

**PAGES
MISSING**

SEMI-ANNUAL MEETING OF RETAIL MERCHANTS' ASSOCIATION
OF WESTERN CANADA.

THE CANADIAN GROCER

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


VOL. XIX.

MONTREAL AND TORONTO, AUG. 4, 1905.

NO. 31.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in 

Pounds, Halves and Quarters

to sell at convenient and profitable figures

COLMAN'S STARCH is all Starch, no admixtures
all crystals, no dust or powder

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

CHRISTIE'S WAFER ROLLS

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

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL.

Limited

NO, SIR!

"Kkovah" goods, although put up in the most attractive packages, are not "for the shelf"—they are made *to sell*.

Send us your order and we will find customers for you, or else take back the goods and pay you the full retail price, thus guaranteeing you a profit on the transaction.

Can we say more?

- "Kkovah" Jellies (both Powder and Tablet)
- "Kkovah" Custard Powder
- "Kkovah" Blanc Mange

57 Front Street E.,
TORONTO.

17 St. John Street,
MONTREAL.



DELICIOUS
IS
PEACOCK BRAND
MINCE MEAT

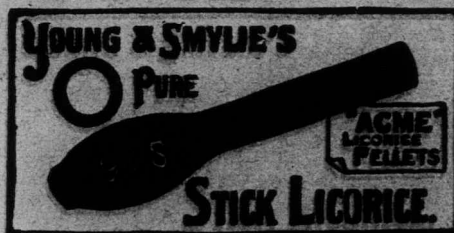
Many people make much of this
Mince Meat

Many grocers make much on this
Mince Meat

Are you included?

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

National
Licorice Co.



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

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request



BORDEAUX
RELISH

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

GOLDEN DATES

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

The Merchants' Mfg. & Supply Co.

58 Colborne Street, TORONTO

**Doubt
Less**

"Earn More"
"Earn More"
"Earn More"
and
"Earn More"
"Earn More"

**Earn
More**

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

**Sell Goods of Known
Quality**

**Fry's
Cocoa and
Chocolate**

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



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

**Cox's
Gelatine**

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

LEADING WHOLESALERS SELL THEM

ARTHUR P. TIPPET & CO., Agents.

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.
Wilson Commission Co., Limited
Brandon, Man.

CALGARY.

The Best Salesman

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

Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON,

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

NICHOLSON & BAIN, WINNIPEG, MAN.

HALIFAX, N.S.

E. St. G. Tucker,

West India and General
Commission Merchant

HALIFAX, N. S. CANADA.

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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

JNO. A. MOIR

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

6 St. Sacramento St., MONTREAL

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacramento Street, Montreal

Tel. Main 778.

Bond 28.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

C. E. KYLE

WHOLESALE GROCERY BROKER
and MANUFACTURERS' AGENT

27 FRONT ST. E., TORONTO

Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents
and

Importers.

29 Melinda St., TORONTO

Get our prices for

SALMON

Car of

FANCY BARBADOES MOLASSES

just to hand. Lowest prices.

2 cars

BARBADOES RAW SUGAR

Nice grocery kind.

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

VANCOUVER, B. C.

J. M^CA. CAMERON

Manufacturer and Wholesale Commission Agent

Correspondence Solicited

VANCOUVER, B. C.

P.O. Box 912

Reference—Bank of Hamilton

The Vancouver Warehouses, Limited
STORAGE

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

Consign your cars to us.
Correspondence invited.

24 CORDOVA STREET E., VANCOUVER, B. C.

VICTORIA, B. C.

Radiger & Janion

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and
COMMISSION BROKERS

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.

Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT and
WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence
Solicited

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JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association

Union Bank Block, Rooms 722 and 723
Winnipeg, Man.

Open for good
Canned Goods Agency

Correspondence
Solicited

Stuart Watson

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WINNIPEG, MAN.

Highest References. Correspondence Solicited.

GEORGE ADAM & CO.

Wholesale Grocery Brokers and
Commission Merchants,

WINNIPEG, - - MANITOBA.

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

Members Western Wholesale Brokers' Association,

23 Years

-IN THE-

WHOLESALE COMMISSION
BUSINESS

-IN-

WINNIPEG

AN AD

RECORD

WIRE, OR WRITE US YOUR OFFERINGS.
NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANCH HOUSE:

NICHOLSON, BAIN & JOHNSTON
CALGARY, N.W.T.

ST. JOHN'S N.F.

THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public
Commercial Chambers, Water St.

ST. JOHN'S, N.F.

A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

SALT

SALT

For Any and Every Purpose.

VERRET, STEWART & CO.,
MONTREAL

SALT

SALT



**Heinz Pure Food Products
Stand All Tests**

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. Ask us about our free Retailers' Advertising Service.

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.

The advantage is with the grocer who sells

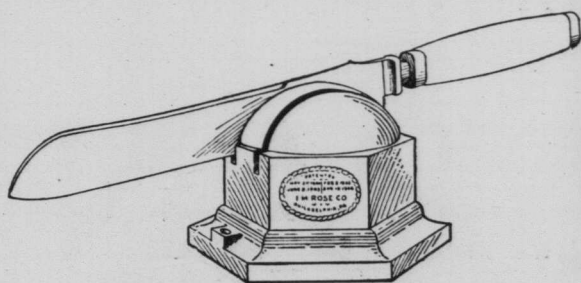
**STERLING
BRAND
PICKLES**

They sell readily. They give satisfaction. They add prestige to the grocer's trade, because of their unfailing superior quality.

Ask your jobber or write direct to the manufacturers.

The T. A. LYTTLE CO., Limited

124-128 Richmond W., Toronto, Can.

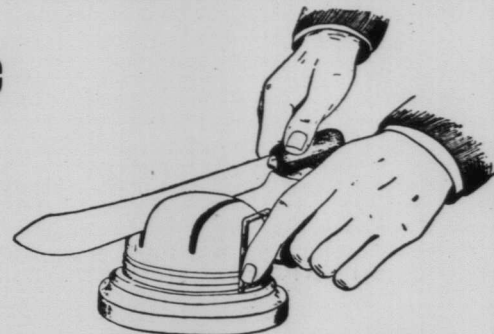


No. 4 (Grocers'), Price, postpaid, \$1.75

**ROSE
AUTOMATIC
KNIFE
GRINDERS**

Discounts to agents and dealers

**THE ONTARIO
SUPPLY CO.**
OWEN SOUND, ONT.



No. 3 (Household), Retail Price, 65c.

The price of

JAPAN TEA

is so low that the consumers insist upon getting the genuine Japan Teas. No **imitations**, no **just-as-good** Ceylon Greens will ever satisfy drinkers of the genuine, healthy fragrant teas of

If you wish to increase your tea trade sell **JAPAN TEAS**

JAPAN

**HANDLING
PAYING
GOODS**

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

PATERSON'S WOR-CESTER SAUCE sells well and pays you. Better handle it.

ROSE & LAFLAMME
AGENTS, MONTREAL

Flett's

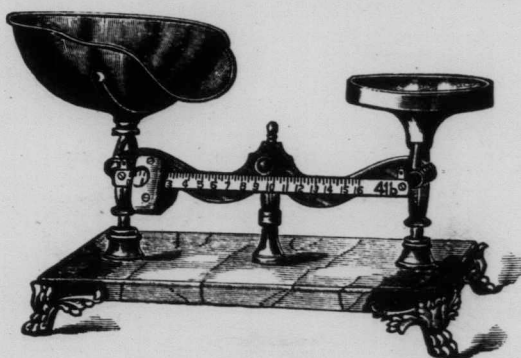
Pickle Competition

is keen—numbers of inferior brands are on the market to-day. The wise dealer doesn't waste time pushing poor articles, or articles, which, owing to their quality, must have a short life. He sells **FLETT'S PICKLES**. Once sold to a customer the repeat order follows easily.

ROSE & LAFLAMME

Agents, MONTREAL

MMS



- Scales
- Brass Scoops
- Steel Scoops
- Candy Show Pans
- Glass Show Bottles
- Peanut and Coffee Roasters
- Peanut Warmers

SODA FOUNTAINS

- Syrups and Fountain Requisites
- Paper Julep Straws
- Bakers' and Confectioners' Supplies
- Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue

440 and 442 Yonge St., TORONTO

INDIFFERENCE

DOUBT

FAITH

Stages in a Grocer's Career

Every grocer passes through it—indifference as to what brands comprise his stock, as long as he carries what other grocers carry and gets a fair share of patronage. A change comes. If it's Teas, the Grocer says to himself: "These Teas are advertised. Will I try them and let Ceylon Teas go? Perhaps a bigger business for me!" The grocer at the other corner is reasoning similarly. Both decide to keep a record of sales. **They discover the largest demand is for**

CEYLON TEAS

They read up and find out that **Ceylon Teas** have a **fragrance** and **delicacy**, produced by the climate of Ceylon, unequalled in any other Teas. The Grocers have **found** the **Reasons for the Sales**, and have **assurances** for **sales** in the **future**. **Indifference** has **changed** to **doubt**, and **doubt** changed to **Faith—Faith** in **Ceylon Teas**. Have you that **Faith?** Are you **building** your **business** on the **sub-structure** for **success—Ceylon Teas?**

1905 — Unexcelled in Magnitude — 1905
 Unequaled in Excellence

CANADIAN NATIONAL EXHIBITION

AT TORONTO, AUG. 26 to SEPT. 11.

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

The Irish Guards Band

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

Art and Treasures

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

Coronation Picture

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

Fall of Port Arthur

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

Other Things to See

The Process Building, Samples of all the Industries and Resources of the Country, Thousands of Horses, Cattle, Sheep, Swine, Poultry and Dogs, All Canadian Cereals and Minerals, good Trotting and Pacing, a superb Variety Show, the World's latest Inventions.

Special Excursions

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

W. K. McNAUGHT, President.

For Prize List, Entry Blanks and Information, address
 J. O. ORR, Manager and Secretary.

SPECIAL ANNOUNCEMENT

THE PRACTICAL GROCER

A Manual and Guide for
 The Grocer, The Provision Merchant, and Allied Trades

By W. H. SIMMONDS, F.J.I.

With Contributions by Specialists, Trade Experts, and Members of the Trades.
 Illustrated by a Series of Separately Printed Plates.

THE PRACTICAL GROCER has no forerunner in its own field. Its aim is to bring together, within reasonable compass, all the most useful information and advice upon the grocery trade and the trades usually allied with it. The scope of the work is wide. It provides all that is required for every member of the trade to make a science of his calling. Not only are the goods of each branch of the trade dealt with in detail, their production, characteristics, uses, storage, trade terms, weight, adulteration, analyses, recipes, &c., being given, and a general view of the sources of supply; but whole sections of the book are devoted to the several branches of the business itself: arrangement of shops, management, routine, proprietorship, book-keeping and office matters, control of branches, trade law, associations,—in short everything with which the grocer or other trader, as trader, master, or assistant, is concerned.

Published in 4 Volumes, Cloth. Price, 34/- net. Post Paid to Canada.

Supplied on the Instalment Plan
 of Payment.

Prospectus, Press and Personal
 Opinions, Post Free.

A Canadian Agent
 Wanted at Once.

THE GRESHAM PUBLISHING CO.

33/35 Southampton St., Strand, London, W.C. (England)



"THE FAIRBANK PLAN" LOOK INTO IT

and see just what "The Fairbank Plan" is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
 Fairy Soap, Copco Soap
 Fairbank's Glycerine-Tar Soap
 Fairbank's Scouring Soap
 Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to "The Fairbank Plan," as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couped in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of "The Fairbank Plan" it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

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

Advice regarding processes of manufacture and technical applications of chemistry.



Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book — errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

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WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

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

Purnell's
B.V. Sauce

Shows a good profit.

Is the Best Value on the Market

Order to-day from our agents.

PURNELL, WEBB & CO, LTD.
BRISTOL, ENGLAND

THE
"VAMPIRE"
Spiral Flycatcher



5cts.
each

Clears the house of flies

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

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

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

TRADE
MARK

RED-BROWN WRAPPING
 All Weights FOR FURNITURE PACKING All Sizes.
 Strong, Tough and Stiff. A Sure Protection to Destination

CANADA PAPER CO.
 LIMITED TORONTO MONTREAL

This design a guarantee of quality.

SAMPLES AND PRICES WITH PLEASURE.

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.

QUALITY OF OIL

Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

BOWSER SELF-MEASURING OIL TANK

and keep your trade by keeping up the quality of your oil.

BOWSER TANKS ARE TIGHT TANKS

Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this?

ASK FOR CATALOGUE "B."
IT GIVES FULL PARTICULARS.



CELLAR OUTFIT

You are cordially invited to call and inspect the display of our Latest Improved Outfits at the coming Industrial Exhibition in Machinery Hall, Toronto, August 26th to September 11th.

**S. F. Bowser & Co., 530 Front St. West.
TORONTO**

WE IMPORT

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

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.
Let us hear from you.

T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.

**CHASER
SOAP**
Does the Work

Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

**The Duncan Company
of Montreal**

P.O. Box 292. 1974 Notre Dame St.

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

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

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

SALT SALT

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

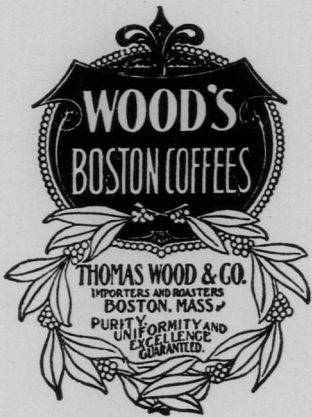
C. R. COOPER
Toronto Salt Works
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

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

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

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

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



GLADSTONE

Began his political career as a Tory, but his desire for progress and reform led him to adopt the ideas of the great Liberal Party.

The Grocer may experiment with a miscellaneous variety of brands, but at length discovers that

WOOD'S COFFEES

are what he has been seeking as they combine all the elements for successful trade

CANADIAN FACTORY AND SALESROOM
428 ST. PAUL ST., -- MONTREAL.

A Large Percentage

is not always a true index of the **Real Profit**. The spasmodic sellers occupy useful shelf room and keep valuable capital tied up.

Mathieu's Nervine Powders

bring the quick, best-kind-of profit, which accumulates rapidly. They are a safe, reliable, and well-known cure for all Headaches and Nerve Pains. The only package containing 18 powders for 25c.

Let us send you a free sample to try among your own family. You will then know why they are such favorites.

Don't forget that

Mathieu's Syrup of Tar and Cod Liver Oil

has a sale all the year round. Keep it in stock.

J. L. MATHIEU CO., Limited
SHERBROOKE, Que.

CURRANTS

In Stock and Arriving

Cleaned Fine Filiatra

In Half Cases.

Cleaned Extra Superbos

In Half Cases.

Special Loose Pack

Extra Choice Fruit.

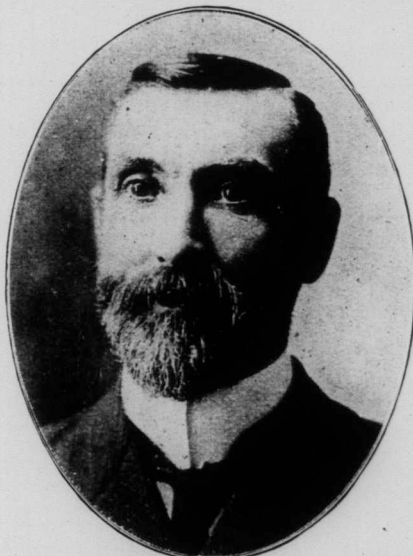
Warren Bros. & Co.

35 and 37 Front Street East, - Toronto

SEMI-ANNUAL MEETING OF The Retail Merchants' Association of Western Canada

Winnipeg, July 26 and 27

SUBSTANTIAL, steady, and highly encouraging progress was shown at the semi-annual meeting of the Retail Merchants' Association of Western Canada, held in Manitoba Hall, Winnipeg, July 26 and 27. It is true that the number of those in attendance was not so large as might have been desired, but this is the fate of all mid-summer gatherings of the kind. The Retail Hardware Association, a strong and well organized body, meeting at the same time, had a small meeting, but both associations showed a gratifying increase in the paid-up membership, and members were able to tell of the substantial, tangible benefits which the association only a few months old had already brought them. Merchants from different towns were able to report that the association had put a stop to price



Mr. T. J. Lawlor,
President Retail Merchants' Association of Western
Canada.

cutting on staples, and that hence they were actually making a small profit on sugar, salt and tobacco. Retail grocers know that this is a wonderful showing, for many of them have been accustomed for years to sell these goods either at cost or at a loss.

The burning question in the west is the long credit evil, and the subject was discussed in all its bearings. Finally, the recommendation of the February meeting was endorsed with a slight amendment. Readers of The Grocer will remember that the February convention recommended the closing of all accounts on the first day of November in each year and the enforcement of a strictly cash system until the first day of May, 30 day accounts being considered as cash. It was decided at this meeting that it would be inconvenient to enforce this rule strictly during the month of April, a month when the farmers are

buying implements and incurring many expenses of a similar nature. Consequently the cash period was shortened one month, closing now on the first of April. While this policy is strongly recommended by the association, and will, no doubt, be followed closely by the majority of its members, there is no compulsion in the matter, and members were not required to make any pledges.

At the Thursday night meeting, which brought the convention to a close, a number of prominent wholesalers were present to show their active sympathy with the association movement. They made it abundantly evident that the association may rely upon the active sympathy and support of the wholesale interests of Winnipeg, and that pressure will be brought to bear upon any retailers who persist in staying outside the association and pursuing cut-throat methods which are prejudicial to all legitimate trade. A careful perusal of their speeches is recommended.

THE MEMBERSHIP ROLL.

Some idea of the work which has been done by W. A. Coulson, the energetic young secretary, during the last two months, may be gathered from an examination of the list of members given below. It must be remembered that the greater number of these members has been secured during the six weeks or two months spent by Mr. McRobie in active canvas; that the work has only begun, and that several hundred new members will undoubtedly be added before the annual meeting in February. The list of members is as follows:

Deloraine Branch.

Winkler—A. Niterman, Dyck & Crocker, B. Loewen, Wilton Bros.
Crystal City—P. A. Young & Co., J. G. Steacy.
Morden—J. H. Heiman, B. Tobias & Co., N. Korman, J. T. Acheson, Harry Meikle, The Retail Co.
Clearwater—R. R. Abbeck & Co.
Mather—Goodon & Fulford, Elliott & Argue.
Darlingford—Ed. Jordan, R. A. Fines.
Cartwright—Moore & Hill, Wm. Greenmill, W. G. Pennington.
Manitou—E. D. Gaul & Co., Sharpe & Bulton, O. Wagner & Co.
Holmfild—J. A. Robertson, Jas. Down, F. J. Messner.
La Riviere—Rutherford & Son, J. H. Farghy.
Ninga—Miller & Hainer, N. J. Ryan, Jones Bros.
Pilot Mound—W. Endicott, T. C. Preston.
Killarney—A. McQuenn, Chas. Richards, W. E. Farrow, Jno. Sedore, G. A. Martin, W. A. Bingham, R. Cross Co., Limited, Marquis & McCullough, R. Rollins, T. J. Lawler, J. A. Percival.
Boissevain—The J. D. Baine Co., Limited, Hunter & Aitken, J. A. Munro, A. R. Welch, McAllister & Robinson, R. McCausland, Marston &

Singleton, Boissevain Trading Co., D. M. Sutherland, F. G. Fox.
Napinka—Coate & Kaiser, E. Ferguson, Hamelin Bros. & Co.
Whitewater—The McKay Co.
Medora—A. Hughes.
Deloraine—Montgomery Bros., S. K. Colquhoun, F. L. Kilbourn.

Hartney Section C. N. R.

Elgin—R. E. Sadler.
Ninette—Chas. Overend, Jno. Yellowlees, W. E. Hughes.
Fairfax—J. L. Hettle.
Belmont—McIntyre & Castell, A. W. Marquis.
Minto—R. W. Franks & Co., Thos. Williamson, A. McTavish.
Margaret—Dalglish & Co., F. Wilkie.
Dunrea—W. A. Seeback, J. H. Snelgrove, W. H. Lawler.



Mr. W. A. Coulson,
Secretary Retail Merchants' Association of Western
Canada.

Estevan Section.

Hartney—Parham Bros., D. G. Ennis, J. C. Callander, Fry Bros.
Pierson—Riebel Bros., W. S. Kenner, Lockerbee & Halliday.
Lauder—W. J. Currie, Hamelin Bros. & Co.
Gainsboro—Briggs & Bohmer, R. B. Elliott, Lockerbee & Halliday.
Melita—Thos. McJanet, G. C. Sayles, Hamelin Bros. & Co., R. Grant, G. L. Dodd.
Carievale—E. J. Code, Geliland Bros., F. Clark.
Elva—G. C. Sayles, C. W. McLennan.
Carnduff—Ruddell & Gibson, S. Ballantine, J. B. Preston, J. H. Elliott, J. H. Taylor.
Glen Ewen—C. Crawford, T. R. Preston.
Estevan—F. G. Musgrove, Arthur Keely, M. H. King, Wm. McLeod.

Oxbow—Miles McKay, Walsh Bros., Geo. Barber, H. C. Dinsey.
Alameda—Cook & Morrison, Hopper Bros., R. C. Gibson, Creighton & Graham.

Frobisher—Larner & McCutchen, Riddell & Co.

Brandon Section C. N. R.

Baldur—R. Rollins & Son, Anderson & Playfair.

Roland—Higgins & Webster, H. J. Chilson & Co.

Mariapolis—C. H. Charbonneau.
Morris—Chisholm & Mackenzie, Alex. Todd.

Swan Lake—Jas. Pritchard, Ruttan & Fitzpatrick, W. F. Hartwell.

Somerset—Marguerite Monchalain, J. A. Decasse, Sharpe, Black & Shewfelt.
Rosebank—A. H. Baker.

Arcola Branch.

Antler—W. Cavanagh, A. E. White.
Carlyle—G. W. Stockton, Baker & Gunn, Hamelin Bros & Co.

Redvers—R. Ferguson, R. Curle, L. T. McLanders.

Arcola—Hamelin Bros. & Co.
Wauchope—W. Quesnelle, Freeman & Morris.

Manor—The Moose Mountain Trading Co., J. R. Dalglish, Hamelin Bros. & Co.

Lyleton Branch.

Lyleton—S. E. Harty, Laing, Smith & Co.

Waskada—W. H. Stovin & Co., Hamelin Bros. & Co.

Goodlands—E. Dobson, A. Sleep.

Glenboro Branch.

Cypress River—A. Creighton, J. H. Fawcett, H. Hilton.

Holland—W. F. Schooley, Wm. Dickson, W. R. Ross.

Methven—Alex. Ziegler.
Treesbank—E. H. Wilkinson.

Nesbitt—Thos. Middlemiss, Sharp & Barager.

Stockton—R. D. McLachlan.
Carroll—J. W. Graham.

Rothwell—J. G. McGowan & Co, P. R. McLachlan.

Souris—J. A. Moore, A. E. Brindle, A. J. Stewart, W. G. McLaren, McRory & McCush.

Emerson Branch.

Emerson—Chas. Whitman, Whitman & Co., Hinton & Co.

St. Jean Baptiste—N. Comeault.

Gretna Branch.

Gretna—E. Penner & Co., Otto Shoultz, Farmers' Trading Co.

Rosenfeld—C. K. Stewart, Rimer Bros.

Altona—W. & I. Coblenz, H. Loepky, John Hiebert, L. Wadlinger.

Sundries.

F. Frederickson, Glenboro; R. H. McLeod, Beaver; J. G. Barga, Plum Coulee; E. H. Glinz, Oak River; D. M. McLelland, Sidney; P. D. Alair, Elm Creek; H. Cutfield, Hargrave; N. D. McKinnon, Weyburn; W. Ledoux, Armand;

The Register.

Among those present at the meetings who observed the formality of registering their names were the following: T. J. Lawlor, Killarney; J. D. Baine, Boissevain; A. G. Munro, Morden; C. S. Preston, Carnduff; G. C. Sayles, Elva; A. H. Stewart, Rosenfeld, E. H.

Glinz, Oak River; A. McD. Wilton, Winkler; G. W. Marsh, Elkhorn; D. N. Embree, Boissevain; C. E. Marquis, Killarney; W. J. Currie, Lauder; W. G. McLaren, Souris; F. W. Clingan, Virden; H. C. Hamelin, Lauder; W. J. Hamelin Melita; Walsh Bros., Oxbow; F. R. Munro, The Canadian Grocer, Winnipeg; J. Dundas, Francis; R. Whitman, Ridgeville; G. L. Dodds, Melita; J. A. Munro, Boissevain; J. H. Snelgrove, Dunrea; R. W. Ferrier, Kenora; J. L. Hettle, Fairfax; S. K. Colquhoun, Deloraine; W. H. Stovin, Waskada; Miles McCay, Oxbow; J. F. Hunter, Boissevain; R. F. Moore, Cartwright; R. W. Morrison, The Commercial; J. H. Elliott, Carnduff, Assa.; J. S. Riddell, Frobisher, Assa.; Francis Foulston, Riding Mountain; Foulston Bros., Birnie, Man.; R. E. Sadler, Elgin, Man.; W. C. Parham, Hartney; W. Coblenz, Altona; W. Ledoux, Armand; Hess & Cochrane, Oak River; Wm. Wellband, Winnipeg; Wm. Robinson, Selkirk; the McKay Co., Whitewater; A. L. Johnson, President Winnipeg Board of Trade; A. S. Lock, (Foley, Lock & Larson); Wm. Georgeson, (Codville & Co.); H. M.

OFFICERS OF THE ASSOCIATION.

PRESIDENT—

T. J. Lawlor, Killarney, Man.

1ST VICE-PRESIDENT—

H. C. Hamelin, Lauder, Man.

2ND VICE-PRESIDENT—

J. D. Baine, Boissevain, Man.

TREASURER—

Robert Rollins, Killarney.

SECRETARY AND ORGANIZER—

W. A. Coulson, Williamson Block, Notre Dame Avenue, Winnipeg.

EXECUTIVE—

A. G. Munro, Morden, Man.

A. E. Hill, Griswold, Man.

W. G. McLaren, Souris, Man.

J. Brown, Neepawa, Man.

R. F. Moore, Cartwright, Man.

F. W. Clingan, Virden, Man.

N. D. McKinnon, Weyburn, Assa.

G. C. Sayles, Elva, Man.

E. H. Glinz, Oak River, Man.

W. Ledoux, Arnaud, Man.

Belcher, (Gaults', Limited); Thos. Ryan; D. K. Elliott, (R. J. Whitla & Co.); J. Clark, (R. J. Whitla & Co.); J. H. Crosthwaite, (G. F. & J. Galt); A. McAllister, (W. E. Sanford Mfg. Co.)

OPENING SESSION.

In opening the first session of the convention on Wednesday morning, July 26, President Lawlor reviewed at considerable length the history of the association, and outlined its objects. The question of "supply accounts" was an important one, and it was the principal grievance against the wholesale trade. Sometimes it was found that a wholesale house would encourage a new man to start a business in a town already well supplied with stores. This should be stopped and a strong association could remedy the matter owing to the influence which they would have with the wholesalers. Then there was the regulation of the prices paid for country produce. It was simply absurd that merchants should frequently pay more for butter and eggs than the market price. Dealers were willing to accept farm produce as cash in payment for goods; they were not looking for a pro-

fit on produce, but they did want to get their money for it. By eliminating cut throat competition the association would remedy this trouble.

Then there was the question of long credits—the burning question in the west. For that trouble the association suggested a remedy, and it was for the convention to discuss that remedy.

In reviewing the history of the association, President Lawlor paid a high tribute to the merchants of Boissevain, to whom the credit was due for initiating the movement. For years there had been a disturbing element in Boissevain; the turnover of the merchants had been very large, but their profits at the end of a year were small. They started the association movement, and when they went home from the February meeting they formed their local association with the result that they were now making a profit on staples. In Deloraine and Killarney similar gratifying results had been secured.

At the February meeting the association had instructed the executive to engage a secretary, and after some unavoidable delays W. A. Coulson was appointed secretary and organizer in the latter part of April. He had begun work in Morden, and in the few months he has been on the road he has covered Southern Manitoba. As a result the association had now more than 200 bona fide members, and, of course, the work of organization had only commenced.

A Winnipeg Dealer.

That Winnipeg dealers are in sympathy with the association was evidenced by the remarks of William Wellsband, a city retailer, who spoke after Mr. Lawlor. Mr. Wellsband became a member of the association.

Secretary's Report.

Secretary W. A. Coulson then presented his report of the work accomplished since he became organizer. It was in part as follows:

"My report covers a period of three months, from April 25 to July 25, from the date of my appointment to the present time. In beginning my organization work I commenced with the Town of Morden, on the Deloraine branch, working from that town west as far as Nipinka, in the territories, and subsequently finishing that line from Winkler east. The Estevan, Lyleton, Gretna and Hartney sections have also been completed, and part of the Arcola, Brandon and Souris branches, and these would have been finished had the merchants been at home. The membership of this association is now in excess of 200; of these 24 have not yet paid up, but they will do so as soon as the organization of their towns has been completed. All of which is respectfully submitted.

"W. A. COULSON,

"Secretary."

Report Discussed.

G. L. Dodd, Melita, spoke in high praise of Secretary Coulson. He had reason to believe that he was an active, energetic young man, who has accomplished a great deal for the association. The showing made in the few weeks he spent on the road was very creditable. After some further remarks by R. F. Moore, of Cartwright, and some explanations by Mr. Coulson of particular phases of the work, the sec-

retary's report was received and adopted.

General Business.

The meeting was then thrown open for general discussion of association work, and a number of members spoke of the good results already secured by the association.

S. K. Colquhoun.

of Deloraine, spoke briefly and to the point. "The association has done a great deal for us already in Deloraine, as it has enabled us to secure reasonable prices for sugar, tobacco, and salt, in Deloraine, and some surrounding towns. Formerly we sold these goods at a loss; now we are making a small profit."

J. D. Baine.

of Boissevain, also had a good report to present. "I came to the meeting in February with no intention of joining. Frankly, I didn't believe an association would amount to anything. But I was persuaded to join, and after the convention was over we called a meeting of all Boissevain merchants except the hardware. At that and subsequent meetings we arranged prices to be paid for produce and charged for certain staples. We make no changes until all have been notified, and we are now working in harmony together."

The Credit System.

After some further speeches along the same line, President Lawlor introduced the subject of the credit system. He first briefly outlined the scheme recommended last February, viz., the closing of all accounts on November 1st, and the strict maintenance of a cash system of business until the first of May. It was understood, of course, that 30 days accounts should be taken as cash.

"My own opinion," said Mr. Lawlor, "is that April 1st is a better date than May 1st. We recognize that it isn't possible to do a cash business in this country the year round. The best we can do is limit the credit period. April is the month when the farmers take up their machinery, and they need credit then."

G. L. Dodd, Melita, did not agree with the president. "I have heard," said he, "that the T. Eaton Co. once refused credit to Senator Cox for some trifling article which he wanted one time when he didn't happen to have any cash on his person. That was business. If you give credit after April and May, you give it on goods for which you must pay yourself long before the farmer pays. The farmer should be prepared to pay cash up to August 1st."

E. H. Glinz, Oak River, thought it would be a mistake to attempt any further curtailment of the credit system than that contemplated. "We must not attempt what is impossible."

President Lawlor remarked that it must be understood the association advocates the curtailment of credit at all times. It was not intended that indiscriminate credit should be given between May and November.

W. H. Stovin, Waskada, was not in favor of any hard and fast rules. He believed more in the application of common sense to individual cases.

J. F. Hunter, Boissevain, was also strongly opposed to any hard and fast rules. "What are we to do with our town customers? They require credit as much after May 1 as before. I would

rather give credit the year round to an all round good man than have him buy by mail order. The coupon credit system is the best. The trouble is that customers often buy goods and say 'charge it' without asking for any stated length of credit. Unless we keep our own books it is often the case that we don't know how much credit a man gets. He may be good for a little, but not for a large amount.

"Let us have a local association in each town, and have each merchant report all his accounts to the secretary. Then we can know what every farmer owes in the town."

J. D. Baine, of Boissevain, also thought it a mistake to fix any time for closing the books. He suggested that a committee be formed to draft legislation to be submitted to the Manitoba Government whereby the retailer would be given more adequate security for his accounts.

S. K. Colquhoun, of Deloraine, said he had not lost much by doing a credit business, that very much depended upon one's knowledge of men. He did not care to be bound by any hard and fast rule.

IN A NUTSHELL

THE OBJECTS OF THE ASSOCIATION.

(1) The curtailment of credits with the object of approaching a cash system. All accounts to be closed November 1st and no credit to be given until April 1st. Thirty-day transactions to be treated as cash.

(2) **Standard Prices.**—All staple goods such as salt, sugar, tobacco, etc., to be retailed at standard uniform prices.

(3) **Produce.**—A uniform price to be paid for butter of good quality and other farm produce, maximum prices to be arranged in each town and not to be exceeded. In no case should butter tubs or packages be supplied free.

(4) **Supplying New Accounts.**—To induce the wholesale houses to refuse to start up new firms in towns where business is already overdone.

A Cash Experience.

Miles McKay, of Oxbow, said he was sorry that no person had yet spoken of a cash business, for he believed it could be conducted successfully.

"Three years ago in my own general store business I found myself in a position to buy for cash. For a year I ran a cash business and I did \$2,000 more trade than in any previous year. Then I built larger, increased my stock, and began to sell goods on credit. Soon I had a large amount on my books, and I saw that if I was to continue the credit system I must regulate it. So I started the coupon system, and have controlled and curtailed credit. In November I am going to make every effort to collect my accounts. The percentage collected last Fall disappointed me, and I am going to return to a cash basis."

WEDNESDAY AFTERNOON SESSION.

At the afternoon session the discussion of the credit system was resumed by President Lawlor, who laid stress upon the argument that the time had arrived when, if the credit system must be continued, it must be controlled and conducted on certain terms.

J. H. Elliott spoke of the need of such an association arrangement in Carnduff, Assa. The local merchants are able to arrange their prices for produce on a fair basis, but if they don't give unlimited credit in Carnduff their customers can get it in other towns. There is great need of a curtailment of credit, but Carnduff alone can do very little. His experience was that farmers are buying and speculating in land to the neglect of their store bills. The merchant gets what little is left after the claims of the banks and land companies have been satisfied.

Wilfrid Ledoux, of Arnaud, said that in his seven years' business experience he had had his own troubles with long credits. In those years he had been in business in different parts of the country. In the Dauphin and Swan River districts he had kept pretty well to a cash business, but in Arnaud business is on credit basis the year round with about half the population.

"We give ten per cent. discount for cash in Summer and Fall, but so many are speculating in land that this does not prove very attractive. About half our sales consist of 30 days' goods, such as sugar, so you see we have our own troubles. We could sell cheaper on a cash basis, and there is always a danger of losing cash customers while we conduct a credit business. I think the association plan of curtailing credit is practicable."

The Association Plan Tried.

After a few remarks from W. Coblentz, of Altona, Chas. Stewart, of Rosenfeld, told of his successful experience with the association plan of closing all accounts in November, and insisting upon cash during the Winter. He had worked this plan successfully until compelled to abandon it because an opposition store used it against him. He had no doubt that if all the merchants in a town would give the plan a fair trial it would work. He thought his own experience proved it.

J. S. Riddell, of Frobisher, Assa., explained that his plan had been to close accounts with cash or notes every three months. The only advantage in the note was that it constituted an acknowledgment of the obligation.

F. Fulston, of Riding Mountain, said that he came from the east last Fall, and was astounded at the amount of credit business done.

"Even the boys," said he, "when they treat the girls to candy, inquire 'Is my face good for that?'" Last January he posted up notices of a cash system, and it worked for a little time all right. Then the farmers came in and forced us to give credit by threats of going elsewhere. I think the five months' cash system would work all right if we all stand together."

J. H. Snelgrove thought his own Town of Dunrea the worst long credit town in Western Canada. "They think we don't need any money at all. Men with \$300 wheat money in their pockets have asked to have ten cents worth of candy charged. We must have backbone if our plan is to work. I believe we should have a strict cash rule, but I think we should make the opening date November 15, as many farmers will not have threshed by the first of the month."

E. H. Glinz, Oak River, remarked that the credit evil grew worse as the country grew older. New settlers fre-

quently had money, but the older ones all had the land speculation mania. The Oak River section was steadily growing worse.

An Important Question.

F. Fulston, of Riding Mountain, asked what could be done if a competitor in any town who was not a member of the association persisted in giving indiscriminate credit.

President Lawlor's reply was to the point. "Very few merchants," said he, "who are doing a credit business, are independent of the wholesale houses. Now the wholesale men are just as anxious for the success of this association as are its own officers. If any dealer persists in giving indiscriminate credit in any town, thereby hindering the main work of the association, we can lay the matter before the wholesale trade, explain that this dealer is running contrary to the wishes of the majority, and they will put the brakes on him. Moreover, we can use our influence with the wholesale houses to have all 'supply' accounts stopped. When this association is in working shape the wholesalers will not be willing to offend us all for the benefit of one, and we can count upon their support in all fair measures."

J. F. Hunter, Boissevain, again objected strongly to the adoption of any hard and fast rules. "In this stage of the association's existence our work should be mainly educational. Many dealers are afraid to come in because of this rule. I think the man who sells cattle in February has as good an asset as the man who sells wheat in the Fall, and he is just as much entitled to credit. I object to a hard and fast rule."

E. H. Glinz, of Oak River, replied to Mr. Hunter. "Perhaps I am weak," said he, "perhaps I am lacking in backbone. I can't do this thing alone, but I am convinced I can work with others."

The Secretary.

The president now called on Secretary Coulson to take part in the discussion. Mr. Coulson said he had visited 83 towns and 225 merchants. He had found nearly all in favor of the association scheme of dealing with the credit evil. He said the wholesale houses had backed him up nobly in some hot arguments, and he instanced some trouble in the Morden and Winkler section which had been settled satisfactorily by their assistance.

"My biggest difficulty," concluded Mr. Coulson, "has been the lack of confidence of one merchant in his fellow merchant. Often I have had to smooth over personal differences before I could bring merchants together."

After some further discussion it was decided by a practically unanimous vote to amend the recommendation of last February by shortening the cash period one month. The rule is not compulsory, but the association strongly advises its members to close all accounts on November 1, and insist on cash payments until April 1. It was also recommended that a uniform rate of at least 10 per cent. be charged on all overdue accounts.

A committee, composed of President Lawlor and Messrs. Sayles and Glinz, was appointed to invite the wholesale trade to attend a meeting on Thursday night. The convention then adjourned, to meet at 8 o'clock that evening.

WEDNESDAY EVENING MEETING.

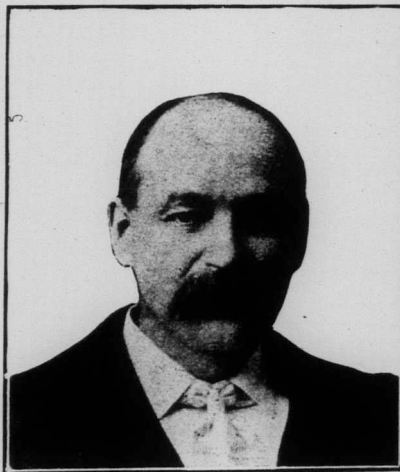
At the Wednesday evening meeting the vexed question of prices paid for farm produce was under discussion. G. C. Sayles, of Elva, was the first speaker. This produce question was a sore point with him, as he had seldom been let down easy. Perhaps a better market for farm produce was wanted; at all events it often happened that country merchants pay more for their butter and eggs than they get themselves from the commission and produce houses. This, at least, should be stopped.

A. G. Munro.

A. G. Munro, of Morden, said there was little trouble now in Morden as to the prices paid for butter and eggs. "The big trouble is in the bad quality of the butter and the difficulty of buying it according to its quality, but I don't think we can do much more in Morden than we are doing."

R. F. Moore.

R. F. Moore, Cartright, thought this subject fully as important as that of credit. Personally he did not have so



Mr. G. C. Sayles,
Member of Executive, Retail Merchants' Association
of Western Canada.

much trouble in keeping his prices at the market level as in getting a good market. He found a tendency among good butter makers to send their butter to the city, and he could not blame them, as the country store usually pays as much for bad butter as for good.

W. G. McLaren.

of Souris, said that since Secretary Coulson had visited their town they had had no trouble about the price of butter and eggs. The Souris merchants were no longer paying more for butter and eggs than they could get for these products—they were paying the market price. He suggested having a cold storage centre, say in Winnipeg, in which association members could store their butter.

Other Speakers.

F. W. Clingan, of Virden, and E. H. Glinz, of Oak River, also spoke of troubles with bad butter, and discussed other aspects of the produce question. The big trouble was that dealers were paying the same price for poor butter as for good. Consequently they in turn

were paid practically one price, and that was the price of poor butter.

J. F. Hunter.

of Boissevain, spoke at length on this subject, which he considered fully as difficult as that of handling accounts properly. "In order to get a better price for butter," said he, "it is necessary that we should have a more uniform article. Country butter is hard to sell in the city for table use. We should also remember that city merchants sell butter at a profit, not at cost, as we do in the country. Moreover, the high retail prices we hear about are usually for good creamery butter, so I don't think the produce houses treat us badly.

"But we must stop taking soap grease at the same price as good butter—butter should be graded and bought on its merits. Moreover, it isn't right that we should retail our butter at cost. We sell our town customers our good butter and leave the soap grease for the produce and commission houses."

President Lawlor.

T. J. Lawlor said that in Killarney, since the association got in its good work, a uniform price is paid for butter and eggs, and these products are retailed at a profit.

R. F. Moore.

R. F. Moore explained the difficulty of grading dairy butter and buying it on its merits. "Sometimes our very best customers are the poorest butter makers. Women are very sensitive about the reputation of their butter, and the dealer can't afford to offend them."

President Lawlor.

Mr. Lawlor said that in Killarney the dealers all stand together and grade all butter brought to their stores. "We all refuse to accept bogus bills, and why should we accept bogus butter?"

Mr. Lawlor then explained his method of handling tub butter. He empties every tub that comes to the store, scalds and washes the tub, sprinkles borax in the tub, and lines it with parchment paper. In this way his butter is kept sweet and clean for any length of time, and he always gets a good price for it.

R. F. Moore was not convinced. "I think I know good butter," said he, "but I know a good customer better. I have a splendid customer who brings me a little butter, and it is always very bad. I would not dare offend her by paying less than I pay for good butter."

Mr. Lawlor said that his grocery and produce business was now paying about 10 per cent. more than before just because he followed the association rules.

It was finally decided that a committee composed of President Lawlor, Secretary Coulson and R. F. Moore, interview the cold storage houses and report.

Tribute to Secretary.

Before the meeting adjourned A. G. Munro, of Morden, paid a high tribute to Secretary Coulson, and related his good work in Morden and Winkler. "We couldn't have a better secretary than Mr. Coulson."

New Executive Member.

As T. B. Jackson, of Elgin, is no longer in business, Wilfrid Ledoux, of Arnaud, was elected to his place on the

To Our Customers

Our men are still away and enjoying their holidays. Thank you for the generous support you have given us by Mail and Phone during the week. You find out we are still the "Quick Shippers."

LUCAS, STEELE & BRISTOL, HAMILTON.

STILL ON TOP—THE YEAST ON THE SQUARE

Jersey Cream Yeast Cakes

Gillett vs. Lumsden

We have very much pleasure in advising the trade that the Highest Courts in the British Empire have decided in our favor. "Right prevailed against Wrong." We sincerely thank the trade, especially our friends in the wholesale trade, for their kind words and congratulations in our winning above suit.

We also beg to thank you from the bottom of our hearts, the Grocers who have stayed by us through thick and thin, although warned by cards, threatened by salesmen if they handled our goods, who still continued to sell Jersey Cream. To those Grocers who returned our goods, who refused to sell our goods, who hid away our goods, we now expect them to come forward and assist us to collect \$50,000 damages.

To those who asked us for bonds—one firm "Ye Gods," sent us a bond drawn up by the solicitors for \$10,000 to pay their anticipated losses through writ, for damages threatened by the plaintiff.

We have had our signs torn down, customers threatened by salesmen, and yet our yeast has steadily increased in sales. We feel positive that without this suit we, to-day, would have had the biggest half of the trade in Yeast Cakes in the Dominion.

Gentlemen of the Grocery Trade: We ask you to take an active interest in the sale of Jersey Cream Yeast Cakes. We will study your interest as well as our own, by giving you the best possible goods that can be manufactured in Dry Hop Yeast Cakes.

God Save The King

HAMILTON YEAST CO., Hamilton, Ont.

Tartan
BRAND

BALFOUR & CO.,

Our travellers are away *recuperating* for the battle.

Phone at our expense

Long Distance No. 596

We guarantee quick shipments and Lowest Prices.

Hamilton, Ont.

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE.

STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **TINS**
GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

executive. The convention then adjourned.

THURSDAY EVENING MEETING.

At the Thursday evening meeting there were present by invitation a number of Winnipeg's most prominent wholesale merchants, and two or three members of the Western Retail Hardware and Stove Dealers' Association. The following wholesale men were present: A. L. Johnson, of the Ames Holden Co., president of the Winnipeg Board of Trade; A. S. Lock, of Foley, Lock & Larson; Wm. Georgeson, of Codville & Co.; H. M. Belcher, of Gaults' Limited; Thos. Ryan, of Thos. Ryan & Co.; D. K. Elliott and J. Clark, of R. J. Whitla & Co.; J. H. Crosthwaite, of G. F. & J. Galt, and A. McAllister, of the W. E. Sanford Mfg. Co. Among the hardware men noticed by The Grocer were Robert Wyatt, Winnipeg; J. B. Curran, Brandon; J. A. Gilhuly, Arden, and Wm. Gordon, Winnipeg. A few city retailers, not members of associations, were also present.

Before the visitors arrived President Lawlor addressed the meeting briefly, urging the members, if they had not already done so, to form local associations on their return home. "This country is so vast that the arranging of equitable and fair prices on sugar, tobacco and other staple lines can be best attended to by local organizations. It has been done already. In some three or four towns where formerly business was unprofitable because of cut-throat competition, there has already been a great improvement as the result of the work done by local associations formed after our February convention. At that meeting we became acquainted with each other and found that our competitors were not such bad fellows after all."

The committee appointed to interview the cold storage companies announced that they had not yet anything definite to report. The visitors having arrived by this time, the president proceeded to acquaint them with the objects of the association.

President Lawlor.

"In extending to the wholesaler trade a hearty welcome to our meeting," said President Lawlor, "I do so after our members have thoroughly discussed a number of different subjects. Our object in inviting you here is to outline to you our aims and the work that we have done. We recognize that the retail interests are in great measure those of

the wholesaler also, and we know that we have your hearty support."

Mr. Lawlor then outlined the history of association work in Manitoba. Some ten or twelve years ago an association was formed in Winnipeg during Bonspiel week, an executive was appointed and nothing more was ever heard of it.

"The troubles of the retailer became more aggravated as the years went by. As we all know, about 35 per cent. of the sales of the grocery store consist of sugar, salt and tobacco, and in very many places these goods were handled at an actual loss. That merchant was fortunate who got cost price for these goods. In Boissevain the trouble became very acute, and last Summer the merchants of that town put their heads together and formed an association. They issued circular letters to Southern Manitoba merchants inviting them to

ready overdone. In future we ask you to consider the merits of each case as we put it before you. When our secretary approaches you on this subject, give him a hearing."

President A. L. Johnson.

The popular president of the Winnipeg Board of Trade was the first of the visitors to speak. After expressing his pleasure in meeting the association, and his sympathy with its aims, he proceeded to deal with the great evil. The wholesale man was better protected than the retailer, as he had access to commercial agency reports, etc., and yet he often made mistakes. It was easy to see how the retailer could make more. In all their efforts to curtail credits the association could count upon the enthusiastic support of the wholesale men.

William Georgeson.

William Georgeson, of Codville & Co., made a good speech. "I know very well that you have many troubles requiring a remedy," said he. "Two weeks ago I was out on one of the western branch lines, and in a little stretch of 50 miles I found the price of butter ranging from 11 to 16 cents per lb. When I asked the reason of the high price I was always told that so and so in the same or another town was responsible for it all." I said, "why don't you get together and stop this? There is an association for this purpose." I found most of them favorable to the idea, and they only require a visit from the secretary to get them in line.

"In the matter of prices for staples the position of the retailer is much the same now as that of the wholesaler a few years ago. For years we tried to get an understanding about the price of staples like sugar, and we couldn't do it. In the end we had to have some one else protect us, and, as you know, the refiner does so now. We sell at the price set by the refiners, and when we make a declaration every three months that neither directly nor indirectly have we deviated from that price, we get a rebate. Now why should not this arrangement extend also to the retail trade? I think the price of sugar, tobacco and similar staples should be fixed for the retail trade as well as the wholesale. (Applause.) This is not unfair to the consumer, for no consumer has any right to object to a reasonable profit. The general public would be slow to believe that the dealers of this

SCOPE OF THE ASSOCIATION.

The Retail Merchants' Association, as its name implies, includes the whole of Canada west of the lakes in its territory. It is true that the work of organization has not yet extended far west of Manitoba, but from assurances of support and sympathy received by the executive there can be no doubt that the great majority of western grocers and general merchants will fall in line with the association as soon as they have been visited by the secretary. The movement has the hearty endorsement of the wholesale trade and its success is assured.

meet in Boissevain. The response was encouraging, and it was decided to hold a general meeting in Winnipeg during the Bonspiel week. This convention was a success, and we organized on a permanent basis. Men who had been enemies before met and discussed common interests amicably. We disagreed on many subjects, but after a long discussion we found that our differences of opinion were trifling. We went to our homes and put our ideas into practice, with the result that towns formerly in a very bad way are now in good shape."

After sketching the difficulties of the produce question, Mr. Lawlor took up the credit question and explained the remedy proposed.

"One matter more, gentlemen," he concluded. "We have our sins, and we believe you have yours. Wrong has been done us by the opening of new accounts in western towns where the trade is al-

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in
Canadian,
American
and Eastern Produce

Consignments
Promptly Attended to.
Correspondence
Solicited.

Cable Address : BOYD--TRINIDAD.

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



A WALKER BIN INTERIOR

ISN'T IT A FACT?

that the if-you-don't-see-what-you-want-ask-for-it method of introducing your goods loses customers and keeps the back shelves filled with stock which, if properly displayed, would meet with ready sale?

GOODS WELL DISPLAYED ARE HALF SOLD and goods displayed in Walker Bins always look fresh and inviting, because everything is under glass and protected from dirt and insects, while the display is at once effective and impressive.

There is no way to so effectively display goods as with Walker Bins

Booklet for the asking. It's worth the little trouble it takes to write for it.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

Head Office : Board of Trade Building, TORONTO

Travellers' Vacation

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

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

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

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

JAMES TURNER & CO., Hamilton

PROMPT SHIPMENTS

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

THOMAS KINNEAR & CO.

WHOLESALE
GROCCERS

TORONTO and PETERBORO

CHEESE

OF THE VERY
HIGHEST QUALITY
IS WHAT
WE WANT TO
GIVE YOU OUR
QUOTATIONS
ON.

CLOSE PRICES
F.O.B. FACTORIES
OR TORONTO.

WRITE OR WIRE US
AT ONCE FOR
QUOTATIONS ON
CHEDDARS,
FLATS OR STIL-
TONS, IN CAR
LOTS OR LESS.

A. F. MacLAREN IMPERIAL CHEESE CO.
LIMITED
TORONTO
AND
ST. THOMAS, ONT.

country are making no profit on their staples.

"I am sorry that Mr. Johnson did not touch upon the taxation of peddlers and the general subject of taxation. In Winnipeg the whole principle is wrong for the dealers pay too much as compared with the banks, loan and insurance companies."

Touching on the credit question, Mr. Georgeson explained the necessity of a cheap Chattel Mortgage Act, such as obtains in Dakota, whereby merchants can obtain security without much trouble. The registration of such a mortgage costs 25 cents, and its search 40 cents, in Dakota. There should also be some way of examining debtors who are able to pay in order to prevent frauds. As to the opening of new accounts in towns already well supplied, he agreed that the wholesale houses should pay attention to the representations of the association in each particular case.

D. K. Elliott.

D. K. Elliott, of R. J. Whitla & Co., was the next speaker. He said that there was no class of people doing more to develop the western country than the much abused retailers. He thought that if anything was lacking it was that the storekeepers did not put a sufficiently high value upon themselves or their stocks. Credit was necessary in the west, but it must be carefully controlled.

Thos. Ryan.

Thos. Ryan was surprised to find that there was no profit on sugar, salt and tobacco. In humorous manner he advised his hearers to concentrate their energies on boots and shoes. He was in sympathy with the organization.

A. S. Lock.

A. S. Lock, of Foley, Lock & Larson, was glad to have an opportunity to express his sympathy with the association. Perhaps the wholesalers could help in this credit difficulty. "The first element in the problem is the farmer, the consumer; the second is the retailer, and the third is the wholesaler. Perhaps the remedy will have to come from No. 3 and work back to No. 1. I would advise you to close your accounts by notes and make the farmers pay. The wholesale houses are going to make a big effort to collect their accounts this Fall, and the retailers must do the same.

"In regard to produce, it is absurd to pay more than the market price. You might have your secretary send out prices of produce to you every week, or

since that would be a lot of work, you could gain the same end by watching the prices in the trade papers like The Canadian Grocer.

"I am glad to know that in association towns you are now getting a profit on sugar, tobacco and salt. You can do it, for the wholesale men at one time had the same troubles, and they have remedied them."

Mr. Lock recommended strongly the advisability of merchants in the same town comparing accounts, so that each might know when a certain customer owed a large amount. He also explained the difficulties of a wholesale house when a man comes with the cash in his hand to buy a stock, intending to start business in a town already well sup-

"THE CANADIAN GROCER" THE OFFICIAL MEDIUM.

After due consideration, President Lawlor and his associates on the executive have chosen "THE CANADIAN GROCER" as the official medium for association news. They feel the necessity of having one paper as the recognized medium for confidential news intended for the trade only. "THE CANADIAN GROCER" has been chosen because it is strictly a trade journal and is never read by the general public. News of a general character may appear in other papers, but the inner workings of the association will appear only in "THE CANADIAN GROCER."

plied. He closed with an assurance that courteous treatment would always be extended to the secretary by Foley, Lock & Larson.

Other Speakers.

H. M. Belcher, representing Gaults', Limited; J. H. Crosthwaite, representing G. F. & J. Galt, and A. McAllister, of the W. E. Sanford Mfg. Co., spoke briefly, assuring the association of their sympathy and support.

J. D. Baine moved a vote of thanks to the wholesale men, which was carried unanimously. The convention then adjourned.

NEW BROKERAGE FIRM.

J. W. Gorham & Co., Halifax, N.S., after being a life time in the wholesale grocery business, are now going into the wholesale brokers' business, and are on the lookout for agencies, domestic and foreign. This firm have a splendid connection in the Maritime Provinces, and should prove successful in their new enterprise.

Just Arrived

Our second car of STEPHENS' PICKLES. Equal in quality to anything on the market. It will pay you to write us or see our travellers.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

Business Changes

Ontario.

Enoch Dean, grocer, Toronto, is dead.
B. S. Sills, grocer, Belleville, has suffered loss by fire.

W. D. Black, general merchant, Parham, is selling out.

J. M. Rittenhouse, grocer, Dunnville, has sold out to McDowell Bros.

S. Meredith, produce merchant, Toronto, has assigned to H. Dickenson.

R. H. Peters, general merchant, Odessa, has advertised his business for sale.

Goring & Co., general merchants, Wellandport, have sold out to R. J. Gracey.

Wm. W. Logan, general merchant, Tupperville, has advertised his business for sale.

The grocery and liquor business of J. Ronan, Hamilton, has been taken over by T. Burns.

A meeting of the creditors of A. Ritchie, general merchant, Wingham, was held July 31.

Merker Bros., general merchants, Mount Forest, have transferred assignment to J. C. Wilks, Mount Forest.

Wager & Low, general merchants, Enterprise, have dissolved partnership. Business to be continued by E. J. Wager.

Quebec.

S. Filion, grocer, Montreal, is dead.

J. A. Dufort, grocer, Montreal, has compromised.

The assets of A. A. Lafleur, Montreal, are to be sold.

H. Dubreuil, grocer, Montreal, has sold to J. B. Therrien.

Bertrand & Lepalme have registered as grocers, Montreal.

Paillez, Georges & Co. have registered as grocers, Montreal.

The assets of W. A. Roberts, grocer, Montreal, are to be sold.

R. Champagne & Co. have registered as tobacconists, Montreal.

Labrecque & Pellerin have registered as wholesale grocers, Montreal.

Z. Brunet, grocer, Montreal, has assigned to J. M. Marcotte & Co.

The assignment of T. Davis, tobacconist, Montreal, has been demanded.

O'Dowd Bros., grocers, Montreal, are offering 35 cents on the dollar, cash.

King Bros., grocers and butchers,

Montreal, have sold to P. Rasminsky & Son.

The assets of H. Mercier, general merchant, St. Ephrem D'Upton, are to be sold.

The stock of J. Vineburg, fruit dealer, Montreal, has been damaged by fire; insured.

The assignment of M. Lautence, general merchant, St. Faustin, has been demanded.

M. Amyot, grocer, Montreal, has assigned; meeting of creditors called for August 4.

The assignment of J. Richards, tobacconist, Montreal, has been demanded, and a meeting of the creditors called for August 7.

Nova Scotia.

Cape Breton Brewery Co., Limited, Sydney, have gone into liquidation.

L. J. Poirier, general merchant, Lyon's Brook, has assigned for benefit of the creditors.

New Brunswick.

J. J. S. Hachey, general merchant, Bathurst, has been succeeded by his son, J. Bennett Hachey.

The stock of C. S. Hachey, general merchant, Caraquet, has been advertised for sale by tender Aug. 10.

Purves & Graham, wholesale grocers, St. Stephen, have dissolved partnership. W. C. Purves will continue in the business.

Manitoba and N.W.T.

J. R. A. Jones, fish merchant, Brandon, has sold to J. Allen.

W. L. Scott & Co., grocers, Winnipeg, have sold to W. J. Glover.

S. L. Patmore, general merchant, Oak River, has removed to Eden.

A. G. Bell, general merchant, Oakland, has sold to W. G. Hardy.

E. H. Matthias, general merchant, Morningside, has sold to Matthias & McBride.

The stock of the estate of Philip Ott, general merchant, Killaly, has been sold at 63c. on the dollar.

H. Lercher & Co., general merchants, Winnipeg, have dissolved partnership, H. Lercher continuing in the business.

British Columbia.

Wm. Wolverton, general merchant, Cascade, has suffered loss by fire.

Mighton & Kelsall, tobacconists, Cranbrook, have dissolved partnership.

A. E. French & Co., bakers and confectioners, Ymir, have been succeeded by G. Crow.



Now is the Time

for Bakers and Confectioners to order their supply of

UPTON'S

RASBERRY JAM

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

UPTON makes a specialty of this line.

Write for Prices

INDEPENDENT—SURE THING!

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

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

The Frankford Canning & Packing Co., Limited

Independent
Packers

Frankford
Ont.

A. H. ALLEN, Manager

From . .
July 29**TRAVELLERS' HOLIDAYS**To
Aug. 13

For the next two weeks our travelling representatives will not be on their usual routes, but will be away enjoying their annual vacation. We have made ample arrangements to take good care of your orders during this time, and would ask you to

WRITE, WIRE OR PHONE AT OUR EXPENSE

YOUR ORDERS FOR YOUR REQUIREMENTS

We Guarantee Careful and accurate filling of your orders.
Shipment same day as order is received.

Do not let your stock of **"NORKA"** run low. It's selling

Long Distance Phone MAIN 383, connecting all Departments.

THE EBY, BLAIN CO., Limited, TORONTO
THE LARGEST EXCLUSIVELY WHOLESALE GROCERS IN CANADA

SUGAR TO SOUTH AFRICA.

C. M. Kittson, Canadian agent in South Africa, writing to the Department of Trade and Commerce under date June 24, points out that the Southern African colonies last year imported sugar to the value of \$3,425,515. Owing to the decreased output in Mauritius Mr. Kittson thinks that Canada may be able to send refined sugar to the Cape. The duty upon refined sugar and sugar candy in South Africa is five shillings per 100 pounds.

CATALOGUES, BOOKLETS, ETC.

"Nature, the Factory and the Home." A sample of what the printer's art may accomplish. The National Cash Register Co., Dayton, Ohio, in this handsomely illustrated booklet, tell the story of the wonders that have been worked in landscape gardening about their manufacturing plant at Dayton. Thousands of employees are grateful to this enterprising concern for their eminently successful attempt to adjust the relations between nature, the factory and the home, and the welfare movement thus initiated, has spread to many parts of the United States. Such truly philanthropic work is to be recommended to manufacturers the world over.

Canadian National Park. The Department of the Interior, Ottawa, deserve special commendation for their latest publication illustrating Canada's na-

tional Park in the Rockies. The cuts are well chosen and the reading matter of such a nature as to make the publication extremely valuable to the tourist.

* * *

The eighteenth annual report of the Vancouver Board of Trade gives in its usual concise and readable form, a statement of the year's official work in addition to an account of the leading industries and natural resources of the City of Vancouver, and British Columbia generally. The volume will be read with interest by those watching the evolution of the Pacific Province.

CHANGE IN FIRM.

A CHANGE has just occurred in the firm of Wm. Braid & Co., of Vancouver, Mr. James Beveridge having been admitted as a partner. The firm will remain under the same trade name.

Established some 11 or 12 years ago, Braid & Co. have gained a name that is known from Dawson in the north, to San Francisco and beyond in the south, while their business in the Dominion extends throughout the country. Originally the firm were engaged in the wholesale grocery trade, paying special attention to teas and coffees and this branch became so important that a few years ago it was decided to give up general groceries and devote their energy entirely to teas and coffees.

Mr. Beveridge, the new partner, became connected with the firm 10 years

ago. A native of Northumberland, Mr. Beveridge for some years represented a Glasgow tea firm in the North of England. Coming to this country 12 years ago, Mr. Beveridge was at first connected with A. Schilling & Co., a large tea firm of San Francisco. He represented them at first on Puget Sound and then had British Columbia assigned to him as his territory, making his headquarters at Victoria. A year later he joined Braid & Co. as their traveler and has since occupied that position, acting as manager for the firm during the principal partner's absence. As a traveler Mr. Beveridge has proved most successful. It is true that he was the representative of a substantial and reliable house, but he has been connected with it from its earliest days, so that not a little of its success may be ascribed to him.

MONTREAL NEWS.

We hear that the Bode's Gum Co. have secured 50,000 sq. ft. of bill posting space in Montreal and the same space in Toronto.

On Aug 1, the "Society for Early Closing of Montreal," which is composed mainly of grocery clerks, will hold their annual picnic to Quebec. They have prepared a fine programme of amusements.

The retail grocery clerks' proposed "fete champetre" at Lariviere Park has been postponed till Aug. 13 on account of the heavy rain.

The Montreal retail grocers held their monthly meeting at 88 St. Denis street last night. The winners of the different contests at the Cornwall picnic of last week received their prizes with joy. A fuller account will be given in next week's issue of The Grocer.



“PRINCE OF WALES” Mocha and Java Coffee

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

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills,

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

“Never Explain



Your friends don't require it and your enemies won't believe you, anyway.”

When you are asked for **THE BEST BAKING SODA**, simply hand out

Dwight's “COW BRAND” Baking Soda

That's It.

CHURCH & DWIGHT, LIMITED

Manufacturers

MONTREAL

YES

Eggs AND Butter

THAT'S WHAT WE WANT

**IN ANY QUANTITY
and at ALL TIMES**

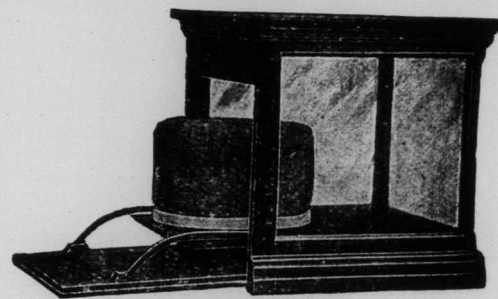
The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

PROFITS IN CHEESE



Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

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

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

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON

Head Office, TORONTO

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

Montreal, Aug. 3, 1905.

THERE has been a considerable advance in prices of cheese, which is doubtless partly due to a good demand from British markets, and partly to speculation, but the market has been forced to a point of danger, or rather a point where the demand may be stopped.

The past history of "July booms" is not encouraging for stocking up at present prices. It was doubtless quite legitimate to advance prices up to a certain point. We have so far no accumulation of stocks here. Our cold storage companies are complaining of a very poor season, which simply means that there has been a demand for our cheese fully equal to our supplies, but if this legitimate demand is stopped during the height of our season of production, who dares to stock up for a future demand?

We are now told that the farmers are feeding their cows, that the flow of milk has increased lately, and that the make of cheese will be large on account of the very profitable prices. We are told, further, that the retailers in Great Britain have laid in full supplies of cheese at the recent lower prices, therefore, if the demand is now checked a good deal of stock may have to be put into cold storage at comparatively high prices, and the profit may be problematic, as we have still three to four months of production to dispose of.

Taking everything into due consideration, it is hardly possible to expect much of a rise on present values, which would simply mean a considerable loss of money if goods were put away in cold storage now.

It was doubtless a clever piece of business, as far as business goes now, that one English house accepted every offer of cheese made to them by cable, leaving a shortage for other orders, and thus becoming one of the causes of the very sudden, sharp advance, but now the same house is selling goods in England below the importing point and making a handsome profit on it.

Speculative houses are now inclined to sell their holdings and, while they are forcing country markets as high as they can without taking any goods themselves, they miss no opportunity of taking a profit on the boom.

Butter is quite similar to cheese in some respects. There is undoubtedly a strong demand for butter from the other side, but, like cheese, the price has been forced up higher than the British markets can stand at the moment.

There continues to be a quick demand for dairy butter at a price out of all proportion as compared with former years, but supply and demand make the market. Supplies of dairy butter are constantly decreasing, and this year,

with the very light supplies of Siberian butters on the British markets, our dairy butter is more in demand than ever before.

As mentioned before, creamery butter also continues in demand, but present prices are rather too high for our friends across the Atlantic, as we are now close on to the price of Danish butter, which still rules the British markets for finest quality, and the indications are that we cannot force prices much higher. The make of butter is much larger than in former years, the prices are much above the average, and it is hardly to be expected that there will be a further advance.

To sum up, both cheese and butter are at abnormally high prices for this season of the year, and with a full make of both the dairy farmers of Canada are having a very prosperous year.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

THE spot demand for Canadian butter is good, but prices do not realize what they want c.i.f. If the price of Danish goes up, as is expected, there will be considerable alteration in the general tone of the market. Reports on Irish butter are that there is a distinct shortness and the demand is excellent.

Germany is at present very short of butter, and is buying large quantities of Danish and Dutch. This fact accounts to no small degree for the high prices ruling on the London market, as very little from those countries is finding its way in this direction.

The quality of salted and unsalted, which has come to hand up to the present, deserves all praise. A few parcels of spotted unsalted butter have come along from the western districts, but not many. Boxes have not been kept as clean as might be, and one firm complains about the looseness of the lids of those boxes, which are secured by four nails with the ends of the nails hooked up. This method is satisfactory when the boxes are placed in sacks, but otherwise there is distinct danger of the lids being forced off. A letter on the question of packing butter appeared in this column about two weeks back.

The resolution, adopted by the Agricultural Committee at Ottawa on June 20, was doubtless but a re-echo of the general opinion of all those Canadians who are interested in the export of cattle to Great Britain. On June 20 the committee deprecated the attitude of the Imperial Government towards the entry of Canadian live cattle into Britain, and it was urged that nothing short of the most strenuous endeavors should be made to bring before those who are responsible for the retention of

the embargo, the absolute injustice of the measure.

The correspondent of The Canadian Grocer was able to sound the feelings of the trade in the Old Country, and, thanks in no small measure to the Editor of the Meat Trades Journal, London, a considerable amount of interesting information was obtained.

Everybody knows how some ten years ago Britain was scared by a very serious outbreak of foot and mouth disease, in the obliteration of which millions of dollars were expended. It is known also to all how in 1896 an Act was passed, forbidding the importation of Canadian cattle for the purpose of mixing with the herds at home. But nobody seems to know exactly why the embargo remains in force against Canadian cattle, when it has been conclusively proved again and again that there is not, and never has been, any trace of pleuropneumonia or any other disease in Canadian cattle shipped for slaughter on arrival at port in Great Britain.

Canadians are not alone in their objections to the shutting out of their cattle, and it must be some consolation to know that there are those in Great Britain who are as anxious to have the embargo removed as the citizens of the Dominion themselves. Indeed this measure, so obnoxious to many, is a double-edged knife, doing damage on the one side to Canadian cattle dealers and exporters, and on the other to British farmers and agriculturists. Canadians do not need to be told what they are losing, but it is not so well known that it is computed that store cattle feeders in the Old Country have lost something like \$25,000,000 during the past six years owing to the fact that they have not had the cattle to feed. Moreover, it is said, 250,000 is the yearly decrease in the number of carcasses exported from Britain. Why, then, it will be asked is this measure, apparently so suicidal, continued in force.

For two reasons. In the first place, the Board of Agriculture, having been bitten some ten years back, is still suffering from an attack of nervousness, and, while admitting that Canadian cattle are free from disease, consider that there is still the "risk." The other reason simply is that there are those who are profiting by the exclusion of Canadian cattle from the British herds.

To take the latter reason first. The Act of 1896, now that real cause for anxiety has disappeared, has developed into nothing less than a piece of protection of the most objectionable nature. At the present time, Irish cattle breeders are gaining something like £2 or more per head by the exclusion of Canadian cattle, and there is the solid mass of Irish parliamentary votes to be overcome before the prohibition can be removed. As a matter of fact, some of the Irish seats in Parliament are of ridiculous insignificance, and yet each Irish vote, though it may be representa-

MILK.

The question of a pure milk supply is to the front everywhere.

Ways and means are being devised to get it.

The far sighted Grocer will read the signs of the times and give Condensed Milk and Sterilized Cream prominent shelf room.

They are absolutely pure.

IT WILL PAY TO PUSH

**Reindeer Condensed Milk.
Jersey Sterilized Cream.**

EVERY TIN SOLD
MEANS A FRIEND WON.

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

ROLLED BACON

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

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LIMITED
HAMILTON



MAKES YOUR CAKES LIGHT.
MAKES YOUR BISCUITS LIGHT.
MAKES YOUR BUNS LIGHT.
MAKES YOUR LABOR LIGHT.
MAKES YOUR EXPENSES LIGHT.

Order from your Grocer.

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LIMITED
TORONTO, ONT.

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WRITE, TELEGRAPH OR
TELEPHONE US WHEN
YOU HAVE ANY TO
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LIMITED
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tive of only 15,000 or so constituents, is equal to some of the English votes representative of 100,000 and more.

As to the "risk," about which the Government says so much, it is little short of insult to harp on such a theme when it has been shown that, even amongst Canadian cattle sent over to be slaughtered at once, no disease can possibly be found. As a member of a recent deputation to the president of the Board of Agriculture said, even an insurance company, on a basis of ten

years' freedom from disease, would regard the risk as merely nominal. Anyway, the United States take Canadian cattle without any risk, although they put a restriction on hay and other like goods, which are likely to bring in disease.

It is good to know that there is a national organization in the Old Country whose avowed intention it is to work for the abolition of the obnoxious embargo. About this organization and its origin a little will be said next week.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—Very firm markets rule in provisions this week and a slight advance in nearly all lines of cured meats is the result. Lard, however, is quoted 1-4c. lower than last week, while front quarters of beef are from 3-4c. to 1c. easier. Spring lamb is selling at 12c. while hogs in street lots have advanced until quotations range from \$9.25 to \$10.00. We quote for this week:

Long clear bacon, per lb.	\$0 11
Smoked breakfast bacon, per lb.	0 14
Roll bacon, per lb.	0 11
Small hams, per lb.	0 14
Medium hams, per lb.	0 13
Large hams, per lb.	0 12
Shoulder hams, per lb.	0 10
Backs, per lb.	0 15
Heavy mess pork, per bbl.	16 50
Short cut, per bbl.	21 00
Shoulder mess pork, per bbl.	14 50
Lard, tierces, per lb.	0 09
" tubs	0 09
" pails	0 09
" compounds, per lb.	0 07
Plate beef, per 200-lb. bbl.	12 00
Beef, hind quarters	9 00
" front quarters	5 00
" choice carcasses	6 00
" medium	6 25
" common	5 50
Mutton	0 08
Spring lamb	0 12
Veal	0 07
Hogs, street lots	8 75

Butter—The market continues strong, with an advance of 1c. in creamery and

dairy all round this week. The reason of the advance is in part the increased export demand. Canadian butter is in active request at the present time in Great Britain. Germany is experiencing a butter famine; her supplies come regularly from Siberia, but owing to the increased home consumptive demand, consequent upon the war, Germany has had to withdraw her supplies from other sources, leaving the British market comparatively bare. We quote:

Creamery prints	Per lb.	0 21	0 22
" solids, fresh		0 21	
Dairy prints		0 19	
" in tubs		0 16	0 18

Cheese—The export demand has warranted an unusually high price for cheese during the last few days, and Montreal quotations have been up as high as 11 3-8c. The general feeling of trade here, however, is that this price will gradually settle down. An active demand and strong market is noted locally. Large cheese are quoted at 11 to 11 1-2c., and twins at 11 1-4c. to 11 3-4c. We quote:

Cheese, large	Per lb.	0 11
" twins		0 11

The GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers

Granted the highest awards in competition with other makes. WINGHAM Established 1871

PICKLES

"Queen Quality" Pickles

Mixed and Chow
Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

Taylor & Pringle Co.
LIMITED
Owen Sound, Ont.

FREE TO BUTCHERS

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

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

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We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
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European representatives and
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SPECIALTIES,
FRESH, DRIED AND CANNED FRUITS
T. A. Emulate.
Codes, A. B. C. and Lieber's.

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CHEESE, BUTTER, EGGS AND POULTRY.
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**WILSON'S
FLY PADS**

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Butter Tubs

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.
Hamilton and Winnipeg.

Cheese Board Report.

(For week ending August 2.)

Board.	Boxes.	Price.
Stirling.....	690	0 10½
Perth.....	2,250*	0 11
Ottawa.....	2,041*	0 11½
Napanee.....	1,355	0 10 15-16
Brantford.....	1,757	0 10½
Cornwall.....	1,369*	0 11½
London.....	270*	0 10½
Russell.....	1,142	0 11½
Alexandria.....	1,174*	0 11½
Belleville.....	2,900	0 11½
Brockville.....	6,394	0 11½
Vankleek Hill.....	1,625	0 10
Watertown, N.Y.....	8,00J	0 10½
Campbellford.....	500	0 10½
Pictou.....	1,325	0 10½

MONTREAL.

Provisions—Receipt of dressed hogs this week are light, with prices firm at from \$9.75 to \$10.00, with live at from \$7.00 to \$7.25. Cured meats are steady with indications of higher prices. We were shown one offer of American clear backs at \$19.00, and Woodlawn & Jones fat backs at \$18.00 ex store to the wholesale trade, with an advance of about \$1 over these prices in a jobbing way. Hams are quoted at 14 1-2c. for 8—12 lbs., 14c. for 12—18 lbs., and 13 1-2c. for 18—25 lbs. Breakfast bacon is quoted at 14c. Lard is firm, and it is understood that stocks are light, and prices are not unlikely to be higher. We quote:

Lard, pure tierces	0 10
" " 5-lb. tubs	0 10½
" " 20-lb. pails, wood (10½)	2 10
" " cases, 10-lb. tins, 60 lbs. incase	0 10½
" " 5-lb. "	0 10½
" " 3-lb. "	0 11
Lard, Boar's Head brand, tierces, per lb.	0 06½
" " 4-tierces, per lb.	0 07
" " 60-lb. fancy tubs.	0 07½
Cases, 20 3-lb. tins, per lb.	0 07½
" 12 5-lb. tins "	0 07½
" 6 10-lb. tins "	0 07½
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight	
Canadian short cut mess pork	\$19 00 \$20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 13½
Hams	0 11½ 0 14½
Extra plate beef, per bbl.	11 50 12 00

Butter—At prevailing prices the English trade are slow at taking hold. So far the early part of the weekly exports were slow. The market, however, is firm, and holders show no symptoms of shading prices, attributing the dullness to the close of the month, and anticipating that the English trade will come up. The diversion of Siberian butter to Germany has helped to boost the Canadian product, which is 4 cents higher than this time last year. In fact, an old produce man declares that 21 1-2c. was the highest price reached by July butter in 25 years. Provision men have been wary of the market, as with cheese, and have practically no stocks on hand. Exports for last week were 42,879 packages, as against 20,562 last year and 8,124 in 1903, and for the season 235,757 packages as against 147,191 a year ago, and 97,895 in 1903. We quote:

Finest creamery.....	0 22½ 0 23
Fine.....	0 22 0 22½
Medium.....	0 21 0 21½
Fresh dairy tubs.....	0 17 0 18½

Cheese—The export trade is showing little activity, owing to the high prices over here, holders asking 11 3-8c. and 11 1-2c. for finest Ontario, and about 11 1-8c. for Quebecs, being an advance of nearly 2 cents in two weeks. The sharp advance is generally attributed to short sales, and the opinion is generally

expressed that when these are satisfied the market will be easier. The trade have been selling close and the decks are pretty clean, and just now the men on the street are asking themselves where they are at. Shipments for last week from this port were 122,961, as against 57,824 same week last year, and 99,817 same week 1903. Total shipments since May 1st have been 875,836, as against 744,542 last year, and 1,050,726 two years ago.

Eggs—Receipts are not so free as trade would like, and the loss off is heavy. Merchants should, if possible, induce farmers to gather and market eggs promptly, as the loss eventually comes out of the producer. The market is about steady at 18c. for ordinary, and 20c. for selects.

ST. JOHN.

Provisions—Barrel pork is firmly held. Stocks are light, particularly of mess pork. It is too early for active sales. Beef is firmly held; there is but a very limited sale. In pure lard, prices still high. There is a fair demand for refined. Smoked meats have but a light sale. In fresh beef, both western and domestic, very dull. Prices are low. In domestic, some of the beef offered is very poor. Lamb holds quite firm. There is a good sale. But little veal seen. Mutton, dull. Pork is out of season. We quote:

Mess pork, per bbl.	\$17 00 \$18 50
Clear pork " "	18 00 20 00
Plate beef " "	14 00 15 00
Domestic beef, per lb.	0 05 0 07
Western beef " "	0 04 0 09
Mutton " "	0 05 0 06
Veal " "	0 06 0 08
Lamb, each " "	9 00 10 00
Pork " "	0 07 0 08
Hams " "	0 13 0 14½
Rolls " "	0 10 0 13
Lard, pure, tubs " "	0 10½ 0 10½
" " pails " "	0 10½ 0 11
Refined lard, tubs " "	0 08½ 0 08
" " pails " "	0 08½ 0 09

Butter—Dealers report a better demand at rather higher figures for really good butter. For average stock, sales rather slow.

Creamery butter.....	0 19 0 20
Best dairy butter.....	0 19 0 20
Good dairy tubs.....	0 17 0 18
Fair.....	0 15 0 16

Eggs—The local demand is but fair. Price is, however, quite firmly held.

Eggs, hennery.....	0 18 0 20
case stock.....	0 16 0 17

Cheese—Stock not freely offered. Output here will be small. Prices are firm. Cheese, per lb. 0 10½ 0 11½

ADVANCE IN RATES.

Freight rates on the products of the Ontario packing houses will advance on Aug. 7 on both the Canadian Pacific and Grand Trunk lines. The packing houses at Toronto, Peterboro' and Collingwood will be mainly affected. The advance amounts to between 2 and 3c. a cwt.

DAIRY AND PROVISION NOTES.

One of the largest cheese factories in Glengarry County, owned by Mr. May, of Martintown, was destroyed by fire last week, along with 140 boxes of cheese.

Business Ammunition

the best goods

don't Miss Fire! You needn't load up with it, but sort your stock with

JAMES DOME BLACK LEAD

The Best You Can Buy.

W. G. A. LAMBE & CO., Canadian Agents.



August is the BLUEOL Month

the month of hot days and white clothing. Ladies, men and children delight in the cool, clean effects of well-laundried white-wear.

Those cool, clean effects can only be secured by the use of a clear, clean blue, the **Never-Streak** kind; in other words, by the use of **Blueol**.

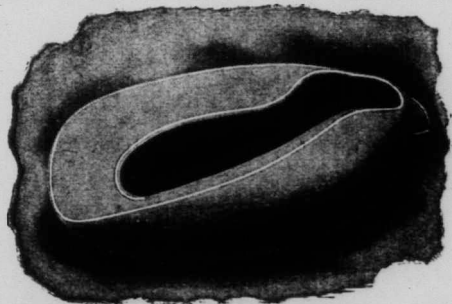
Take no chances, sell **Blueol** and delight the family as well as the laundress. Do not forget that **Blueol** pays you the best profit.

Write for our Premium List.

For sale by every jobber, or

J. M. DOUGLAS & CO., - MONTREAL

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

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is apt to make one forget that **THE BUSY FALL** is fast approaching. Don't get caught with an insufficient supply of

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We are offering some rare bargains just now.

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Crockery Importers and Manufacturers' Agents,

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SCORE

Our competitors have become so agitated over the hold "OLD HOMESTEAD" Brand canned goods are taking with the trade and the consumer that words fail them and they have taken to drawing pictures.

We are too busy to mind them. All we want is to tell you that we are working to the full capacity of our enlarged factory putting up the finest line of canned goods this market ever saw, to fill the orders that are pouring in for the OLD HOMESTEAD Brand.

We are not talking cheap goods, although meeting the prices made for inferior packs. We started in on quality last year. We won our reputation on quality, and on quality we are going to win out.

With the best equipped factory in Canada, the choicest fruits and vegetables of the famous Picton district, and an experience of years, the high standard of OLD HOMESTEAD goods will be maintained.

When you buy goods bearing the OLD HOMESTEAD label you may be sure they are packed at the OLD HOMESTEAD factory. They are the brand you buy and pay for.

Remember our beautiful label. It is a great help in introducing the OLD HOMESTEAD Brand. Quality turns the introduction into a warm friendship.

Insist on having the OLD HOMESTEAD Brand. It is a great line to specialize on.

The Old Homestead Canning Co.

Independent Cannery

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Baking Powder.
 Gillett, E. W., Co., Toronto.
 Lumsden Bros., Hamilton.
 McLaren's, W. D., Montreal.
Biscuits, Confectionery, Etc.
 Christie, Brown & Co., Toronto.
 Cowan Co., Toronto.
 Greig, Robert, Co., Toronto.
 Hunt, Harry W., Toronto.
 Lamont, Corlies & Co., Montreal.
 McLaughlan, Sons & Co., Owen Sound.
 Mooney Biscuit & Candy Co., Stratford.
 Mott, John P., & Co., Halifax, N.S.
 National Licorice Co., Brooklyn, N.Y.
 Stewart Co., Toronto.
Cheese Cabinets.
 Walker Pivoted Bin and Store Fixture Co., Toronto.
Canned Goods.
 Balfour & Co., Hamilton.
 Bloomfield Packing Co., Bloomfield, Ont.
 Canadian Cannery, Limited, Hamilton.
 Frankford Canning and Packing Co., Frankford, Ont.
 Old Homestead Canning Co., Picton, Ont.
Cash Registers.
 National Cash Register Co., Dayton, O.
Chewing Gum.
 Little Bode's Slot Machine Co., Montreal.
Cigars, Tobaccos, Etc.
 American Tobacco Co., Montreal.
 Canada Cigar Co., London, Ont.
 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.
 Downey, W. P., Montreal.
 Lumsden Bros., Hamilton.
Coccos and Chocolates.
 Baker, Walter, & Co., Dorchester, Mass.
 Cowan Co., Toronto.
 Epps, James, Co., London, Eng.
 Klaus-Rose & Laflamme, Montreal.
 Lowrey, Walter M., Co., Boston, Mass.
 Mott, John P., & Co., Halifax, N.S.
 Tippet, A. P., & Co., Montreal.
 VanHouten's—J. L. Watt & Scott, Toronto.
Computing Scales.
 Dean & McLeod, Hamilton.
Concentrated Lye.
 Gillett, E. W., Co., Toronto.
 Lumsden Bros., Hamilton.
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 Borden's—Wm. H. Dunn, Montreal.
 Ewing, S. H., & Sons, Montreal.
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 Kaufmann, W. P., Toronto.
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 Campbell's, R. Sons, Hamilton, Ont.
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 Foster Pottery Co., Hamilton.
 Gowans, Kent & Co., Toronto.
Dairy Produce and Provisions
 Bates Mfg. Co., Toronto.
 Clark, Wm., Montreal.
 Fearman, F. W., Co., Hamilton.
 MacLaren, A. F., Imperial Cheese Co., Toronto.
 McLean, J. A., Produce Co., Toronto.
 Park, Blackwell Co., Toronto.

Rutherford, Marshall & Co., Toronto.
 Ryan, Wm., & Co., Toronto.
Financial Institutions & Insurance
 Bradstreet Co.
Fish.
 Bickle, John W., & Greening, Hamilton.
 Black Bros. & Co., Halifax.
 James, F. T., Co., Toronto.
 Pacific Selling Co., New York.
 Winnipeg Fish Co., Winnipeg, Man.
Flavoring Extracts.
 Capstan Mfg. Co., Toronto.
 Kay Bros., Limited, Stockport, Eng.
 Wilson, Archdale, Hamilton, Ont.
Fly Pads and Paper.
 Greig, Robt. Co., Toronto.
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 Bowyer T. B., & Co., London, Eng.
 Boyd, Thos., & Co., Liverpool, Eng.
 Crichton, Alexander, Liverpool, Eng.
 Griffin & Culverwell, Bristol, Eng.
 Hall, R. C., & Co., London, Eng.
 Lethem, John, & Sons, Leith, Scotland.
 Little, Geo., Manchester, Eng.
 Marshall, James, Aberdeen, Scotland.
 Meeker, George R., & Co., London, W.C.
 Neubeck & Schipmann, Hamburg, Ger.
 Salter & Stokes, London, Eng.
 Scott, David, & Co., Liverpool, Eng.
 Sowerbutts A. E., & Co., London, Eng.
 Whiteley, Muir & Co., Liverpool, Eng.
 Wickes, Hamilton, & Co., London, Eng.
Fruits—Dried, Green, and Nuts.
 Adams, E. E., Leamington, Ont.
 Dawson Commission Co., Toronto.
 Distributors Co., Toronto.
 Gibb, W. A., & Co., Hamilton.
 James, F. T., Co., Toronto.
 Jemmett, E. L., Beamsville, Ont.
 Leak, J. W., Scarborough.
 McWilliam & Everist, Toronto.
 Paimenos, Th. J., London, Eng.
 Rattray, D., & Sons, Montreal.
 Smith, E. D., Winona, Ont.
 Smith, Tom, Toronto.
 Stringer, W. B., & Co., Toronto.
 Tippet, A. P., & Co., Montreal.
 Walker, Hugh, & Son, Guelph.
 Warren Bros. & Co., Toronto.
 White & Co., Toronto.
Gelatine.
 Canadian Shredded Wheat Co., Niagara Falls.
 Cox, J. & G., Edinburgh, Scotland.
 Tippet, Arthur P., & Co., Toronto.
Grain, Flours and Cereals.
 Eby, Blain Co., Toronto.
 Frontenac Cereal Co., Kingston.
 Lake Huron & Manitoba Milling Co., Goderich.
Grocers—Wholesale.
 Balfour & Co., Hamilton.
 Davidson & Hay, Toronto.
 Eby, Blain Co., Toronto.
 Eckardt, H. P., & Co., Toronto.
 Gillard, W. H., & Co., Hamilton.
 Hudon, Hebert & Cie., Montreal.
 Kinneer, 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.
 Grocers' Engineering Co., London, Eng.
Hides.
 Page, C. S., Hyde Park, Vt.
House Insect Destroyer.
 Common Sense Mfg. Co., Toronto.
Infants' Foods.
 Keen, Robinson & Co., London, Eng.
Interior Store Fixtures, Trucks, etc.
 Fletcher Mfg. Co., Toronto.
 Walker Pivoted Bin and Store Fixture Co., Toronto.
Jams, Jellies, Etc.
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 Dunn, Wm. H., Montreal and Toronto.
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 Kyle, O. E., Toronto.
 Lambe, W. G. A., & Co., Toronto.
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 Leake, J. W., Scarborough, Eng.
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 Radiger & Janion, Victoria and Vancouver, B.C.
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NEW ADVERTISEMENTS:

Gresham Publishing Co., London, W. C., Eng.
Watson, Boyd, & Co., Port-of-Spain, Trinidad,
B.W.I.
Canadian National Exhibition, Toronto.
Gorham, J. W., & Co., Halifax, N.S.

BENEFITS OF PREFERENCE.

THE London Times, in a recent financial and commercial supplement, illustrates the effect of the preferential tariff of Canada upon Canadian imports from Great Britain and the United States.

It declares that a comparison of the gross total of Canadian imports from the two countries does not fairly illustrate the effect of the preferential tariff and uses only the value of dutiable goods. Of these, Canada, in 1893, was taking rather more than 45 per cent. from the United Kingdom, 40 per cent. from the United States, and less than 15 per cent. from all other countries. By 1897, the year before the preferential provision was adopted, the percentage for the United States had risen to 50, that for Great Britain had fallen to about 30, while that for other countries had advanced to 20 or more. The general effect of the preference given to British goods appears to have been simply to arrest this process of decline

for these and of gain for American and other foreign goods. Since 1898 there has been little variation in the percentage of dutiable imports in these three categories. The division has kept near the line of 50 per cent. for the United States and 30 per cent. for the United Kingdom, from which the English writer concludes that the tariff preference for the Mother Country "seems just about to neutralize the natural advantages of the United States," in proximity and closer trade communication.

There are, however, classes of goods in which Great Britain cannot be expected to compete with the United States in supplying Canada, such as live animals, fish, breadstuffs, provisions, fruits, fertilizers, petroleum, turpentine and various other products which he enumerates. Accordingly, he presents a diagram showing the change in the value of dutiable imports from the two countries with these non-competing articles eliminated. This shows that the values imported from the United States in 1895 were only about \$10,000,000, while those from Great Britain were about \$22,500,000. The former increased and the latter diminished until values were approximately equal at about \$20,000,000 when the preferential duties took effect. From that time both lines on the diagram show about an equal increase until 1904, when that of the United States reached somewhat higher. The shares in that year were about \$40,000,000 for Great Britain and \$45,000,000 for the United States. The inference is that but for the preferential tariff the increase of these imports from the United States would have been much larger, and from Great Britain much smaller if any increase at all.

The writer next selects certain manufactures in which Great Britain excels, comprising those of wool, cotton, linen, flax, leather and glass, with carpets, curtains, cordage, jams, confectionery, gunpowder and earthenware, and shows that Canadian imports of these from the Mother Country were about \$12,000,000 in value in 1895 and sunk to \$10,000,000 in 1897, but after the preference in duties was granted increased rapidly until they reached nearly \$24,000,000 in 1904. The value of the same goods imported from the United States in 1895 was only \$3,000,000, and though it has increased rather steadily it has not reached as much as \$6,000,000 since. This is taken as evidence of a positive and substantial gain to British trade from the preference in duty rates, but it is in a line in which British manufactures have to go along with the tariff discrimination.

Another diagram is given exhibiting a class of articles in which the United States has made a large gain in exporting to Canada, and Great Britain has made little or no gain in spite of the

preference. These include silks, gloves, perfumery, brass and copper goods, electrical apparatus and various instruments, and paints, colors, varnishes, etc. The value of those imported from Great Britain was about \$2,300,000 in 1895 and \$2,000,000 in 1897. It increased at first under the preferential duties, but has hardly got above \$2,500,000 since. The value taken from the United States in 1895 was less than \$1,500,000, but it increased to about \$5,000,000 in 1904 in spite of the discrimination in duties. This is attributed to British manufactures in some of the lines affected, allowing foreigners to surpass them in the novelty of their designs, efficiency of construction, economy of manufacture and selling enterprise. On the whole, the Times inclines to the opinion that British trade with Canada has been saved by the tariff preference, and in some lines largely benefited at the expense mainly of the United States.

THE WINNIPEG EXHIBITION.

WINNIPEG'S annual exhibition, held this year from July 20 to 28, scored another success. It could scarcely be expected that it would this year attain the same standard of excellence as twelve months ago, when it had the prestige and financial assistance attaching to the Dominion Exhibition, and hence comparisons would be unfair. But, while the Winnipeg Exhibition of 1905 was not the Dominion Exhibition of 1904, the directors have no reason to be ashamed of their work.

It is regrettable, but unavoidable, that the Winnipeg Exhibition is held so early in the year, and hence cannot be truly representative of the agricultural resources of Western Canada. At this time of year no adequate display of Western Canada's grains can be made and, although splendid displays of live stock were made, the exhibition fails to impress the visitor from other parts of Canada with the magnificent agricultural resources of the west. It required the presence of a great many threshing exhibits to give the exhibition the character to be expected in a country which is essentially agricultural.

In succeeding exhibitions, the directorate should insist more firmly that exhibits be in their places at the time of opening. This year the exhibition was half over before many of the exhibits were fully installed, and throughout the whole of the fair many exhibits seemed to be only in process of installation. It was Monday afternoon before the majority of the exhibits were in shape and Friday was closing day. But when they were installed the exhibits, although not so numerous as in former years, showed careful preparation and were well worth careful examination. Rumor has it that

a number of leading Winnipeg firms agreed not to exhibit this year, and that to some such agreement is due the fact that the number of exhibits in certain lines was not as large this year as in previous years. If this be so a very shortsighted policy was followed and an institution was neglected which is worthy of enthusiastic support. A valuable opportunity for effective advertising was lost. The annual Winnipeg Exhibition is the Mecca of thousands of western visitors who look forward to the occasion as affording pleasant recreation before the strenuous days of harvesting and threshing. The Winnipeg Industrial offers accordingly a valuable opportunity for obtaining effective publicity. With its separately defined departments and classified divisions, it is naturally a great distributor of ideas, and its benefits in this respect and in others are too great and too numerous to be adequately estimated. It is an institution deserving of support, and the manufacturers who exhibited are sure to reap their reward in increased patronage.

AN ASSOCIATION MEDIUM.

AS announced elsewhere in this issue, The Canadian Grocer has been chosen by President T. J. Lawlor and his associates as the official medium for the publication of all confidential news relating to the progress and inner workings of the Retail Merchants' Association of Western Canada. While general news may appear in the daily and other papers, it is in The Canadian Grocer only that western retailers will find the real news of their association. In choosing The Canadian Grocer for this purpose, President Lawlor and his associates were not influenced by personal considerations, but because of the character, circulation and standing of the paper in the west.

In accepting this responsibility, The Canadian Grocer is deeply sensible of the honor conferred upon it and it will be the aim of the management and the editorial staff of the paper always to merit the confidence which has been shown in it. The choice of The Canadian Grocer as a medium for this purpose is a striking tribute to the extent of its circulation and to the powerful influence which it exerts in Western Canada.

In undertaking this work we do not in any way sacrifice our editorial independence, for The Canadian Grocer has never been, and it never will be, the "organ" of any particular interests. Its object is to serve the general interests of the trade. The aims of the association commend themselves to our judgment and so long as it continues the same broad-minded course of conduct, it will have our hearty support.

REPUTATION AN ASSET.

REPUTATION is of great importance to the merchant. It is not the product of a day or two; only consistent fair treatment will win a name for honesty and integrity. But when it is won it is of incalculable value. A merchant who does his business in a town where the same people must deal with him constantly, if he is to succeed, should keep clear of any suggestion even of unfairness. The exaggeration and misrepresentation which are such a common feature of many stores' publicity, are mistaken policy for two reasons. In the first place, as a general rule, the public will not be deceived, and the only effect they will have will be the loss of faith in any of the statements of the firm. In the second place, if the public is deceived for a while, it will eventually find out by experience that unfairness has been practised and retribution will quickly follow. On the other hand, when a merchant has won the confidence of his customers his work is greatly simplified. His opinion is accepted without question, and he leads public opinion in his line of business, and does not follow. This is the only assurance of satisfaction in merchandising.

CANADA WANTS CLEAN BILLS.

CLEANLINESS and decency demand that something should be done to keep filthy bills out of circulation. In Canada the evil is pretty marked and there is an increasing cry for reform.

We have heard of merchants, who have adopted the plan of only handing out crisp, new bills in change. These men are reformers and they are doing a good work, even though there may be a tinge of selfishness in it.

In the United States, every hotel and bank will always issue a clean bill on request. In Canada you generally take what you can get.

Surely sanitary reasons alone should induce the people of this country to rise up and protest against the continuance of the evil. The passing of filthy bills from hand to hand cannot but serve to spread disease germs and undoubtedly much of the sickness in the country can be traced directly to unsanitary money.

A PROTEST.

WE are glad to see that the protest which The Grocer entered against the actions of British Columbia and Quebec, in placing a provincial tax upon travelers, has been supported by the leading commercial men of the country. The Dominion Commercial Travelers' Association has now taken the matter up and is urging the

Federal Government to disallow these two Acts. A protest from such an influential body as this should carry great weight with it at Ottawa.

The essence of federation consists in absolute freedom of interprovincial trade. Yet in both the cases cited this freedom has been seriously hampered. That the representative of a British house, resident in Ontario, should not be allowed to do business in the next province without paying an exorbitant license fee is an intolerable injustice. It invites retaliation, and the framers of the laws themselves know the disastrous effects of such a course. We trust, with the Commercial Travelers' Association, that these laws will be voluntarily withdrawn or, if not, will be withdrawn on the invitation of the Dominion Government.

MARITIME BOARD OF TRADE.

A FEW weeks ago there was a meeting held at Regina of the Associated Boards of Trade of the Northwest Territories. At it were present the representative business men of Western Canada. In a few weeks, on August 16, the representative business men of the Maritime Provinces will assemble at Yarmouth, to attend the 11th annual meeting of the Maritime Board of Trade.

Though no immediate connection between the two gatherings may be apparent, yet there is such a similarity of organization and such an identity of purpose in both that the mind associates one very closely with the other. The western gathering was well attended, and the members were enthusiastic. The eastern gathering promises to be quite as encouraging. The benefits accruing from the discussions at Regina are already being felt. Without doubt, the Maritime Provinces will derive advantages from the deliberations of the Maritime Board.

Just now we can but urge the business men of the provinces to attend the approaching meeting. A great proportion of the success of the gathering will depend on a large and influential attendance. Let everybody who can possibly reach Yarmouth, do so, and encourage by their presence the officers and other members who are so deeply interested in the welfare of the provinces.

THE FORWARD MOVEMENT.

The Department of Trade and Commerce, Ottawa, is pursuing the proper course in arranging to have its foreign commercial agents return to Canada at regular intervals, to visit boards of trade and business organizations throughout the country and give addresses upon the export trade and kindred subjects of interest to Canadian business men.

THE WINNIPEG EXHIBITION

WHILE it could scarcely be expected that the Winnipeg Exhibition would this year equal the Dominion Exhibition of a year ago, Western Canada's greatest Industrial has scored another success. Winnipeg's Fair occupies the same relative position in the west as the Toronto Exhibition in Ontario, and Fair week is the annual outing of the western farmers, thousands of whom visit the city every year at this time. As it is impracticable to hold the exhibition in the Fall, when the western farmers are busy harvesting and threshing the wheat crop, the Winnipeg Exhibition cannot do full justice to the agricultural resources of the country, but, nevertheless, the exhibits of grains and live stock were very creditable, and the prominence of the exhibits of threshing outfits showed the importance of the agricultural interests which are the backbone of the west.

It is to be regretted that the manufacturing and industrial exhibits were not so numerous as in previous years. A number of firms apparently came to an agreement not to exhibit this year, and owing to this shortsighted policy the exhibition was not in some departments so representative as it should have been. This policy is undoubtedly shortsighted, for the benefits derived from attractive exhibits at a big fair, which attracts thousands of visitors, can scarcely be overestimated. The exhibition affords a simple way of obtaining profitable publicity, and all considerations of profit aside, it is an institution deserving the hearty support of all business men.

The exhibition opened on Thursday, July 20, but it was not until Monday that the majority of the industrial exhibits were in place, and even then many of them lacked those finishing touches which were added later.

Blue Ribbon Tea Co.

As usual, the Blue Ribbon Tea Co. had a very attractive booth at the Fair, where the packages of tea were piled up in neat fashion. Visitors were invited to stop and sample the tea, which was served by neatly-attired maids, and very many availed themselves of the offer.

McNab & Roberts.

This growing Winnipeg firm had a large space in the Manufacturers' Building devoted to a display of their various lines. Their big showing of soda fountains and fruit extracts did not fail to provoke favorable comment, and many visitors stopped to examine the big Middleby portable brick ovens which were on display.

Red Rose Tea Co.

"Red Rose Tea is Good Tea" was the familiar device which greeted the eyes of those passing the big exhibit of this popular tea and the attendants were there to greet those who cared to stop with a refreshing cup of tea in order to prove the firm's trade slogan. No one was heard to dispute its truth.

St. Lawrence Starch Co.

One of the most artistically arranged exhibits in the Manufacturers' Building was that of the St. Lawrence Starch Co. "Ivory Gloss" starch, "Durham" corn starch, etc., were arranged in a big glass case towering almost to the ceiling and the exhibit of these familiar

household brands could not possibly escape the favorable notice of every visitor to the building.

Orange Meat.

One of the popular centres in the Manufacturers' Building was the big "Orange Meat" booth where, under the direction of C. H. Murdoch, the western manager, a number of attendants were busily employed serving interested visitors with this popular breakfast food. The booth was handsomely arranged, the two sizes of "Orange Meat" packages being piled up in huge pyramids. Manager Murdoch was kept busy explaining the details about the premiums given with the 15-cent packages and the advantages of buying the 25-cent packages, which contain 2½ times as much as the 15-cent packages. Grocers will be interested to know that this 25-cent package has been put on the market to give to customers who would otherwise insist on having two 15-cent packages for a quarter. The grocer can make a profit on the big package.

Walter Baker & Co.

From childhood, most people have been acquainted with the picture in all this firm's advertisements of the maid serving Baker's cocoa. At the Fair the cocoa maids were busy serving this cocoa, but evidently they belonged to a different generation than the original cocoa maid.

J. Y. Griffin & Co., Limited.

A big display of cured meats and pork products was made by this Winnipeg packing house in the Manufacturers' Section of the exhibits. Invitations were distributed inviting visitors to go out to the company's plant and see the hogs killed as they are killed in Chicago. The big trouble in the west is the scarcity of hogs; this alone prevents the Winnipeg packing houses from doubling and tripling their capacity at once. Literature was therefore distributed among the farmers pointing out the advantages of raising hogs.

Tetley's Teas.

Tetley's teas made a very attractive exhibit with the packages arranged in artistic piles. Passers-by were urged to taste and hundreds accepted the invitation. A big streamer announced that "Tetley's Teas are the Pioneer Packet Teas of America."

Telfer's Biscuits.

This energetic firm had a good display of their candies and biscuits, which they are pushing so vigorously among the western trade.

Ogilvie Flour Mills Co., Limited.

A big display was made by this firm in the old Main Building in the neighborhood of displays which are of most interest to the ladies. It was a good place for a display of "Royal Household" flour.

INCREASE IN TRADE.

The total trade of Canada for the fiscal year 1904-'05, as shown by official statistics, increased about a quarter of a million dollars. The trade of the country is now double what it was in 1896. There was a falling off during the past year of over eight million dollars in exports of domestic produce, and

about two millions in exports of foreign produce, as well as a reduction of about three-quarters of a million in coin and bullion, but this was a little more than made up for in the increased volume of imports for consumption. It is noticed that the exports of domestic manufactures for last year was \$1,250,000 in excess of the previous year. The total aggregate trade of the Dominion on the basis of imports for consumption and domestic exports was \$465,228,407, compared with \$364,381,972 for 1904. The summary of the trade for the past two years is as follows:

	1904.	1905.
Imports for consumption.....	\$251,460,737	\$261,911,435
Domestic exports.....	198,414,439	190,854,946
Foreign exports.....	12,641,239	10,617,115
Coin and bullion.....	2,467,557	1,444,811
Totals.....	\$464,781,972	\$465,228,307
Duty collected.....	40,952,810	42,021,386

The details of the trade are as follows:

	1904.	1905.
Imports.....		
Dutiable goods.....	\$148,902,381	\$150,914,668
Free goods.....	94,684,043	100,688,332
Coin and bullion.....	7,874,313	10,308,435
Totals.....	\$251,460,737	\$261,911,435
Domestic exports.....		
The mine.....	33,626,739	31,932,325
Fisheries.....	10,759,029	11,114,318
Forest.....	32,091,922	33,235,683
Animals and their product.....	63,812,117	63,337,458
Agriculture.....	37,138,875	29,994,150
Manufactures.....	19,854,049	21,191,333
Miscellaneous.....	121,708	49,675
Totals.....	\$198,414,439	\$190,854,946

U. S. PEA SITUATION.

The following comparison of "canned pea" prices in the United States and Canada will be of interest to the Canadian trade. It must be borne in mind that United States quotations are to the wholesale trade, while Canadian are to the retail trade.

	United States.	Canada.
Marrowfat peas, Standards.....	0 75 0 50	0 60
Sifted, Early June peas.....	1 05 1 20	0 67 1/2
Petit Pois (blue French).....	2 00 2 10	1 20

If United States packers are only delivering about 50 per cent. of their orders booked, as it is claimed, on account of small pack, prices will rule considerably higher before the end of the season, and it looks as though Canadian packers might find an outlet for their surplus peas this season in the United States.

PERSONAL MENTION.

Mr. J. C. Rose, of Rose & Laflamme, Montreal, is on a trip through the Rideau Lakes.

Mr. E. H. Woodall, of Woodall & Co., Liverpool, Eng., spent a few days in Toronto this week.

Mr. J. L. Watt, of J. L. Watt & Scott, Toronto, spent a few days in Muskoka this week.

Mr. A. P. Tippet, of A. P. Tippet & Co., Montreal, is spending a well-earned two weeks' vacation at Metis.

Mr. A. P. Murray, of the Edwardsburg Starch Co., has returned to Montreal, after a ten days' outing.

Mr. J. H. Devaney, of Warren Bros. & Co., Toronto, is home this week from his two months' trip to Great Britain.

Mr. W. H. Dunn, of Montreal, left Tuesday for Quebec, en route for the Maritime Provinces, where he will spend a couple of weeks.

Mr. John W. Kirby, formerly of Montreal, has joined the traveling staff of the Bode's Gum Co., and will make his headquarters in Toronto, where the firm has established a new branch.

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FOLLOWS GOOD VALUE

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GOLD MEDALIST

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CEYLON TEA, BLACK, MIXED OR GREEN

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Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
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MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, August 3, 1905.

THE feeling among the trade is on the whole good, July having been a month of large business, owing to the big trade done in sugar. Collections are up to the average, and the outlook generally promising. Some little complaint is heard by travelers of the trade being away on holidays, but on the whole, orders are bulking up well. Sugar continues to be meeting good firm demand, and doubtless will, if present prices are adhered to. Molasses are meeting a little better demand since the reduction, but wholesalers have not as yet shown any great anxiety to put in their stocks. Japans are gaining greater interest, while Ceylons and Indians are firm. Coffees are dull locally, while spices are brightening up. Prices are firm and demand strong. Canned goods show no new feature since last writing. Orders for Fall delivery are being placed in a fair way. The salmon run is reported to have improved, and a big pack is anticipated, but reduction in price is improbable. Tapioca is higher and firm at advance. Rice is featureless. The dried fruit situation is becoming more interesting. Prunes are going to be high, and also peaches and apricots. Reports from Mediterranean primal markets are more encouraging. Country produce is generally dull. In flour, more activity is reported, owing to better demand. It has not been noticeably affected by the corner in Winnipeg. Fish are scarce, and prices inclined to a higher range.

Sugar—The market was quite active in refined in Montreal the first of the week, retailers ordering generously, and jobbers replenishing their stores. Monday came the report of the failure of a couple of speculators in Paris, with a quantity of beet, in consequence, thrown on the market. The result was a decline in Europe of beet, to the extent of 10 1-2d. On Tuesday there was a reaction to the extent of 4d. Cane was not effected, and at the same time New York refiners advanced refined 10c. in consequence of higher price being paid for raw canes, and the heavy demand. Up to time of writing this advance has not been followed in Montreal, as refiners have large stocks of raws and fear to check demand, which of late has been good. Their action will depend on the strength of present demand. We quote:

Granulated, bbls.	\$5 00
" " 50-lb. boxes	4 95
" " bags	4 85
Paris lump, boxes and bbls.	5 50
" " boxes and 14-bbls.	5 60
Extra ground, bbls.	5 35
" " 50-lb. boxes	5 55
" " 25-lb. boxes	5 65

Powdered, bbls.	5 15
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2 "	4 60
No. 1 " bbls.	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses—The demand for molasses is reported improved in consequence of the reduction announced last week. The Barbadoes market has been cleared, the stock being practically all in the hands of the big importers, as jobbers have not as yet purchased very heavily, and do not appear particularly anxious, despite the fact that one of the principal dealers here states that the lowest at which he was able to get a price was 36c., laid down in Montreal. Syrups are featureless, and unchanged since last writing. We quote:

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

Teas—A good movement is reported in all lines, with interest possibly centred on Japans, which are firm and meeting with a better demand, buyers awakening to the significance of the large shortage. The opinion is expressed that high grades will be higher, the quality being good. A fair movement is to be noted in Ceylon and Indian blacks, the markets in Colombo and Calcutta being distinctly firmer. A number of rejections by the customs of late, has caused considerable discussion among the trade and has emphasized the need for more definite standards. It is generally reputed that the price standard is the one mostly followed by the department, and is totally unreliable. Two teas, practically the same, invoiced at a difference of 1-4d., were recently submitted to the customs, and one admitted and the other rejected. The uncertainty is preventing cheap teas from being touched, and they are likely to be higher. We quote:

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

Coffees—Owing to a reduced consumption in hot weather the local demand is much smaller. The week, however, shows a gain of 10 points in the world's mar-

kets. Receipts at Rio and Santos have been smaller, and a further advance has been recorded on the Brazilian exchange. In New York, Wall street is continuing to support the market. Among the possibilities are improved receipts for August and September. A Brazilian export duty of 20 per cent. and a U. S. import duty of 3c. per lb. are also mooted. We quote:

Good Cocotas	0 11	0 11 1/2
Choice "	0 12	0 13
Jamaica coffee	0 10 1/2	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09 1/2	0 11
Santos	0 08 1/2	0 10

Spices—The spice market is active. A good demand prevails for all lines. Peppers are strong and will see higher figures while nutmegs are very steady. Cloves are said to be advancing. Local stocks are plentiful, and business improving. Prices are as below:

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

Canned Goods—The situation in canned goods remains much the same as last week. Old stocks are being disposed of at the least possible loss, and retailers buying from hand to mouth. Orders for futures are coming in at a fair rate. Salmon are meeting with a good demand. The catch, which was late, is reported very good, but there is little expectation for lower prices, except on outside brands. The standard brands have been sold largely with privilege of any reduction before delivery, and the canners would gain nothing by sacrificing their present profitable orders in order to dispose of a few thousand extra cases. We quote:

Wholesale limited selling prices in salmon for 1905:

Wholesale limited selling prices in salmon for 1905:

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

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

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

Flour, Feed and Meal.

Flour—Some activity is noticeable in flour owing to a better demand. The local market has not been affected by the jump in Manitoba wheat. The latter went up to \$1.35 and then fell to \$1.00; but at this price no buyers can be found. Local dealers believe it will go up again. Last week's prices are not altered.

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

Feed—The feed market sees a steady business. It is not, in fact, particularly large, but dealers say it is satisfactory. Bran, millfeed and shorts enjoy a good demand, and are pretty firm. Mouillie, however, is kept back a little. We quote:

Manitoba bran, in bags, per ton	16 00
shorts	19 00 20 00
Ontario bran, in bulk	15 00 16 50
shorts	19 00 20 00
Mouillie	24 00 27 00

Rolled Oats—No sign of improvement is seen in rolled oats. Demand is small. Oats are not very firm, for as soon as new oats arrive on the market the price will go down and prices for rolled oats may follow suit. We quote:

Fine oatmeal, bags	2 85 2 90
Standard oatmeal, bags	2 70 2 75
Granulated	2 70 2 75
Rolled oats	2 20 2 25
bbls.	5 50
90-lb. bags	2 65
80-lb. bags	2 30

Hay—Hay of finer quality is still scarce on the local market, owing to some large exports and also because farmers are busy on their farms. Demand keeps up pretty fair, but there is no big business done. We quote:

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

Ontario Markets.
GROCERIES.

Toronto, August 4, 1905.

THE volume of trade for the week has been surprisingly good, notwithstanding the fact that the travelers are off the road in Western Ontario, and business is allowed for the time being to rest on its oars. Sugar is without question the biggest item in the grocery trade just now. The fruit preserving season has induced a very active demand for Canadian refined. During the week there was an advance of 10c. in New York, which has tended somewhat to strengthen the position of the domestic market. As a member of the trade remarks, however, one or two such levers will be necessary before the confidence of the retailer in the future of the market is entirely restored.

Canned goods are moving freely, particularly corn, tomatoes and beans. Notwithstanding the fact that domestic vegetables are plentiful, the canned article seems to be in very active demand at all outlying points. Ship-

ments of Barbadoes molasses and raw sugar are reported on the local market. Tea rules firmer, advances being recorded in Calcutta and Ceylon. For fuller information see tea market reports. There has also been a considerable advance in currants, following the recent decision of the Greek Chamber. This will have the effect of enhancing the value of currants perceptibly on the local market. Scarcity of tapioca on spot continues, and prices are up 1-4c.

In flour, Ontario wheat patents and straight roller are each down 20c. from last week's quotations.

Canned Goods—The interest of the trade in the future of the sockeye salmon trade continues. The Fraser River run is now on, although it is several days late, and it looks as if the pack might be considerably curtailed, as the run only lasts so long. A first-class demand for canned and bottled pickles, condiments and vegetables, including corn, tomatoes and beans, is reported. Fruits are a little on the quiet order on account of this being the season for domestic fresh fruit. Just as we go to press a report is received to the effect that some of the canners on the coast are not anxious to quote prices for this season's pack of sockeye salmon, which may be taken as an indication of the firmness with which they view the future of this article.

We quote as follows:

Peas, standard, 2s, group 1	0 62 1/2
" early June " 2 and 3	0 60
" sweet wrinkle, " 1	0 70
" 2 and 3	0 67 1/2
" extra fine sifted, 2s, group 1	0 82 1/2
" 2 and 3	0 80
Spinach, 2s, group 1	1 20
" 2 and 3	1 20
" 3s, group 1	1 82 1/2
" 2 and 3	1 80
Asparagus, 2s, group 1	2 52 1/2
" 2 and 3	2 50
Cherries, red, pitted, 2s, group 1	2 02 1/2
" 2 and 3	2 00
" red, not pitted, group 1	1 57 1/2
" 2 and 3	1 55
" black, same as red	2 23 1/2
" white, pitted, 2s, group 1	2 20
" 2 and 3	1 82 1/2
" white, not pitted, 2s, group 1	1 80
" 2 and 3	1 50
Strawberries, heavy syrup, 2s, group 1	1 67 1/2
" 2 and 3	1 65
Rhubarb, 2s, group 1	1 17 1/2
" 2 and 3	1 15
" 3s, group 1	1 92 1/2
" 2 and 3	1 90
" gal. group 1	2 65
" 2 and 3	2 62 1/2
Tomatoes, 3s	1 30
Corn, 2s	1 10 1 20
Peas, 2s	0 82 1 30
Sliced beets, 2s	0 85
" 3s	0 95
" whole	0 95
Pumpkin, 3s	0 75
" gal.	2 50
Squash	1 00
Asparagus tips, 2s	2 75
Golden waxed beans, 2s	0 80
Refugee or Valentine beans, 2s	0 85
Crystal waxed beans, 2s	0 92 1/2
Spinach, 2s	1 40
" 3s	1 80
Baked beans, plain, 1s	0 45
" 2s	0 72
" 3s	0 90
Tomato sauce, 1s	0 50
" 2s	0 78
" 3s	1 00
Chili sauce same as tomato sauce	0 90
Catapults, tins, 2s	4 50
" jugs	7 70
Apples, standard, 3s	0 85 0 90
" preserved, 3s	1 47 1/2
" standard, gal.	1 70 2 00
Pears, Flemish Beauty, 2s	1 52 1/2
" 3s	2 00
" Bartlett, 2s	1 87 1/2
" 3s	2 82 1/2
" whites, 2s	1 72 1/2
" 3s	2 67 1/2

Peaches, pie, 3s	1 25
Cherries, red, pitted, 2s	2 20
" not pitted, 2s	1 75
" English black, pitted, 2s	2 20
" white wax, pitted, 2s	1 75
" not pitted, 2s	2 42
Lawtonberries, heavy syrup, 2s	2 00
" preserved, 2s	1 57 1/2
" standard gal.	1 75
Plums, Damson, light syrup, 2s	4 97 1/2
" heavy syrup, 2s	1 00
" 3s	1 30
" Lombards, light syrup, 2s	1 85
" heavy syrup, 2s	1 05
" 3s	1 35
" green gage, light syrup, 2s	1 90
" heavy syrup, 2s	1 15
" 3s	1 47 1/2
" egg, heavy syrup, 2s	2 00
" 3s	1 52 1/2
Pineapple, sliced, standard, 2s	2 10
" extra " 2s	2 35
" grated, " 2s	2 47 1/2
Raspberries, red, heavy syrup, 2s	2 62 1/2
" preserved, 2s	1 40
" black, heavy syrup, 2s	1 60
" preserved, 2s	1 35
" 3s	1 50
Rhubarb, preserved, 2s	1 15
" gal.	1 90
Strawberries heavy syrup, 2s	2 62 1/2
" preserved, 2s	1 75
Lobster, talls	3 50
" 1-lb. flats	3 85
" 1/2-lb. flats	2 00
Mackerel	1 00 1 25

Saimon, Sockeyes—	
1-lb. talls, 5 cases and over	1 77 1/2
1-lb. talls, less than 5 cases	1 80
1-lb. flats, 5 cases and over	1 90
1-lb. flats, less than 5 cases	1 87 1/2
1/2-lb. flats, 5 cases and over	1 17
1/2-lb. flats, less than 5 cases	1 20
Chums	0 95 1 00 1 00 1 00
Salmon, new pack, fall delivery; Horse Shoe,	
Maple Leaf, Clover Leaf	
1 lb. Talls, 5 cases and over, per doz.	1 55
1 lb. " less than 5 cases	1 57 1/2
1 lb. Flat, 5 cases and over	1 67 1/2
1 lb. " less than 5 cases	1 70
1/2 lb. " 5 cases and over	1 00
1/2 lb. " less than 5 cases	1 02
Low Inlet	
1 lb. Flat, 5 cases and over	95
1 lb. " less than 5 cases	97 1/2
Sardines, French 1/2s	0 14
" Portuguese 1/2s	0 23
" P. & C., 1/2s	0 08 0 10
" F. & C., 1/2s	0 25 0 27
" Domestic, 1/2s	0 35 0 38
" Mustard, 1/2 size, cases 50 tins, per 100	0 63 0 04
" 1/2 size, cases 50 tins, per 100	0 09 0 11 1/2
" 1/2 size, cases 50 tins, per 100	8 00 9 00
Haddies, per doz	1 05 1 15
Haddies, per case	4 00 4 50
Kipperd herrings, domestic	1 00
" imported	1 45 1 50
Herrings in tomato sauce, domestic	1 40
" imported	1 40 1 45
California ripe olives, tins, per doz	4 50
Corned beef, 1s, per doz	1 45
" 2s	2 50
" 6s	7 80
" 14s	18 00
Lunch tongues, per doz	2 75
Potted meats, 1s	0 47 1/2 0 50
" 1s	0 85 1 00

Sugar—An exceptionally active consumptive demand is noted for Canadian refined. We have now entered upon the season of largest consumptive demand during the year and the trade seems to be perfectly satisfied with the aggregate of business done. On Monday, July 31, the New York refiners advanced their prices 10c. all round, but as yet this has had no direct effect upon the local market beyond giving it possibly a shade of additional strength. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	5 73
" in 100-lb. "	5 63
St. Lawrence granulated, barrels	5 08
Redpath's granulated	5 08
Acadia granulated	4 93
Berlin granulated	5 03
Phoenix	5 03
Bright coffee	4 93
Bright yellow	4 08
No. 3 yellow	4 83
No. 2	4 68
No. 1	4 58
Granulated and yellow, 100-lb. bags, 5c. less than b'l is.	4 58

Syrups and Molasses—Arrivals of new crop fancy Barbadoes molasses are reported on this market during the week along with a large consignment of Barbadoes raw sugar. Actual trade in syrups and molasses is quiet and prices continue as last advised. Our quotations are as follows:

Syrups—		
Dark	0 33	0 34
Medium	0 35	0 37
Bright	0 02½	0 02½
Corn syrup, bbl. per lb.	0 02½	0 02½
1-bbls	0 03	0 03
kegs	1 30	1 30
3 gal. pails, each	0 90	0 90
2 gal.	1 90	1 90
2-lb. tins (in 2 doz. case) per case	2 35	2 35
5-lb. " (in 1 ")	2 25	2 25
10-lb. " (in ½ ")	2 25	2 25
20-lb. " (in ¼ ")	2 10	2 10
Molasses—		
New Orleans, medium	0 30	0 25
" " ½ bbls.	0 30	0 35
" " open kettle	0 45	0 50
Barbadoes, extra fancy	0 42	0 48
Porto Rico	0 32	0 35
West Indian	0 32	0 35
Maple syrup—		
Imperial qts.	0 27½	0 27½
1-gal. cans	0 55	1 00
5-gal. cans, per gal.	1 00	1 00
Barrels, per gal.	0 75	0 75
5-gal. Imp. brand, per can.	4 50	4 50
1-gal. " per case	5 10	5 10
½ gal. " " " "	5 60	5 60
Qts. " " " "	6 00	6 00

Coffee—The wholesale trade are experiencing a temporary lull in the coffee trade. The speculative market is somewhat firmer than a week ago, and the trade are holding back on account of what they think is an unwarrantably high price. According to cable information received from Brazil, the present crop is not yielding as well as many expected, and it is claimed that estimates will have to be reduced. The rate of Brazil sterling exchange has continued to gradually harden and this has kept the milreis or currency price for coffee in Brazil, at a low point. Consequently there has been no inducement for the Brazil planters, despite an advance in prices in the consuming markets, to hurry their supplies to market. We quote as follows:

Green Rio, No. 7	0 10	0 10½
" " No. 6	0 11	0 11
" " No. 5	0 11½	0 11½
" " No. 4	0 12	0 12
" " No. 3	0 12½	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 25
" Santos	0 11	0 13
" Plantation Ceylon	0 25	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracibo	0 16	0 23

Teas—The market in Calcutta has advanced 1-2d. on lower priced Indians, and the demand continues strong, while strictly fine Indians have advanced 1d. and for some classes as much as 2d. The Ceylon market is also dearer, but has not experienced the sharp advance that has taken place in Calcutta. With the improved quality and shortening supplies, however, the tendency is steady and persistent towards higher prices, all teas brought for sale being keenly competed for.

Ceylon greens have been showing exceptional value and business of some importance has been done for importation. The tendency of greens is upward also. Some general buying has taken place in Japan, and values offering in medium fine tea have been good, although quantities offering for Canadian account are so far somewhat restricted.

Local trade continues fair and quotations are as last advised.

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Paking	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
Pekoes	0 25	0 30
Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
Pekoes	0 18	0 20
Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16

China Greens—Gunpowder, cases, extra first	0 35	0 42½
half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
cases, small leaf, firsts	0 30	0 37
half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common	0 14	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
seconds	0 16	0 18
half-boxes, firsts	0 25	0 30
Japan—½ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Medium	0 19	0 21
Good medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign Dried Fruits—The feature of this week's dried fruit market is the slight advance in prunes owing to shortage of the new crop and scarcity of local supplies, 90-100's and 80-90's being particularly scarce. There is an exceptionally good movement of Californian apricots which are scarce, with the market reported to be becoming bare. Raisins are somewhat easier than a week ago.

Since last week's issue the Greek Chamber has passed the necessary bill to give effect to the proposition of the Bank of Athens for dealing with any surplus crop. The market has advanced a further 1s. in consequence, and it is now known that the minimum of prices for new fruit will be about 18s. c. and f., or 5c. per lb., delivered for minimum of quality. The trade will have to adjust itself to a higher level of prices, say 3 lbs. for 25c. retail, whereas hitherto they have been selling 4 lbs. for 25c.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Aug. 3, 12.30 p.m.

BUTTER Market firm, but demand restrained; stocks light; fancy, 23c.; choice, 22½c.; good to fine, 22c.; lower prices expected soon.
CHEESE—Tone weaker, with little demand; Ontario, 11c.; Eastern, 10½c.; lower figures will likely rule shortly.
EGGS—Not very firm, with fair business; stocks fair, but not of fine quality; selected fresh gathered 20c. to 21c.; straight, 17½c. to 18c.; higher figures expected by end of this month.
PROVISIONS—General firmness and good demand prevail, but stocks remain small owing to light receipts; live hogs, 7c. to 7½c.; dressed hogs, 9½c. to 10c.; hams, steady, with good demand, 13½c. to 14½c.; bacon, firm at 14c.

The history of the export trade in currants shows, however, that the consumption is not materially affected by any such difference in price.

Conditions continue favorable for the development of the new raisin crop, and first arrivals will come on a very fair market as old season fruit is pretty well cleaned up. We quote:

Prunes—					
90-100s	0 05	0 05½	60-70s	0 06½	0 06½
80-90s	0 05½	0 05½	50-60s	0 07	0 07½
70-80s	0 06	0 06½	40-50s	0 08	0 08½
			30-40s	0 09	0 10
Candied Pec's—					
Lemon	0 39	0 10	Citron	0 15½	0 17
Orange	0 09½	0 10½			
Figs—					
Elmes, per lb.	0 08	0 13			
Apricots—					
California evaporated			Per lb.	0 15	
Peaches—					
California evaporated			Per lb.	0 11	0 13
Pears—					
California evaporated, per lb.				0 13	
Currants—					
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

Raisins—					
New selects	0 05½	0 06	Per lb.		
Sultana	0 05½	0 10			
California loose muscatels—					
3-crown	0 07	0 08			
4-crown	0 07	0 08			
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice	0 09	0 09½

Foreign Nuts—Beyond the regular demand for peanuts, coconuts, etc., there is nothing special to record this week in the nut market, and prices continue as last advised.

Quotations are:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08½
Japanese Jumbo's	0 08½
Virginia	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c.

Almonds, Tarragona, per lb.	0 12	0 12½
Walnuts, Grenoble, "	0 09	0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb.	0 10	0 10
Pecans, per lb.	0 13	0 15
New Brazils, per lb.	0 13	0 14
Coconuts, Jamaica, per sack	4 50	
Italian Chestnuts, per lb.	0 08	0 08

Rice and Tapioca—A feature of the rice and tapioca market is the comparative bareness of the market of tapioca, which has induced high prices and a corresponding firm feeling throughout the trade.

Rice and Tapioca—

Rice, stand. B.	0 03½	0 03½	Tapioca, staple	0 03½	0 03½
Rangoon	0 03½	0 03½			
Patna	0 05	0 05½	" double goat	0 05½	0 05½
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Spices—Spice markets are firm all round, and seasonable trade has been doing. Although this article is stable the year round, there is a little increased business at this time of the year, owing to the proximity of the pickling season. Our quotations are as follows:

Spices—

Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 13	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Dried and Cured Fish—Dried and cured fish seem to have given place temporarily to the fresh article, and there is little of interest to report. Quotations remain unchanged from last week. We quote:

Boneless fish, per lb.	0 04½	
Cod fish, 1-lb. bricks	0 06½	
Boneless cod, per lb.	0 08	0 10
Quail-on-toast, per lb.	0 06	0 06
Flitch cod fish, in cases of 100 lbs., per lb.	0 06	0 06

Country Produce.

Eggs—The market continues quiet, although prices rule still high, a slight advance being noted over last week. We quote:

New laid eggs, per doz.	0 16½	0 17½
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Beans—The condition of the bean market continues much as last week. The trade is a little quieter and the outlook for the future is not certain as yet, on account of the season being somewhat early for any reliable information on the size of the coming crop. We quote:

Beans, handpicked, per bush	1 80	
prime, No. 1	1 65	
prime, No. 2	1 50	1 60
Lima, per lb.	0 07	0 07½

Maple Products—Very little is doing in maple products for the present, and

The Plum of the Market

Red Cross Brand Plum Jam

Crates 8-5 lb. tins, 25c. per tin or \$2.00 per crate

You Can't Beat This

Simcoe Lynn Valley Brand, cases 2 doz.

2-lb. Corned Beef,	-	-	-	\$2.20
1 1-2 lb. Roast Goose,	-	-	-	2.20
1 1-2 lb. Roast Goose, (with tomato sauce)	-			2.40
2-lb. Roast Turkey,	-	-	-	3.00
1-lb. Bonless Pigs' Feet,	-	-	-	1.40
1-lb. Boneless Duck,	-	-	-	2.00
2 1-2 lb. Preserved Grapes,	-	-	-	1.00

TERMS :—F.O.B. MONTREAL, NET 30 DAYS, OR 1% 10 DAYS.

Hudon, Hebert & Cie

MONTREAL.

The Most Liberally Managed Firm in Canada.

Table listing various grocery items like Durkee's, Royal, Vinegar, and their prices.

Spices—Nothing new. Quoted as follows:

Table listing spices such as Pepper, Cayenne, Cloves, Cassia, Allspice, Ginger, and Cloves whole with their respective prices.

Rice, Tapioca and Sago—As predicted in these columns, there has been an advance in tapioca and sago. New prices are as follows:

Table listing prices for Rangoon rice, Patna, Tapioca, and Sago.

Pot and Pearl Barley—Steady at the recent reduction. We quote:

Table listing prices for Pot barley and Pearl barley.

Syrups and Molasses—Quoted again at last week's prices, which were:

Table listing various syrups and molasses products like Crown Brand, Kaironcel, Barbadoes molasses, etc.

Coffee—Steady at the recent reduction. We quote:

Table listing prices for Green Rio and Roasted coffee.

Cocoa and Chocolate—The price of Baker's chocolate in 1-2-lb. packages is now 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Marmalade—Prices are quoted as follows:

Table listing prices for Marmalade in various quantities and brands.

Nuts—Still quoted as follows:

Table listing prices for Almonds, Filberts, Peanuts, Jumbos, Walnut, Pecans, and Brazils.

Foreign Dried Fruits—As noted last week the first supplies of apricots arriving in Winnipeg were snapped up in a hurry, although it was generally expected that the second shipments would be at least a cent cheaper. At the moment there are no apricots on the market, but new goods are expected about the first of next week. Contrary to expectations, the new apricots will have to be sold at about the same price as the first arrivals for, in the interval, the California market has become much firmer. It is expected that the new season's peaches will also be higher in price, and there is a rising tendency in the price of prunes and raisins. Nectarines are not obtainable on the local market, and they are removed from our list. We quote:

Table listing prices for Valencia raisins, Tremor's, and select layers.

Table listing various dried fruits and nuts like California raisins, Prunes, Currants, Figs, Apricots, Peaches, Pears, Plums, and Candied Peel.

Teas—Prices are quoted locally as follows:

Table listing various tea products like Congous, Ceylon, and Gunpowder.

Fish—A number of price changes will be noted. Lake Superior trout has been advanced 1 cent per lb., as has Lake Winnipeg. White fish has been advanced to 6 cents per lb., and a number of other trifling changes will be noted. We quote:

Table listing prices for various fish species like Lake Superior trout, Gold eyes, Blue fish, Mackerel, Red snapper, B.C. salmon, Halibut, White fish, Pickeral, Jackfish, Finnan haddie, etc.

Evaporated Apples—The price is still advancing. We now quote as follows:

Table listing prices for Evaporated apples (choice and fancy).

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

Butter Tubs—The range of prices is as follows:

Table listing prices for Butter Tubs in wooden hoops and wire hoops.

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

Breakfast Cereals—Oatmeal has been advanced as was expected after the tariff change. Cornmeal is also climbing. We quote:

Table listing prices for Rolled Oats and Cornmeal.

Maple Products—New maple syrup

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

Honey—Prices are as follows:

Table listing prices for Clover honey, 5-lb tins, 10-lb tins, and Fancy comb honey.

Eggs—Buyers are paying 16 cents per dozen in Winnipeg.

Green Fruits. Prices are quoted again as last week:

Table listing prices for various green fruits like Minnesota raspberries, Tragedy plums, Apricots, California Bartlett pears, etc.

Vegetables.

Table listing prices for various vegetables like Parsley, Mint, Native onions, Carrots, Turnips, Potatoes, Celery, Tomatoes, Lettuce, Radishes, Cucumbers, Green onions, etc.

Provision and Dairy Market.

Creamery Butter—Prices are still quoted as follows:

Table listing prices for Creamery Butter in various box and brick sizes.

Dairy Butter—Produce houses are paying the country stores 14 cents per lb. for No. 1 dairy, and from 10c. to 12c. per lb. for No. 2 dairy, delivered in Winnipeg.

Cheese—Quoted as follows:

Table listing prices for Ontario and Manitoba cheese.

Lard—We quote as last week:

Table listing prices for Lard in various quantities.

Cured Meats—We quote:

Table listing prices for Smoked Meats (Hams, Bacon, Picnic, etc.) and Dry Salt Meats.

BARREL PORK. Heavy mess pork, boneless, per bbl. 18 00. Standard mess pork, per bbl. 16 00.

Table listing prices for Pickled Goods (Cooked) like Pig's feet, Pig's tongues, Boneless hocks, and Sweet pickled spare ribs.

Window and Interior Displays

Timely Hints
and Suggestions

THE USE OF DISPLAY CARDS.

A PRACTICAL question with which retail grocers are confronted from time to time, is "whether or not it pays to display price cards on goods shown in the window or store front." While there may be more or less diversity of opinion as to the positive merits of price cards, it is only a very small percentage of the trade that does not find them helpful—the grocers who are afraid of their competitors.

No one will deny that the prime object of the window or outside display is to attract attention. After an attractive display, what is there that conduces more to this end than a series of neat price cards, doing as nothing else can the work of silent salesmen.

Take for instance high class trade

is intensely interested in prices, because its money is limited and must be made to go as far as possible. Mr. Clerk hurries past a grocery store on his way home from work. Prominently displayed is a very nice assortment of berries, along with the placard "10c. per box." He hesitates, stops. His wife did not mention berries, but these are very nice ones and only 10c. a box. He may as well take home a box or two—they are cheap and bound to be acceptable. And the price card swings another sale. The chances are nine in ten that the man would have gone past the store without looking in had it not been for the price card. He would have said to himself, "The fruit will be too expensive for my pocket, and I don't want to take the trouble of going in to ask and then find out I cannot afford to buy." The merit

all that is necessary is to take a brand of well-known goods and place it among the other goods (at random and not as though it had been put there for effect). Make the price very low, the lower the better. People passing will notice the price, think what they paid last time, and even if they do not stop and buy they will have a good impression of the store. In this connection it may be said that if a grocer has a line of goods bought below the market, and decides, as most live grocers do, to give his customers the benefit from time to time, the most effective way of letting them know about it is by means of an attractive price card prominently displayed. Third—Women, who do four-fifths of the buying, are always after bargains, and it is the price card that tells whether it is a bargain or not. Women have even been known to buy things they didn't need and couldn't use simply because they could not resist that "only 10c." A merchant may pile his windows full of the biggest bargains in town, but unless the price is displayed the goods will move slowly. For instance, a merchant had a certain brand of goods that for some reason were not up to the standard. He cut the price in two and put a large basketful of the goods outside his store two hours before closing time. They sold like hot cakes, whereas if there had been no price displayed it might have taken two weeks to sell the same amount of goods. The 5 and 10c., as well as the departmental stores, are practical instances of the value of price cards.

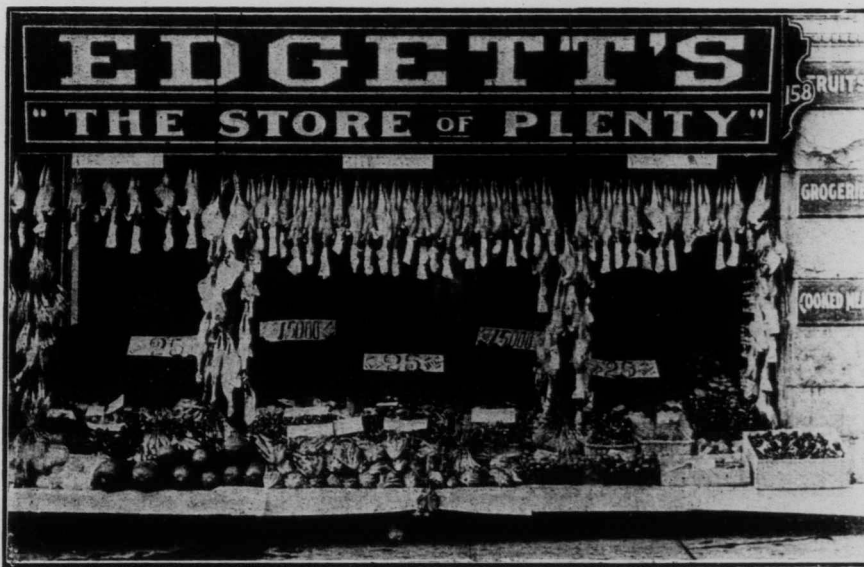
A WINDOW THAT MADE GOOD.

A LARGE crowd around a window on King street west, Toronto, the other day, attracted the attention of a Grocer representative, who, after some difficulty, succeeded in getting in where he could see.

The window was fitted up with an old mill and mill pond, with an old-fashioned windmill slowly turning away. In the pond a number of gold fish were swimming about, and on the bank a battered, sleepy-looking old fisherman holding a rod and line, while the cork floater bobbed up and down in a most exciting way. It might be remarked that a large bottle of amber colored liquor reposed near the fisherman, cork conveniently drawn.

The background of this rural scene consisted in a number of National Cash Registers, while neatly printed signs in the foreground informed passers-by that "Old-fashioned systems encourage sleepy methods," and that "Over 400,000 wide-awake merchants use Nationals."

Manager Mutton, of the Toronto branch of the National Cash Register Co., always has something novel and attractive in the way of a window display. The ambitious window dresser can usually get a few valuable pointers by watching these windows.



Saturday Window Display in Vancouver Grocery.

which is in the market for what it wants regardless of price. This class looks only to the quality and appearance of an article. If it is high-priced, a card with the price on serves simply as a recommendation of quality. Mr. Wealthy passes the establishment of an exclusive house that caters to the "four hundred." He sees hanging in the window a handsome Turkish rug bearing the price-mark \$500. He may or may not know anything about rugs—but that is another matter. The \$500 mark impresses him with the idea that the rug is very high grade, and just such an article as would become his mansion. He is interested at once, makes investigations, and probably invests. The price-mark is what attracted his attention in the first place.

There is another class of trade, which

of the price card for this class of trade is that it is the quickest and most effective way of telling a prospective purchaser whether the price is within his limit.

Among other excellent features of price cards may be mentioned the following, taken from a recent issue of Grocery World: First—if a clerk is busy with a customer the man who is waiting will look about, and seeing the prices displayed will make his purchases mentally. When the clerk is ready to wait upon him all that remains for him to do is to wrap up the goods; the price tickets will have done the rest. Second—There are some goods that cannot be displayed, and for these a price list may be printed similar to a price ticket and hung in a conspicuous place. To turn these price tickets into advertisements

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

Our Ad.
Expert,

TORONTO.

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

ADVERTISEMENTS THAT TAKE.

IN "Great Bargains" is seen a "small" advertisement fashioned after a "big" style. Mr. Armstrong appeals to his readers along somewhat similar lines to the "Heart-to-Heart" talks of magazine advertisers, with this difference that his advertisement is, of course, local in subject and limited in effect. But characteristic of the "big" style he brings himself into prominence, thus lending strength and sincerity to the statements. He covers a number of lines rapidly, and uses space to advantage—"featuring" all. Mr. Armstrong evidently knows his readers, for in the last sentence it will be noticed he speaks directly to the farmer.

Altogether this is a very satisfactory advertisement. There would, ordinarily, be no gain in advertising "sets." The secret of success is in the fact of there being something "particular" about either the price or the quality. In this case it is the price, and, as would be expected, the strongest card is played. Mentioning the "broken sets" is a bid for the patronage of those not living in opulence. The groceries, being sold "at a margin," makes another "special," and "New, in stock" accounts favorably for canned goods and fruits. It can be easily seen Mr. Armstrong has covered the publicity field—from his standpoint. He has wasted neither space nor time on frills. But he has produced an attractively-worded advertisement on nothing else but plain statements and suavivty, with "direction."

M. J. Ross adopts a decidedly different style of advertising, and yet he, too,

therefore, brings his name address and wares into prominence, but only particularizes the latter in a brief way. The general appeal upon "Flour, Feed and Groceries," with "Commercial St.," would, no doubt, produce a few "gener-

success than Mr. Armstrong's in reaching one class of people—new-comers to a locality, people undecided as to whom they will give their trade. In cases of this kind people are more concerned about getting in touch with a reliable

Flour, Feed and Groceries

We keep a large stock of Choice Family Groceries and P. E. Island Produce, Dried Fish, Flour and Feed.

M. J. ROSS

COMMERCIAL STREET,

NORTH SYDNEY, N. S.

al" purchases, but the chances are it would bring little trade from "regular" buyers (those who deal continuously with one grocer) because "regular" buyers are not generally attracted by "regular" advertisements. In this respect Mr. Ross' advertisement could scarcely be as successful as Mr. Armstrong's, for the latter's method of "specializing," besides being an attracting force in

store, where they can deal continuously, than about following up temporary bargains. Mr. Ross' advertisement is just the kind that will appeal to new-comers.

James M. Laver sends for review a booklet prepared for H. Sylvester, Norwood, Man., his employer. The booklet is deserving of unstinted praise. It is gotten up systematically—on a basis characterized both by attractiveness and order. To start with, the cover is modelled after the best booklet covers of the day. It is free from all title-page, scrambled word effects—has nothing but an appealing phrase. "Groceries," in detail, backed up with argument, mottoes, etc., occupy the inner pages, which being set "open," and assisted by tasty borders, have shape and balance.

Altogether the booklet is pleasing.

HINTS TO BUYERS.

W. H. Millman & Sons, Toronto, report large sales of "Shamrock" salmon, their own brand.

S. H. Ewing & Sons, Montreal, are in receipt of another shipment of Schweitzer's Cocoa-tina in quarter pound ($\frac{1}{4}$ lb.) tins.

W. H. Millman & Sons, Toronto, have received a large consignment of Barbadoes sugar and fancy molasses, and can quote right prices.

B. O. Beland, Montreal, is in receipt of 157 cases of English pickles, 40 cases of English mixed pickles, 30 cases of chow-chow, and 28 cases of English onions, which he offers at attractive prices. Buyers will do well to investigate.

GREAT BARGAINS AT THE Up-to-Date Grocery

I will give all kinds of **Dinner Sets, Tea Sets, Berry Sets, Toilet Sets**, for one month at cost price. Any quantity of broken Sets.

I also carry a full line of Groceries, which will be sold at a margin. Canned Goods and Fruits, new in stock.

ALL KINDS OF FARM PRODUCE TAKEN IN EXCHANGE.

JAMES ARMSTRONG

has been successful. Mr. Ross evidently has no "specials" or nothing unusual to mention about his regular lines, or else he works on the assumption that an advertisement merely "draws" and the goods in the store "convince." He,

itself, might lead to purchases apart from the goods advertised and, perhaps, ultimately produce regular patronage. Mr. Ross' advertisement, however, assuming that his store would be reasonably close at hand, might have greater

B. C. Markets.

Vancouver, July 27, 1905.

CROP conditions in all sections of British Columbia are at the present moment very favorable, leaving but little to be desired. The rains of a week ago may have worked a slight damage to hay lying out on the delta islands at the mouth of Fraser River, but no serious loss occurred. Since then fine weather has been prevailing, and very large quantities of hay have been saved. The demands of the coast cities, of the lumbering camps along the coast, of the mining camps where horses are used, and of the Yukon District, combine to make hay a staple at a high price always, so that the big crop now being safely harvested is not likely to sell at a sacrifice, even though such returns as 5 tons per acre can be vouched for.

The oat and barley crops of the Delta and of other districts up the Fraser River to Chilliwack are coming rapidly to maturity, and are as heavy as ever seen in the history of agriculture in the province. The total area under cultivation in these grains is this year considerably greater than in the past. The fact that brewers are putting in plant to make malt from local barley indicates the production. One brewer alone has contracted for 500 tons of barley from the Lower Fraser River Valley.

Vegetable crops in all sections of the province where an acre of land is cultivated are promising extremely well. Many tons of early potatoes have been marketed, and the local demand has altogether been supplied from local sources for two or three weeks now. In the growing of potatoes the coast district usually has to contend with too much moisture, and if the Summer is wet, the potato crop even though liberal, is not up to quality. The only coast section where potatoes do not seem to get too much moisture is on Vancouver Island. The potatoes grown there are almost as dry as those from Ashcroft, which are standard, and island potatoes are ready sellers everywhere, though the Victoria market absorbs most of them. The only outside market for B. C. potatoes is the Yukon.

Root crops are well advanced and will yield heavily in the Chilliwack District, along the Fraser, and in Delta Municipality, and on Lulu Island. The increase in the number of dairy cattle kept, and the long season of milk production in this country practically the whole year round, is stimulating the growing of roots for Winter feed.

Fruit crops of all varieties are this year giving splendid returns. The only partial disappointment was that of the strawberries, which were not the big crop desired in some parts of the coast district, though the new District of Kootenay, surrounding Nelson, more than compensated. In other berries, and in cherries, however, the coast districts never had a better crop, and the quality, especially of cherries, was very superior. None but late cherries will now be marketed, as all the earlier varieties have been gathered, but there are still raspberries coming in, and the big cultivated black cherries are being marketed in large quantities just now. The wild

blackberry, native of the province, is being gathered in abundance, too, and its fine flavor gets it ready sale at good prices. The crop is plentiful everywhere it grows, and that is everywhere the timber is down and gives it a chance.

Plums are not yet being marketed, though some early varieties will soon be in. The yield is this year the equal of others, and the usual experience of many branches being destroyed with the weight of fruit is being repeated. In fact, the fruitage of the plum tree in this province is always so bountiful that strangers' fancy photographs do not show the real thing, but a "faked-up" presentation. It is early yet to discuss quality in connection with the plum crop.

Some early apples, more fitted for being cooked than eaten raw, are being marketed, and the quality is very good. The apple crop this year promises to be very heavy, and present indications of quality are satisfactory. Of course, with the usual heavy crop, especially on the coast, there is a large percentage which has to be culled. Improved methods of packing are, however, bringing as good results financially, for the crop, as when the whole was marketed indiscriminately.

Groceries—No changes of moment are noted, and the trade generally is fairly quiet. Demand runs in the lines of campers' supplies, and other picnic goods, specialties in these lines selling well. Though the preserving season is on, the usual rise in the price of sugar is not noted as yet.

Produce—Scarcity of local supplies of fresh eggs has given way to easier conditions. The quantities marketed now are fairly liberal, and no shortage is noted such as was shown a week or so ago. The price is now about 25c. per doz. to the trade. Butter remains plentiful. The supply of fresh dairy is not showing any diminution, and the creameries are turning out very large quantities. Prices are 20c. for dairy and 23 to 25c. for creamery stock. Local fills the whole market as yet, and promises to for some time.

Vegetables—Local potatoes are now very plentiful at about 1½c. per lb. wholesale. The supply of local fresh tomatoes, the first of the season in coast districts, is in evidence. Spence's Bridge, and other points on the main line, in the "dry belt," supply tomatoes largely, but the coast supply, as a rule, is small. Those offering sold about 2 lbs. for 25c. Cabbages, local grown, are now plentiful, though cauliflower is still a scarce article. Other lines of fresh vegetables are extremely plentiful, and at low prices. Green peas are extremely abundant this year, and the price runs about 5c. per lb. Vegetable marrows and cucumbers are coming in in goodly quantities now.

Poultry—Young chick, for broilers, are freely offered now, but other stock, except from foreign packing houses, is off the market almost. The supply of young ducks is also liberal, especially at the weekly market at New Westminster, where very reasonable prices prevailed last Friday. The raising of ducks seems

to be a line of poultry raising to which this coast district is especially adapted.

Fruits—Local supplies are: Raspberries, \$1.25 to \$1.50 per crate; blackberries, \$1.50 to \$2 per crate; red currants, 5c. per lb., and short; black currants, 3c. per lb.; cherries, preserving varieties, scarce, 10c. to 15c. per lb.; apples, new and cooking varieties only, 80c. to \$1.10 per box.

Pears and plums are not yet offering locally. They will soon be shipped now, and the former will run from \$1.25 to \$1.50 per box of 30 lbs., the standard box. Plums will be about 60 to 75c. per crate wholesale.

California pears are not plentiful yet, and are about 4 to 6c. per lb. wholesale. California apples are more plentiful, but are almost as dear. The supply of apricots is plentiful this week from Oregon and Washington. They sell at 75 to 90c. per crate wholesale. Peaches, Crawford's, are now in fairly good supply, but for preserving it will be another week or two before the quantities and prices will be right.

N. B. Markets.

August 2, 1905.

WITHOUT doubt the event of the past week was the visit of the Royal Transportation Commission, their second visit to St. John. It was a great thing for us to hear the chairman of the commission say that both he and Mr. Ashdown recognized St. John as the great Winter port of Canada. This is a fact of which we have been fully aware for many years. As early as 1859 we began to put forward this claim. Within the last ten years, or about that, St. John has spent a million dollars, on which its citizens are annually paying the interest to prove their faith in the claim put forth. The business which has been done, showing a steady increase of about an average of 60 per cent. annually in the registered tonnage, until last season the registered tonnage of the steamers engaged in the Winter Port business, amounted to 340,000 tons, proving without a doubt that the position we take is correct.

In business, though this is the quiet season, some of our merchants report themselves more than satisfied. The dull sugar market is the one drawback. Fish continues abnormally high. Cream of tartar firmer.

Oil—Burning oil is unchanged at the extreme low figures, which have ruled for some time. Large futace business has been booked. In lubricating oil, demand is rather less than usual at this season. It is thought our lumber mills will shut down early. In paint oil there is just a fair demand. Linseeds, while still low, tend higher. Turpentine holds at the high figure quoted for some time. Little cod oil has been received. Prices are easy.

Salt—In Liverpool coarse salt a fair stock is held and further arrivals are expected about the middle of the month. Prices are held firm at the slight advance reported. It is yet early for best

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

To the Wholesale Grocery Trade.

BECAUSE :—

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

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

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

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

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

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

To the Retail Grocery Trade.

BECAUSE :—

You cannot afford to do without them.

The Consumers want them.

They are the best quality.

They are the best sellers.

Prices are always right, and money makers to dealers.

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

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

TO THE CONSUMING PUBLIC.

BECAUSE :—

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

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

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

THE CANADIAN CANNERS, Limited.

Head Office :
HAMILTON, ONT.

demand. In fine salt the Canadian more than ever seems to hold the market.

Canned Goods—There is nothing new. Corn and tomatoes are firmly held, stocks being light. Tomatoes are rather higher. In future goods some Nova Scotian are offered. Peas are a full stock; prices are held up in spite of the low figure quoted for new. Fruits have a fair sale. Strawberries are rather higher. Salmon is a good supply, with price easy. Lobsters are very high. Meats are unchanged. Gallon apples, dull. New sardines are quite freely received. Price unchanged. Haddies and kippers are firmly held.

Green Fruit—Dealers are busy. Bananas are still the big line. Oranges are scarce and high. Lemons are still held at full figures; there is a good sale. California pears are selling freely, though price is high. Peaches and plums are unchanged. Melons are very dull. Nova Scotia cherries now offered. Strawberries are done and even for raspberries it is getting late. Native tomatoes and cucumbers are offered.

Dried Fruit—There is nothing of special interest. Dealers have largely placed their orders for California apricots, peaches and prunes for Fall. While apricots are low, prunes are quoted at quite full figures, and have, with peaches, shown quite an advance since opening prices were quoted. Raisins not yet quoted, except Malaga loose, which are quite high, and Valencias for early shipment; these are lower than usual. It is thought California raisins will open quite high. Spot currants show a slight advance. While new are not quoted, it is said the situation is likely to be a strong one. Present business in all lines is small. Evaporated apples are rather higher; sale not large. In onions, market is somewhat dull owing to dealers being rather overstocked with Egyptian. Valencia stock is particularly good quality. Price rather lower.

Sugar—Stocks are light, particularly in bag sugar and yellows. While there is little or no change in price, there is little confidence in the market. Demand quite active.

Molasses—While prices are unchanged, market seems quite firm, particularly for Barbadoes. Stocks of molasses are in few hands.

Fish—Fresh fish very scarce this week. Salmon about the only line offered. There should be some shad, but the run of late years has been small. In dry cod the very high prices still hold and little change is expected. It is said hard dry fish for the West Indies are rather easier. Haddies are not to be had. Smoked herring are still low, but reported firmer. Pickled herring are held firm.

Flour, Feed and Meal—In flour, Ontarios are again quoted rather lower. Manitobas unchanged, and held quite firm. Market is full of oatmeal. Mill rrices are high. Oats scarce. Light demand. Feed is at full figures. Cornmeal has a steady sale. Prices are again rather higher. Market is supplied by

local mills. Beans very dull. Prices, however, are higher.

N. S. Markets.

THE grocery market was very active during the week, much more so than it has been for some time. Travelers are sending in orders more freely, and the general improvement in trade is most encouraging. Prices show but little change. Collections are up to expectations. The potato market caused interest during the week, when the price advanced rapidly. The old crop is pretty well exhausted, and the importations of new potatoes from Boston were insufficient to supply the demand. Those holding old stock took advantage of the market, and sent the price up. Potatoes that were selling the previous week for one dollar per three-bushel bag, were advanced to \$2.10 per bag, and at the close of the week the market was pretty well cleaned up, as people were forced to pay the extra price. The first native potatoes of the season reached the market on Saturday, and sold for \$1.50 per bushel. They were not fully matured, and the quality was poor. The butter market shows little change, and prices are steady. Eggs are advancing both in Nova Scotia and Prince Edward Island. This is due principally to the falling off in receipts. Dealers say that the sugar market has a tendency to advance.

The Prince Edward Cheese Board met during the week. There was a fair attendance of salesmen. The following factories bonded cheese: Orwell 110, Dundas 98, Stanley Bridge 150, Cornwall 80, Lakeville 100, Red Point 50, New Perth 100, Union 80, East River 54, Kensington 320, New Dominion 70. All were sold to Spillet & Co., at 9½c. Quotations here follow:

Molasses.

Porto Rico, fancy	42
Porto Rico, grocery	38
St Kitts	29 30
Barbadoes	41
Trinidad	35 36

Sugars.

Pulverized	06½
Cut loaf, 50-lb. boxes	5 95
Cut loaf, ½ barrels	5 85
Cut loaf, barrels	5 75
Bright yellow	5 00
No. 1 yellow	4 85
Trinidad crystal	04½
Granulated XXX	5 15
Austrian, granulated	5 05

Coffee (Green).

Jamaica	15 20
Porto Rico	16
Java	25 30
Mocha	25 30

Flour.

70 p.c. Patent	5 65	5 75
75 p.c. Patent	5 55	5 60
80 p.c. Patent	5 50	5 55
90 p.c. Patent	5 25	5 30
Ogilvie's Royal Household	6 20	6 30
Rolled oats	5 40	5 50
Beans, per bush	1 75	1 90

Provisions.

Clear pork, per bbl., Am.	18 50	19 00
Mess pork, per bbl. ....	.....	17 50

Order To-day



Receive To-morrow

Here we are again with the best FLOWER POTS, FERN PANS, SAUCERS, ETC. equipped for your trade. No. 1 assortment. Pots and Saucers: 50-4 inch, 50-5 inch, 50-6 inch, 20-7 inch. Special price, including crate \$5.60 net. Special orders filled.

THE FOSTER POTTERY CO., HAMILTON LIMITED.

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

Cotton Lines are as cheap as Sissal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

45 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES



Trade-mark.

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

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

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

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd. Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal

That Missing Corner is Flavor

Did you ever notice, Mr. Grocerman, how *nice some* of the teas you *get* look in *packages*, how nicely they *steep*, how nicely they *pour*? Did you ever notice *how* some of these "nice" teas when tasted, *are vapid*, have no *body*, no *tea individuality*? In your mind's eye, then, *these packages* had a *missing corner*. *That corner is Flavor*.

Blue Ribbon Ceylon Tea

is a 'full-cornered' tea. No *hurry-up methods* enter into its *make*. No *skimping*; no *old leaves*; no *dust*—the *barriers to flavor*. Put the *Red Label* line on *your shelves*.



System

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

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

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

NATIONAL CASH REGISTER COMPANY
DAYTON OHIO

Plate beef, per bbl	14 50
Domestic beef, per bbl.....	12 75
Hams, per bbl	13 13½
Roll bacon, per lb.....	11
Lard, pure, tubs, per lb.....	10½
Lard, pure, pails, per lb.....	11
Refined lard, cases, 3's.....	11½
Refined lard, cases, 5's	11¼

Country Produce.

Butter, in tubs (choice dairy)	19	20
Dairy prints, in cases, per lb.....	19	
Creamery, boxes and tubs	21	
Creamery, prints	22	
Eggs, Nova Scotia.....	19	20
Eggs, P. E. Island	17	18

Fish.

Shore, quintal	5 25	5 75
Bank, quintal .....	.....	5 50
Haddock	4 00	4 25
Herring, No. 1 July, per bbl.....	.....	4 00
Bay of Islands, split No. 1, per bbl.....	.....	3 50
Shore, No. 1, large split .....	.....	4 00
Mackerel, No. 3, large .....	.....	7 50

NEWS FROM THE CAPITAL.

Ottawa, July 31, 1905.

THE local grocers' picnic to Carleton Place on Monday next, Aug. 7, promises to be a great success. Tickets are selling like hot cakes, and those who take in the excursion are sure of a fine day's outing and a round of pleasure. There will be sports of all kinds, including a lacrosse match, between the Stars of Ottawa and the Carleton Place team. This is a regular schedule game in the Ottawa Valley League. In the morning a football match will be played. The contestants are the High School of Carleton and the Ottawa Thistles. A good orchestra for dancing will be in attendance. The special prizes for the best lady and gentleman waltzers will be: Gentleman, a marriage certificate; and for the lady, a wedding cake. A pleasing event in the sports will be the "Comfort" soap race, open to married and marriageable ladies only. The idea is to run a certain distance, and gather a number of bars of Comfort soap in aprons supplied by the soap people. The prizes are expensive and well worth competing for. They are as follows: First prize, ladies' gold watch; 2nd prize, ladies' silver watch; 3rd prize, ladies' gun-metal watch; 4th prize, silver biscuit jar; 5th prize, Swiss clock; 6th prize, alarm clock.

Visitors are expected from the Toronto and Montreal Retail Grocers' Association. The committees are working hard to make this the banner excursion of the season.

The different committees are: Printing and Advertising, Messrs. F. H. Scott, Gilchrist, Mahon, W. York, Atkinson and Prevost.

Special Attractions—Messrs. Booth, Johnston, Hopper, McAllister, Bambrick and Schwerdfager.

Sports—Messrs. McLean, Halliday, Powell, Wall, F. Hubbard, Goodall and Lanthier.

Dancing—Messrs. Mundy and Hopper.

Ottawa Markets.

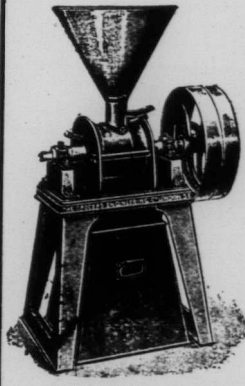
The market on Saturday morning, July 29, presented an animated appear-

Clark's Meats Have Been Tested

And Found Satisfactory

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

What are you going to do about it?



GRINDING MILL

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT GAS-HEATED ROASTERS, INTERNAL OR EXTERNAL FLAME IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE. FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. FRUIT CLEANING AND DRESSING MACHINERY.

The GROCERS' ENGINEERING CO.

Cole Street, Swan Street (Late WAYGOOD-TUPHONEME LTD.) LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

IRRESISTIBLY DELICIOUS



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

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

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



Known and Loved for SIXTY YEARS

COX'S GELATINE
needs no introduction.
It is one of the old institutions of all English speaking lands.
PURITY and STRENGTH are the watch-words of the makers.

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

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

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street MONTREAL.

DIAMOND BRAND MAPLE SYRUP

IS NOT A COMPOUND

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

All Jobbers.

Sugars Ltd., - Montreal

KEEP TO THE FRONT
and please your customers by selling

SAN-TOY STARCH

The immensely increasing demand for this popular brand is a guarantee of its superior quality.
Agents wanted everywhere.

J. H. MAIDEN, Agent MONTREAL

ance. The fine weather prevailing was the means of bringing in farmers and market gardeners by the hundreds. The vegetable market was well stocked, fruits also were plentiful and brought good prices. The quotations were as follows:

Gooseberries, per pail	.....\$ 75
Raspberries, box 15c., per pail	...1 00
Blueberries, per pail	.....1 00
Melons, each,	.....25 to 40
Green apples, per gal.	.....13
New potatoes, per bag	.....1 00
Cucumbers, per doz.	.....25
Cabbage, per doz.	.....25
Cauliflower, each	.....10 to 15
String beans, per gal.	.....8
Celery, per doz.	.....30
Lettuce, per doz.	.....10 to 15

Local fish dealers say that business last week was very brisk. The stock handled has been of the very best quality, and included trout, whitefish, speckled trout, perch, pike, pickerel and catfish; salt-water fish—halibut, salmon, codfish, shad and boneds. Prevailing prices are practically unchanged.

D. M. Whelan, late manager at S. Daniels' grocery, corner O'Connor and Slater streets, has started in business for himself on the corner Somerset and Percy streets.

UNIQUE ENTERTAINMENT.

With five tons of chicken, a ton of halibut, twenty thousand sandwiches, eleven thousand rolls, twenty barrels of lemonade, twenty thousand cigars and other provisions in like proportion, with electrical illumination and three bands of music. John H. Patterson, president of the National Cash Register Co., entertained ten thousand residents of Dayton, Ohio, on July 21, to a garden party and dinner at Far Hills, his Summer home. The fete was given in appreciation of the civic reception tendered Mr. Patterson on July 3, on his return from a tour around the world—and is almost without precedent in the history of United States trade.

NEW CONFECTIONERY FIRM.

Huylers', the chocolate and confectionery manufacturers, New York and Buffalo, have completed arrangements to establish a manufacturing and retail branch in Toronto. They have secured premises at 130-132 Yonge street, which they will entirely remodel during the next few months.

J. W. GORHAM & CO.

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

GENUINE PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited TORONTO, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

SITUATION WANTED.

A YOUNG MAN seeks engagement in the grocery—wholesale or retail—had five years in the trade. Box 266, CANADIAN GROCER, Toronto. [31]

FOR SALE.

WELL established grocery business; good location in western town; population 5,000; turnover 50,000; stock 7,000; splendid opportunity; must be sold. For particulars address Box 264, CANADIAN GROCER Toronto. [30]

WANTED.

BRITISH agency wanted by London firm, established 17 years, for the sale of Extract of Beef in bulk to packers or any food product. Address F. L. Borthwick & Co., 381 Kingsland Road, London, N. E. England. [31]

AGENCIES WANTED.

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

WANTED by experienced manufacturers' agent with large connection with the grocery trade, agency for Montreal district, and for a good selling grocery line, especially canned goods; best of references. Apply Box L, c/o CANADIAN GROCER, Montreal. [31]

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. [25f]



Any quantity of fish shipped ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

WHY?

WHY?

WHY?

BODE'S GUM CO.

Manufacturers of STRICTLY HIGH-GRADE CHEWING GUM

became the recognized leaders of their line in The Dominion of Canada in about one year's time. BECAUSE their motto is quality, cleanliness and style of package.

WHY? WHY? WHY?

EVERYONE SHOULD CHEW

Bode's Menthol "Pepsin" Chewing Gum

BECAUSE the greatest physicians recommend it, and the greatest singers, speakers, and smokers use and recommend it.

BECAUSE it preserves and keeps throat kool, aids digestion and sweetens the breath.

Bode's Crushed Fruit Chewing Gum

made only of Fresh Fruit Flavors: Pineapple, Red Banana and Blood Orange, and all flavors are made under our direct supervision; therefore, quality is guaranteed.

CRUSHED FRUIT CHEWING GUMS are a great aid to digestion, preserve the teeth and sweeten the breath.

Be Sure and Ask for Chulets

BODE'S CHULETS, a dainty confection candy coated chewing gum, and is freely used as an after dinner Bon Bon.

Two distinct flavors in each Chulet. The only and easiest way to describe BODE'S CHULETS would be to say "THEY TASTE LIKE MORE."

BODE'S GUM CO., - - Montreal, Canada

Say Chulets to the Candy Man

Be sure to interest your trade in BODE'S CHULETS
CANDY COATED CHEWING GUM.

Frenzied Business

Up under the western mountain the air is full of tomahawks, war paint and arrows. The redskin chiefs are leading on their braves to attack the small band of pale faces opposed to them. Confident in their superiority in numbers—ten to one—they think the annihilation will be done in short order. They forget that perhaps one pale face is good for ten redskins. In the midst of the din we hear a shout of jubilation and approval at the prospect of the pale face wipe-out, from away down East under Mount Royal, and from a pale face, too, which shows that sometimes money is thicker than blood. This gentleman says there has been no argument advanced why the redskins should not have the preference because they put prices down. We believe the most gullible grocer between the two oceans won't swallow that statement. Why, no argument is necessary. If there were, thousands of them could be advanced so quickly that they would just tumble over each other to get there. One is all that is necessary, and that is: if the pale faces were wiped out probably no man now living would ever see sixty-cent peas again.

(The end.)

THE PACKERS OF QUAKER CANNED GOODS

Quaker Canned Peas

We finished packing peas on the 29th July. All through the pack the weather was perfect for packing this line, cool and moist, so that the peas were held in perfect condition for canning. The only line that we are short is petit pois. There was such wonderful growing and maturing weather that there was scarcely any of this line in the pods, the result being that while we usually pack several thousand cases of this variety this year it will be several hundred. However, they will never be missed, as the largest peas packed this season are as tender and sweet as petit pois and at half the money. All orders for peas will be filled in full. The pack was 60,000 cases, which will just about carry wholesalers, retailers and consumers over into next season. While we disclaim any responsibility for the price at which they are going on the market, we are carrying out what we intimated when prices were first sent out—that we would meet them, that we would fill our orders in full and that there would be no advance. We recognize that these are frenzy prices but we also recognize that in issuing these prices there is method in the madness of these frenzied redskins.

(To be Continued).

THE PACKERS OF QUAKER CANNED GOODS

Canadian Fruits

RASPBERRIES,
BLACK CAPS,
HUCKLEBERRIES,
BLACK CURRANTS,
APPLES.

Canadian Vegetables

TOMATOES,
CUCUMBERS,
CABBAGE,
POTATOES.

California Fruits

PEACHES,
PEARS,
PLUMS.

Late Valencia Oranges

New Verdelli Lemons

Bananas.

McWILLIAM

Mc. AND E.

EVERIST

TORONTO, ONT.

Phone
Main 520.

WHY!

63 Front
East.

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

TOM SMITH,

Fruit Broker, - - - TORONTO.

**TOMATOES, CUCUMBERS
GREEN CORN, CABBAGE**

Buy from the Grower and get absolutely fresh stock.

RIDGE HALL FRUIT FARMS

E. E. ADAMS, Leamington.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

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

J. W. LEAKE, - SCARBOROUGH

30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

**GREEN FRUITS
AND VEGETABLES**

LONDON, ENG., FRUIT LETTER.

By Our Own Correspondent.

July 18, 1905.

INQUIRIES amongst the fruit salesmen of Covent Garden, London, show that this year the tone of the market is far more even and well regulated than last year. There has been no unevenness between demand and supply, nor has there been a glut of any one line such as would tend to force prices down to that almost profitless margin which characterized the domestic strawberry crop last year.

At the present time it is reported that plums and greengages are finding a ready sale, whilst cherries, which have been realizing good prices, have been almost cleared out. Some very fine fruit has been sent over from France. There is a very good opening for Canadian plums, and it might be mentioned that those Californian plums which arrive on this market are packed in wooden boxes of from 16 to 20 lbs. This is a convenient size, and one which meets with approval in the London fruit centres. Californian pears have been found fault with as not being up to their usual standard, and in addition to this the crops have been small.

The home apple crop is comparatively small and not likely to have any noticeable effect on the market, either one way or the other. On the continent, also, crops of fruits of all kinds are but of medium size, whereas last year there were some very big supplies and prices were low in accordance. Although the season for Canadian apples has not yet arrived, the general opinion is that the demand will be good and all shipments will find a ready sale. Apples from all sources arrive on the British market at singularly opportune moments, so that there is always a sufficient quantity to be had all the year round. Supplies from Australia and Tasmania are on sale here from about April to June, just when Canadian apples, which begin to arrive in August, are about finished up. There is thus no undue clashing of supplies. It is felt by many of those firms which handle Canadian apples that although the fixing of uniform dimensions for apple boxes is a good idea and one likely to have a satisfactory effect, still the best method of packing is, after all, in barrels.

There is some talk about British Columbia entering the market over here with fruits, to which she is devoting so much attention, and it would appear that there are one or two British Columbia growers looking into the possibilities for good business here. Those British brokers who have handled samples of the fruit are much impressed with their fine quality, but it seems that among British Columbia growers themselves the general opinion is that they have a very ready market in Manitoba and the Northwest for as much as they can at present produce. Perhaps in course of time this field will receive greater attention.

The Extension of Markets Division, Department of Agriculture, Ottawa, has received information to the effect that the Government of Cape Colony, South Africa, intends to enforce more strictly the existing regulations against the introduction of apples infected with the disease known as "black spot," or other insect diseases, and exporters of such fruit from Canada are warned that shipments found to be so infected will be liable to confiscation and destruction without compensation, under the provisions of the Import Regulations.

* * *

The evaporating process has been extended to the preparation of green vegetables, and bids fair to revolutionize trade in "green stuff," and perhaps in other substances, says an American writer.

The vegetables are treated with hot air in such a way that they become perfectly dry and yet remain entirely uncooked, while color, flavor, and nutriment are preserved. While the product is called sterilized food, sterilization was not the primary thought of the inventor. His problem was to treat foods, vegetables especially, so that they would furnish varied and healthful rations for troops sent to tropical climates, etc. The inventor appears to have done more, for while household use was not contemplated, there are indications that housekeepers will find the new products available.

As nothing but water is taken out, nothing else is required for the process of restoration. No chemicals of any sort are added, no sugar is evolved as by some methods of evaporation and none already present is eliminated. There is no temptation to add artificial coloring, as the restored vegetable or fruit has its original color.

* * *

The Merchants' Association of New York has addressed a letter to the New York Fruit Produce Trade Association asking for the co-operation of that body in promoting reciprocal trade relations with other nations. The trade is asked to consider the serious situation confronting the export trade of the United States to Europe, which during the fiscal year 1904 exceeded \$1,057,000,000. Nearly all the continental nations of Europe have adopted, or have under contemplation the adoption of high protective tariff duties on imports.

* * *

Reports from United States correspondents indicate a plentiful but scattered and ragged crop of apples this year.

* * *

Luther Burbank is perfecting a new potato which he says will rival anything the world knows about, not even excepting the famous Burbank. The new potatoe is large and smooth skinned and probably by another season will have

attained a quality of sweetness required in a good product.

ONTARIO MARKETS.
Green Fruit.

Toronto, Aug. 4, 1905.

It is current opinion on the market that the domestic fruit season has never been as satisfactory as this year. Last week witnessed a very large turn over of fruits of all kinds and that Toronto is rapidly becoming a large fruit centre, is seen by the fact that one local firm disposed of no less than eleven cars of California fruit on Monday, July 31. To the ordinary observer, the auction sale was reminiscent of auction day in the New York market. A large number of retail fruit men, grocers, etc., crowded around the auctioneer, each holding the long regulations sale catalogue, and shouting out his bid according to the numbers.

At the close of the market there is a shortage of domestic fruit and prices accordingly have gone up. Owing to the cooler weather, lemons have dropped in price. Rockaford canteloupes have advanced in price until they are beyond the reach of the ordinary trade. Cherries have been crossed from the list and new apples are rapidly becoming a feature of the fruit market.

Watermelons are scarce and full supplies of these need not be expected until next week, when Indiana stock begins to arrive. Late Valencia oranges will soon be off the market. The next variety to quote will be Jamaicas, but these will not arrive for three or four weeks yet. Meanwhile, the orange market is strong.

Oranges, late Valencias, per box.....	5 50	6 00
Lemons, Verdill,.....	5 75	6 00
Lemons, California, per box.....	5 00	6 00
Bananas, large bunches, crated.....	2 00	2 20
Bananas, 8's, per bunch, crated.....	1 40	1 75
Bananas, 7-hand bunches, off track.....	0 75	0 95
Bananas, red, per bunch.....	2 25	3 50
Peaches, California per crate.....	1 25	1 40
Plums.....	1 75	2 00
Cantaloupes, Rockafords, per crate.....	8 00	10 00
Indiana gems, per basket.....	0 75	1 00
Watermelons, each.....	0 30	0 40
Gooseberries, per basket.....	0 75	0 85
Red raspberries, per box.....	0 09	0 11
Black.....	0 09	0 11
Huckleberries, per basket.....	1 00	1 25
Red currants.....	0 60	0 85
Apples, new, per basket.....	0 35	0 50

Vegetables.

A feature of the vegetable market is the arrival of green corn and Spanish onions, the latter of which has taken place of Bermuda and Egyptian stock. Owing to temporary scarcity new potatoes are a little higher than last week. Green peas are nearly off the market and celery is beginning to come a little more freely. We quote:

New potatoes, per bush.....	0 90	1 00
Onions, per doz bunches.....	0 15	
Spanish onions, per small crate.....	1 00	
large cases.....	2 50	
Cabbage, Canadian, per doz.....	0 40	
Cauliflowers, domestic.....	0 75	1 50
Tomatoes, Jersey, per 4 basket crates.....	0 90	1 00
domestic, per basket.....	0 80	1 00
Beets, per doz bunches.....	0 20	
New radishes, per doz bunches.....	0 20	
Carrots, per doz bunches.....	0 20	
Cucumbers, per basket.....	0 25	0 35
large, per doz.....	1 50	
Outdoor lettuce, per doz bunches.....	0 20	
Green peas, per basket.....	0 25	
Waxed beans, per basket.....	0 25	
Water Cress, per doz.....	0 25	
Parley.....	0 20	
Mint, per doz bunches.....	0 20	
Sage, per doz.....	0 20	
Savory, per doz.....	0 20	
Rhubarb, per doz bunches.....	0 20	
Green peppers, per basket.....	1 00	
Kalamazoo celery, per doz.....	0 40	0 50
Canadian celery, per dozen.....	0 35	
Egg plants, per dozen.....	1 50	
Vegetable marrow, per dozen.....	0 75	
Green corn, per doz.....	0 20	

Lemons

Very scarce and high in all markets. We have 600 Boxes Fancy 300s and 360s **St. Nicholas Brand** for this week.

Bananas

We can supply your wants with any grade. Send for our descriptive weekly price list.

WHITE & CO., LIMITED

TORONTO **HAMILTON**

Phone Main 4106 Phone 1115

W. B. STRINGER **J. J. McCABE**

A Peanut pointer—As a result of high prices, markets are being loaded up with *Dirty, Trashy, Badly Graded and Selected* stock. Now you have an *Established* peanut trade, and it will pay you to avoid this class of goods. Preserve your trade. Handle the Norfolk Storage Co.'s pack of Extra Fancy "Jumbos," Fancy "Electric Lights" and Second Grade "Pilots." You can rely on them.

W. B. STRINGER & CO. **WHOLESALE FRUIT BROKERS.**

61 Front Street East, TORONTO

Canadian Tomatoes

At 90c. to \$1.00 a basket. Order to-day.

Also see us about any fruits. We can give you close quotations.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

CANADIAN TOMATOES

Cucumbers and other vegetables, plentiful and prices low. Let us have your orders and we will fill them at lowest prices.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner Market and Colborne Streets, TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville;
C. P. Carpenter & Son, Winona; Griffith & Woolverton,
Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

RASPBERRIES

Best Berries. **Cheapest Price.**

PURE JAMS and JELLIES

If there is one thing you may be sure of, Mr. Grocerman, it is this: No Jams or Jellies have been put on the Canadian market that can surpass the **E. D. S. BRAND**. When you know how my goods are made and what they are made of, the explanation is simple. To start with, I use only the purest fruit. I use only the finest grade of granulated sugar. I pack the fruit the day it is picked. I do the preserving in my own Fruit Preserving Factory. Order a supply of my **STRAWBERRY PRESERVES** and **CHERRIES** in heavy syrup, and realize what **E. D. S. BRAND** means. Order **NOW**.

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

MASON & HICKEY

108 Princess Street, Winnipeg, Man., Agents for West
Carry Stock of Jams, Jellies, Preserves, Etc.

DRIED FRUIT I handle fine lines of CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co. TH. J. PSIMENOS 4 Cullum St. E. C.
St. John—J. Hunter White LONDON, Eng.

FOR JULY'S HOT WEATHER

Georgia Water Melons
California Valencia Oranges, "Golden Orange" Brand; Best Orange Grown.
Fancy New Lemons, Fancy Ripe Bananas, and other goods.
Prices and Quality Always Right.

HUGH WALKER & SON, - - GUELPH, ONT.

"CROWN BRAND" FRUITS

If you want to get quotations on seasonable fruits, write or wire me, no matter in what part of the province you live. I pick, pack and personally see to the shipping of my goods. I guarantee them because I know they are first-class in every case. Are you looking for the best fruits at fairest prices?

E. L. JEMMETT
GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S Cream Soda Biscuits

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

WE HANDLE THE FINEST LINE OF

TURKISH DELIGHT

— IN CANADA. —

JOBGING AND RETAIL TRADE SUPPLIED. WRITE FOR PRICES AND FREE SAMPLES.
H. W. HUNT & CO., 34 Church St., - - TORONTO, ONT.

QUEBEC MARKETS.

Green Fruits.

Montreal, Aug. 2, 1905.

THIS week began under very unfavorable conditions. A heavy and steady rain practically paralyzed business, not to mention the cool weather. California fruits continue to arrive in fair lots and meet with a ready demand. However, the local market is somewhat short this week. The receipt of bananas was again far below the average; only fifteen cars of them came in. Dealers report a continued good demand for bananas. Pears, still scarce, sell well at \$3.50 per box. There are but few oranges, which do not sell fast. Lemons, as usual, are at tip top prices; in fact, between \$5.00 and \$6.00 a box, and in good demand. Peaches and plums are still in favor and sell quickly at quotations. They are not too plentiful. Pineapples and raspberries are nearly out; some of the latter are selling at 10c. to 12c. per box, but not in great favor.

Watermelons are said to be very scarce, and in favorable demand. Lots of coconuts are on the market, and sell well at \$3.00 per bag. We quote:

Pears, boxes.....	3 00	3 70
Plums, crate.....	1 75	2 25
Peaches, box.....	1 25	1 50
Apricots, crate.....	1 25	1 40
Apples, bbl.....	5 00	6 50
Dates, per lb.....	0 04	
California cherries, box.....	3 00	
Bananas.....	1 75	2 15
Coconuts, per bag of 100.....	3 00	3 25
Pineapples, 24 to case.....	5 50	
30 to case.....	4 75	
Jamaica grape fruit, per box.....	5 00	5 50
Florida grape fruit, per box.....	5 00	
California navel oranges, per box.....	4 75	5 50
New Messina lemons 30's.....	6 00	
360's.....	5 00	
Apples Winter varieties.....	4 00	7 00
Sweet potatoes, per bbl.....	6 00	
Tomatoes, Floridas, crate.....	2 75	
Strawberries.....	0 10	0 12
Cantaloupes, per crate.....	6 00	
Watermelons, each.....	0 30	0 35
Raspberries.....	0 10	0 12
Blueberries, per box.....	0 80	

Vegetables.

The Quebec vegetable market is not very active this week owing to rainy and cool weather. Still a fair demand keeps up and stocks move slowly and steadily at practically the same figures as last week. Home grown vegetables, such as cabbage, celery, cucumbers, and potatoes, have the best of the trade, while onions, in great lots, are a drug as well as radishes. We quote:

Canadian celery, per doz.....	0 40	
Jersey tomatoes, crate.....	1 50	
Tennessee tomatoes, 4 lb. crate.....	0 70	0 75
Mississippi tomatoes, 4 lb. crate.....	0 75	0 80
Bermuda onions, per box.....	1 50	
Green and wax beans, per bag.....	0 40	0 50
Potatoes, carlots.....	0 65	0 55
Less than carlots.....	0 65	0 70
Bunch lettuce, per doz. bunches.....	0 50	
Canadian radishes, per doz. bunches.....	0 05	
Mint, per doz. bunches.....	0 10	
Parsley.....	0 35	0 75
Sage, per doz.....	1 00	
Savory, per doz.....	1 00	
Beets, new, per doz.....	0 50	0 60
Egg plant, per dozen.....	2 00	
Green onions, per doz.....	0 10	0 15
Egyptian onions, per lb.....	0 02	
Yellow onions, in 80-lb. bags, per bag.....	2 50	
Green house water cress, per doz.....	0 50	
Waxed beans, per bag.....	0 40	0 60
Cauliflowers, home grown, per doz.....	2 50	
Green peppers, per basket.....	0 75	
Cranberries, per bbl.....	10 00	
New potatoes, barrel.....	1 75	2 00
Mon real cu umbers, dozen.....	0 15	0 20
Home grown cabbage, pe doz.....	0 25	0 40

A combination has been entered into between the principal packers and growers of California raisins to be known as the Central California Raisin-Packing Co.

PICKLING SPICE

The approach of the Pickling Season warrants your getting in the best Spices obtainable. Our Whole Mixed Pickling Spice (19 varieties) is the best selected and finest on the market. Write us for sample and prices. Value will surprise you. Quality will please your customers.

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention.



White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD

ONCE USED, ALWAYS USED

Most Attractive Package on the market.

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



Why not handle the Best Goods,
That give you the Best Profit,
And that are the Best Sellers?

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer
for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.



Grocer:

If you do not
handle **MOKARA**
ask your jobber
for it. Write us
for particulars.

It is the **Best**
and cheapest of any
Tea or **Coffee**
substitute on the
market.

MOKARA is a
home drink for
everybody.

Shows the
dealer a handsome profit. The
price is within reach of everybody.

Ask your Jobber or write us.

Mokara Mills

21, 23, 25 Gosport Street, - - MONTREAL

SIDE BY SIDE



Borden's

"Eagle" Brand Condensed Milk
and

"Peerless" Brand Evaporated Cream

have won the confidence of the public and
the trade as the TWO BEST milk products
on sale. Don't be without them.

Ask your jobber, or write to

William H. Dunn, Montreal

JOS. IRVING, 92 Wellesley St., TORONTO.
ERB & RANKIN, SCOTT, BATHGATE & CO.,
Halifax, N.S. Winnipeg, Man.
W. S. CLAWSON & CO. SHALLCROSS, MACAULAY & CO.,
St. John, N.B. Victoria and Vancouver, B.C.

CONSUMPTION OF TEA, 1904-05.

William, James and Henry Thompson, London, England, publish the following statistics of the consumption of tea in foreign and colonial countries during the year 1904-05 :

Indian			
	Direct.	via London.	Total.
To Russia and China	8,828,300	3,290,100	12,118,400
" United States & Canada	12,510,800	2,246,800	14,757,600
" Hong Kong	1,205,300	.....	1,205,300
" Australasia	6,579,800	.....	6,579,800
" Egypt	441,900	63,900	505,800
" Rest of Africa	137,400	2,099,500	2,236,900
" S. America & W. Indies	4,100	1,374,000	1,378,100
" Germany	998,000	790,500	1,788,500
" France	45,000	72,600	117,600
" Austria	36,100	63,500	99,600
" Turkey	4,312,200	304,000	4,616,200
" Rest of Europe	123,100	2,189,300	2,312,400
" Bombay and Persia	6,149,200	.....	6,149,200
" Elsewhere	1,250,000	194,400	1,444,400
Total	42,563,200	12,688,600	55,251,800

Ceylon			
	Direct.	via London.	Total.
To Russia and China	12,944,400	3,401,800	16,346,200
" United States & Canada	11,700,700	5,028,600	16,729,300
" Australasia	23,723,400	.....	23,723,400
" South Africa	312,400	1,340,000	1,652,400
" Egypt and E. Africa	429,000	115,500	544,500
" S. America & W. Indies	75,900	1,646,800	1,722,700
" Germany	1,153,400	518,200	1,671,600
" France	604,900	138,400	743,300
" Austria	143,000	62,100	205,100
" Holland and Belgium	272,400	487,200	759,600
" Sweden, Norway and Denmark	169,500	341,900	511,400
" Malta	456,400	50,000	506,400
" Turkey	100,900	60,200	161,100
" Rest of Europe	44,700	634,000	678,700
" Elsewhere	1,488,400	197,500	1,685,900
Total	53,670,400	14,072,200	67,742,600

Java			
	Direct.	via London.	Total.
To Holland	12,952,500	205,800	13,158,300
" Russia	980,900	1,897,100	2,878,000

To Australasia	272,900	.....	272,900
" United States and Canada	.....	163,800	163,800
" Germany	78,800	149,800	228,600
" Singapore and China	559,900	.....	559,900
" Elsewhere	378,200	308,900	687,100
Total	15,223,200	2,725,400	17,948,600

China			
	Direct.	via London.	Total.
To Russia	86,011,000*	2,616,900	88,627,900
" United States & Canada	50,233,300	1,003,600	51,236,900
" Rest of Europe	11,133,800	4,185,700	15,319,500
" S. America & W. Indies	.....	1,045,700	1,045,700
" Australasia	1,232,700	.....	1,232,700
" Morocco and Tripoli	.....	2,695,100	2,695,100
" Batoum, Bombay and elsewhere	9,028,700	590,500	9,619,200
Total	157,639,500	12,137,500	169,777,000

Exports from Japan			
	GREEN (Pan-fired)	UNCOLORED (Basket-fired)	Total
To United States	22,097,800	13,841,900	35,939,700
" British North America	3,860,400	1,556,800	5,417,200
" China and Straits Settlement	188,900	135,800	324,700
" United Kingdom	42,200	22,300	64,500
" Elsewhere	54,400	68,500	112,900
Total	26,243,700	15,625,300	41,869,000

WEST INDIA GOSSIP.

One is to judge from the Daily Telegraph, of Kingston, Jamaica, the planters and traders of that colony are up in arms because Canadian refiners are about to withdraw the bounty or extra allowance which they have been paying on Jamaica raw sugar. For some years raw sugar from the British West Indies and British Guiana has been entitled to a tariff preference of one-third of the whole duty. It appears that not long after the extension of the original preference tariff, Canadian refiners importing from Jamaica made

an arrangement, according to which the dealer at the Jamaica end got half the preference in the shape of a direct cash allowance. The refineries have now given notice that this special adjustment of the preference will cease; so that hereafter shippers and producers in the British West Indies will get just so much advantage of the preference as the law of supply and demand calls for. In other words, they are to be placed upon the same footing as producers and shippers of preferred goods in other countries, and not, as the Telegraph asserts, denied the advantages of the preference.

S. L. Horsford, commercial agent to St. Kitts, Nevis and Virgin Islands, reports a falling off in exports of raw sugar to Canada owing to the inability of Canadian refiners to handle more than present accumulations. Mr. Horsford says the balance of the crop will probably be shipped to the United Kingdom.

Gordon, Grant & Co., Port-of-Spain, Trinidad, in their latest market report, advise restricted inquiries for flour and easier prices. Pork and lard are in supply and selling slowly at steadily declining prices. Pork loins, ribs and shoulders are inquired for. Family beef is held for full prices, stocks being light. Oats are improving in value. There have been no late importations of Newfoundland cure fish which is now inquired for. Haddock is salable, but for all kinds of pickled fish the demand has almost disappeared and values are nominal.

LARGEST SALE IN THE WORLD



KING OSCAR SARDINES

- Choicest Small Fish.
- No Bones or Scales.
- Purest Olive Oil.
- Handsome Wrapped Can.
- Patent Opener, No Solder.

THEY ARE THE STANDARD

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

“ ACADIA ” BRAND

**STRICTLY BONELESS
PREPARED CODFISH**

is always a good asset in a grocer's stock, for it is a food product that keeps well and being done up in convenient packages is not wasted. It is packed in 2-lb. non-porous wooden boxes, 1 dozen to the crate, and 1 lb. tablets, 20 lbs. to case.

BLACK BROS. & CO., Limited

AGENCIES:

A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

**HALIFAX AND LaHAVE,
N.S.**

SEASON OF 1905



“ CLOVER LEAF ”

BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

**“ ARROW ” RIVERS INLET
SALMON**
BRAND

THE BEST
MEDIUM-PRICED
SALMON OFFERED
TO THE JOBBER

BROKERS

Toronto, - - -	Chas. E. Kyle	Kingston, -	D. Stewart Robertson & Co.
Montreal, - - -	J. Alex. Gordon & Co.	Ottawa, - - -	J. Moffat Ross
Quebec City, - - -	Joseph Winfield	Winnipeg, - - -	Ashley & Thompson
Hamilton, - - -	Alfred Powis	St. John, - - -	J. Hunter White
London, - - -	D. C. Hannah	Halifax, - - -	Grant, Oxley & Co.

There's a Reason

WHY THE PEOPLE USE

LIPTON'S JAMS

THEY WANT THE QUALITY



There's
a Reason

WHY YOU SHOULD SELL

LIPTON'S JAMS

YOU WANT THE PROFITS

ORDER FROM YOUR JOBBER

General Agent for Canada:

J. S. CREED

153 Upper Water Street
HALIFAX, N.S.

Board of Trade Building
MONTREAL

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

MILK CHOCOLATE

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

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

The Consumption of
CHOCOLATES

in Canada
is increasing at a
wonderful rate.

MOTT'S
"Diamond"
and
"Elite"

brands are responsible to a large extent
for this—Their merit has won them favor
everywhere—Are you selling them?

For Sale by all Jobbers.

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

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

WHAT'S IN A NAME ?

In a literal sense, nothing ; in a practical
sense, everything. For instance, when
you see the name

STEWART

you are reminded of chocolates
without an equal for Purity and
Excellence.

QUALITY

has given Stewart's Confectionery a
reputation of

20 Years

The price is right.
Send in your order.

THE
STEWART COMPANY
TORONTO

You Will Find

when you have worked
up a sale of

Southwell's

Jams and Marmalades

that the sales will be as steady
as the swing of the pendulum.

Have you given Southwell's
a fair test?

Frank Magor & Co.

Canadian Agents

MONTREAL



GREIG'S WHITE SWAN

Flavoring Extracts

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

QUALITY—The keynote throughout

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

A TRADE WINNER FOR GROCERS.



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

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

"MADE IN CANADA"

The Best Cereal Food to Eat, and
the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat BISCUIT and TRISCUIT.

TRISCUIT is a CRACKER, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat BISCUIT is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

During the Hot Weather**VAN HOUTEN'S COCOA****Soothes the Tired Nerves**

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

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

HOLIDAY TIME.

There are days in one's lifetime when everything seems like the beautiful pictures we see in our dreams; When life runs its smoothest and troubles are few. With nothing to fret us and nothing to do; When the clouds are of silver, their linings of gold; When the leaves on the trees sweet songsters enfold; When the woods and the rivers invite one to roam From the haunts of the toiler, to Nature's own home; When the winds whisper softly o'er hillside and plain, Sweet stories of harvest in the golden-eared grain; When the kine by the wayside lie basking in shade. And the wood sprites invite us within their cool glade; When the sly, chirping chipmunk pops out of his log, And the wood-pecker taps the old tree near the bog; When the whirr of the humming bird sipping the flowers, Allures one to rest in the loveliest bowers. When the world holds no discord, all things are at peace— 'Tis in holiday time when I take my good ease.

W. H. S.

OFF FOR THE HOLIDAYS.

WE wish to supplement our Travelers' Directory by the following information from Lucas, Steele & Bristol, Hamilton, which arrived too late for publication in last week's issue of The Grocer.

The Walnut King, who is well known up north, goes fishing, and will try his hand at black bass in the Dorset direction.

Mr. Harris and Mr. Tobias, the ladies' men of the company, will be at "home" during the holidays—a very good place for them.

Tommy Edwards, attracted by the big wages in the west, starts for Winnipeg on Tuesday, but his friends expect to

see him pretty soon tire of wheat cutting.

Orten, the Jr., is expected to make hay while the sun shines in more ways than one.

Jimmie Price and Nat Irwin have chartered something and are likely to be seen very often on the lake between here and Toronto.

George Foote finds the breezes up north so palatable that he wants no holidays at all.

THE PRACTICAL GROCER.

THE grocer or provision merchant who wishes to increase his practical knowledge of the many matters that have a direct bearing upon the grocery and allied trades, must get outside of his own four walls as much as possible, in thought, if not in being. Failing actual contact with the successful men of the period, he must in some way acquaint himself with their methods, and obtain their ideas on matters pertaining to business prosperity. To serve this purpose the Gresham Publishing Co., of London, England, have recently issued a most valuable work in four volumes, The Practical Grocer, the aim of which is to bring together within reasonable compass all the most useful information and advice to the grocery trade and to the trades usually allied with it. Although it is not too deep or abstruse, it almost makes a science of the grocery business. There is an immense amount of information contained in the work and whole sections of it are devoted to the several branches of the business. It is full of hints that will be valuable to any ambitious grocery man and contains a series of separately printed plates and numerous contributions by trade experts and specialists. The Gresham Publishing Co. are ready to send specimen sheets, etc., to the readers of The Grocer who send in their names.

AGENCY WANTED.

A responsible London, Eng., firm of importers is inquiring for Canadian food products for which an agency is desired. Extract of beef is especially mentioned. The name of this firm may be obtained by communicating with the Toronto office of The Canadian Grocer.

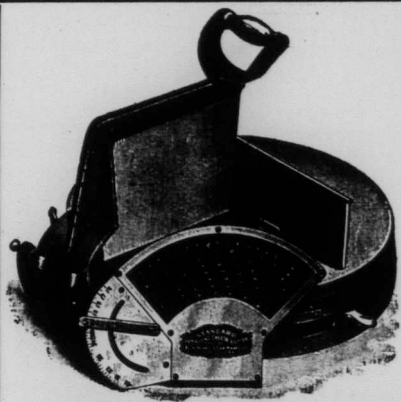
**Perfection Cream Sodas**

by another name would sell just as good. It's not the name. It's the make—what goes into these biscuits: the class of flour, the baking, the handling, the packing. That's what tells.

Perfection Cream Sodas

are packed piping hot from the ovens—none of your cold, lifeless biscuits. They are packed in moisture proof paper and air-tight tins. You are a grocer. Why not this trade?

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



THE STANDARD COMPUTING
CHEESE CUTTER

THE ONLY ABSOLUTELY
ACCURATE AND COMPLETE
COMPUTING CHEESE
CUTTER MADE, GIVING
MONEY VALUES AND WEIGHTS
AT THE SAME TIME.

THE WALKER PIVOTED PIN & STORE FIXTURE CO., 516 Board of Trade Building TORONTO

*In a class
by themselves*

There are a good many reasons why our pickles should be better than others. For instance, the cultivation and picking of the vegetables is done under the supervision of an expert in our employ; this way we get vegetables away above the average, and they come to the salt house in perfect condition not later than five hours after having been taken from the vine. This is an important thing, as it makes them firm and crisp, not tough and leathery. Brined in dairy salt and filtered water, everything is done that will guarantee perfection and cleanliness. They are cut small so as to thoroughly absorb the spices and vinegar. Put up in the best pails we can obtain, absolutely air-tight, they will keep firm and fresh much longer than any other pickle on the market. 1 gall. pails 75c., 2 gall. \$1.40, 3 gall. \$1.95, 5 gall. \$3.00, 10 gall. \$5.50. Barrels and half barrels 45c. gall.

These prices are subject to a discount depending on the quantity ordered.

THE OZO CO., LIMITED
MONTREAL

N.B.—We have an illustrated Price Current of our products, that is certainly worth the post card that will bring it.



It Pays You.
WHY?
IT is the highest quality.
is a popular price.
is 40 per cent. profit.

Holbrook's
WORCESTERSHIRE
Sauce

Is the Premier of the
Acknowledged
Sauce
World



25c. Per Bottle

25c. Per Bottle

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

Full Profit

Is yours when
you sell

ORANGE MEAT

The **JUMBO** package
at 25c gives 2½ times
as much as a package
of other foods selling at
2 for 25c, which renders

ORANGE MEAT

equal in price to the
10c. goods, while being
vastly superior in qual-
ity. The public gain
as well as you. They
also get the coupons.
We have added new
premiums and extended
the time. Old coupons
are good for new prem-
iums. Hang up the
posters

**The Frontenac
Cereal Co., Limited**

KINGSTON, ONT.

Flour and Cereal Foods

MEXICAN DUTY REDUCED.

ACCORDING to latest reports, the Mexican wheat crop will fall some 33 per cent. below the average this year. Already the price has risen to more than \$1.50 (gold) per bushel of sixty lbs. In consequence of farmers holding for a still further advance, the duty has been reduced by Government decree, from five cents. per kilogram, about seventy-five cents (gold) per bushel, to one and one-half cents per kilogram, or about twenty-three cents per bushel. This reduction in duties, will, with wheat at its present price in the north, have the effect of reducing its price to about \$1.40 per bushel.

The decree reads as follows: "Wheat imported through the custom houses of the republic from this date (June 27) until August 31 next, inclusive, will be subject to a duty of one peso and fifty cents per 100 kilograms, gross weight." There will undoubtedly be a large amount of the staple imported from the United States during the next two months. Whether or not Canadian dealers might, with the transportation facilities at their disposal, make a bid for a part of this trade, is a matter for them to determine. It will rest entirely with the executive as to whether or not the time limit for these importations shall be extended. Should the situation not be sufficiently relieved by that date, there is every reason to suppose it might be. In this case Canadian exporters should certainly find themselves in a good position to command a large proportion of this trade. On account of the all-rail haul and high freight rates, the only wheat that can be shipped to Mexico from the United States is from Colorado, Kansas, Oklahoma and districts not farther distant. Canada would be favored with an all-water route and a superior grade of grain to any produced as far south as the points mentioned.

Up to the present time all of the malt used in Mexican breweries has been imported. Recently a concession was granted, and a large plant is now in course of erection for the manufacture of malt in Mexico City. The plant will be ready to begin operations this Fall and will have an initial capacity of 600 bushels of barley daily, which later is to be increased to 1,200 bushels. With the superior grade of Canadian barley, so well adapted for malting, and with a regular steamship service from Montreal, Canada should practically control the supplying of this demand. There is considerable barley produced in Mexico, but very little of it is adapted to the manufacture of malt. Besides, the local price never goes below fifty cents per bushel of 56 pounds, and

it is generally considerably higher. As the terms of the concession permit the free importation of foreign barley, the only serious consideration is that of freight.

AUSTRALIAN VS MANITOBA FLOUR.

LARGE quantities of Australian flour are at present being sent to the various South African markets, according to C. M. Kittson, Canadian commercial agent to South Africa. This flour is what is known in Canada as the "soft" variety, and is similar to the best grades of Ontario flour. Manitoba flour commands a considerably higher price than Australian flour, the premium paid for the best Manitoba article sometimes amounting to 7s. (\$1.68) per bbl., although as a rule a premium of 5s. (\$1.20) per bbl. can be obtained without difficulty. This is due, doubtless, to the superior flavor of the Manitoba product and to its greater capacity for water absorption.

TO BOYCOTT U. S. FLOUR.

It is rumored that the Chinese boycott against American goods has gone into effect; that the big milling and flour companies in the United States have received stop orders from their agents in the Orient, and that existing contracts have been cancelled. China buys about \$220,000,000 worth of foreign goods annually. Of this amount, about \$20,000,000 comes from the United States.

CEREAL NEWS.

The Canadian commercial agent at Birmingham, Eng., complains of the irregularity of Canadian shipments of flour and oatmeal.

Two grain elevators at Shelburne, Ont., owned by E. Bowick, were destroyed by fire on July 26. Loss partly covered by insurance.

The Lake of the Woods Milling Co. have about completed a large addition to their elevator at Keewatin to further facilitate the cleaning and handling of wheat. The capacity of the Keewatin elevator is now 650,000 bushels.

The Frontenac Cereal Co., Limited, Kingston, have erected a new mill adjacent to the present plant, to be used exclusively for the manufacture of Orange Meat. The increased capacity means double the output of this cereal, and will enable the company to engage more extensively in the manufacture of flour, cornmeal, etc. The new mill has four storeys and basement.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

"ENTERPRISE" PAYS

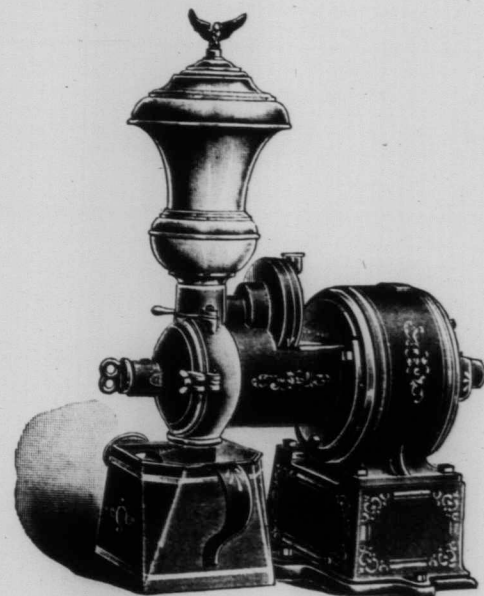
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: ::

The illustration shows our mill No. 83 fitted with $\frac{1}{4}$ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize $\frac{1}{4}$ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.

THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.



Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

TOBACCO TO THE FRONT.

THE way to sell tobacco is to keep it to the front. A half-hearted department is only a weakness to the store. It takes up valuable space, which might be devoted to something else, and unless the tobacco department is made to pay, it should give place to something else. But there is no reason why it shouldn't pay and pay well. The richly-furnished cigar stores, with their heavy expense in rent and advertising, show how profitable is this stock. If a store can be kept on this trade alone, with expensive fixtures and highly-paid salesmen, how much more can a grocery store make this department pay, which is subject to no extra expense in rent, selling force, heating, lighting, or anything else which goes to make up the extraordinary expenses of a straight tobacco store.

The grocery store is well suited to carry on a good trade in tobacco. It has a constant flow of customers in and out. Its stock is brought to the attention of far more men than could be possible in an exclusively tobacco store. It can transact business with the utmost profit, since its expenses are relatively low. These points should be sufficient to indicate the possibilities in a tobacco stock. Infuse life into this department and get the benefit of the profits accruing from it.

THE CIGAR FACTORY READER.

HE is a singular figure, this paid reader, found in virtually every one of the large Havana cigar factories and many of the smaller galeras. When an American corporation acquired one of the famous Havana brands some time ago and housed it in a great new building at 10 Zulueta, it was decided that no reader would be permitted to practice his calling in the galeras. Within a few months all the cigar-makers in this readerless factory became mutinous and went upon a strike, and as soon as the difficulty was settled the readers were admitted. The factory at 10 Zulueta now has three of them.

"It keeps the tabaqueros quiet," explains the Spanish foreman. The American superintendent adds that cigar-makers in Cuba cannot talk unless they use their hands, so reading increases the output of the plants. But the tabaquero works wholly by the piece, so that time wasted is his own loss. Reading is "quieting" in that it gives active minds something wholesome to think about.

The reader sits aloft in a small railed box resembling a pulpit placed at the centre of the workroom, so that his voice may carry to all parts of the galera. He reads three hours daily, commonly in the afternoon. By long custom half of this time is given up to newspapers, chiefly those of Havana, though some readers of more than average education read from American papers, translating as they go. The remaining hour and a half is given up to novels, and the character of those select-

ed speaks much for the taste of the tabaqueros.—Ex.

AMERICAN TOBACCO CROP.

The preliminary report on the acreage of tobacco, as made up and published in June, showed a large increase in acreage in both the burley and dark tobacco districts of the west. This showing was criticised, and, errors having been found, the report has been revised, with the effect that the actual acreage is really much smaller than was early indicated. In the cigar-tobacco districts Wisconsin alone shows a decrease from 1904, all the other cigar-leaf districts showing gains. In the chewing, smoking and export types the notable gains are in the bright yellow tobacco belt of North and South Carolina and in the eastern Ohio export section. The burley district of Kentucky shows a slight increase, while the dark tobacco districts show decreases. Condition in the cigar districts is uniformly high and in the burley district it is above 90, but in the rest of the chewing and export tobacco districts it is generally below the latter figure.

ANTI-CIGARETTE CAMPAIGN.

An anti-cigarette wave is passing over the United States. In several States, already stringent laws have been passed absolutely forbidding the sale or use of the seductive smoke. In Indiana it is a criminal offence to have a cigarette on one's person. Wisconsin is also getting in line, and it is difficult to see where the movement will stop.

The indiscriminate sale of cigarettes to

minors has, no doubt, been largely responsible for this great public sentiment against them. No one deprecates this class of business more than the manufacturers and honest dealers. But it may be pointed out that sumptuary laws in which this anti-cigarette legislation may be classed, have never yet accomplished what they have set out to do. Unless the public are convinced of the wrongness of an act, no law will be sufficiently strong to keep them from it. Paternal government has gone out of fashion, and when a state legislature says to the adult citizen that he shall not smoke a cigarette, it begins to look like an unnecessary curtailment of individual liberty.

EMPEROR WILLIAM'S PIPE.

Emperor William likes a cigar, but, according to recent reports from Berlin, he now declares that no cigar is comparable to good tobacco smoked in a good pipe.

In his smoking room there are several pipes, but some he has never used, and there is only one which he constantly uses. A beauty it is, having been fashioned by an artist from a design furnished by the kaiser himself.

The bowl, which is larger than usual, is of meerschaum; the stem, which is rather long and delicate, is of Turkish wood; a finely-carved cluster of leaves ornaments the bowl, and a large silver W, on which a silver bird is perched, decorates the stem.

In this pipe the emperor smokes Havana tobacco which is specially prepared for him.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

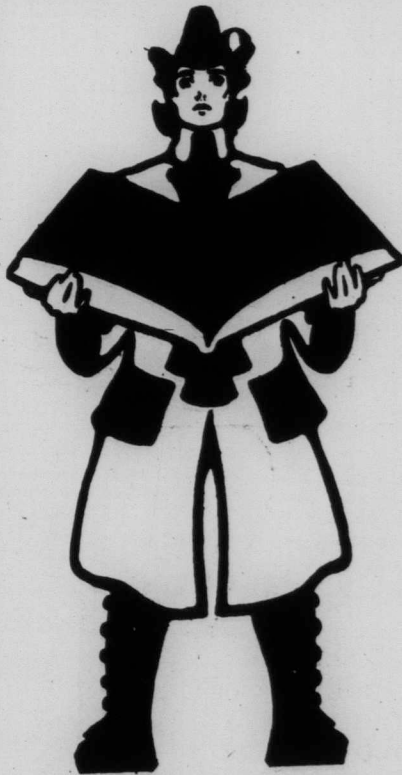
It's a Trade Bringer.

OPPORTUNITY

These happy fellows have each got a **Pharaoh Cigar**. Their grocer supplied them. He kept his stock tastily arranged in a neatly-polished case. Hundreds of other grocers are doing the same thing—that is, keeping the stock, getting the orders. It is just a matter of giving the cigars a measure of your attention. You could put 1,000 (assorted) of my cigars in your store to-morrow, sell the **Pharaoh** at 10c. and the **Pebble** at 5c., and receive handsome returns. You would be surprised at the number of smokers who pass in and out of your store. Will you try a thousand on the fairest terms ever offered?—I will take back at end of three months, at invoice price, all cigars unsold!



J. BRUCE PAYNE, LIMITED, MFRS. - GRANBY, Que.



Read Them Out

Go over the Order Books, Sales Books, of grocers anywhere, and you will find more entries of **T & B** than of any other tobacco. That is proof grocers are buying it, smokers are buying it; and more—buying it in good quantity. Any grocer is safe in ordering a big stock of **T & B** because smokers have learned to buy from their grocer. This means profitable trade. Your share of the trade depends upon your supply of

T & B

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

TRADE ENQUIRIES.

THE following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries with their addresses, may be obtained on application to the Toronto office of The Canadian Grocer.

856. A gentleman in South Africa wishes to correspond with exporter of liquid eggs in 4 lb. tins.

858. A Cape Town commission house with a first-class connection all over South Africa, is desirous of representing in South Africa, on commission, Canadian exporters of cheese, eggs, flour, wheat, oats, etc.

861. A Bristol firm invites correspondence from Canadian manufacturers of casein.

868. A South African exporter of kaoline clay for use of china potteries, wall paper and colored cotton manufacturers, desires to get into communication with importers of this article.

MARKET FOR WRAPPING PAPER.

A FAIR business in Canadian wrapping paper might be done in South Africa if proper means were taken to work the market, says C. M. Kittson, commercial agent to that country.

The variety for which there is the most demand is known locally as "Gold Oehre," 29 x 45 and 46 x 36, 30, 45, 60, 80, 100 and 120 lbs. to a ream of 480 sheets, for which the European manufacturer is at present quoting £8 8s. 6d. (\$40.92) per ton of 2,240 lbs. f.o.b. Gothenburg, Sweden or Hamburg, Germany (free packing). Other varieties in demand are: Parchment Brown, quoted by European exporters at £12.10 (\$60.72); Drab Sealing, quoted by European exporters at £15.10 (\$75.30), per ton of 2,240 lbs. f.o.b. Gothenburg or Hamburg (free packing); Natural Cap and Lumberhand.

The Rhodes Fruit Farms, Limited, P.O. Groote Drakenstein, Cape Colony, import fruit wrappers in lots of 2,000-1000 sheets. These sheets measure 10 x 10 inches, and have the Rhodes Fruit Farms' trade mark printed thereon. The present supplier of these wrap-

pers is quoting 38 3-5 cents per 1,000 sheets, c.i.f., Cape Town. Samples of all the above varieties may be procured on application to the superintendent of commercial agencies, Department of Trade and Commerce, Ottawa, or to the Canadian commercial agent, Cape Town.

COMPANIES INCORPORATED.

The Ateshian Tobacco Co., of Montreal, share capital \$20,000, purposes to cure leaf tobacco and deal in tobacco in all its forms. The directors are: C. Ateshian, H. Keller, G. Boon, J. A. Trickey, and F. Westergaard, all of Montreal.

Sugars, Limited, of Montreal, with share capital \$20,000, have been incorporated to take over the business of Sugars Co., Montreal, and to manufacture and deal in sugar, syrups and confectionery, etc. Directors: J. W. Blair, C. A. MacMillan, J. W. MacMillan, and T. Keyes, of Montreal; and H. V. Shaw, of Westmount.

SAILED FOR MEXICO.

The steamer Anglo, the first of the new Canadian-Mexican line, sailed from Halifax on Thursday, July 27, heavily laden with Canadian products for Cuba and Mexico.

NEW PUBLICATION.

The latest addition to the Trade Press is *Eli Grocer and General Merchant*, which is soon to appear in St. Louis, Mo. The new publication will be in book form, and will be edited and managed by Mr. R. E. Lee, formerly of The Interstate Grocer.

INCREASE OF TRADE.

The Salada Tea Co. are sending to all their customers a statement of their increase in trade during the first twenty-six weeks of this year over the corresponding twenty-six weeks of last year. Their increase amounted to 256,686 lbs., or, averaging chests at 90 lbs. each, they had an increase of 2,852 chests in the six months.

They point out that of this increase in the six months, 108,853 lbs. was made in Ontario and the Northwest, and that this is the fifteenth year that Salada has been before the public.

GROCERIES AND OIL ODORS.

It is but a natural conclusion that grocers' customers should object to having their purchases spoiled by the odors of oil. With the old style oil tanks it was almost an impossibility to prevent the spilling of oil over the hands and thereby tainting all articles handled after the filling of the oil can. You can't always take time to wash your hands when your store is full of customers.

The Bowser Self-Measuring Oil Tank does away with this disagreeable feature of selling oil. The customer's can is placed under the pump or hung under the nozzle, one stroke of the crank, and the accurate measure has been given—not a dot over or under measure, perfectly clean hands, a clean floor and a clean tank. The tank can be placed in between coffee or flour sacks and there would not be the slightest danger of contaminating the groceries.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—

McDOUGALL

Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland

Are You Putting in Any Time **PUSHING** the

KING BUFFALO CIGAR

It's worth the trouble. Look here for an opportunity! \$35.00 per M., express paid on sample hundred if cash accompanies order; also on all time orders of ½ M. or over. **KING BUFFALO CIGARS** are packed in **wax-lined pockets**, which keep the cigar from getting too dry. Smokers, return pockets, and thereby secure set of fine Art Pictures.

CANADA CIGAR CO., Makers - LONDON, ONT.

A PAIR OF WINNERS

Edwardsburg "Silver Gloss" Starch

For fifty years has held the first place in the favor of Canadian housewives and laundresses, a starch that meets the most exacting requirements of summer whitewear, a starch that never fails to starch.

Benson's "Prepared Corn"

A table delicacy that proves appetizing when the Dog-days prove too much for the appetite. Light, delicious, and easily made ready for the table, it is a welcomed item on the household menu.

An Edwardsburg window, Mr. Grocer, would be very seasonable and attractive. Try it and see how your sales increase.

TO BE HAD FROM EVERY JOBBER.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, PQ.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un-numbered.	Covers and num.	Coupons
In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3c.

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	12 "

BRUNSWICK'S EASYBRIGHT
WATER-PROOF CLEANER
CLEANS EVERYTHING.

Per doz.
4-oz. cans \$ 0.90
6-oz. " 1.35
10-oz. " 1.85
Quart " 3.75
Gallon " 10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packages, \$ per box, or three boxes for \$3.50.

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	25
" " groats	1-lb. tins	25
" "	1-lb. tins	25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.
Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 85
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case, per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 0 06 1/2
7 and 14-lb. wood pails, per lb. 0 06 1/2
30-lb. wood pails " " 0 06 1/2
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case, per lb. 0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb. 0 06 1/2
30-lb. wood pails " " 0 06 1/2
Home Made Jams—
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. \$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb. 0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	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	....

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.

Wetthey's condensed, per gross net \$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—
1-lb. tins per lb. \$ 0 35
1-lb. tins " " 0 35
1-lb. tins " " 0 32 1/2
4-lb. jars, per jar 1 30
1-lb. jars " " 0 35

Old Crow, 12-lb. boxes—
1-lb. tins per lb. 0 25
1-lb. tins " " 0 23
1-lb. tins " " 0 22 1/2
4-lb. jars per jar 0 70
1-lb. jars " " 0 25



Orange Meat.

Cases, 36 15c. packages... \$4.50
5 case lots... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass... \$1 50
" " quart gem jars... 3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case... per doz. \$1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06 1/2
Golden shred marmalade, 2 doz. case, per doz. 1 75

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz. \$ 2 30
Corked " " 1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) \$1 45

Soda.

GOO BRAND.

Case of 1-lb. containing 60 pkgs., per box, \$3 00.
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND

No. 1, cases, 60 1-lb. packages	per case. \$ 2 75
No. 2, " 120 1-lb. " "	2 75
No. 3, " 30 1-lb. " "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs. } case
" " 10 oz., cases, 96 pkgs. }
" " 16 oz., cases, 60 pkgs. } \$3 00

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
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