix	4 28
Bright coffee	4 08
Bright yellow	4 13
No. 3 yellow	4 13
No. 2	3 98
No. 1	3 88
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—Not much business is doing and quotations are unchanged.

Syrups—		
Dark	0 33	0 35
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl, per lb.	0 02	0 02
" " 1-bbls " "		0 03
" " kegs " "		1 30
" " 3 gal. pails, each		0 90
" " 2-lb. tins (in 2 doz. cases) per case		1 90
" " 5-lb. " (in 1 ") " "		2 35
" " 10-lb. " (in 1/2 ") " "		2 25
" " 20-lb. " (in 1/2 ") " "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " 1-bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	0 87	0 90
1-gal. cans	1 00	1 00
5-gal. cans, per gal.	0 75	0 75
Barrels, per gal.	4 50	4 50
5-gal. Imp. brand, per can	5 10	5 10
1-gal. " per case	5 60	5 60
1-gal. " " "	6 00	6 00
Qts. " " "	6 00	6 00

COFFEE—"The new Brazil Valorization Law," says Willett & Gray, of New York, "will now be applied, and enough is known of its provisions to justify the belief that it is easy of appli-

cation and may have a great influence on coffee values. As its name implies, the law is intended to valorize coffee in Brazil, the object being to ameliorate conditions for the planter by practically financing coffee which might be forced for sale at a loss to the producer. The money needed to operate the law is virtually secured, and close attention will be given to next developments. Confidence in the effect of the law is shown by the higher level of values already established in Rio and Santos, where prices are far above the parity of New York. This, so far, is only a partial anticipation of the extra export tax that will be imposed to compensate for the expenses of operating the new law.

"It is in order to consider coffee on its own merits, apart from valorization. Consuming markets are obliged to buy in Brazil on a large scale, and Brazil now is in a position to dictate values. There is a good inquiry, and if some hesitation is shown to act freely at the higher level at the moment, it is quite evident the new situation will be accepted, and already the force of necessity has resulted in a good trade at the advance. The July movement in Santos was finally up to expectations, and, moreover, it indicates that strong interests are making efforts to get as much coffee as possible within their own control for the advantages of valorization.

"The strong elements of the present position can be fully relied upon to sustain the coffee markets at a higher level during the ensuing active trading period; but the greatest interest attaches to the development of crop prospects for next season as every possible accident would appear to be favorable to the coffee markets and especially Brazil. It is this contingency of itself that should encourage every coffee merchant to keep his stock up.

"Prices are pretty firm at 8 7-8c. for Rio 7s; 9 5-8c. for Santos 3s. Firm offers from Brazil are above the parity here to quite some extent, but the trade is evidently ready to go on at the advance.

"The two leading brands of package coffee have both advanced 1 cent per pound since our last report."

TEA—A very good local trade is moving and Ceylon greens are slightly higher. The latest mail advices from London state: "The new crop is arriving in fair quantities, though buyers are gradually becoming more numerous, and with a fairly general demand the tone continues to show improvement. Bidding has again been active for good and fine kinds, and as a result, quotations are taking a still wider range—more in accordance with intrinsic values." Commoner grades of Ceylon were rather lower.

DRIED FRUITS—Until the new crops come on this market will remain very bare. A few sorting up lines of prunes were recently brought on from Chicago. 40-50's and 90-100's. A mail advice from London states that very high prices

have been ;
but no bus

Prunes, Santa Cl
90-100s, 50-lb. boxe
80-90s
70-80s "

French prunes,
Note—25 lb.

Candied and Drs
Lemon.....
Orange.....

Figs—
Elesens, per lb..
Tappets, " "

Peaches—
Californian evap

Pears—
Californian evap

Currants—
Fine Filatras...
Patras.....

Cleaned &c. mor

Raisins—
sultana.....
" Fancy.....
" Extra fan

Valencias, select

Seeded, 1-lb pack

California, loose

3-crown.....
4-crown.....

Dates—
Hallowees.....
Sairs.....

Domestic evapor

NUTS—C

Almonds, Tarragi
" Formige
" shelled V

Walnuts, Grenobl
" Bordeau

" shell

Filberts, per lb..
Pecans, per lb..
New Brazils, per lb

(The following
green. For roast

Selected Spanish.

A 1s, banners and
Japanese Jumbo
Virginia

SPICES

Peppers, blk....
" white....

Ginger.....
Cassia.....

Nutmeg.....
Cloves, whole....
Cream of tartar...

Allspice.....
Mace.....

RICE AND

is reported i
unchanged.

Rice, stand. B....
Bangoon.....

Patna.....
Japan.....

Java.....
Sago.....

Carolina rice....
Tapioca, medium p

" double goat

DRIED F

Boneless fish, per lb.
Cod fish, 1-lb. brick
Mail-on-toast, per

Patched cod fish,

HIDES A

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that those w

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what similar

but offeri

ot very nu

Hides, inspected, a

" " c

Country hides, flat

Calf skins, No. 1, cl

" No. 1, co

Sheep skins.....
Pells.....
Horse hides, No. 1
Rendered tallow, p
Pulled wool, super
" extra
Wool, unwashed fle
washed fleece

N. B. MARKETS

St. John, N.B., Aug. 6, 1906.

have been asked for new crop Valencias, but no business was reported.

Table listing various fruits and their prices. Includes Prunes, Santa Clara (50-100s, 60-70s), French prunes (110-120s), Candied and Drained Peels (Lemon, Orange), Figs, Peaches (California evaporated), Pears (California evaporated), Currants (Fine Filistras, Vostizas), Raisins (Sultana, Fancy, Extra fancy), Valencias (selected, seeded), California loose muscatels (3-crown, 4-crown), Dates (Hallowees, Sairs), and Domestic evaporated apples.

NUTS—Quotations are unchanged. Table listing Almonds (Tarragona, Formigetta, shelled Valencias), Walnuts (Grenoble, Bordeaux, shelled), Filberts, Pecans, and New Brazilia per lb. Also includes a note: 'The following quotations on peanuts are for sack lots, green. For roasted add 2c.' and a list of nuts like Spanish, A 1s, Japanese Jumbo's, and Virginia.

SPICES—Quotations are unchanged. Table listing Peppers (blk, white), Ginger, Cassia, Nutmeg, Cloves (whole), Cream of tartar, Allspice, and Mace.

RICE AND TAPIOCA—Fair business is reported in these lines and prices are unchanged. Table listing Rice (stand B, Rangoon, Patna, Japan, Java, Sago) and Tapioca (medium pearl, double goat).

DRIED FISH—Prices are unchanged. Table listing Boneless fish, Cod fish (1-lb bricks), Mail-on-toast, and Dried cod fish (cases of 100 lbs).

HIDES AND WOOL—The wool situation is unchanged. Table listing Hides (inspected steers No. 1, 2, cows No. 1, 2, country hides, flat, cured, calf skins, sheep skins), Horse hides, Rendered tallow, Pulled wools (super, extra), and Wool (unwashed fleeces, washed fleeces).

Some report rather quiet business, but in the great majority of cases dealers are well satisfied. The feature of the week has been the advance in canned corn and tomatoes. In sugar, dealers still live in expectation. Exhibition continues a matter of interest. Work on the Winter port improvements and extensions is being rapidly pushed forward. Tourist business is at its height and the travelers are finding splendid weather. We have many beautiful side trips, particularly by water.

In rice, prices are rather higher. Spice in general very firm. Ginger and cloves high. Nutmegs are still low. Cream of tartar firmer.

OIL—In burning oil, Fall business largely booked. Spot sales begin to show improvement. Prices are firmer. Paint oils rather quiet. Turpentine is still high. Lubricating oils good steady business requiring active attention. Cod oil in fair receipt. Prices unchanged.

SALT—Sales of Liverpool coarse salt have been large. Trade now begins somewhat to fall off. There are good stocks. Prices are well maintained. In fine salt, Canadian has the chief dairy demand.

CANNED GOODS—Corn has become a factor in the market. The canners are short and local stocks, except in one or two cases, light. Prices have been advanced 7 1-2c. Tomatoes have been again advanced 10c. Canners, much to the dissatisfaction of the trade, have not yet made a price on peas. Gallon apples very scarce and higher. Salmon firm at the higher prices. Meats unchanged. New oysters are quoted. In domestic fish, sardines are likely to be a light pack. There has been a good pack of haddies. Kipperd herring are now being packed.

GREEN FRUIT—In apples, prices lower and improved stock received. Oranges keep high; some Jamaicas offered. Lemons are high. Bananas a very large business. In peaches fine Georgia stock being received. These and Californias both high. Pears about as usual. Plums unchanged. Melons and Delaware grapes in good supply. Berries about done.

DRIED FRUIT—Spot seeded raisins rather higher. Bulk fruit in light demand. Prunes are scarce. In future seeded, prices unchanged. New Valencias not generally quoted, prices will rule quite high. Currants are quoted rather higher this year. Future prunes are low. It is expected package prunes will sell largely this Fall. Apricots and peaches out of sight. Dates, figs and peels are all firmly held. There are no evaporated apples. Some Valencia raisins now here; prices rather low.

SUGAR—While market is very firm there is no change, but it is daily expected. Full stocks are held and steady sales.

MOLASSES—Just at present sales are quiet. Some Barbadoes continue to arrive. Quite full stocks held. In Porto Rico molasses stocks are light.

FISH—Salmon season is past. It has been a good one, fair prices and large catch. A few Fall shad are now seen; nice fish. In dry cod market seems at the moment rather firmer. It looks like another season of high prices. Pollock unchanged. Little business in boneless fish at this season. Pickled herring continue high; smoked, dull.

FLOUR, FEED AND MEAL—Flour continues rather weak, particularly Ontarios, which are quoted well below Manitobas. The question is can Manitobas hold at present price. Feed is scarce. Oats, while fairly high have shown a marked decline. Oatmeal unchanged. Beans are dull. Barley very little sale.

NOVA SCOTIA MARKETS

Halifax, N.S., August 7, 1906.

The local markets are now well supplied with small fruits, such as raspberries, gooseberries, blueberries, red and white currants, cherries, etc. Local grown small vegetables are also plentiful, and new potatoes are coming in quite freely. The weather during the past week has been very backward throughout the province, rain and fog being almost continuous, and the farmer has been greatly hampered in his operations, particularly the hay-makers. There is a very heavy demand for sugar, the price of which remains the same. The advance looked for by the trade has not yet gone into effect. Pork is a very scarce article on this market. It is hard to obtain good pork at any price. Dealers also find much difficulty in securing choice hams for their customers. Beef is easier, a drop of from 50 cents to one dollar being recorded.

Jobbers are now looking forward to the arrival of the first of the new pack of canned goods. Peas and strawberries should be along very shortly. Prices on the season's pack have not yet been made, the jobbers anxiously awaiting the quotation on peas. Currants are very firm and the stocks low. The new crop quotations will be announced shortly. Valencia raisins are about cleaned up on this market.

BUTTER—There is a slight falling off in the receipts of butter, due principally to the farmers being busy hay-making. The trade in butter, generally speaking, is a little on the dull side. Jobbers have good stocks on hand. Good fresh small tubs can be bought for 19 and 20 cents. Creamery solids are quoted at 22c. to 23c., and creamery prints at 23c.

EGGS—There is a fair demand for eggs, and good fresh stock is scarce, Nova Scotia particularly so. P. E. Island eggs are in good supply. There is a general complaint regarding the quality of some of the eggs marketed, some of them being far from fresh. It is thought that condition is brought about by the excessive warm weather.

POULTRY AND LAMB—Poultry is scarce and the quality poor at present. Chickens are in good demand, but they are small and the price is high, from 75c. to \$1 per pair being asked. There

THE MARKETS

The Canadian Grocer

The Cana

is said to be lots of chickens in the country but the farmers are not marketing them. Lamb promises to remain high throughout the season. The local demand is good, but the supply is limited. Lamb is quoted at 12c. wholesale and 15c. retail, which price is almost prohibitive to the ordinary consumer.

FISH—The fish markets are now attracting considerable attention and the fishermen at the present time are reaping a harvest. Mackerel have jumped in price, and the fishermen are now receiving 8 1/2c. for the large fish as soon as they are taken from the nets. There is keen competition among the buyers, though there are still thousands of fish in cold storage. Salt mackerel are also in very heavy demand, and large shipments are being made to the American markets. A Halifax merchant recently made a shipment of 500 barrels of salt mackerel to a grocery firm in Detroit. Fresh cod is very scarce at present. Some recent catches by local bankers sold at two cents per pound. Pollock are in abundance, and are fetching 90c. per 100 pounds. The demand for pollock is light. Haddock are also very scarce.

SUGAR IMPORTATIONS — The steamer Volage from the West Indies has just landed 5,987 bags of sugar here, and the steamer Meninon, also from the West Indies, is now landing 23,179 packages of sugar and 827 packages of molasses.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, August 9, 1906.)

MARKET NOTES—

New prices October salmon. Coffee advancing. Sultana raisins advanced 1/4c. per lb. California raisins—Prices announced for November delivery. Prunes—October delivery prices announced. Evaporated apples—October delivery prices announced. Cheese—Advanced 1/2c. to 1c. per lb. Lard—Advanced 1/4c. per lb. Cured meats—General advance.

A number of important price changes will be noted in the market notes above and in the detailed reports which appear below under the various headings. General business is exceptionally active for the season of the year when the trade are accustomed to wait until the crop is assured before purchasing. Reports continue to be favorable and another prosperous year is confidently expected.

CANNED GOODS—New prices have been announced this week for October-November shipment of British Columbia salmon. As the catch is light quotations are considerably in advance of those of last year. "Clover Leaf" quotations have not yet been announced. We quote:

FRUITS.

Table with columns for fruit types (Apples, Cherries, Currants, Gooseberries, Pears, Peaches, Plums) and prices per doz. or case.

Table listing various fruits and vegetables such as Pumpkins, Pineapples, Raspberries, Strawberries with prices.

VEGETABLES.

Table listing vegetables like Beans, Corn, Peas, Succotash, Beets, Spinach, Asparagus, Tomatoes with prices.

FISH.

Table listing fish products like Salmon, Lobsters with prices.

(Prices are for delivery in October November)

Table listing fish products like Lobsters with prices.

MEATS.

Table listing various meats like Pork and beans, Clark's 1 lb. plain, Soups, Canned chicken, Corned beef, Roast beef, Potted meats, Veal loaf, Ham loaf, Chicken loaf, Luncheon tongue, Sliced smoked beef, Chipped, Sliced bacon, Corned beef.

SUGAR—Prices continue as follows:

Table listing sugar products like Montreal granulated, Wallacelburg, Berlin granulated, Icing sugar, Powdered sugar, Lump, Raw sugar with prices.

SYRUPS AND MOLASSES — Prices are steady. We quote:

Table listing syrups and molasses like Syrup "Crown Brand", Prunes 100-120 with prices.

Table listing syrups and molasses like "Kairomel" syrup, Barbadoes molasses, New Orleans molasses, Porto Rico molasses, Blackstrap.

COFFEE—The coffee market is very firm, Rios having advanced in Rio from 1/4c. to 3/4c. per lb. Local prices have not yet advanced in sympathy, but may be expected to do so at almost any time. We quote:

Table listing coffee products like Whole green Rio, Ground roasted Rio, Standard Java, Old Government Java, Imperial Java, Pure mocha, Choice Rio, Pure, Seal Brand.

Local Blends:— Mocha and Java in 2-lb. tins, per lb. 0 23

JAM AND MARMALADE—

Table listing jam and marmalade products like Upton's jam, Upton's homemade jam, Upton's assorted homemade jam.

MATCHES—Prices are held firmly at the recent advance. We quote:

Table listing match brands like "Telegraph", "Telephone", "King Edward", "Head Light", "Rising Star", "Eagle", "Victoria", "Silent", "Comet" with prices.

FOREIGN DRIED FRUITS — New apricots are now on the market and are selling fairly well considering the unusually high price. Sultana raisins have been sharply advanced and new quotations will be found below. Prices have also been announced this week on November delivery California seeded raisins. Prunes are very scarce and it will be the middle of October before the new crop is available locally. Prices for October delivery will be noted below. We quote:

Table listing dried fruits like Sultana raisins, Table raisins, Valencia raisins, California raisins with prices.

(Above prices for California raisins and are for present delivery from old stock.)

California raisins for November delivery.

Table listing California raisins for November delivery like California raisins, Prunes 100-120 with prices.

Prunes, C

Table listing prunes like Prunes 100-120 with prices.

Currants, uncles dry cle

" wet cle " Filiatra " Vostizz

Hallowee dates, Figs, cooking in "

Apricots, choice, Apricots, stand Peaches, choice, Apricots, choice per lb., Apricots, stand 1), per lb., Peaches, choice (h) Peas, choice (h) standard Plums, choice (d) Nectarines, choi

CANDIEI

since the re Lemon, per lb., Orange, " Citron " Mixed, in 1-lb dr

EVAPOR PLES—Old

ed. New st quoted at 7 25's.

BEANS—

at \$2.05 per NUTS—

Almonds, per lb. (shelled), Filberts, Peanuts, Jumbos, Walnuts, new, Gre " Ma " Shi Pecans, per lb., Brazil, per lb.

SPICES—

Pepper, black, in white, Cayennepepper, in boxes, in 5 lb. bo Cassia, " Alspice, " Guinger, in 10-lb. b Mixed spice, in 5-l Mace, in 5-lb. box

Black pepper, per White pepper, per Cinnamon (ordina Cinnamon (extra Nutmegs, per lb. Cloves according to Guinger, per lb. Alspice, per lb. Mace, per lb. Mixed spices, for p

HONEY—

Clover honey 1-lb. 5-lb. ti 10-lb. ti 60-lb. ti Fancy comb hone New honey, 5-lb. ti 10-lb. ti 60-lb. ti

SAUCES—

Worcestershire, Le " Wl " Pa Essence of anchovi Yorkshire relish (G

BUCKWHF

\$1.70 per ha RICE, TAI ca is steady quote:

Japan rice, per lb., gangoon rice, per l Patna " Tapioca, per cwt... Sago, per lb.

POT AND

Pot barley, per sack Pearl barley, per ha

Per case... 2 55
 " 2 90
 " 2 70
 " 2 80
 " 0 40
 " 0 03 1/2
 " 0 04 1/2
 " 0 31
 " 0 33
 " 2 25

Market is very
 in Rio from
 ices have not
 but may be
 st any time.

0 10 1/2 0 11
 " 0 15 1/2
 " 0 16
 " 0 33
 lb. 0 32
 " 0 32
 " 0 29
 " 0 25
 " 0 19
 " 0 17
 " 0 16 1/2
 " 0 32
 " 0 33

..... 0 23
 0 24

E—
 straw... 0 51
 cluding... 2 00
 er doz... 1 90
 er doz... 1 80
 1 60

held firmly at
 note:

Per case
 4 95
 4 85
 3 65
 4 40
 5 40
 2 65
 3 25
 2 30
 4 90
 2 25

FRUIT — New
 market and are
 ering the un-
 a raisins have
 d new quota-

Prices have
 week on No-
 seeded rais-
 ce and it will
 before the new
 Prices for Oc-

tober below. We

..... 0 07 1/2
 0 08 1/2
 0 10

case... 2 60
 3 40
 4 00
 5 25

kg. per... 3 35
 (5 lb.)... 0 80

..... 1 75
 1 85
 2 10

er lb... 0 09
 0 09 1/2
 0 08 1/2

packages
 0 07 1/2
 packages
 0 07 1/2

packages
 0 09 1/2
 packages,
 0 09 1/2

and are for present

ovember deliv-

er lb... 0 07
 0 07 1/2
 0 07 1/2

ackages
 0 07 1/2
 packages
 0 07 1/2

ackages
 0 08 1/2
 packages
 0 09 1/2

ackages
 0 06 1/2
 0 07 1/2

..... 0 08
 0 08 1/2
 0 09
 0 09 1/2

Prunes, October delivery.

Prunes 100-120 per lb..... 0 04
 " 90-100 " 0 05 1/2
 " 8-90 " 0 06
 " 70-80 " 0 06 1/2
 " 60-70 " 0 06 1/2
 " 50-60 " 0 07
 " 40-50 " 0 07 1/2

Currants, uncleaned, loose pack, per lb..... 0 06 1/2
 " dry cleaned, Filatras, per lb..... 0 06 1/2
 " wet cleaned, per lb..... 0 06 1/2
 " Filatras in 1-lb pkg, dry cleaned, per lb..... 0 06 1/2
 " Vostizas, uncleaned..... 0 06 1/2
 Halloween dates, new per lb..... 0 05
 Figs, cooking in taps and sacks..... 0 05 1/2
 " boxes..... 0 05 1/2
 Apricots, choice, in 25-lb. boxes, per lb..... 0 18
 Apricots, standard in 25-lb. boxes, per lb..... 0 17
 Peaches, choice, per lb..... 0 17 1/2
 Apricots, choice (new delivery about August 1),
 per lb..... 0 22
 Apricots, standard (new delivery about August
 1), per lb..... 0 21 1/2
 Peaches..... 0 16 1/2
 Pears, choice (halves), per lb..... 0 16
 " standard..... 0 15
 Plums, choice (dark pitted) per lb..... 0 14 1/2
 Nectarines, choice..... 0 16

CANDIED PEEL—Prices are steady since the recent decline. We quote:

Lemon, per lb..... 0 10 1/2
 Orange..... 0 10 1/2
 Citron..... 0 18 1/2
 Mixed, in 1-lb drums per doz..... 2 10

EVAPORATED AND DRIED AP-
 PLES—Old stocks are almost exhaust-
 ed. New stock for delivery in October is
 quoted at 7 1/2 c. per lb. in 50's and 8c. in
 25's.

BEANS—No. 1 white beans are quoted
 at \$2.05 per bushel and No. 2 at \$1.90.

NUTS—
 Almonds, per lb..... 0 13 1/2
 " (shelled), per lb..... 0 30
 Filberts..... 0 10
 Peanuts..... 0 10 1/2
 Jumbos..... 0 12 1/2
 Walnuts, new, Grenoble, per lb..... 0 15 1/2
 " " Marbets..... 0 13 1/2
 " " shelled, "..... 0 32
 Pecans, per lb..... 0 15
 Brazils, per lb..... 0 15

SPICES—
 GROUND SPICES.
 Pepper, black, in 10 lb boxes, per lb..... 0 18
 " white, "..... 0 25
 Cayenne pepper, in 2 and 5 lb. tins, per lb..... 0 20
 Cloves, in 5 lb. boxes, per lb..... 0 22
 Cassia..... 0 12
 Allspice, "..... 5 11 1/2
 0 15
 Ginger, in 10-lb. boxes, per lb..... 0 13
 Mixed spice, in 5-lb. boxes, per lb..... 0 20
 Mace, in 5-lb. boxes, per lb..... 0 70

WHOLE SPICES.
 Black pepper, per lb..... 0 13
 White pepper, per lb..... 0 25
 Cinnamon (ordinary), per lb..... 0 18
 Cinnamon (extra choice), per lb..... 0 24
 Nutmegs, per lb..... 0 25
 Cloves according to quality..... 0 14 1/2
 0 25
 Ginger, per lb..... 0 10
 Allspice, per lb..... 0 08 1/2
 Mace, per lb..... 0 70
 Mixed spices, for pickling..... 0 12
 4-oz. packets, per doz..... 0 75

HONEY—
 Clover honey 1-lb glass, 2 doz. in case, per doz..... 2 00
 " " 5-lb tins, 1 doz. in case, per tin..... 0 50
 " " 10-lb tins, 8 in case, per tin..... 1 00
 " " 60-lb tins, per lb..... 0 07
 Fancy comb honey, 2 doz. to the case, per doz..... 2 50
 per case..... 4 75
 New honey, 5-lb. tins, 1 doz. in case, per case..... 6 75
 " 10-lb. tins, 6 in case, per case..... 6 40
 " 60-lb. tins, per lb..... 0 10

SAUCES—
 Worcestershire, Lea & Perrins' 1 pints, per doz..... \$3 65
 " " " 1 pints, " 6 00
 " White's 1 pints " 0 90
 " Paterson's 1 pints " 0 90
 " " 1 pints " 1 75
 Essence of anchovies (C. & B.), per doz..... 3 00
 Yorkshire relish (Goodall & Backhouse), per doz..... 1 90

BUCKWHEAT—Quoted as before at
 \$1.70 per half sack.

RICE, TAPIOCA AND SAGO—Tapioca
 is steady at the recent advance. We
 quote:

Japan rice, per lb., cwt. lots..... 0 05 1/2
 " 50-lb. lots..... 0 05 1/2
 Bangkok rice, per lb..... 0 04
 Patna..... 0 04
 Tapioca, per cwt..... 7 50
 Sago, per lb..... 0 04 1/2

POT AND PEARL BARLEY—
 Pot barley, per sack..... 2 20
 Pearl barley, per half sack (49 lbs.)..... 1 65
 " " sack..... 3 30



JELLY POWDER

THE TEN MINUTE DESSERT

The daintiest, best flavored and most easily prepared of summer desserts.

Put up in twelve delightful fruit flavors. We recommend Raspberry, Strawberry and Pineapple flavors as being particularly delicious.

Jellies made from Gold Standard Jelly Powder are so pure, healthful and easily digested, that they are constantly recommended by physicians for the sick-room.

Try Them Next Time. All Grocers Sell Them.

THREE PACKAGES FOR TWENTY-FIVE CENTS.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

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

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

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

POSITION WANTED.

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an All grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

TRAVELLER—Headquarters, Vancouver, wants good grocery line on commission. Box 121, THE CANADIAN GROCER, Toronto. (31)

FRUIT FOR SALE.

YOU must deal direct with the grower to secure the choicest fruits. We are prepared to supply a few new customers with the best peaches, pears, plums and grapes. Greystone Fruit Farm, Box 48, Winona. [33]

FOR SALE.

Grocery and Liquor Business for Sale
 GOLDEN LION GROCERY, Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

FOR SALE—A first-class general store business in country town; doing an annual business of \$22,000; good reason for selling. Apply A. M. Smith & Co., London, Ont. (32)

REPRESENTATIVES WANTED

AGENCY—Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (ft.)

WANTED.

FRUIT—Wanted, by producer, direct dealing with retail firms. Select plums, peaches, apples. Box 8, Winona. (31)

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.
 FOR PARTICULARS ADDRESS
 O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

137 Elgin Avenue, Winnipeg

RETURN
 Nov 21/06
 To
 Cur. Book No. 56
 Page No. 98
 aaw.

OATMEAL AND CORNMEAL—

Rolled oats, 50-lb. sacks, per sack	2 20
40-lb. " " "	1 12½
20-lb. " " "	0 57½
8-lb. " " "	0 26
Granulated oatmeal, per sack	2 45
Standard " " "	2 45
Cornmeal, " " "	1 70

A MOVE IN EGGS.

(The Witness, Montreal, Aug. 2.)
The unsatisfactory condition of the egg trade, from the buyers' and dealers' point of view, has at last induced the interested parties to take some action in the matter. Reports were almost unanimous in condemning the quality of the offerings during the month of July, and hardly a district escaped criticism, though some consignments were much better than others. The natural course in such a contingency would be to reduce the price to the producer, and in this way enable the dealers to cover their loss; but competition has been so keen that buyers wanting eggs had to pay the price and meet the loss. It has been the complaint in wholesale circles for some time that there was no money in eggs under the existing conditions, and the farmer has been credited with scooping in all the profits this year.

The latest movement is a meeting of buyers in the west and it is expected that prices will be reduced 1-2c. to 1c. per dozen, and that it will still be possible for dealers to get the supplies they require.

From 15 1-2c. to 16c. per dozen has been the ruling price in the country for some time, but local dealers are hoping for a 15c. rate, which is nearer to the price generally ruling at this season of the year for straight gathered stock.

The "harvest eggs" will be coming in about the middle of this month, and better feed and more moderate weather will have their effect on the production, which is sure to show a marked improvement in quality for the balance of the season. Prices will probably advance when the quality of the stock warrants such a move, but at present values are holding steady.

A POSTAL DISADVANTAGE.

M. Moyer, grocer, 408 Spadina avenue, Toronto, has just returned from a two weeks trip through the State of Michigan. Speaking to a Canadian Grocer representative Mr. Moyer said that as far as he could see trade conditions throughout Canada were in better shape at the present time than in Michigan. The merchants throughout the state complained that since the new postal regulations had come into force whereby farmers and people living in the remotest districts had their mail delivered to them, retail trade had fallen off, owing to the fact that there was no need now for these people to come to town for their mail, and consequently the trade secured in this way was lost. Of course the mail order houses in the large cities derived benefit, because they sent their catalogues and price lists to these peo-

ple, and in turn got their trade, as they could order direct from their homes and have the same delivered in a comparatively short time.

"MEAT OF WHEAT" HANGER.

The Western Cereal Co., 310 Ross street, Winnipeg, manufacturers of the new breakfast food, Meat of Wheat, are sending out to the trade a very handsome hanger. It shows a western harvest field where the farmer is "harvesting No. 1 hard wheat for Meat of Wheat." This hanger is free to readers of The Canadian Grocer and will be supplied on receipt of a post card asking for it.

BIG LOBSTER CATCH.

A most remarkable catch of lobsters, the largest for 25 years, is reported along the northern coast of Westmorland County, P.E.I. Men are making in some cases \$100 a day, and one man in five days caught five tons, worth \$360. Much more help is wanted, but the men cannot be got. The factories are not able to use the enormous number of lobsters caught and the rest are being put back in the traps again, and on scows. These have spoiled and are being thrown in heaps on the land as fertilizer. The catch is pretty general all along the northern coast.

W. P. Downey and family, Montreal, are at Old Orchard Beach, Me., enjoying the ocean breezes and the surf.

RED HEART LYE

POWDERED

12 oz. tin.

4 doz. per case

98 per cent.

Per doz., - - 80c.

SOLD EVERYWHERE

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS,

MONTREAL

Distributing Agents



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PRODUCE AND PROVISIONS

ONTARIO'S HOGS INCREASING

Results of an Inquiry Prosecuted by the Provincial Department of Agriculture
—Breeds in Order of Their Numerical Strength—Bacon Hog Gains Ground.

The Ontario Department of Agriculture, "to place everyone interested in a position to obtain a more intimate knowledge regarding the hog production of the province," sent a series of questions to its correspondents throughout Ontario. The results are published in a bulletin (No. 149). The information is classified as to counties and a summary is furnished.

The Yorkshire is the most popular breed with Ontario farmers, then Berkshires, Tamworths, and Chester Whites in the order named. In the summary the newer districts of the province are not included because there all the few hogs raised are for local consumption. Out of the 42 counties remaining, the Yorkshire is reported the principal breed in 33 and in 14 of these very far in the lead. In 7 counties it is a tie with some other breed.

The Berkshire is first in one county, is a tie for first in 7, is second in 23 counties, ties for second in 8 counties and in 3 counties is third.

Tamworths tie for first in two counties, are second in two counties, in 8 others tie for second choice and in 23 counties come third.

Chester Whites tie for first place in one county, are second in one county, tie for second in two others, in 5 are third and in two others tie for third.

East and West.

Yorkshires are most numerous west of the County of Ontario and most of the Chester whites east of that. The Berkshire is scattered prettily evenly over the whole province. The Tamworths are mostly in the middle north of the province, Bruce, Grey, Simcoe, Dufferin, Peterboro, Victoria and Northumberland, and in Dundas County.

Taking the province as a whole the evident tendency is to produce more hogs of the approved bacon type. While the Yorkshires are increasing fastest numerically, the Berkshires show the largest percentage gain.

Pure bred sires are used almost exclusively in 25 per cent. of the counties. In 20 per cent. of the counties a few grade sires are used, in 20 per cent. practically all sires used are grade, and in the other 35 per cent. the graded and bred sires are used.

Increase in Production

In regard to production the bulletin says:

"The general tendency throughout the province is slightly to increase production. In the eastern part of the province it has been customary for many farmers to depend upon breeders in their locality for their supply of young pigs for feeding; it has been noted that the demand

this Spring considerably exceeds the supply, the breeders who usually sell their pigs retaining them this year on account of the good prices for hogs. It is quite probable that the feeders who are short this year may be inclined to breed pigs for themselves another year. Considerable caution is observed among many individual breeders and feeders not to go into the business too extensively, for fear that over-production might bring prices down to an unprofitable point.

"The number of breeding sows was decreased considerably during 1905, while 1906 shows an increase not only over 1905 but also over 1904. The reports indicate that in 21 counties the sows were decreased in 1905, while 13 counties report slight increases and eight counties report no change. Comparing 1906 with 1905, 35 counties report increases while only two report decreases, and five coun-

that hogs will probably be marketed heavily later in the Fall.

The cost of feeding is dealt with and the average given as \$4.51 per cwt. in Summer and \$5.38 in Winter. Most of the reports were estimates and where actual experiments were made the figures were much lower.

CHEESE AND BUTTER BULLETIN.

The cheese market has developed further strength since our last report and all previous "bearish" arguments have failed completely. The facts are simply that there is a continued strong consumptive demand in the United Kingdom and that our make is decreasing considerably on account of existing weather conditions.

As previously remarked in these articles, cheese is the better paying product of the milk as compared with butter, and our farmers are quite aware of this fact. The result is that factories which are equipped to make either product have generally turned to making cheese, but the production of milk is far short of last year's production and the make of cheese has not increased suffi-

STOCKS OF LARD.

The N. K. Fairbank Co., Chicago, report the following stocks of lard held in Europe and America and afloat on August 1:

	1906. Aug. 1.	1906. July 1.	1905. Aug. 1.	1904. Aug. 1.
Liverpool and Manchester	26,500	24,500	23,000	34,000
Other British ports	16,000	14,000	15,000	16,000
Hamburg	19,200	9,000	30,000	27,000
Bremen	1,500	2,500	1,500	1,000
Berlin	1,000	3,000	3,000	1,500
Baltic ports	13,500	15,500	22,000	14,000
Amsterdam }	3,000	3,000	1,500	3,000
Rotterdam }				
Mannheim }	3,000	4,500	8,000	3,000
Antwerp }				
French ports	1,000	1,600	750	1,500
Italian and Spanish ports	500	500	1,000	1,000
Total in Europe	86,000	78,100	110,700	102,000
Afloat for Europe	60,000	75,000	70,000	40,000
Total in Europe and afloat	146,000	153,100	180,700	142,000
Chicago prime steam	92,468	90,583	177,152	137,860
Chicago other kinds	25,962	22,492	21,063	33,951
East St. Louis	3,000	3,500	3,870	2,050
Kansas City	15,405	21,035	10,838	11,473
Omaha	4,015	4,018	3,697	3,997
New York	6,002	8,178	7,529	6,705
Milwaukee	1,219	1,524	15,466	10,768
South St. Joseph	6,190	8,885	6,651	1,734
Total tierces	310,257	313,315	427,016	350,538

ties no change. Comparing 1906 with 1904, in 26 counties correspondents report increases, while in 9 counties decreases are reported, and in seven counties no change."

The increase is largest in the eastern part of the province. Reports indicate, generally, a lighter delivery of hogs this year than last up to September 1, so

ciently to create a surplus, especially as the consumption has undoubtedly increased very considerably.

There is so far no serious accumulation of stocks on either side of the Atlantic. Prices are so high that nobody considers it safe to hold any goods for a further advance, yet within the last week some orders were received here

from Great Britain to buy and store cheese here, which indicates a certain amount of confidence among some operators on the other side of the Atlantic, that cheese will be wanted later on at advanced prices; but the question is, how much can we advance on our present prices, which are already abnormally high?

Statistics in the cheese and butter business are proverbially misleading, but we must pay attention to actual figures after all, as everybody calculates on the receipts, shipments and available stocks, the goods are made to be consumed within a given time, and the supplies in sight have a material effect on the shaping of the future market.

Our receipts in Montreal last week were 100,437 boxes of cheese and 29,933 packages of butter, against 103,523 packages of cheese and 37,678 packages of butter for the same week of last year, or a total since May 1 of 1,093,693 boxes of cheese and 335,812 packages of butter, as compared with 1,058,004 boxes of cheese and 399,924 packages of butter for the same period of last year.

Our exports from Montreal were last week 68,434 boxes of cheese and 15,743 packages of butter, against 78,112 boxes of cheese and 24,806 packages of butter for the same week of last year, or a total since May 1 of 1,034,655 boxes of cheese and 173,537 packages of butter, as compared with 953,918 boxes of cheese and 260,563 packages of butter for the same period of last year.

According to these figures our stocks of cheese in Montreal accumulated about 6,600 boxes and our stocks of butter about 1,300 packages above the accumulation of the same week of last year, or since May 1 we may figure on having 45,018 boxes of cheese less in store in Montreal and 22,944 packages of butter more than a year ago.

This still shows a very light stock of cheese on this side of the Atlantic and with the make falling off, it may mean very high prices for the balance of the season, if the present consumptive demand keeps up.

Butter, on the other hand, although relatively cheaper than cheese, shows an accumulation of 22,914 packages over the stocks of a year ago and the future is more doubtful than the future of cheese, as Great Britain regulates our butter market, while we regulate the cheese market there.

Recent reports from British markets speak of a good consumption of cheese and much lower prices of Canadian butter than our present quotations, which again bears out our previous argument that we make the market price for cheese in Canada and the United Kingdom makes the market price for butter, in other words, our cheese are needed for consumption in Great Britain and our spare supply of butter is only a very small portion of the butter consumption in the United Kingdom.

THE PROVISION SITUATION.

Hogs are lower and will keep going, the packers say. "They are still a dollar a hundred more than they ought to be according to the English market," declared a packer yesterday. Another packer said they would be 25c. lower next week. The prices this week are \$7.40 f.o.b. country points, which is \$7.90 off cars at the factory. The highest price reached for any one week was \$7.70, though \$8 was touched at some

points where buying competition was particularly active.

The British market on pork products is very weak and does not show any immediate sign of improving. Large stocks of Danish bacon are being held and they are said to have broken the market. This is usually the month for an advance in Great Britain and the Canadian packers hope to see it yet.

In Canada the consumption of pork products is not so heavy owing to the high prices. On the basis of quantity consumption is equal to last year, but it should be greater in keeping with the increasing population and good times.

The packers are still guessing regarding the number of hogs in the market. Receipts at the lower prices are as large as before the decline. They are hoping that deliveries in the Fall will exceed the Government estimate of 15 to 20 per cent. more than last year. Packers in the export trade declare they are losing \$2 a hog at current prices and that they are getting all the hogs they want.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Locally good business in hams and bacon continues. All lines are in excellent demand at prices quoted. There is practically no export business worth mentioning. Prices here are too high, while quotations on the other side are too low to make export trade profitable. Lard is in fair demand at unchanged prices.

Table listing various provisions and their prices, including Lard, Cases, Hams, and Wood net.

BUTTER — The butter market this week is unchanged but firm. Export demand has been only fair during the past two weeks, resulting in spot stocks accumulating. Holders, however, demand full market price, believing further improvement in the market is possible. The large make of saltless butter which was coming in a few weeks ago has dwindled down to a small percentage of arrivals, demand for it being almost nil. As a result nearly all the factories are making salt butter instead.

Table listing creamery and dairy products like Choicest creamery, saltless and Western dairy.

CHEESE—There has been a further advance in cheese, making present prices the highest on record in the cheese trade for the month of August. The demand the past few days has been rather light and so far more cheese has been carried over than for weeks past. Present quotations are certainly extremely high, and it is hardly possible that there will be a further advance, but this season has been such a difficult one to judge that the trade are not surprised at anything which happens now. Shipments last week were lighter than for weeks past, there going forward only 68,000 boxes.

NOTES.

J. Ogden Armour is said to be contemplating the erection of a new \$5,000,000 meat packing plant at Minneapolis to meet the competition of the Swift plant at South St. Paul. As contemplated, it is to be the third largest in the world.

A very strict adulteration act has now come into force in Australia. Imports must be labeled or branded to show their exact nature and the country of manufacture. Exports also must be accurately described on the label and be free from adulteration and disease.

The Cumberland Pork Packing Co., Amherst, N.S., has held its annual meeting and declared a 6 per cent. dividend. N. A. Rhodes was re-elected president and the directors also were all re-elected. The business increased one-third over the previous year. The company handled about two hundred tons of pork, about two-thirds of which came from Prince Edward Island, the average price paid being about 8 3/4 cents per pound.

Table listing Ontario, Townships, and Quebec prices.

EGGS—Since last week there has been little change in the egg situation. Prices are slightly higher, but not very much. Strictly new laid command 20c. to 21c. and for these there is a good market, but very few shipments have been received in Montreal lately which came up to the required standard. Poor eggs are not in good demand. Good No. 1 are quoted from 17c. to 18c. Dealers are doing little candling, preferring to sell at once rather than put away any stock. Within another week, however, dealers will be putting stocks into cold storage, that is if prices then ruling are not too high.

TORONTO MARKETS.

PROVISIONS—The advance of pork products continues, but the abnormally high prices are at last curtailing consumption and the likelihood is the advance will be checked. Short cut is easier, the one exception, and the reason alleged is that the season is about over and stocks are piling up. There has been a considerable decline in the price of fresh meat.

Table listing various meats and their prices, including Long clear bacon, Smoked breakfast bacon, Roll bacon, etc.

BUTTER—The market cannot be said to be unchanged, because most dealers are getting an advance, yet some large houses' figures are unchanged. The quality of dairy butter has fallen off some, which is usual at this season. The general supply, however, continues normal.

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Creamery prints... Dairy prints, choice tubs, choice. Bakers butter...

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New cheese, large twins.

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Finest fresh creamer

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Finest Ontario, large

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Tierce basis, per lb

Small packages tak

30 lb. tin cans, per lb

20 lb. tin pails, in 80-

10 lb. " in 60-

3 lb. " "

20 lb. net white wood

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Hams, selected stock,

bacon, "

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Hams, light, 10 to 12

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Breakfast bacon, clea

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Smoked rolls, long if in

short, ...

Dried beef ham sets.

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The advance in creamery prints is alleged to be due to increased demand owing to heavier consumption.

	Per lb.
Creamery prints.....	0 21 0 23
" solids, fresh.....	0 20 0 21
Dairy prints, choice.....	0 18 0 20
" tubs, choice.....	0 17 0 18
Baker's butter.....	0 15 0 16

CHEESE—Prices locally have firmed up in sympathy with cheese board transactions.

	Per lb.
Swiss cheese, large.....	0 12 1/2 0 12 1/2
" twins.....	0 12 1/2 0 12 1/2

EGGS—The supply of eggs is increasing a little, but the shrinkage is still heavy though decreasing. Quotations here are unchanged.

Eggs (new laid).....	0 18 0 19
" bakers'.....	0 16

WINNIPEG MARKETS.

BUTTER—Creamery is quoted as follows to the retail trade:

Finest fresh creamery, in 56-lb. boxes.....	0 20
" " in 28-lb. boxes.....	0 20
" " in 14-lb. boxes.....	0 20
" " in 1-lb. bricks (eastern).....	0 23
" " (western).....	0 21

Produce houses are paying 14c. to 1 1/2c. for good dairy butter at country points.

CHEESE—The price is advancing. We quote:

Finest Ontario, large.....	0 13 1/2
" Manitoba, large.....	0 12 1/2
" " twins.....	0 12 1/2
" " small.....	0 13

LARD—Price has been advanced 1/4c. per lb. and the tierce basis is now 12 1/4c. per lb. We quote:

Tierce basis, per lb.....	0 12 1/4
Small packages take the following advance:	
50 lb. tin cans, per lb.....	0 00 1/2
20 lb. tin pails, in 80-lb. cases, per lb.....	0 00 1/2
10 lb. " in 60-lb. ".....	0 00 1/2
5 lb. " ".....	0 00 1/2
3 lb. " ".....	0 01
20 lb. net white wood pails, per lb.....	0 00 1/2

CURED MEATS—There have been a number of advances and new prices will be noted below. We quote:

Hams, selected stock, special mild cure.....	0 18
" Bacon, ".....	0 22 1/2
" Backs, ".....	0 18 1/2
" Hams, light, 10 to 12 average.....	0 17 1/2
" medium, 14 to 16 average.....	0 17
" heavy, 20 to 30, for slicing.....	0 15 1/2
" heavy skinned, 20 to 30 for slicing.....	0 17
Prize hams, light, choice, 6 to 8.....	0 13 1/2
Shoulders, light, choice.....	0 11
Breakfast bacon, clear, bellies, light, 8 to 10.....	0 18 1/2
" " clear bellies 12 to 14.....	0 17
Clear backs, b bacon light.....	6 18
" b bacon 12 to 14.....	0 17 1/2
Special rolls, long if in stock.....	0 18
" short.....	0 13
Roast beef ham, sets.....	0 12
Smoked hams boned and roll d. 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear.....	0 13 1/2
" " smoked.....	0 14 1/2
" " boneless backs.....	0 13 1/2
Shoulders.....	0 13

BARREL PORK.

Heavy mess pork, boneless, per bbl.....	24 00
" " per 1/2 bbl.....	12 00
Standard mess pork, per bbl.....	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet.....	4 50	2 30	1 20
Pig's tongues.....	14 50	7 50	3 00
Boneless hocks.....	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb. hocks.....	0 04		0 05

ST. JOHN, N.B.

PROVISIONS—While pork is unchanged packers talk higher prices. In barrel beef there is improved sale for Canadian; business is light at this season. American pure lard, which has been lower, is again up; Canadian is also higher. Refined compound unchanged. Smoked meats only a retail business. Full prices rule. In fresh meats business is rather light, particularly in beef, while best Ontario stock holds at fair price. Domestic is lower. Lamb is still high. Veal scarce. Mutton dull. Pork high.

Mess pork, per bbl.....	\$22 00	\$23 50
Clear pork.....	20 00	23 00
Plate beef.....	13 50	14 50
Domestic beef, per lb.....	0 06	0 08
Western beef.....	0 07	0 09
Mutton.....	0 06	0 08
Veal.....	0 07	0 08
Lamb.....	0 10	0 11
Pork.....	0 10	0 12
Hams.....	0 08	0 10
Rolls.....	0 10	0 13
Lard, pure, tubs.....	0 12	0 12 1/2
" " pails.....	0 12 1/2	0 13
Refined lard, tubs.....	0 09 1/2	0 10
" " pails.....	0 09 1/2	0 10

BUTTER—Prices are rather firmer; there is a good demand for best stock.

Creamery butter.....	0 22	0 25
Best dairy butter.....	0 18	0 20
Good dairy tubs.....	0 16	0 18
Fair.....	0 14	0 16

EGGS—There is a steady sale at rather improved values.

Eggs, strictly fresh.....	0 20	0 25
" fresh.....	0 18	0 20
" case stock.....	0 16	0 17

CHEESE—Prices are firm and tending higher. It is a record season. Twins demanded for local market.

Cheese, per lb.....	0 12	0 13
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BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

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



WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants.

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.
Hamilton and Winnipeg.

Building Up a Trade

TRADE may be built for a day on anything a plausible argument can induce you to buy.

TRADE which is to make a business strong, permanent and cash-producing, can be built only on merchandise of merit—on goods which will satisfy customers and ground their confidence in you.

CLARK'S MEATS will build up your Trade

WORLD'S FOOD STUFF TRADE

Classes and Values of Each Country's Contribution to International Commerce in Articles of Diet—Total is Over Two Billions.

International commerce in food stuffs totals annually an enormous sum, over two billions of dollars. It is interesting to see how this trade is distributed. Of course it fluctuates, but taking the latest returns available, the food stuff exports of the various civilized countries are as follows:

Canada.	
Animals	\$12,869,035
Breadstuffs	23,021,100
Fish	10,856,538
Fruits, dried	269,099
Fruits, green	2,798,449
Fruits, preserved	205,825
Honey	1,848
Milk, condensed	257,565
Butter	5,930,379
Cheese	20,300,500
Eggs	712,866
Meats, etc.	16,693,153
Sugar, syrup, molasses	156,450
Vegetables	616,467
Total	\$94,692,194
British India.	
Coffee	\$ 4,430,301
Rice	61,411,747
Grain	44,189,012
Provisions	1,991,148
Sugar	337,433
Tea	27,727,702
Total	\$140,087,343
United Kingdom.	
Biscuits and bread	\$ 4,179,395
Butter	250,094
Cheese	186,672
Cocoa, chocolate (prepared)	649,478
Corn, grain and meal	8,787,930
Fish	17,313,171
Meat	2,251,956
Milk (condensed)	2,958,963
Pickles, sauces, condiments, preserved fruits and confectionery	7,026,664
Potatoes	567,218
Provisions	4,552,697
Salt	2,479,687
Sugar and molasses	2,563,558
Total	\$ 53,767,483
Australia.	
Animals	\$ 105,130
Biscuits	152,000
Fruits and vegetables	1,761,660
Grain	26,603,242
Flour	3,858,157
Jellies and jams	102,175
Potatoes	59,373
Butter	11,975,231
Cheese	53,620
Eggs	4,988
Meats, etc.	7,966,562
Sugar and molasses	83,074
Total	\$ 52,725,212
New Zealand.	
Butter	\$ 6,718,239
Cheese	902,698
Grain	1,713,459
Meat	13,810,120

Potatoes	45,582
Total	\$ 23,190,098

Ceylon.

Cinnamon	\$ 757,646
Cocoa	816,115
Cocoanut	1,339,263
Coffee	126,666
Tea	18,951,521
Total	\$ 21,991,211

Newfoundland.

Fish	\$ 6,588,353
(Other British possessions)	
Total	\$ 41,154,552

United States.

Animals	\$ 43,553,022
Breadstuffs	111,328,020
Fish	6,527,863
Fruits and nuts	15,606,586
Butter	1,648,281
Cheese	1,084,044
Eggs	543,386
Meat products	143,631,571
Sugar, molasses, confectionery, etc	4,131,707
Vegetables	2,469,938
Total	\$330,524,418

Russia.

Cattle	\$ 1,829,280
Fowl and game	5,110,345
Butter	16,501,115
Caviare	1,408,525
Grain and flour	247,312,785
Eggs	26,310,835
Sugar	12,966,155
Total	\$311,439,040

Holland.

Animals	\$ 1,971,026
Butter	9,418,056
Margarine, etc.	39,260,350
Cheese	6,957,218
Coffee	14,526,672
Fish	10,471,296
Grain and flour	84,172,770
Rice and rice flour	14,035,830
Sugar	19,041,610
Vegetables	16,872,342
Total	\$216,732,170

Austria-Hungary.

Animals	\$ 22,901,000
Butter	2,729,400
Eggs	21,425,200
Grain	18,589,600
Pulse	4,516,200
Sugar	33,394,200
Total	\$103,555,600

Brazil.

Coffee	\$ 92,901,468
Cocoa	4,929,530
Total	\$ 97,830,998

Argentina.

Animals, living	\$ 6,427,865
Grain and flour	74,883,035
Meat	7,521,210
Sugar	2,342,095
Total	\$ 91,174,205

Denmark.

Animals	\$ 3,806,136
Butter	40,740,020
Eggs	7,350,704
Fish	1,792,384
Grain and flour	1,406,464
Meat	22,928,472
Sugar	37,788
Total	\$ 78,061,968

Germany.

Animals	\$ 3,158,260
Butter	675,920
Grain, etc.	33,575,850
Sugar	30,734,368
Total	\$ 68,144,398

France.

Animals	\$ 5,529,400
Butter	13,304,200
Cheese	3,100,200
Eggs	3,357,000
Fruits	8,065,200
Grain and flour	2,431,000
Sugar	17,540,400
Total	\$ 53,327,400

Cuba.

Sugar	\$ 51,385,000
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Italy.

Cattle	\$ 2,831,000
Butter and cheese	6,885,200
Eggs	8,464,200
Fruits	9,023,200
Grain, including dried vegetables	2,047,200
Meat	3,880,000
Rice	3,420,800
Total	\$ 36,551,600

Belgium.

Butter	\$ 1,224,400
Grain	19,743,200
Meats	3,001,800
Sugar	9,904,600
Total	\$ 33,874,000

Spain.

Animals	\$ 3,970,120
Fruit	25,567,400
Rice	1,163,300
Salt	701,120
Flour	60,600
Total	\$ 31,462,600

China.

Beans	\$ 4,855,110
Animals	2,080,120
Fish	645,030
Fruit	1,190,230
Provisions and vegetables	1,400,530
Sugar	904,110
Tea	20,134,610
Total	\$ 31,209,870

Ginger

Rice

Tea

Other food st

Total

Animals

Cheese

Flour

Meat

Condensed mil

Total

Fish

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THE CANADIAN GROCER

Japan.

Ginger	\$ 123,500
Rice	2,362,500
Tea	6,417,000
Other food stuffs	8,425,500
Total	\$ 17,328,500

Switzerland.

Animals.....	\$ 2,019,800
Cheese	8,183,000
Flour	606,200
Meat	398,000
Condensed milk	5,843,400
Total	\$ 17,050,400

Norway.

Fish	\$ 12,557,676
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Sweden.

Cattle and swine	\$ 686,080
Butter	10,001,760
Fish	1,046,772
Grain.....	88,976
Total	\$ 11,823,588

Uruguay.

Flour	\$ 28,769
Fruits	27,000
Grain and cereals	723,098
Vegetables	65,784
Animals	819,520
Meat	7,869,148
Provisions for vessels	165,045
Total	\$ 9,698,364

Mexico.

Cattle	\$ 3,095,114
Coffee	4,384,449

Fruit	137,754
Vanilla	694,000
Total	\$ 8,311,317

Portugal.

Cattle	\$ 3,009,960
Fish	2,231,280
Fruit	546,480
Vegetables	524,880
Salt	130,000
Total	\$ 6,442,600

THE FIRST REQUIREMENT.

Are old ideals to be shattered? asks the St. Louis Chronicle.

You remember the Stephen Girard story. The merchant wanted a boy, and before two applicants placed packages and instructed the lads to open them. One whipped out his knife and cut the cord. The other carefully untied the knot, saved the cord and got the job on account of his thrift and care.

Is there anything in that story?

"Success" asked some of the merchant princes of the country and received some surprising replies. Some big merchants asserted that the boy who would untie the knot should be shown the door, because time is worth more than cord.

It is. In every concern that pretends to hold the pace, hurry is the word today. Time is literally money, and in

stores and offices and factories the great endeavor is to do things in a less and still less number of minutes.

Could Stephen Girard return to earth it is doubtful if he could hold a job as a floor walker in a modern store, and he would probably be run down by an automobile on his way to lunch.

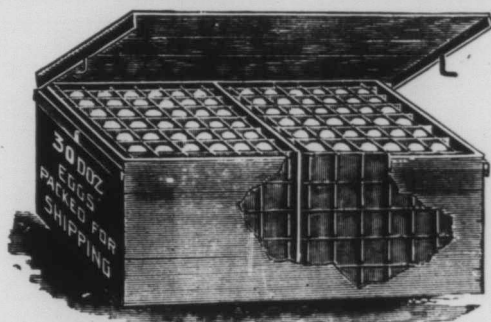
But one thing hasn't changed. There is still an opening for the boy who untied the knot. Methods are as important as men. Painstaking plays as important a part as ever and economy often means the difference between profit and loss. The boy who unties the cord and saves the strings is methodical. He can learn to move quickly. He is honest, for dishonesty has nothing in common with small economies.

In fact, he will do. He may not mount the ladder as quickly as the cord cutter, because he will not be sure of his footing on every round, but the chances are that he will, and stay up when he gets up.

There is room for both boys in business, but humanity is so constructed it will always place the most confidence and reliance in the boy who takes the pains.

L. Lavigne and C. Valence, general merchants, Notre Dame des Bois, Que., have been registered as Lavigne & Valence.

EGG CASE FILLERS



NEW LAID EGGS

to bring the highest market price
MUST BE PACKED
 in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers

30-38 DOWD STREET

MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

**Corned Beef, Roast Beef,
 Chicken, Tongue, Potted
 Meats, etc.**

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, Galloway & Parnell

WINNIPEG and CALGARY

VANCOUVER

FLOUR AND CEREAL FOODS

Western Crop Suspense Nearing an End—Grain Prices Follow Chicago Lead—
Very Little Business doing in Flour or Cereals.

In a week or ten days the western harvest will be saved and the grain trade of Canada will again be under way. At present every scrap of news from the west is read with interest. The decline of prices following Chicago's lead has brought things close to an export basis and some trans-Atlantic inquiries are being received.

Flour prices are following in the wake of wheat, but very little business is doing and the cereal markets are also quiet.

TORONTO MARKETS.

GRAIN—Business is very dull, except for some demand from millers on the decline. There is some Old Country inquiry for export of the basis of 70c. for wheat, 42c. for barley and 29c. for oats.

(F.o.b. Georgian Bay points)			
Manitoba wheat, Northern No. 1	.....	0 80	
" " " " No. 2	.....	0 77½	
" " " " No. 3, nominal	.....	
Red new " per bushel, 78 per cent. points	.....	0 70	0 71½
White, new " " " "	.....	0 70	0 71½
Mixed, new " " " "	.....	0 70	0 71½
Spring, nominal " " " "	.....	
Goose, " " " " " "	.....	
Barley, No. 1, " " " " " "	.....	0 48	0 50
" No. 2, " " " " " "	.....		0 45
" No. 3, " " " " " "	.....		0 42
Oats, white, old " " " " " "	.....	0 33	
" " new " " " " " "	.....	0 30	
" mixed, old " " " " " "	.....	0 32	
" " new " " " " " "	.....	0 29	

FLOUR—Prices are nearly unchanged, and the business passing is very small.

On track, Toronto.			
Manitoba patents, No. 1, per bbl. in bags	.....	4 40	4 50
" " " " No. 2, " " " "	.....		4 10
Strong bakers	.....		3 90
Ontario 90 p.c. patents, No. 1 " " " "	.....	3 25	3 50
Straight roller	.....	3 15	3 25

CEREALS—Trade continues quiet and prices are unchanged.

Oatmeal, standard and granulated, carlots, on track, per bbl.	.....	nominal	5 05
Rolled wheat in boxes, 100 lbs.	.....		2 40
" " " " 50 lbs.	.....		1 25
Rolled oats, standard, carlots, per bbl., in bags	.....		4 50
" " " " " " in wood	.....		4 75
" " " " " " for broken lots	.....		4 80

MONTREAL MARKETS.

GRAIN—Grain is very dull at present. There seems to be no activity in any quarter. Some No. 2 Ontario wheat has been offered at 72c. f.o.b. Toronto and west. One firm has been offered No. 2 Ontario white oats at 32½c. f.o.b. Toronto and west.

No. 4 barley, store	.....	0 51½	
Rejected barley, store	.....	0 48½	
No. 2 white oats	.....	0 41½	
No. 3 white oats	.....	0 40½	0 41
No. 4 white oats	.....	0 40	
No. 3 yellow corn	.....	0 63	
No. 2 peas, basis 78 per cent. points	.....	0 89	

FLOUR—No changes are reported in the flour situation this week. Business is not very large, particularly export trade, but nevertheless local demand is picking up. Prices remain as they were last week.

Winter wheat patents	.....	4 40	4 70
Straight rollers	.....	4 00	4 20
Extra	.....	4 10	4 40
Straight rollers, bags, 90 per cent.	.....	1 75	2 00
Royal Household	.....	4 70	
Glenora	.....	4 20	
Manitoba spring wheat patents	.....	4 70	
" " strong bakers	.....	4 30	
Buckwheat flour	.....	2 00	2 10
Five Roses	.....		4 70

ROLLED OATS—Quiet prevails in the rolled oats market. Business passing is very slight, demand being slack in most quarters.

Fine oatmeal, bags	.....	2 20	2 40
Standard oatmeal, bags	.....	2 40	2 50
Granulated " "	.....	2 40	2 50
Rolled oats, 90-lb. bags	.....	2 20	2 25
" " 50-lb. bags	.....		2 10
" " bbls.	.....	4 55	4 70
Choice boiling peas	.....	1 60	1 10

FEED—On account of the very dry weather and the consequent poor pasturage, demand for bran and shorts has been more than ordinarily good. Dealers report a steady demand at prices quoted. Feed flour is also subject to considerable inquiry.

Ontario bran	.....	16 50	17 00
Ontario shorts	.....	21 00	22 00
Manitoba shorts	.....	21 00	22 00
" " bran	.....	17 50	18 00
Mouillie, milled	.....	21 00	24 00
" straight graded	.....	25 00	28 00
Feed flour	.....	1 25	

HAY—Locally the hay situation remains practically unchanged since last report. Prices at present are above an export basis so that not much trade is being done with the other side. Then again, farmers are still busy with their hay and not disposed to bring in their stocks.

The Liverpool market is a little firmer this week at 64 shillings ex quay. London is easier, while Glasgow is a little firmer, with Manchester about unchanged.

No. 1	.....	10 00	
" 2	.....	9 00	
Clover mixed	.....	6 00	6 50
Clover, pure	.....	5 00	5 50

OPENING FOR FLOUR.

J. S. Larke, commercial agent in Sydney, Australia, writes: "A Sydney miller, who has visited the east in the interests of his firm, reports that there is a great future for flour in the Malay States and China. At Hong Kong a mill was in the course of erection by a United States firm, which would import wheat to meet its requirements. The boycott was still seriously affecting United States exports to the advantage of Australian products."

CEREAL NOTES.

The King Milling Co., Sarnia, Ont., have commenced to build a new brick addition, 42x35 feet, three storeys and basement. Manager Rennie states that when the new building is completed, the plant will be operated night and day. Business has increased steadily of late, particularly in the export trade with Great Britain. Sarnia flour is now shipped steadily to Glasgow, Liverpool, St. Johns, Nfld., Montreal, Moncton and other points.

The Dowd Milling Co's elevator at Pakenham, Ont., was destroyed by fire with a loss of about \$80,000.

The Brigden oatmeal mill, which has been undergoing a thorough and systematic overhauling and repairing under the supervision of one of the best millers in Canada, is now running again.

NOTES OF INTEREST.

R. L. Waugh, grocer, Winnipeg, is selling out.

A. Frederickson, grocer, Winnipeg, has sold out.

T. Galloway, grocer, Winnipeg, has discontinued.

John Lawson, grocer, London, Ont., has sold out.

The assets of J. C. Plourde, grocer, Montreal, have been sold.

W. H. Lillie, grocer, Guelph, Ont., has assigned to A. S. Allan.

R. F. Beamish, general merchant, Pembroke, Ont., has sold out.

A. Carpenter, grocer, Bronte, Ont., has sustained a loss by fire.

D. C. Jamieson, baker and confectioner, Forest, Ont., has sold out.

The assets of A. J. Hant, wholesale fruit, Montreal, are to be sold.

Mrs. H. Lefebvre, teas, crockery, etc., Montreal, has been registered.

W. Lonsdale & Co., grocers, Toronto, have sold out to H. G. Meir.

The Burgess Grocery Co., Toronto, has sold out to F. W. Patenaude.

The St. Isidore Canning Co., St. Isidore, Que., have obtained a charter.

Jos. M. Clark, miller, Mount Brydges, Ont., is advertising his business for sale.

A meeting of the creditors to A. Beaudoin, grocer, Montreal, was held on Monday.

Montgomery & Woolley, grain merchants, Bradenburg, Sask., are out of business.

Nap. Rousseau, general merchant, St. Ephrem d'Upton, Que., has effected a compromise.

W. C. Short & Co., groceries and meats, St. John, N.B., have held a meeting of creditors.

Joseph and Victor Simard, tea importers, Montreal, have been registered as P. I. Simard & Co.

Chas. A. E. Lawes and A. G. Johnston have registered as the Lawes-Johnston Co., soap manufacturers.

Wednesday was Hamilton's Civic Holiday, and the grocers according to arrangement were mostly closed.

O. Brochu & Co., general merchants, Beauceville, Que., have assigned to V. E. Paradis, provisional guardian.

Mrs. O. Chandonnet, general merchant, St. Pierre des Decquets, Que., has been registered as O. Chandonnet & Co.

M. Stewart, general merchant, Crofton, Ont., has assigned to James Yule. A meeting of creditors was held on August 9.

Monday was Civic Holiday in Toronto and the blinds were drawn in the grocery trade, but many of the fruiterers were open.

Anderson & McLaren, grocers and flour and feed merchants, Ottawa, Ont., have sold their grocery business and dissolved partnership, V. Anderson continuing.

The directors of the Berlin Castile Soap Company, Waterloo, Ont., find their business increasing to such an extent that they have decided to build a new factory.

J. Edward Brown, of Joseph Brown & Sons, commission merchants, Montreal, has returned from a holiday fish-

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AGENTS—Rose
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*A small space and a small ad., but good to have,
and take them now when they are ripe.*

\$1.10 — TOMATOES — \$1.10

Log Cabin, Little Chief,
Delhi, Grand River Brands.

5c. — VALENCIA RAISINS — 5c.

4-Crown Layers. Finest Selected.
They are a little sugary.

\$2.00 — ROLLED OATS — \$2.00

80-lb. sack Victor Brand.

\$1.75 — PICKLES — \$1.75

5-gal. pails, Mixed.

I am allowing the highest price for Produce.

WIRE OR 'PHONE AT MY EXPENSE.

JOSEPH GRANT WHOLESALE GROCER
OTTAWA, ONT.

Now is the time
to push
Canada Flakes.



Nothing can be more appreciated at this time of the year, during the hot weather.

Gives the greatest amount of nourishment with the least heat.

Delicate maple flavor; crisp flakes; rich in malt. Premiums in the package.

A very **ATTRACTIVE WINDOW DISPLAY** of Canada Flakes may be made at present. Procure several sheaves of ripe wheat. Arrange them artistically along with the beautiful packages of Canada Flakes, opening a couple of the household packages to show the pretty china plates they contain. Add to this a large card giving the actual weights of the average package of Canada Flakes, to show how much more of this food is procured for the same money paid for inferior goods. Append to this our mottoes:—

"The Food of QUALITY and QUANTITY."

"From golden grain to package form, no human hand touches Canada Flakes."

Desire ————— Fulfilment

Every Merchant has a desire for quick turnover. This is only possible when certain lines are sold.

One of these lines is

**Mrs. Rorer's
Saratoga Chips**

They never stay in a store long. No "talking up" is necessary. Their exceedingly high reputation is always ahead of them

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.
HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont.
Stuart Watson, Winnipeg, Man.; Dominion Brokerage Co., Calgary, Edmonton and Victoria.

**WESTERN CANADA
FLOUR MILLS CO., Limited**

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT

WINNIPEG
GODERICH
BRANDON

OFFICES

ST. JOHN, N.B.
MONTREAL, Que.
TORONTO (HEAD OFFICE)
GODERICH
WINNIPEG
BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

ANCIENT COLONY NOTES

ing trip in the neighborhood of Knowlton, Que.

The E. D. Marceau Co, Montreal, are offering some very good values in teas to arrive. Several large shipments are now on the way. This company is offering also some excellent coffees.

S. F. Bowser have just issued the 14th edition of their catalogue No. 1 for the Bowser self-measuring oil tank. It is a very neat, well printed brochure of 66 pages. Every other page bears an illustration.

Shochter Bros., who left Winnipeg a couple of months ago to engage in the grocery business in Regina, have met with such success that they had to enlarge their premises. J. Shochter attended the Winnipeg fair.

Don't be afraid to move into a bigger store if your present location is too small. Time and money are lost pulling out barrels and boxes in order to get access to certain commodities.

NAP. G. KIROUAC & CO., QUEBEC
 Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT
and FRESH FISH
 Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The **McLEOD MILLING CO., Limited**
 Stratford, Ontario.
 Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

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

Pot and Pearl Barley
 "Gold Dust" Wheat Cereal "Steel Cut" Graham Flour
THE CANADIAN FLOUR AND CEREAL MILLS
 (Write for Quotations and Samples) **MARKHAM, ONT.**

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions Commission **Quebec**
 Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
 REFERENCE, HOCHELAGA BANK.

ROLLED OATS. You do not care to buy largely of cereals in summer.
 We ship five sacks as cheerfully as a carload.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Breezy News and Personal Jottings From the Island of Newfoundland—Disappointment that Sir Wilfrid did not Accompany the Governor-General.

St. John's, Nfld., Aug. 4, 1906.

A popular knight of the grip, T. M. Sullivan, has just left for Halifax after a successful trip here.

C. H. Gorham, of Halifax, representing Libby, McNeil & Libby, left well pleased with his first trip.

Capt. Stewart and J. A. Foote are spending a few days in the city attending a meeting of the stockholders of Ming's Bight Gold Company. They are practical miners and are getting good results.

A large tract of timber land changed hands this week, New York parties being the purchasers.

C. Chetwynd, representing Harvey & Co., has been doing the west coast in the interests of the firm. Mr. Chetwynd's specialty is tea.

Job H. Roberts has been covering the northern territory in the interests of Vim tea and during his absence Mr. Hussey has had charge of the office. Mr. Roberts is a hustler and is very popular with the trade, his superior tea knowledge giving him a decided advantage.

It is reported that T. O. Apps has severed his connection with Red Rose tea and has gone into business for himself.

T. T. Cartwright has sold out his interests here and in future will represent E. W. Gillett Co., Limited, in this colony.

H. H. Stichel, representing Anheuser-Busch, St. Louis, Mo., has been here for several days in the interest of this firm of beer brewers. J. Strang is local agent.

J. Cummings, Boston, representing a well known brand of leather, has been visiting the trade. He reports trade extra good.

Five Roses flour, for which the firm of T. & M. Winter are sole agents for Newfoundland, has dropped ten cents per barrel.

J. James, a prominent merchant, Hants Harbor, has just returned from a visit to Boston and other cities in the United States. His many friends were glad to see him looking so well.

W. H. Fetlow, of Manchester, England, has left with his usual bulk of Fall orders. No more popular visitor comes to these shores.

E. A. Emory, representing a large London and Liverpool tea house, is at present in the city.

A. J. Lawrence, of Dyola fame, is visiting the trade. Dyola has taken well in this country.

M. Connors, druggist, has a fine new store fitted with all the latest improvements, both English and American.

Earl and Countess Grey, of Ottawa, are enjoying their visit to the Ancient Colony. The Governor-General of Canada has made himself extremely popular with all classes here.

Great disappointment existed that Sir Wilfrid Laurier did not come. Newfoundland wants to see him.

F. F. Smith, of Norwich, Conn., has been a visitor here with his wife. Mr. Smith is the proprietor of a large grocery store in Norwich.

H. Watson, representing F. W. Webb Manufacturing Co., plumbers' specialties of Boston, left with some good orders.

From reports just received it looks as though the fishing would be under the average catch.

Arthur H. Hodge, a prominent merchant of Twillingate, is visiting in the city and will meet his uncle, John W. Hodge, of Fogo, who started from Liverpool on the Siberian yesterday.

LIFE CHIPS

are scientifically made on "the Battle Creek Idea" from the choicest White Winter Wheat and the best quality of Malt.

They retail at ten cents a package.

A good seller.

Send your orders to

The Battle Creek Health Food Company,
 Limited
 Canadian Factory and Office, LONDON, ONT.

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FREIGHTS AND CHARTERS

Schedule of Rates Largely Changed—Shipments of Butter and Cheese Fluctuating—Little Business Passing in Flour and Grain.

Shipping has been more or less active during the past week. For many lines there has been a very good inquiry from the other side, although some products which are usually counted upon as being strong factors in the shipping business between Canada and the Old Country are not in such demand as they might be. Flour is not much better, in an export way, than it was at the time of last report. Inquiries from the other side have not been numerous, and as a consequence trade has not been brisk. There is still some little business passing out through the port of Montreal to foreign countries, but it is not very large.

Dealers report that export grain trade has not been strong. Demand from the other side is such as to preclude the possibility of very large shipments. It is expected, however, that this line will pick up shortly.

Shipments of butter and cheese have been good at one time and poor at another, the size of lots shipped fluctuating. On the whole, however, trade with the other side has been very good. During the week some good round lots of cheese have been exported, while number of packages of butter shipped was quite large.

It has been given out that the dredging of the channel between Montreal and Quebec will have been completed by this autumn. Shippers generally are pleased to hear this news, for once the boats are able to proceed up and down stream without fear of grounding, much valuable time which is now very often lost, will be saved.

After another round trip to Montreal from London and Havre, the Allan liner Carthagian will be taken off the London-Havre service to be placed on the Liverpool-Glasgow-Philadelphia

route via St. Johns and Halifax. It is expected that the Carthagian will be replaced, at least for the balance of the season, by the Samartian.

Nearly all of the rate quotations have been changed more or less this week, as is usual about this time of the shipping season.

Several boats cleared Montreal port last Saturday, among them being: The Allan liner Carthagian for London and Havre, the Dominion liner Manxman for Avonmouth, R. Reford & Co's Devona for London, and the Kensington of the Dominion line for Liverpool. All these vessels carried general cargoes.

SALMON PRICES.

The Corby Commission Co., New York, have issued the following salmon prices: Clover Leaf, talls, \$5.75; Clover Leaf, flats, \$6.25; Rivers Inlet O-Wee-Kay-No, \$5.50; Humpback, \$3; Cohoes, \$4.25.

Jos. E. Ethier, manager Laporte, Martin & Cie, Montreal, is out of town at present.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	.....	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft.	†10/6	12/1½	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.....	16/3
Oil, lubricating and other; also Wax; in barrels, 2,240 lbs.	11/6	15/9	17/6	18/6	15/9	10/6	.....	.....	15/9	17/6	.....	16/3
Oil Cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas, Starch, and Grape Sugar, in bags, 2,240 lbs.	7/6	*10c.	*11c.	11/3	*9c.	8/9	10/6	11/6	10/	12/6	.....	12/6
Roller Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs.	9/3	11/	12/3	13/9	11/	9/3	13/	14/	12/6	15/9	.....	12/6
Roller Oats and other Cereals, papered, in cases, 40 cb. ft.	7/6	10/6	11/9	†17/6	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs.	8/9	11/3	12/6	11/3	12/6	8/9	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	22/6	22/6	25/	25/	.....	27/6
Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs.	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	.....	32/6
Beans, Timothy and Clover, in bags, 2,240 lbs.	12/6	17/6	18/9	17/6	17/6	12/6	13/	14/	20/	.....	.....	20/
" Beans and Peas, in bags, 2,240 lbs.	8/9	10/6	11/9	12/6	10/	8/9	13/	14/	10/	.....	.....	12/6
Apples Flour and Meal, in barrels, barrel and other Green Fruit in boxes, 40 cb. ft.	2/6	2/9	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/
" Evaporated, in barrels or boxes, " Prunes and other dried fruit in boxes, 2,240 lbs.	12/6	15/9	16/	15/	15/9	12/6	15/	16/	15/9	17/6	.....	15/
" Eggs, in cases or barrels, 40 cb. ft.	7/6	10/6	11/3	8/9	10/6	7/6	.....	.....	10/6	11/3	.....	10/
" Grain, in shipper's bags. Quartern.	15/	20/	20/	20/	21/	15/	.....	.....	21/	21/	.....	21/
" Small, of less than ¼ ton weight or measurement	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
	1/3	1/6	2/	2/	1/6	1/6	.....	.....	.....	.....	.....	2/3
	10/6	10/6	10/6	10/6	10/6	10/6	.....	.....	.....	.....	.....	10/6

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 2,240 lbs,

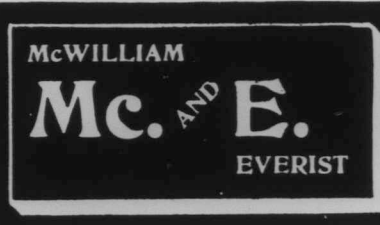
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Georgia PEACHES California

PEACHES
PLUMS
PEARS

are what you want for Holiday Trade.

We are HEADQUARTERS for all Imported Fruits.



25-27 Church St. TORONTO, CANADA

Watermelons, Cantaloupes, Bananas, Oranges, Lemons

CANADIAN FRUITS

are now arriving in large quantities and we are giving them our Special Attention

**RASPBERRIES
CURRANTS
CHERRIES**

RIPE TOMATOES

I have the largest plantation of **Early Tomatoes** in the favored Leamington District. Write for prices. I make a specialty of **careful packing**. All telegrams phoned out to our fruit farm. Phone 83.

W. W. HILBORN,
Leamington, Ont.

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.

FRUITS, VEGETABLES AND FISH

Outlook is for a Good Average Peach Crop—One Grocer's Interesting Experience in Grading Peaches—Big Tomato Crop—Lower Prices.

The fruit trade is now lying back a little in anticipation of the Crawford peach crop, which will not begin to move till about September 1. No one is idle, however, and throughout the Dominion a heavy business in fruit is passing. A few yellow fellstone peaches, the Yellow St. John, are expected on the market by the 25th, but the genuine Crawford will not be ready till about the 1st. The peach crop in Ontario is now declared to be a good average crop and somewhat less than last year.

The early peaches now coming forward are not very satisfactory. "You can stand and watch them spoil," declared one large Toronto dealer. A grower stood on the dock at Niagara on Saturday and saw a prominent Toronto financier buy half a dozen baskets in the belief that they were Crawfords and pay a dollar a basket for them. The market price was about 50c. They were fit only for eating and that with little delay; but the financier told his wife how nicely they would do for canning. They were transported to the vessel with great care, the seller carrying three baskets, the financier two and his wife one. The grower took a look at them later and saw they were nice on top and small and green underneath. The great man's grocer would enjoy this story if he knew.

The early tomatoes are a large crop and prices took a tumble this week. The later variety are a good average crop, but they are not selling any too well.

Pears are an average crop; the quality is good and they are nice and clean. Grapes also will be a good crop and without much fungus.

MONTREAL MARKETS.

GREEN FRUITS—Warm weather such as we have been having helps the fruit trade in one way and does not in another. During the week there has been a good healthy trade in all lines. If the weather was more moderately warm no doubt trade would have been much better. Black and Lawton berries and black currants are among the new lines quoted this week. Cherries are now out of the market, while raspberries have been advanced one cent. New apples are arriving very freely, while shipments of plums have been numerous enough to enable dealers to lower the price somewhat.

Late Valencia oranges, per box	5 75
Dates, per lb.	0 04
Bananas	1 75
Cocoanuts, per bag of 100	2 25
Pineapples	3 40
Apples	4 00
New apples, baskets	7 00
Old lemons, per box	0 25
New lemons	0 40
Limes, 1 er hundred	3 75
Peaches, per box	5 00
Plums	1 25
Cantelo pes, per crate	1 75
Watermelons, each	2 00
Jamaica oranges, per bbl.	0 30
Spanish Onions cases	0 35
Blueberries, 22 quart boxes	2 50
Raspberries, per box	2 25
Gooseberries, per basket	0 11
Blackberries, pail	0 75
Lawton berries	1 25
Black currants basket	0 10
Jamaica grape fruit, box	0 12
	1 60
	6 50

VEGETABLES—There have been few changes in quotations this week. Tomatoes are now arriving much more freely and are selling from 75c. to 90c. a box. Some baskets are obtainable at 60c. Old turnips and old carrots are now entirely out of the market, and new stock is now coming in freely enough to supply all wants. Corn has declined considerably since last week, dealers now quoting 10c. a dozen. Cucumbers are very plentiful and find ready sale from 10c. to 15c. per dozen. Business is very good.

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Parsley, per doz. bunches	0 20
Sage, per doz.	0 25
Savory, per doz.	1 00
Green peppers, per basket	0 75
Montreal cabbage, per doz.	0 35
tomatoes, boxes	0 75
New turnips, per doz.	0 25
Water cress, per doz.	0 75
Lettuce, per doz.	0 15
Spinach, per bbl.	2 00
Cucumbers, per doz.	0 10
New potatoes, per bbl.	2 50
New beets per doz.	0 50
New carrots, per doz.	0 15
Wax beans, per bag	0 50
Green beans per bag	0 50
Green peas, per bag	0 75
New corn, per doz.	0 10

FISH—For the season of the year very good trade is passing in fish. Recent very warm weather has had the effect of keeping the demand lower than it would otherwise have been. Quotations this week have not been greatly changed. Dore, which is becoming scarce, has been advanced to 9c. Pike, trout, whitefish, and other lake fish are not plentiful now and will not be so until September 1. Arrivals of codfish and haddock have been numerous and prices are low. Skinless cod is quoted \$5.75.

Fresh haddock, express, per lb	0 04
Fresh steak cod	0 05
" halibut	0 08
" grass pike	0 08
Lake trout	0 10
Whitefish	0 09
Weakfish	0 09
Dore, per lb.	0 10
Gaspe salmon	0 14
Fresh B.C. salmon	0 13
Fresh mackerel	0 10
Fresh frozen fish—	
B.C. salmon, per lb.	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb.	0 07
St. John bladders, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
salmon, per lb.	0 20
Oysters and Lobsters—	
Standards per imp. gal	1 50
Oyster pails, pints, per 100	0 90
" quarts, "	1 25
Prepared fish—	
Boneless cod, "Favorite," 1 and 2-lb. bricks	0 06
fish, 2-lb. bricks, per lb.	0 06
fish, 25-lb. boxes, per lb.	0 04
Skinless cod, large, per case	5 75
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl.	3 50
" " " per pail	0 80
" " " salmon—	
" " " in bbls.	13 00
" " " in 1/2 bbls	7 50
" B.C. salmon, bbls	12 50
" half bbl	7 00
" mackerel, per pail	1 75
large green cod, per lb.	0 04
medium, " "	0 03
small, " "	0 02

TORONTO MARKETS.

GREEN FRUIT—This week will finish the raspberries and the Lawton berry crop is now arriving. Early apples are a shade lower this week and the early peaches are coming in pretty freely and are a little lower. Heavy business is passing in all marketable lines. Bananas are selling even more freely than last year, when the consumption compared with former years was excessive.

Oranges, late Valencia
Lemons, Messina, 30
Apples, new harvest
Pears, XXX
Baldwins, 2
other Wint

farmers' pe
bananas, per bunch
currants basket
peaches, Florida
California, 1
peaches, 1
pears, eating, per bu
Georgia peaches, 6 l
Canadian peaches, 1
pears, per
Watermelons
Cantaloupes, per bus
raspberries, per bas
black currants, per
Lawton berries, per
Southern grapes, 6 l

VEGETABLES
this week are
lower, ca
peppers 35c,
5c, and
the week to
has come on
Potatoes
demand
seems ample.

New potatoes, Ontar
Onions, Egyptian, pe
green, per c
Spanish, pe
Cabbage, new Canad
Wax and green bean
green peas, per bush
Beets, new, per doz.
Carrots, Canadian, p
Lettuce, per doz. bu
Rutabaga, per doz.
Mushrooms, 1-lb. bo
Beans, white, prime
Lima, per lb.
Tomatoes, Canadian
Rhubarb, 1 doz. bnd
Watercress, per doz.
Egg plant, per buske
Peppers, green, per s
Parsley, per doz.
Turnips, new per do
Mind, per doz.
Cauliflower, per doz
Celery, Michigan, pe
Canadian
Spinach, per doz
Vegetable marrow, 1
Green corn, per doz.
Beans, per doz.

FISH—The
in volume, as
Salmon is a
prices are unc
Fish halibut
Fresh cod, fresh caught
Fresh lobsters, boiled
Straps per gal.
Whitefish, per lb.
Salmon trout, per lb.
Capers, per basket
Fish, per lb.
Herring, large, per lb
medium pb.
Trout, per lb.
Fish, per lb.
Mackerel, per lb.
Green salmon, per

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FISH

Interesting Experi-
Prices.

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6c. to 90c. a box
inable at 60c. Old
are now entirely
new stock is now
gh to supply all
lined considerably
lers now quoting
ers are very plent
ale from 10c. to
ss is very good.

0 20	0 25
1 00	1 00
0 25	0 25
0 35	0 75
0 75	0 50
0 25	0 50
0 75	0 75
0 15	0 50
2 00	2 00
0 10	0 15
2 50	3 00
0 50	0 50
0 15	0 25
0 50	0 60
0 50	0 60
0 75	1 00
0 10	0 10

n of the year very
in fish. Recent
s had the effect of
ver than it would
Quotations this
greatly changed
g scarce, has been
trout, whitefish,
are not plentiful
o until September
and haddock have
are low. Skin
5.

0 04	0 04
0 05	0 05
0 08	0 08
0 08	0 08
0 08	0 08
0 08	0 08
0 08	0 08
0 14	0 14
0 13	0 13
0 10	0 10
0 09	0 09
2 00	2 00

lb.	0 07
per box	1 00
s, per box	0 12
	0 20
	1 50
	0 90
	1 25
and 2-lb. bricks	0 06
lb.	0 05
lb	0 04
5 75	5 75
1 00	1 00
lf-bbl.	3 50
	0 80

13 00	13 00
7 50	7 50
12 50	12 50
7 00	7 00
1 75	1 75
0 04	0 04
0 05	0 05
0 02	0 02

MARKETS.

is week will finish
he Lawton berry
Early apples are
ek and the early
pretty freely and
heavy business is
ble lines. Bananas
freely than last
mption compared
s excessive.

anges, late Valencias, 96's, 112's, 288's	4 75	6 25
mons, Messina, 300's, 360's, per box	4 00	5 25
imes, per crate	1 25	1 25
pples, new harvest, per basket	0 25	0 40
" Spies XXX, per bbl		
" XXX, per bbl		
" Baldwins, XXX, per bbl		
" XX, per bbl		
" other Winter varieties, XXX, per bbl		
" XX, per bbl		
" farmers' pe bbl		
ananas, per bunch	0 75	2 25
ad bananas per bunch	2 20	2 50
ad currants basket	0 90	1 10
aspberries basket	0 09	0 10
pepples, Floridas, 2 1/2's to 3's	3 00	3 50
onus, California, per crate	1 75	2 00
arrots,	2 50	2 75
aches,	1 25	1 75
ears, eating, per box	2 50	3 00
orgia peaches, 6 basket crates, per crate	2 25	2 50
anadian peaches, per basket	0 25	0 50
pears, per basket	0 30	0 40
Watermelons	0 30	0 40
antalopes, per basket	0 75	0 85
ackberries, per basket	1 00	1 40
ack currants, per basket		1 25
axton berries, per box	0 99	0 10
outhern grapes, 6 basket crates		3 00

VEGETABLES—All price movements
this week are downward. Potatoes are
lower, cabbage 10c., egg plant 25c,
peppers 35c, celery 10c to 30c, corn 2c
to 5c, and tomatoes slumped early in
the week to 25c to 30c a basket. Corn
has come on quickly and is very plenti-
ful. Potatoes promise well. In all lines
the demand is heavy and the supply
seems ample.

New potatoes, Ontario, per us	0 65	0 75
Onions, Egyptian, per sack 100-115 lbs	1 00	
" green, per doz. bunches	0 12	0 12
" Spanish, per large case	3 25	
Cabbage, new Canadian, per doz.	0 40	
Wax and green beans, per basket	0 30	
Green peas, per bush	0 40	
Beets, new, per doz. bunches	0 20	0 25
Carrots, Canadian, per doz. bunches	0 20	0 25
Lettuce, per doz. bunches	0 21	0 25
Rutish, per doz.	0 20	0 25
Cucumbers large, per basket	0 15	0 35
Mushrooms, 1-lb. boxes, per lb	0 75	
Beans, white, prime, bush	1 75	
" hand-picked, bush	1 90	
" Lima, per lb.	0 07	
Tomatoes, Canadian, per basket	0 25	0 30
Rhubarb, 1 doz. bundles	0 21	0 25
Watercress, per doz. bunches	0 20	0 25
Egg plant, per basket	0 75	
Peppers, green, per small basket	0 75	0 85
Parsley, per doz.	0 20	0 25
Turnips, new per doz.	0 25	0 35
Mint, per doz.	0 15	0 20
Chard, per doz.	1 00	1 50
Celery, Michigan, per doz. bunches	0 40	0 45
" Canadian	0 40	
Spinach, per doz	1 00	1 25
Vegetable marrow, per doz	0 50	0 75
Green corn, per doz.	0 08	0 10
Beans, per doz	0 25	

FISH—The fish trade continues small
in volume, as is usual at this season.
Salmon is a cent lower. Otherwise
prices are unchanged.

Fresh halibut	0 10	0 13
Haddock, fresh caught, per lb.	0 06	0 06 1/2
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb.	0 18	0 20
Strawberries per gal.	1 00	1 25
Whitefish, per lb.	0 10	
Chinook trout, per lb.	0 08	0 09
Salmon, per basket	1 25	
Perch, per lb.	0 05	0 06
Shrimp, large, per lb.	0 08	
" medium per lb.	0 04	
Brook trout, per lb.	0 25	
Perch per lb.	0 05	0 06
Whitefish, per lb.	0 10	
Rock mackerel	0 20	0 25
Atlantic salmon, per lb.	0 20	

GRADING PEACHES.

O. Burgess Makes a Beginning—
Good for all Concerned
O. Burgess, a fruit grower of the
Ontario peninsula, and some dealers
would say "the" fruit grower, told a
Canadian Grocer representative yester-
day of a departure in marketing his
fruit which had both paid him and creat-
ed a demand for his output among gro-
cers catering to the best trade. He pur-
chased a grader for peaches and fitted up
graded bins. He now markets under
his own name two sizes, the "good fam-
ily" between 2 1/4 and 2 1/2 inches in diam-
eter and the "extra," over 2 1/2 inches.
Every basket he places a label stat-
ing the size and guaranteeing the fruit
uniform throughout. Then the fruit is

CALIFORNIA FRUIT

Fancy Bartlett Pears and
Crawford Peaches

are now arriving in large quantities. You should be handling a share of
this fruit if you are not. FRESH DAILY.

Lemons

We predict higher prices. Good Hard New Lemons at present prices will
soon look cheap.

Our Weekly Price List mailed to any responsible dealer.

WHITE & CO., LIMITED
TORONTO and HAMILTON

BRITISH WEST INDIAN LIMES

The thin-skinned "juicy little lemon"—just what you
want now when lemons are high. You can't help
making a good profit on them. Ask your dealer.

W. B. STRINGER & CO., Agents - Toronto

TOO BUSY

to write lengthy ads. Send along your fruit
orders. No time for particulars. All lines of
Foreign and Domestic Fruits.

THE F. T. JAMES COMPANY, Limited
76 Colborne St. TORONTO Wire, Phone,
33 Church St. or Mail your Orders

APPLES.

If you want to either buy or sell Apples
in CAR LOTS, get in touch with us.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

BANANAS, WATER MELONS,
ORANGES AND LEMONS

And all kinds of
FOREIGN AND DOMESTIC FRUITS

HUGH WALKER & SON

ESTABLISHED 1861 GUELPH, ONT.

DRIED FRUIT,

I HANDLE SPECIALLY FINE LINES OF

CURRENTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES
Direct from my own houses in the countries of production. Goods packed under private brands
if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S. E. D. Adams
St. John, N.B. J. Punter White
Montreal, D. Ratray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C. H. Donkin
Vancouver, C. E. Jarvis & Co.
TH. J. PSIMENOS.
4 Callum St., E.C. LONDON, ENG.

rowed and properly packed. The small fruit that is left is put on the market to bring what it will.

On more than one occasion Mr. Burgess has tested the economic value of the plan. Take one instance. He had on one occasion 900 baskets of peaches. Of these he graded 700 baskets and shipped them, two sizes under his name and one unidentified. The other 200 he shipped ungraded to another commission house. The 700 baskets averaged him between 40c and 45c a basket, the 200 only 22½c a basket.

Once Mr. Burgess had a difference with the firm he was shipping to and sent the next shipment to another house. His old house kicked up a row because they had sold a hundred baskets of his stuff ahead to grocers who had ordered them by size.

Mr. Burgess thinks the time is coming when fruit will be graded and packed in Ontario as it is in California, and his opinion is that grower, dealer and consumer will all benefit.

WILL BUY FRUIT AND POTATOES.

J. S. Larke, Canadian commercial agent at Sydney, Australia, reports that the potato crop in New Zealand is a failure owing to disease. On that account there will not be any export of oats and that therefore there will be a market in Australia for Canadian oats in October, November and December. There will be an opening, too, for all British Columbia's surplus potatoes. There are likely to be inquiries in October, he says, also for good Canadian apples the failure of some shipments last year. The three steamers of the line between Canada and Australia will all be filled with cold storage for fruit. He adds, "The prosperous condition of Australia has increased the number of purchasers of high class fruit, hence there will be a demand for an increased quantity, for which good prices will be paid. The best dessert fruit is now commanding 15s. per bushel here wholesale, and the prices will be higher in October."

Sardines have now reached the Nova Scotia coast. The fish are somewhat late and fishermen feared the catch would be very small. Sixty hogsheads were brought to one port in a single day and the outlook now is for a good season.

REPUTATION—THE GREAT THING NECESSARY.

The great thing necessary to success in business, and in life for that matter is to secure a reputation.

Once your reputation is made the rest is easy. Emerson said, "If a man writes a better book, preaches a better sermon or makes a better mouse trap than his neighbor, though he build his house in the woods the world will make a beaten path to his door."

Such is reputation. It's worth a mighty effort. It's no easy matter, however, making it. It's a hard, slow process. It requires much skill, great patience, and infinite persistence.

Reputation is the world's estimate of the man or the concern; and the world is suspicious, and slow to appreciate or applaud but quick to condemn. It's a long hard pull up to a good reputation, and an easy rapid fall down to a poor one.

There's no escaping judgment—and we're all found out sooner or later for exactly what we are; a faker may pass for a while, but he won't last.

In business it's the goods you sell and the methods you employ in selling them that establish your reputation. The highest reputation can only be gained by selling good goods by right methods.

Quality and value are the two things to keep constantly before you—high quality and good value. The best in anything at a fair price is the best value.

A workman can't do good work with poor tools, neither can a merchant gain a good reputation with poor goods. Don't try it. Stick to the best, and the best only. It pays in the long run—in profit and in satisfaction. As soon as the public know that they can depend upon everything that comes from your store your reputation is made and your success assured.

There are not many merchants who have the nerve to handle or sell only the best, neither are there many manufacturers of this order. The temptation to sell something cheap and inferior for immediate profit is too great for the majority—and away goes their reputation. They never amount to much. Their trade is a sort of catch-as-catch-can business—there's neither profit nor glory in it.

It's harder and slower at the start to build a business on quality, but when you get it, it sticks. It's something to be proud of, something you can become enthusiastic over, something you can put your heart into as well as your energy and ability.

How can a man get enthusiastic over cheap stuff, how can he put his heart into a make-shift? It's not possible, and if you can't put your heart into your business get out of it, and get into something you believe in, something you can swear by, something you delight in. It's being in love with your work that counts. There's a touch of the heart in every success—in every reputation. —Walter H. Cottingham, general manager of the Sherwin-Williams Paint Co.

The products of the vegetable houses in Victoria, B.C., during the season just ended aggregated \$20,000.

GOLDEN DIAMOND CANNED 1906 BLUEBERRIES

We are now booking orders at opening prices. Please ask us for prices.

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

THIMBLEBERRIES

Sound and Fresh. I have Them

You remember how quickly I supplied you last year, and what big lovely berries they were? Well, this year it's the same story.

Regarding PEACHES, PEARS, APPLES; I can quote close prices on ALL fruit.

Get on the Phone with me or send a Wire.

NOTE—The sales of

E. D. S. Brand Jams, Jellies,

etc., for 1906 will eclipse all previous records.

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

J.V. DE YBARRONDO & CO.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS	WALNUTS IN SHELL & SHELLED
ROSE CHOICE	GREEN PEAS OLIVE OIL
SUPERIOR EXTRA	MUSHROOMS SARDINES &c
EXCELSIOR	
EXCELSIOR FLOR	

BORDEAUX FRANCE

Shippers Also of

**All Canned
Vegetables,
Pure White Wine
Vinegar,
Clarets, Brandies
and Champagnes.**



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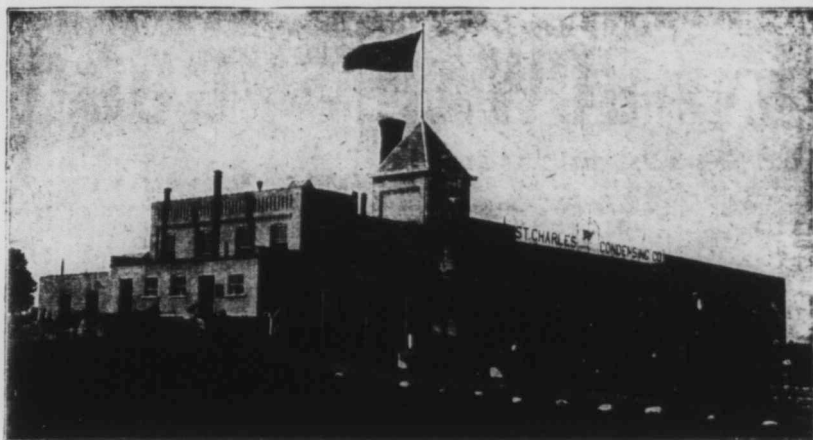
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INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
EVAPORATED CREAM**

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

St. Charles Condensing Co.



FINNAN HADDIES

THE FAMOUS
**"BRUNSWICK
BRAND"**

is now on the market. Strictly new pack.
Every tin guaranteed. The large sales
prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited

Black's Harbour, N. B.

Season 1906

HORSE SHOE SALMON

Now in Store



ALSO

SPRING SALMON—"Columbia" Brand.

COHOES—"Tiger" Brand.

PINKS—"Sunflower" Brand.

"Jacques Cartier" Brand.

PACKED BY

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

Wholesale buyers can obtain quotations from

Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.

W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.



Points about a good

Pickling Vinegar

Our **Pure Malt Vinegar** imparts the delicate malt flavor, so much appreciated. It keeps its color and gives just the right firmness to the pickle. Retains its keeping qualities under all conditions.

To prevent disappointment, you should recommend an undeniably superior article to your customers.

Manufactured since 1849
Supplied under Contract to the
British and Indian Governments

White, Cottell & Co., Warner Rd., Camberwell, S.E., London, Eng.



Lowney's Cocoa is a triumph in pure food products. It is the **best** cocoa made anywhere or at any price.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,
Cake Icings,**

Cream Bars, and

**Cowan's famous Milk
Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED
TORONTO**

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL



SHIRRIFF'S

*are the extracts of
the hour, likewise
the extracts of the
year.*

MANUFACTURED BY
**IMPERIAL EXTRACT CO.
TORONTO**

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Chocolate

that IS Chocolate

IS

MOTT'S

"Diamond" Brand

IS MOTT'S

"Elite" Brand

Made in Canada of the finest cocoa bean, most up-to-date process and perfect hygienic conditions.

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

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

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BISCUITS AND CONFECTIONERY

Some Facts About the Making of Lozenges in Canada—Growth of the Confectionery Business in the United States.

If a grocer has a desire to handle the best class of confectionery—and many of the trade do—isn't it a good idea once in a while to make a public announcement of the fact by dressing a window with confectionery? Nothing you can put into a window, except money, if it be high-class and well arranged, will appeal more forcefully to the public eye and stay longer in the memory. Except for children confectionery is a luxury, and when a young man wants a 75c. pound of candies, he doesn't rush in anywhere. He is particular. He wonders where the best are sold. The nicely dressed window will answer that inquiry many a time and oft.

CONFECTIONERY IN THE UNITED STATES.

Writing of the history of the confectionery trade in the United States, A. T. Hayward, president and treasurer of Forbes, Hayward & Co., says:

"The early history of the confectionery business in this country is somewhat obscure, as little was published in relation to it until within the last fifty years. The term 'confectionery' embraces a vast number of edibles or compounds that have sugar as a base or principal ingredient.

"The art of manufacturing confections and sweet preparations was at first largely confined to apothecaries and physicians who used sugar and honey to disguise their medicines, but in later years the making of confectionery became a separate and distinct branch of business, although the druggist is still dependent upon the manufacturing confectioner for an important line of his goods, known as medical candies. Few modern industries have experienced more poignant or more radical changes during the last century than the confectionery business. Previous to the year 1851 the manufacture of 'boiled sweets' was largely an English specialty and its extension to other countries had its origin in the unique display of these goods made by the London confectioners at the first international exposition in that city in that year. The interest then attracted to the business gave it a new impulse and caused it to extend to Germany as well as France, which in the manufacture of chocolate bonbons and comfits excelled all other countries.

"In the United States we find that as early as 1816 there were published the names of 20 confectioners in Philadelphia who were manufacturing and selling candy. Previous to the year 1845 the manufacture of confectionery was in a somewhat crude state. As a rule each confectioner made his own goods, his stock in trade being limited to the ordinary stick candies, sugar plums, and molasses candy, while all fancy goods were imported from France or other foreign countries. The introduction of machinery has added much to the development and increase of the business."

The United States census returns show a great increase of the confectionery business between 1850 and 1900, as follows:

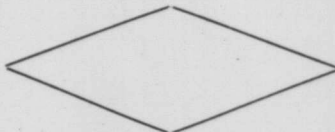
	1850	1900
Establishments	383	1,297
Hands employed	1,733	33,583
Capital	\$1,035,551	\$35,155,361
Paid in wages	158,901	10,867,687
Value of material	1,691,821	15,531,153
Value of product	3,010,671	81,290,513

The greatest increase was between 1880 and 1890.

CONVERSATION LOZENGE.

In the city it may be different, but in the country what person, of gumption enough to be at large, has reached the estate of the grown-ups and has not indulged in a conversation more or less amatory with lozenges. The same old conversation lozenges are sold to-day and there are few rural stores that has not a jar of them about. But here, as everywhere else, progress has made improvements and to a large extent the old-fashioned lozenge is superseded by a confection called a lozenge but which in truth is not a lozenge at all.

Chambers defines a lozenge as "a small cake of flavored sugar originally lozenge or diamond shaped." Lozenge is an heraldic term and denotes "the shield on which the arms of maids widows and deceased persons are borne." Thus, it was the form that gave the confection its name. This was, in the words of Chambers, an obtuse angled parallelogram. Like this



The old-fashioned conversation lozenges are made of dough and were made in England long before they were produced here. Forty years ago, Robert Watson, then a journeyman, made them by hand in Toronto. Not long after that Thos. Robertson invented a machine for cutting them. One day Robert Watson ran a race with the machine on a day's output and beat. The machine was greatly improved and it would take several good men to beat it now.

But the lozenge itself has been improved upon. Drop lozenges have to a considerable extent taken their place. These are made of a paste, which as their name indicates, is dropped. They are smoother, have oval tops, and permit of a much greater variety of colors. Years ago Robertson Bros. turned out a ton of conversation lozenges a day; now the output is about half a ton, but the output of drop lozenges, of which they have 150 varieties, is about two tons a day.

Some years ago Thos. Robertson hit upon an idea of putting out a line of conversation lozenges for grown people,

Where The Quality is Uncertain

the trade will be of the drib-drab variety.

* That's the law of "Palate" gravitation.

‡ Isn't it worth a grocer's while to search out the "certain quality" biscuits.



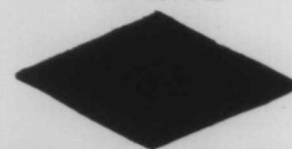
STIR
UP
PROFIT ACTIVITIES
IN
YOUR
STORE

Where the quality is uncertain the trade will be of the drib-drab variety.

Ask for "Perfections."

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

DIAMOND
Brand



MAPLE SYRUP

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

ALL JOBBERS

Sugars Limited, Montreal

COCOA

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goods

LIMITED

CUSTOMERS

Sole Importers

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W. & R. JACOB & CO.

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DUBLIN, IRELAND

HIGH CLASS **BISCUIT MAKERS**

For Over Fifty Years.

OUR PRODUCTS rank high among the

BEST BISCUITS IN THE WORLD

and are distinguished for their good keeping qualities. We have such variety that no taste is left uncatered for—no biscuit need forgotten.

BISCUITS IN HALF-POUND PACKETS. (Packed in large tins). We wish to draw your special attention to these packets. By this method of packing, the biscuits are preserved in much better condition than if loose in the tin, and any handling of them is avoided. You can serve out at once a correctly weighed packet without loss from breakage, and your customer benefits by obtaining fresher and crisper biscuits.

OUR AGENTS will be happy to send you samples with full particulars regarding prices, etc.

SPECIALTIES
 King's Own Mixed
 Puff Cracknel
 Veda Oatmeal
 Kiel Fingers
 Glacier Wafers
 Milk Chocolate
 Finger
 Butter Cream
 Polo
 Macaroons
 Marie

AGENTS:

WILSON BROS.,
 Wharf Street,
 VICTORIA, B.C.

C. & J. JONES,
 424-5 Union Bank Buildings,
 WINNIPEG.

KENNETH H. MUNRO,
 324 Coristine Buildings,
 MONTREAL.



Nothing in the Condensed Milk line can be purer than

Borden's Brands

"EAGLE"
 CONDENSED MILK

Yours for Profit and
 Increased Trade.

"PEERLESS"
 EVAPORATED CREAM
 (UNSWEETENED)



For sale by
 all jobbers

WILLIAM H. DUNN, Montreal and Toronto

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

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.

CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane.

NEW YORK—Frame & Co., 132 Front Street

Cable Address: BOYD—TRINIDAD.

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

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something a little more advanced than the old-time simple love messages. Here are a few samples:

"Before promising a woman to love only her, one should have seen them all; she should see only her."

"He swore to me an eternal love, but eternity has lasted but one morning."

"Love is like the rose; so sweet that one always tries to gather it in spite of the thorns."

"Beauty and ugliness disappear equally under the wrinkles of age. One is lost in them the other hidden."

The machine for printing these oval shaped lozenges was also invented in the Robertson factory. Thus Robertson made a business of gathering epigrams and suitable sayings, and if their whole lot were swept away to-day, he could have a new one out to-morrow.

The firm's name for this line of goods is "Wit, Wisdom and Wickedness." Occasionally a preacher will find one which he thinks too sophisticated for unrestricted circulation and will enclose it in a letter of protest to the firm.

THE HONEY OUTLOOK.

At a meeting of the crop committee of the Ontario Beekeepers' Association in Toronto Saturday, Secretary W. Couse stated he had reports from a large majority of the members, and these reports showed that not one beekeeper had to report a good crop, many reported a total failure, several reported small and a few stated crop insignificant. The comb crop is reported as almost a total failure.

The committee was of the opinion that good extracted honey would this year be from ten to eleven cents per pound wholesale, choice comb from \$2 to \$2.50 per dozen, No. 2 from \$1.50 to \$2 and dark from \$1.25 to \$1.50. The continued wet early in the season was given as the chief reason for the failure of the crop.

Mr. Christie, of Woodstock, N.B., has purchased R. A. Hutchison's grocery and crockery business, St. Andrews, N.B., and took possession August 1.

NEATNESS IN THE STORE.

"There is no reason, in these days, why the average grocer cannot keep a clean and neat store and display his stock to good advantage," said J. Riley, a Parkdale grocer the other day. "There might have been some excuse in the olden days for a little untidiness, when most goods were handled in bulk, but now nearly everything is packaged or bottled and all the grocer has to do is to place them on his shelves. Of course there is much room for the exercise of taste in the arrangement of goods, and in the up-to-date stores the stock is very effectively displayed, but the average grocer with a little care and thought can make a very creditable showing."

SPRAGUE

CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.



IT'S A MONEY MAKER

every time, but you will never know it if you never try it. Catalog tells all.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Oakey's

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

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

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

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street MONTREAL.

EPPS'S

GRATEFUL COMFORTING

IN 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

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S

Cream Soda Biscuits

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



UPTON'S

Jams, Jellies

and

Orange

Marmalade

are easy to sell.



Sixty Years of Popularity

COX'S GELATINE

should be used in every Canadian household, because

- (1). It is **STRONG.**
- (2). It is **CLEAR.**
- (3). It is **PURE.**

Canadian Agents:

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

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Advance in Price

For the past 2 years my broker in Havana has been advising me periodically that tobacco was advancing in price. To-day war prices are prevailing. I have first Capaduras in my warehouses to-day that cost me 40c. a pound which I can sell spot cash for 75c. When I was in Havana last December it could be bought for 60c. I did not buy much because I had, and still have, a large stock that I use in Pharaoh.

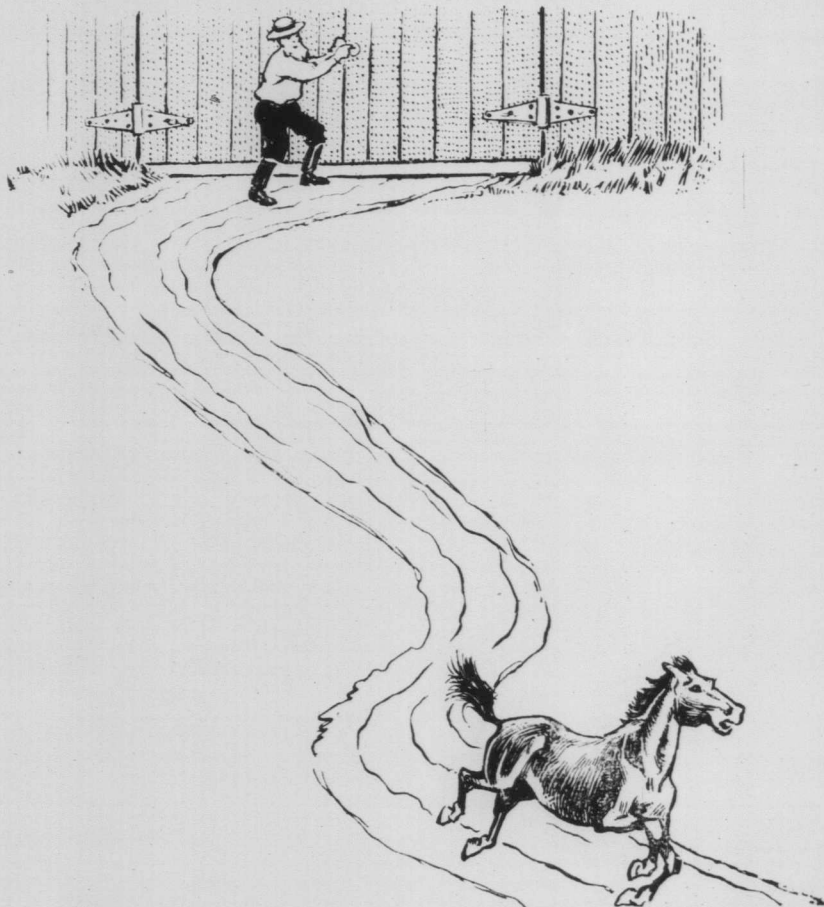
The second Capaduras that I use in Pebble have also advanced and are worth 55c. to-day.

I bought last December of the grade at the prevailing prices and am just now working it in Pebble. The quality is superfine, but the cost to manufacture Pebble cigars has increased over \$3.50 per 1,000. After Sept. 1st I will have to cut off all jobbers' discounts and can allow only 3% cash discount on Pebble in place of 5%.

My 500 assorted order still holds good. Better send in your order this month. With Pharaoh (10c.) and Pebble (5c.) you will suit the most fastidious smoker and retain his custom.

J. Bruce Payne, Ltd.

GRANBY, QUE.



Don't Lock the Stable After the "Trade" Horse Gets Out

Every day of putting off the T. & B. question acts as a shrinkage on your profit returns.

You have the store, the situation, the customers. All you need is the tobacco—T. & B.

Give the matter thought in these 24 hours.

The Geo. E. Tuckett & Sons Co., Limited

HAMILTON, - CANADA

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TOBACCO AND CIGARS

Grocers Should Make it a Specialty and Give it a Department—The Cuban Crop
—Tobacco in India—Warehouse Burned.

The modern show case—a plate glass structure in a framework of oak—is a very handsome piece of store furnishing and makes an ideal housing for a grocer's up-to-date tobacco and cigar department. Many grocers keep package and plug tobacco and seem satisfied with that. Why not cigars also? If one is going to handle tobaccos why not go the whole figure and make the best out of it? To stand a couple of caddies under the counter or shelving is not making a tobacco department and is not improving the appearance of the store. Whatever is worth doing is worth doing well and if there's profit in stocking two or three caddies and some packages, there would be a good deal more in instituting a tobacco department in a modern show case that will keep the goods free from flies and dust and display them to the best advantage.

CUBAN CROP SHORT.

The United States Tobacco Journal publishes an interview with an expert upon his return from Cuba, who says the 1906 Cuban crop of tobacco now on the market is exceedingly short and is already bringing extraordinarily high prices, which, in the natural course, will go still higher.

"Of the Vuelta Abajo lowland crop," he said, "about 80 per cent. shows damage from must and dry rot. The best Vuelta tobacco which was raised in Remedios and the Lomas has, as yet, not shown any damage and was bought early at fabulous prices. The Partido is, as a rule, sound, producing very few wrappers, but among this few some very fine ones. The Remedios crop has turned out an excellent leaf, but the prices are prohibitive. The entire crop of Cuba will amount to about one-half of that of 1905. An example of the remarkable increase in prices and values which has taken place, is furnished by these comparisons: Vuelta Abajo botes, which last year brought from 11½ to 13 cents, are now selling at from 33 to 35 cents per pound; Remedios botes, which used to go for 10 cents, now bring from 22 to 25 cents per pound, and the same proportion prevails in the higher grades. Notwithstanding the poorness of the Vuelta Abajo crop, it is being bought up on account of the great shortage. In my opinion, it will take manufacturers in this country, who have not visited Cuba and do not intend to, some months before they will understand the true state of affairs, and by that time there will be no serviceable tobacco left."

TOBACCO IN INDIA.

The Anglo-Oriental Commerce, speaking of tobacco in India, says:

"The demand for tobacco of superior quality is by no means insignificant, the imports during the year 1903-4 having

been valued at more than \$1,500,000. During recent years cigarette smoking has come into great vogue among the many millions of natives who live in towns and travel by railway, and is increasing. The importation of cigarettes during the quinquennial period 1899-1900 to 1903-4 increased in steady progression from 200,000 pounds, valued at \$100,000, to 2,250,000 pounds, worth \$1,000,000. It is estimated that about 810,000,000 cigarettes were imported during 1904-5, valued at \$1,150,000. If progression continues, and it seems probable that it will in a greater or lesser degree, the value of imports may rise to half a million sterling in the course of a few years. The cigarettes most in demand are of a low, cheap grade, so that, even if only moderately good leaf could be grown, this trade, with cheap labor and cheap paper from the Indian mills, might be monopolized by local industry run on sound business lines."

TOBACCO STOREHOUSE DESTROYED.

On the evening of July 30 the storehouse of the St. Lawrence Tobacco Co., St. Laurent, Montreal, was totally destroyed by fire. The building was a wooden one, 70x10 feet, and contained something like \$29,000 worth of tobacco. The loss sustained is estimated at \$30,000, while insurance on the whole amounts to \$21,000. Nobody knows the cause of the fire, but the general belief is that one of the men when obtaining a load of tobacco in the morning, carelessly dropped a butt of a cigarette on the floor. The building was locked during the day, so that nobody could have entered.

ONTARIO CROP GOOD.

It is pleasing to write that the tobacco crop seldom looked more promising any season than it does at this date, says the Leamington, Ont., Post. It is a noticeable thing this season that the growers are giving better cultivation to their fields than usual, indicating that the farmer is trying to produce a better crop under the incentive of fancy prices for good tobacco. Evidently they have come to believe that the best results are obtained only by careful, painstaking methods, and neglect anywhere along the line means reduced profits. The coming few weeks will be the critical ones for the new crop. The season for hail and

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

EFFECTIVE ADVERTISING

Some Guiding Principles in Type Display—Things the Grocer Ought to Know and Remember When Writing His Ads.

heavy storms is at hand and it is rare that the growing sections escape some damage from these sources altogether.

The Imperial Tobacco Co., of England, will, it is said, undertake the growing of tobacco in Nyassaland, Africa, and have engaged an American expert to superintend the plantations for two years.

TO CUT OR NOT TO CUT.

(With apologies to Shakespeare)

To cut or not to cut, that is the question,
Whether 'tis not better in the end
To let the chap who knows not the worth
Have the sale at cut-throat prices, or
To take up arms against his competition
And, by opposing cut for cut, end it.
To cut—and by cutting put the other cutter
Out of business—'tis a consummation
Devoutly to be wished. To cut—to slash—
Perchance myself to get it in the neck—
Ay, there's the rub; for when one starts
To meet the other fellow's price, 'tis like as not
He'll find he's up against it hard.

To cut and slash is not to end confusion
And the many evils the trade is pestered with;
Nay, nay, Pauline; 'tis but the fore-runner
Of debt and mortgage such course portends,
'Tis well to get the price the thing is worth
And not be bullied into selling it
For what So-and-So will sell it for.
Price cutting doth appear unseemly;
And fit only for the man who knows not
What his goods are worth, and who, ere long,
By very stress of making vain comparison
'Twixt bank account and liabilities
Will make his exit from the business.
—N. E. Grocer.

Jas. B. Campbell, of the Aeme Can Works, Montreal, is back in harness again after his vacation at Old Orchard Beach and Portland. Mrs. Campbell and family will enjoy the sea breezes a few weeks longer.

The primary use of type is for the transmission of a writer's thoughts to the mind of the reader. It is the substitute for vocal sounds, the medium of a converse which appeals to the eye instead of the ear. By its employment an advertiser, given sufficient space, can say to a reader, all he could wish to say if he were talking to a customer at the counter. But in a personal conversation, there are other factors besides the mere word-formation of articulate speech. There are qualifying inflections of the voice, emphasis gesture, attitude and other auxiliaries which infuse force, impressiveness and realism into verbal utterances. How are these important adjuncts to be represented in printed matter?

Type Character.

For the citation of facts and the statement of news, a small uniform type is sufficient as used in the editorial columns; but for the advertiser's purpose, the arrangement of types must be of a character that will correspond to the factors which make uttered speech, a thing instinct with living power. Typography is an art, and its principles must be thoroughly understood before an advertisement can possess the forcefulness of a verbal communication.

Receiving the Message.

An important point to be remembered is that whereas the brain of a hearer receives a message without any conscious effort, in the case of a reader there is considerable effort, the strain of which falls entirely upon the mechanism of the eye. One can listen continually without effort or fatigue, but the eye quickly becomes wearied by monotony or strain, especially if there is no preconceived interest to stimulate and sustain the attention. It follows, therefore, that a first principle in type display is to avoid what will weary the eye, and to afford

such contrasts as will offer relief, rest and change to the optic nerves.

"Skimming."

The reader who may not have studied the subject closely can easily demonstrate this by taking up a newspaper and glancing through its columns. Close set letter press being uniform in appearance, you will be conscious of a tendency to skim over parts of it in order to get to the bottom of the column quickly (unless an aroused interest is strong enough to conquer the tendency). So in a book when the pages are much the same in appearance, unless the subject itself furnishes an incentive to read carefully, the eye will flit from paragraph to paragraph and page to page, eager to get to the end and have done with it. If there be any heavy type, black rule or white space in close proximity to the side of a column or lone paragraph of close text, the eye will be deflected to it—not by design or accident, but by an unconscious mental effort to find relief. Because strong contrasts offer relief as well as attractiveness to the eye, the power of contrast becomes an important agent in art of typography. The degree of contrast must be decided by the judgment and skill of the one who prepares the draft advertisement or the compositor who sets up the type.

Eye Manoeuvres.

From force of habit, the eye, in reading, instinctively works from right to left and downward all the time. In choosing the types for a displayed announcement, this instinct or habit must be taken into consideration. If you observe carefully the separate operations and their sequence, when the eye is engaged in reading, you will see at once certain opportunities which can be manipulated to your own advantage, if you are an advertiser. To commence

A SAFE INVESTMENT

and a sound cigar business of your own comes from stocking

HOGEN-MOGEN 5c. AND **ROYAL SPORT Cigars** 10c.

They will help you win trade. Won't you prove it.

The SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

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The mind will

with, the gaze when it leaves a column flits upward and alights at the head of the next column. For an instant, at least, the gaze is concentrated on the spot where it settles, and there is, therefore, a direct means of communication established, for the time being, between that spot and the reader's mind.

Mental Motions.

If what the eye sees in that moment appeals, strikes, startles, attracts, or interests the reader, a mental impression is created. If the gaze is not arrested during that momentary halt, it begins its mechanical motion of working from left to right. When it has traveled to the end of a line it flits back (discerning nothing during the flight) to the beginning of the next line. There is, therefore, a slight pause occurring twice; once while the gaze is being lifted from the last word of a line, and again when it alights on the first word of the next line. Anything that we want to drive home to the reader's mind, if placed in position at the beginning or end of a line (or lines) obviously has a better chance than if placed where it could only come into contact with the gaze during transit.

The Contrasts.

To the lay mind such an advantage may seem infinitesimal; to a mind versed in the subtleties of advertising craft, its possibilities are almost immeasurable. In many publications you will have noticed articles punctuated with inset sentences in larger type—sometimes right, sometimes left—and you may be able to recall that these words have been remembered when the rest of the article had quite faded from memory. Why? Simply because in the stationary moments the gaze carried a stronger impression to the mind than when it was traveling between the halts. Thus, in the case of headings and side insets, the eye stops for the instant, automatically, so to speak; but to attract and impress the mind at other stages of the zig-zag run from top to bottom, the gaze has to be arrested while in motion—a more intricate and difficult problem. Pure whites and deep blacks offer harsh but striking contrasts; hence we must adopt tactics which involve considerable white spaces, large, plain-faced types, heavy lines, ornaments and illustrations. To use the contrasts indiscriminately, however, is to court certain failure.

"Proportion and Fitness."

A contrast may be soft or harsh at discretion, but it must be an agreeable one—if possible a pleasing one—to the mind. In all natures, however cultured or however base, there is a latent sense of proportion, harmony and fitness. Symmetry, daintiness, beauty, grace and other artistic virtues in an advertisement are embellishments, but proportion and fitness are essentials. A crudely-organized announcement, even if it possess convincing qualities will be shorn of its power, if disproportioned and discordant. The mind will be pained by the impres-

sion, and will resent the affront. On the other hand, a well-balanced advertisement, however strong its contrasts, will please the mind and draw out its sympathies. On the one hand you inspire prejudice—on the other, confidence—and it makes all the difference which.

Emphasis.

To carry this investigation a step further:

In advertisement construction, the use of types must answer to the degrees of emphasis employed in speech. There are points in conversation which are enforced by tone, attitude and gesture. A public speaker who addresses his audience in a monotone—whose gaze is fixed—whose body is immobile, palls upon his hearers, tires and wearies them out. But the orator with his impassioned outbursts thrills his audience; his eloquence stirs them into animation, fills them with enthusiasm, appeals to the fuller sympathies and wins their confidence. The cadences and inflections of human tones are denied the advertiser, and he must perforce make up the deficiency as well as he can, with his variations of type.

Verbal Appeal.

Short, crisp sentences in bold, clear-faced type, thrown up in strong relief by small letter press or clear white space, are like the interjections—the short, snappy effective passages of a powerful speaker. The judicious use of pointers, notes of exclamation and interrogation, italics, dashes, interpolations, etc., help to impart the right degree of dramatic and sensational element to the whole, until (provided the mind can be attracted and held) the general effect of the advertisement may approximate in forcefulness (if it cannot in actual realism) to a verbal appeal.

General Survey.

The finesse of this important subject has too many ramifications for us to discuss more than those common aspects which every advertiser is aware of and appreciates, for the possibilities of type expression are unlimited. Those who have studied the subject deeply recognize that the letter—the form, size and arrangement of types—is not all, but that a pervading spirit or more subtle quality can be infused by the trained mind, which breathes into the advertisement more than the words themselves express. Readers are sometimes influenced in a measure far exceeding what one might have expected from an advertisement. Why? It was not the phrasing or type that inspired confidence and faith. What was it? Some hidden influence in the advertisement that touched some equally hidden chord in the reader? Some subtle touch of nature? Some occult and invisible agent speaking from mind to mind out of the cold but visible type?

The Difference.

Only the specialist can tell—he alone may understand the intricacies of his craft. And perhaps the power and scope of his own mentality may be inscrutable

—even to himself! Yet the fact is obvious enough, that some advertisements are "alive" and some are not alive, though each may have the semblance of life, and possess general features and qualities in common.—Advertising (London).

Adlets.

- Be explicit always.
- Try and design your ads.
- Don't cultivate a sing-song style.
- Make your own mottoes. Don't use "steals."
- Have your ads sharp, but don't have them cutting.
- If you have nothing to say wait till next week before advertising.
- Take a taste of ginger and then see what ginger emphasis in advertising means.
- Try a special sale now and then to stir things up. A.A.B.

A TIGHT PLACE.

They were newly married and on a honeymoon trip. They put up at a skyscraper hotel. The bridegroom felt indisposed and the bride said she would slip out and do a little shopping. In due time she returned and tripped blithely up to her room, a little awed by the number of doors that looked alike. But she was sure of her own and tapped gently on the panel.

"I'm back honey; let me in," she whispered.

No answer.

"Honey, honey, let me in," she called again, rapping louder.

Still no answer.

"Honey, honey, it's Mabel. Let me in!"

There was a silence for several seconds; then a man's voice, cold and full of dignity, came from the other side of the door:

"Madam, this is not a bee hive; it's a bath room."

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

910. Agent.—A West Indian firm wish to appoint a sole agent in Canada for the distribution of tropical fruits and preserves.

915. Broom corn.—A London firm seek information as to the production of broom corn in Canada, and would like to hear from Canadian shippers, if any. Information required as to length, manner of packing, etc., and samples desired, if possible.

916. Egg albumen.—A London firm ask for the address of Canadian producers of egg albumen.

SURPRISE SOAP



The name "SURPRISE" stands for Pure, Hard, Solid Soap. The best value in Laundry Soap.

A PURE HARD SOAP expresses the whole value in Laundry Soap.

SURPRISE is made in the way it is now for over 20 years.

Your customers will appreciate your calling attention to **SURPRISE.**

SURPRISE
A PURE HARD SOAP

You Can Use "SURPRISE" Soap in any and every way, but we recommend a trial the "SURPRISE" way, without boiling or scalding the clothes.

READ THE DIRECTIONS ON THE WRAPPER.
ST. CROIX SOAP MFG. CO., ST. STEPHEN, N.B.

THE ST. CROIX SOAP MFG. CO., ST. STEPHEN, N.B.

Quotation
The foll
ponsible for
grocer, at our

Baking

Friend—
1, in 2 and 4 doz
10, in 4 doz, box
2, in 6
12, in 6
3, in 4
2 and tins, 2 doz. in
12 tins, "
5 lb. " "

W. H. GIL

Diamond—
1 lb. tins, 2 doz. in c
1 lb. tins, 3
1 lb. tins, 4

IMPERIAL B

Cases. 8
4 doz.
3 doz.
1 doz.
3 doz.
1 doz.
1 doz.

OCEAN

Ocean Baking Powd
" "
Borax, 1 lb. p
Cornstarch, 4
Freight paid

MAG

On
6 d
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ROYAL BA

Sizes.

Royal-Dime
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When pac
cent. discount w

CLEVELAND'S

Sizes.

Cleveland's—Dime..
" 1 lb. ..
" 6 oz. ..
" 1 lb. ..
" 12 oz. ..
" 1 lb. ..
" 3 lb. ..
" 5 lb. ..

Barrels—When pac
cent. discount w

T. KINN

rown Brand—

1 lb. tins, 2 doz. in c
1 lb. " 2 "
1 lb. " 4 "

Green's Oxford, per l
In 10-box lots or
Beckitt's Square Bl
Beckitt's Square Bl
Beckitt's Mammoth
Beckitt's "Cervus," 1
" " 1
" " 1
according to size

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, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 9, 1906

Baking Powder.

Brand	Per doz.
Friend—	
1, in 2 and 4 doz. boxes.....	\$2 40
10, in 4 doz. boxes.....	2 10
2, in 6 ".....	0 80
12, in 6 ".....	0 70
3, in 4 ".....	0 45
Grand tins, 2 doz. in case.....	3 00
12, " ".....	2 40
5 lb. " ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
4-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.....	8-oz.	1 75
1 doz.....	12-oz.	3 50
3 doz.....	12-oz.	3 40
1 doz.....	2 1/2 lb.	10 50
1 doz.....	5 lb.	19 75

OCEAN MILLS.

Ocean Baking Powder,	Per doz.
1/2 lb., 4 doz.....	\$0 45
1 lb., 5 doz.....	0 90
1 lb., 3 doz.....	1 25
Borax, 1/2 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pks. in a case.....	0 78
Freight paid 5 p.c. 10 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 80
4 ".....	6 ".....	0 75
4 ".....	8 ".....	1 40
2 ".....	12 ".....	1 45
4 ".....	16 ".....	1 65
2 ".....	2 1/2 lb.....	1 70
1 ".....	5 lb.....	7 30
1 ".....	6 oz.....	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	



ROYAL BAKING POWDER.

Royal—Dime	Per Doz.
1 lb.....	1 40
3 oz.....	1 95
1 lb.....	2 55
12 oz.....	3 85
1 lb.....	4 90
3 lb.....	13 60
5 lb.....	23 31

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cleveland's—Dime	Per Doz.
1 lb.....	\$0 83
3 oz.....	1 33
1 lb.....	1 90
1 lb.....	2 45
12 oz.....	3 70
1 lb.....	4 65
3 lb.....	13 20
5 lb.....	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Brown Brand—	Per doz.
1-lb. tins, 2 doz. in case.....	\$1 20
1-lb. " ".....	0 80
1-lb. " ".....	0 45

Blue.

Green's Oxford,	per lb.
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
Hillitt's Mammoth, 1/2 gross box.....	2 00
Hillitt's "Cervus," in squares, per lb.....	0 16
" " " in bags, per gross.....	1 26
" " " in pepper boxes.....	0 01
according to size.....	0 01

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1-gro. boxes, \$10.20	
per gross.	

JAMES' DOME BLACK LEAD.

Per gross.	
5a size.....	\$2 40
2a size.....	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.....	0 40
8-oz. " 4 ".....	0 50

Lot 7 cases, freight paid. Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 00
" " 7-lb. cotton bags, per bag.....	



PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36 1/2 s.....	\$4 40
5-case lots, 4 3/4 s.....	4 30
Canada Flakes, "Jumbo" case, 24 1/2 s.....	4 90
Canada Flakes, "Jumbo" 5-case lots, 4 5/8 s.....	4 50

Freight prepaid.

Chocolates and Cocoas

THE OOWAN CO., LIMITED.

Cocoa—	Per doz.
Perfection, 1-lb., per doz.....	\$2 40
" " 1-lb. ".....	1 20
" " 10c. size.....	0 90
" " 5-lb. tins per lb.....	0 37
Soluble, No. 1 and 10-lb. tins, per lb.....	0 20
No. 2 5 and 10-lb. tins.....	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	per lb.
Queen's Dessert, 1/2 s and 1/4 s.....	\$0 40
Vanilla, 1/2 s.....	3 35
Parisian 8s per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2 s and 1/4 s, per lb.....	\$0 30
Diamond, " ".....	0 25
Special Diamond, 1/2 s, " ".....	0 22
" " 6 s, " ".....	0 22
" " 8 s, " ".....	0 30

The following unsweetened:

Perfection, 1/2 s.....	0 30
" " 1/4 s.....	0 30
" " Flat cakes, per lb.....	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., per doz.....	0 93
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz.....	1 75

Confections—

Per doz.	
Cream bars, 60 in box, per box.....	1 81
6 in box, per doz. boxes.....	2 25

Chocolate ginger, per lb.....	0 30
" " 1-lb. per doz.....	2 25
Crystallized " " 1/2 s, per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" " 36 in box, per doz. cakes.....	0 35

FRY'S

Chocolate—	per lb.
Caracas, 1/2 s, 6-lb. boxes.....	\$0 42
Vanilla, 1/2 s.....	0 42
"Gold Medal," sweet, 1/2 s, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2 s, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2 s, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2 s, 14-lb. boxes.....	0 24

Cocoa—

Per doz.	
Concentrated, 1/2 s, 1 doz. in box.....	2 40
" " 1-lb. " ".....	4 50
" " 1-lb. " ".....	8 25
Homoeopathic, 1/2 s, 14-lb. boxes.....	
" " 1/2 s, 12 lb. boxes.....	

EPPE'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/4 and 1-lb. tins, 11-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

BENSODORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb. tins, 4 doz. to case.....	per doz., \$ 90
" " 4 " " ".....	2 40
" " 2 " " ".....	4 75
" " 1 " " ".....	9 00

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.



Per lb.	
Elite, 1/2 s.....	\$0 30
Prepared cocoa, 1/2 s to 1/4 s.....	0 28
Mott's breakfast cocoa, 1/2 s.....	0 38
" " 1/4 s.....	0 35
" " No. 1 chocolate, 1/2 s.....	0 30
" " Navy, 1/2 s.....	0 27
" " Vanilla sticks, per gross.....	1 00
" " Diamond chocolate, 1/2 s and 6 s.....	0 23
" " Confectionery chocolate, 2-lb. to 3 lb.....	0 31
" " Sweet chocolate liquors, 20c. to 3/4.....	0 34

WALTER BAKER & CO., LIMITED.

Per lb.	
Premium No. 1 chocolate, 12-lb. boxes.....	\$0 35
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 26

Per lb.

Breakfast cocoa, 1/2, 1/4 and 5-lb. tins.....	0 40
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes.....	0 33
Caracas sweet chocolate, 6-lb. boxes.....	0 37
Caracas tablets, 100 bundles, tied 5 s, per box.....	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans.....	0 42
Vanilla chocolate wafers, 48 to box, per box.....	1 56
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.....	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.....	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.....	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.....	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.....	

Sweet chocolate powder—

5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 26c.....	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 26c.....	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 28c.....	

Premium chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 30c.....	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 30c.....	

Milk chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 28c.....	
100 2-cent. pieces in box, each.....	\$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box.....	\$1.25
6-lb. boxes, 12 boxes in case, 1-lb. tins, 25c.....	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 25c.....	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 25c.....	

Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 22c.....	
19-lb. boxes, 2 boxes in case, 1-lb. pkgs., 22c.....	
6-lb. " " " ".....	22c.

Go'd Medal chocolate powder—

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins in case.....	33c.

XXX chocolate powder

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins in case.....	25c.

TOBEE'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " " (20).....	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Case.	Doz.
"Eagle" brand (4 doz.).....	\$6 00 \$1 50
"Gold Seal" brand (4 doz.).....	5 00 1 25
"Challenge" brand (4 doz.).....	4 00 1 00
Evaporated cream—	
"Peerless" brand evap. cream.....	4 75 1 20
" " hotel size.....	4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

Jersey brand evaporated cream	per case (4 doz.).....
"Reindeer" brand per case (4 doz.).....	\$4 65 5 60



Coffees.

JAMES TURNER & CO. Per l

Mecca.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MARCEAU, Montreal.

Per lb.	
"Old Crow" Java.....	\$0 25
Mocha.....	0 27
"Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42c.
" III, 30-lb. boxes.....	37c.
" IV, 30-lb. boxes.....	35c.

S. H. & A. S. EWING'S.

Per lb.	
Mocha and Java coffee, in 1-lb. tins, 30-lb. cases.....	33
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases.....	29

Cheese.

Imperial—Large size jars.....	per doz. \$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	12 00
Roquefort—Large size.....	1 40

"Batger's"

**Lemon Squash, &
Lime Juice Cordial**

When your customers come in and ask for a **Good Summer Drink** sell them **Batger's** Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—**No Sugar Required**, but just add water. Very **handy** and **economical**. Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

**Rose and Laflamme
Montreal and Toronto**

**DON'T RUN
CHANCES**

with your customers. Get a line of Maple Syrup that is reliable

**"IMPERIAL BRAND"
MAPLE SYRUP**

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE &
LAFLAMME

AGENTS,
MONTREAL.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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."

This space \$15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried
fruits. Newcastle is the centre of one of the
largest mining and industrial districts in the
United Kingdom, with a population of up-
wards of 2,000,000 within a 20-mile radius.

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

James Methven, Son & Co., St George's House,
EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

LONDON is the CAPITAL
of the BRITISH EMPIRE, and will
take any worthy productions of her chil-
dren across the seas.
JAMES EVERETT & CO., Grocers' Agents,
38 Gt. Tower St., LONDON, E.C., ENG.
do business with all the best buyers. Send
them something to sell.

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

This space \$15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

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

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Pro-
duce, gives personal attention to hand-
ling of same, and guarantees prompt re-
turns. Reference—Clydesdale Bank,
Aberdeen. Codes—A. B. C. 4th and 5th Eds.

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents,
53 Gracechurch Street, London, England.
Are open for Agencies for Canadian pro-
duce (fruits, pulps, &c.) such as are used by
Confectioners and Jelly makers, and are in
touch with all these firms in the United
Kingdom. First-class references.

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

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

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

This space \$15.00 per year.

GEO. RAPISAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers
of Hams, Cheeses and Canned Goods, to
canvass for orders from large English whole-
sale buyers. Extensive connection. High-
est references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LON-
DON, and VICTORIA STREET, LIVERPOOL.
Reports and valuations made on Canned
Meats, Fish, Fruit and Vegetables. Consign-
ments handled. Correspondence solicited.

RECKITT'S BLUE and ZEBRA PASTE

{ Always give your
Customers Satisfactor.

Coupon 1
For sale in Cana
Limited, Torc
File, Montreal
\$1, \$2, \$3, \$5, 1

lots of less t
books, 1 kind
100 to 500 books...
100 to 1,000 books

Allison's
\$1.00 to \$3.00 bo
\$5.00 books.....
10.00 ".....
15.00 ".....
20.00 ".....
25.00 ".....
30.00 ".....



The Davidson

Wils
50 10c
three

Bode's Brand
RETA

Bode's Mental
5 cent 1 kgs. to 1
Bode's Crushed F
Bkgs. to the box
Bode's Peps'n Gur
the box.....
Bode's Chulets in
need 200 to the p
Bode's Chulets, 60
cartoon.....

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



NO ARGUMENT IS NEEDED TO SELL

BRAID'S BEST COFFEE

A TRIAL POUND being placed with your customer, you can figure on that customer's Coffee Trade, which is something worth having when he uses a high-class article.

BRAID'S BEST is the mark of QUALITY

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

AGENTS, MONTREAL.

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Pils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	Un-covered. num bered.	Covers and num Coupons numbered
100 to 500 books	3c.	4c.
500 to 1,000 books	3c.	3c.

Allison's Coupon Pass Book.

100 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	12 "

Cleaner.

Per doz.	Per doz.
4-oz. cans \$ 0 10	4-oz. cans \$ 1 35
6-oz. " " 1 35	10-oz. " " 1 85
10-oz. " " 3 75	Quart " " 3 75
Gallon " " 10 00	

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packs, \$3 per box, or three boxes for \$8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box.
Bode's Mental "Pepsin" Gum, 40 5-cent pkgs. to the box	\$1 25
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 40
Bode's Chulets, 60 5-cent pkgs. to the carton	2 10

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 35
" " " 1-lb. tins	1 95
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

	Per doz.
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

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	\$0 08½
4-bbls.	0 29½
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73
Wood net, tin gross weight.	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " " 100 sticks	0 75
Dulce large cent sticks, 100 in box	0 75

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net ...\$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Ondor," 12-lb. boxes—

1-lb. tins	per lb. \$0 35
" 1-lb. tins	0 35
" 1-lb. tins	0 32½
4-lb. jars	per jar 1 20
1-lb. jars	0 35
Old Crow, 12-lb. boxes—	
1-lb. tins	per lb. 25
" 1-lb. tins	0 23
" 1-lb. tins	0 22½
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40

In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz. 1 75

Saratoga Chips.

MRS. BOREN'S SARATOGA CHIPS.

36 large size pkgs., per case	\$5 40
72 small " " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb.	0 25
Terms 30 days net, or 1 per cent. 10 days.	

Sauces.

Worcestershire, Holbrook's, small, per doz. \$2 15
Worcestershire, Holbrook's, large, per doz. 3 00
Less than case lots, 10c. and 15c. doz. extra.

Soda.

Case of 1-lb. containing 60 packages per box, \$3 00.
Case of ½-lb. (containing 120 pkgs. per box, \$3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs. per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs. per box, \$3 00.



MAGIC BRAND.

Per

No. 1, cases, 60 1-lb. packages	\$ 2 7
No. 2, " " 30 1-lb. "	2 75
No. 3, " " 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 30
" " black	15 30
Oriole soap	" 10 30
Gloriola soap	" 13 00
Straw hat polish	" 10 30

BUILDING

To erect a good firm edifice there must be good material and good workmen, expert men to plan and faithful men to execute.

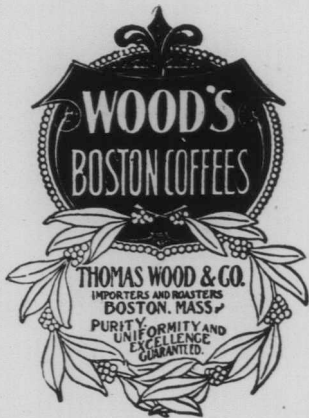
In building up trade similar conditions must obtain if the business is to be permanent.

There are two plans to follow in the Coffee line. One is to try to build up with characterless, haphazard goods, which fails.

But to assure success, respect, confidence, and a hearty, healthy growth in your business, try the other, with the splendid material found in

WOOD'S COFFEES

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.



Starb.
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb
No. 1 White or blue, 4-lb. carton. \$ 0 05
No. 1 " " 3-lb. " " 0 05
Canada laundry..... 0 05
Silver gloss, 6-lb. draw-lid boxes. 0 07
Silver gloss, 1-lb. tin canisters..... 0 07
Edwards' 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, 6-lb. and kegs..... 0 05
Canada White Gloss, 1-lb. pkgs.... 0 05
Benson's enamel..... per box 1 25 to 3 50
Culinary Starch—
Benson & Co.'s Prepared Corn..... 0 07
Canada Pure Corn..... 0 05
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
AMERICAN PURE FOOD COMPANY.
Japanese Starch. Case
1 case, 5 doz. \$5 00
5 " " " " " " " " 4 85
Lot 5 cases, freight paid.
CORN STARCH "ROYALTY."
12-oz. case, 4 doz. 0 50
Lot 10 cases, freight paid.
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 05
A. me Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 05
Finest Quality White Laundry—
2-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
6-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
Collaloid Starch—
Boxes of 45 cartons, per case.... 3 50
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. 0 05
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb. 0 07
SAN TOY STARCH.
pkgs, cases 5 doz., per case. 4 75
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

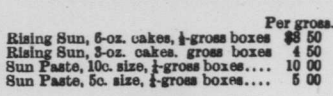
Oulinary Starches—
St. Lawrence corn starch, 40 lb. . 0 07
Durham corn starch, 40 lb. 0 05
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb. . 0 05
" " 3-lb. cartons, 36 lb. . 0 05
" " 200-lb. bbl. 0 05
" " 100-lb. kegs..... 0 05
Canada Laundry, 40 to 48 lb. 0 05
Ivory Gloss, 8-6 family pkgs., 48 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 05



OCEAN MILLS.
Chinese starch,
per case of 4
doz., \$4, less 5
per cent.

J. & J. COLMAN'S, LIMITED.
Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London— Per lb.
In papers of 4 to 5 lbs. 62c.
Blue, white or assorted.
In Pictorial Cardboard Boxes—
4 lbs. net weight..... 84c.
1 lb. gross weight..... 84c.
1/2 lb. gross weight..... 80c.
1 lb. gross weight..... 100c.
Buff Starch, for Curtains, Lace, etc., in
Cardboard Boxes.
1 lb. gross weight..... 92c

Stove Polish.
Rising Sun, 5-oz. cakes, 4-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 4-gross boxes.... 10 00
Sun Paste, 5c. size, 4-gross boxes.... 5 00
"CROWN" BRAND PERFECTION SYRUP.
Enamelled tins, 2 doz. in case..... \$3 40
Plain tins, with label—
3 lb. tins, 2 doz. in case..... 1 90
5 " " " " " " " " 2 35
10 " " " " " " " " 2 35
20 " " " " " " " " 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



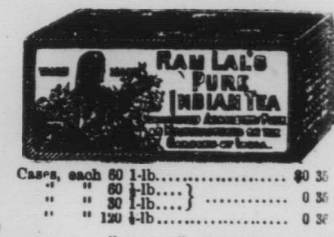
SALADA
CEYLON TEA
Teas.
SALADA CEYLON.
Wholesale. Retail
Brown Label, 1's..... \$0 30 \$0 25
" " 1's and 1/2's..... 0 31 0 26
Green Label, 1's and 1/2's..... 0 22 0 30
Blue Label, 1's, 1/2's and 1/4's 0 30 0 40
Red Label, 1's and 1/2's..... 0 36 0 50
Gold Label, 1/2's..... 0 44 0 60
**LUDELLA CEYLON, 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, 1/2's..... 0 40 0 60

MELAGAMA
TEA
MOTHER'S
FAVORITE
MELAGAMA
TEA.
put up in 30, 60 and 100 lb. boxes.
Wholesale Retail
Black, green, mixed, 1 lb. 0 18 0 25
" " 1/2 lb. 0 19 0 25
" " 1 lbs. & 1/2's. 0 20 0 30
" " 1 lbs. & 1/2's. 0 22 0 40
" " 1 lbs. & 1/2's. 0 35 0 50
" " 1 lbs. & 1/2's. 0 40 0 60
3 p.c. off 30 days or 3 months.

KOLONA
PURE CEYLON TEA
BLACK
Ceylon Tea, in
1 and 1/2-lb. lead
packages, black
or mixed.
Black Label, 1-lb., retail at 25c. \$0 19
" " 1-lb. 0 20
Blue Label, retail at 30c. 0 22
Green Label, " 40c. 0 28
Red Label, " 50c. 0 35
Orange Label, " 60c. 0 42
Gold Label, " 80c. 0 55

RED ROSE
TEA
Head Office, St.
John, N.B.
Toronto Office, 3
Wellington E.
Wholesale. Retail.
Brown Label, 1's and 1/2's..... 0 20 0 25
Crimson " 1's and 1/2's..... 0 22 0 30
Green " 1's and 1/2's..... 0 25 0 35
Blue " 1's, 1/2's, 1/4's 0 30 0 40
Bronze " 1's, 1/2's, 1/4's... 0 36 0 50
Gold " 1's, 1/2's, 1/4's... 0 44 0 60
All grades, either black, green or mixed.

BLUE RIBBON
TEA CO., TORONTO
Wholesale. Retail.
Yellow Label, 1's and 1/2's..... 0 20 0 25
Green Label, 1's and 1/2's..... 0 22 0 30
Blue Label, 1's and 1/2's..... 0 25 0 35
Red Label, 1's, 1/2's and 1/4's. 0 30 0 40
White Label, 1's, 1/2's and 1/4's. 0 35 0 50
Gold Label, 1's and 1/2's..... 0 42 0 60
Purple Label, 1's and 1/2's..... 0 55 0 80
Embossed, 1's and 1/2's..... 0 70 1 00



Cases, each 60 1-lb. \$0 35
" " 60 1-lb. 0 35
" " 30 1-lb. 0 35
" " 150 1-lb. 0 35
"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 28 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 25
E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" I 40-lb. boxes..... \$.....
" " III 80-lb. boxes..... 0 28 0 40
EMD AAA Japan, 40 lb " ab.....
" AA " 40 " " " " " " " " " " " "
Blue Jay, basket fired Japan, 70 lbs.,
"Condor" IV 80-lb.
" " V 80-lb.
" " XXXX 80-lb. boxes.....
" " XXXX 30-lb.
" " XXX 30-lb.
" " XX 80-lb.
" " XX 30-lb.
" " LX 60-lb. per case, lead 0 27
" " packets (25 1's and 70 1/2's)
"Condor" Ceylon black tea in lead packets
Green Label, 1/2's, 1/4's and 1/8's
60-lb. cases retail 0 27 at 0
Grey Label, 1/2's, 1/4's and 1/8's
60-lb. cases retail 0 30 at 0 23
Yellow Label, 1/2's and 1/4's
60-lb. cases retail 0 35 at 0 26
Blue Label, 1/2's, 1/4's and 1/8's
50-lb. cases retail 0 40 at 0 30
Red Label, 1/2's, 1/4's and 1/8's
50-lb. cases retail 0 50 at 0 34
White Label, 1/2's, 1/4's and 1/8'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 50
" Ivy, 7s..... 0 51
" 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
" Bobs, 6s. and 12s..... 0 45
" " 10 oz. bars, 6s..... 0 45
" Fair Play, 8s. and 12s. 0 55
" Club, 6s. and 12s. 0 45
" Universal, 12s..... 0 47
" Dixie, 7s..... 0 56

Vinegars.
E. D. MARCEAU, Montreal. Per gal
EMD, pure distilled, highest quality.. \$0 25
Condor, pure distilled..... 0 27
Old Crow..... 0 25
Special prices to buyers of large quantities
Yeast.
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1-lb.	0 35

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span, 40 lb " at	
" 40	
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V 80-lb.	
XXXX 80-lb. boxes	
XXXX 80-lb. "	
XXXX 80-lb.	
XXXX 80-lb.	
XX 80-lb.	
XX 80-lb.	
LX 60-lb. per case, lead	0 27	
packets (25 1's and 70 1/2's)		
tion black tea in lead packets		
el, 1/2, 3/4 and 1 lb.	0 27	at 0
1/2, 3/4, 3/4 and 1 lb.	0 30	at 0 28
1 lb., 3/4 and 1 lb.	0 35	at 0 26
1/2, 3/4, 3/4 and 1 lb.	0 40	at 0 30
1/2, 3/4, 3/4 and 1 lb.	0 50	at 0 34
el, 1/2, 3/4 and 1 lb.		at 0 40
1		

Old Crow " blend—
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..... " 0 20
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