

**PAGES  
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

767

# THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, JULY 6, 1906.

NO. 26

A Line Without a Competitor

Now is the time and  
season to remember  
that

Keen's



Oxford Blue

is a sure, safe and steady seller. All jobbers stock it.

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

STARCH

Benson's

"Prepared" Corn and

Edwardsburg

"Silver Gloss" Starch

These two lines in your stock speak for judgment  
in buying; they also make for steady trade and profit.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1888

25 Front St. East,  
TORONTO, CAN.

Montreal,  
QUEBEC, CAN.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27



## Your Soap Trade

Develop it.  
 Make the most of it.  
 Make it pay.  
 Properly handled, it's a profitable part of your business.  
 Soaps sell all the year round.  
 Soaps of quality—they please, not only sell more easily and in larger quantities, but they carry more profit.  
 The Albert Oatmeal Skin Soap gives universal satisfaction by its unique qualities.  
 It's a real skin food.  
 As a general toilet soap for family use, it is a very remunerative line to carry.

### "Albert Oatmeal Skin Soap"

One of the excellent lines manufactured by  
 Albert Soaps Limited, Montreal.

# Redpath

IS

## CANADA'S STANDARD

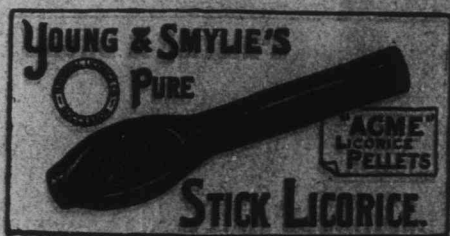
FOR

## REFINED SUGAR

Manufactured by

THE  
**CANADA SUGAR REFINING CO.**  
 LIMITED

Montreal



## National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,  
 R. S. MOINDOE, Agent.  
 Montreal Depot, 31 Bonsecours St.,  
 J. M. BRAYLEY, Agent.

# Molasses

We are prepared for

## SPRING TRADE

with a splendid assortment of the Standard Grades:

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

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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



THE CANADIAN GROCER

# Instant Powdered



This is put up in packets  
making one quart of rich  
**Gelatine.**

---

It dissolves **instantly** in hot  
water.

The **Standard Gelatine** of the **World**

---

**ARTHUR P. TIPPET & CO.**

Montreal and Toronto.

General Agents.





# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOS, W. I.**

**JONES & SWAN**  
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.  
CABLE ADDRESS—JONESSWAN, BARBADOS.  
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.  
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Ladhamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQueune, Paspébiac.

**CHARLOTTETOWN, P. E. I.**

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

**HALIFAX, N. S.**

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

**MOOSE JAW.**

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

**MONTREAL.**

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

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

**TORONTO.**

**W. G. A. LAMBE & CO.**  
Toronto  
Grocery Brokers and Agents.  
Established 1885.

**W. E. BIDWELL**  
Broker and Commission Merchant  
27½ FRONT ST. EAST  
TORONTO

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

**W. G. Patrick & Co.**  
Manufacturers' Agents  
and  
Importers  
29 Melinda St., Toronto

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

**TOMATOES  
FIGS**  
W. H. MILLMAN & SONS  
Grocery Brokers  
TORONTO

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

**QUEBEC.**

**P. W. CARRIER**  
COMMISSION  
**GROCERIES, FLOUR, GRAIN**  
Domestic and Foreign Agencies Solicited.  
Hochelaga Bank Building,  
QUEBEC.

**WINNIPEG.**

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

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

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

**Winnipeg Storage**  
in BOND or FREE  
For all kinds of Merchandise.  
Negotiable Receipts Issued.  
Low Insurance  
**TEES & PUISSE Limited**  
Wholesale Brokers and Warehousemen  
WINNIPEG CALGARY EDMONTON

(Continued on page 58)

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BY MAIL  
IF OUR  
TRAVELLERS  
DO NOT  
CALL—

## LOBSTERS—NEW PACK

Although the pack will be 40 per cent. short this season we are offering very close prices on

“BEAVER” brand, ½¢ & 1¢ **NOW IN STOCK.**

## HADDIES—NEW PACK

THISTLE } Special quotations on  
CONNOYS } 5-case lots  
GIDNEYS }

## SARDINES—

We are quoting special prices on both  
**DOMESTIC and IMPORTED**  
Our travellers are showing full line of samples

## SALMON—

We have a very heavy stock of all grades and are quoting under present market prices.  
—DROP US A CARD for special prices if interested—

## FOR HOT WEATHER

Now the hot weather is here, you will make more money selling summer drinks than any other line you can handle—As there is lots more hot weather to come, YOU WILL MAKE NO MISTAKE IN STOCKING UP WITH

## “ROWAT’S”

LIME JUICE  
LIME JUICE CORDIAL  
LEMON SQUASH  
RASPBERRY VINEGAR

IN FANCY  
GLASS STOPPER  
DECANTERS  
TO RETAIL AT

**25** cts.

The best selling and most profitable line on the market.

## “MONTERRAT”

LIME JUICE—

PINTS and QUARTS—

## “SOVEREIGN”—

LIME JUICE

LIME JUICE CORDIAL  
RASPBERRY VINEGAR  
and FRUIT SYRUPS—

GUARANTEED ABSOLUTELY PURE—

Split bottles to retail at 10 cts.  
Pint " " " 25 "  
Quart " " " 50 "

—SPECIAL QUOTATIONS ON ALL THE ABOVE BRANDS—

THE **EBY, BLAIN CO.,** Wholesale Grocers  
LIMITED, TORONTO,



Don't make the mistake

of judging the tea taste of your customers by the colored and sweeping claims of imitators of

## JAPAN TEAS

Don't assume that

because certain teas look like Japan Teas that they have their wonderful natural **flavor, aroma, richness, healthful** and **invigorating** properties. You may **paint** the rose, but it is after all only a dead thing.

Buy and insist upon getting

## JAPAN TEAS

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## 1906 PACK

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Our 1906 pack Fruits, Vegetables and Meats will be, as usual, of the very best quality.

Our factories are now being overhauled, and the newest machinery is being installed where necessary.

We have now over thirty of the most modern-equipped factories in the world.

Our factories being situated in the midst of the Fruit and Vegetable Farms of Canada, ensures goods being packed when at their best.

Our processors have had over a quarter of a century's experience in canning and preserving.

Quality and Cleanliness is the policy rigidly enforced at each of our thirty factories.

Our 1906 pack will be the best ever packed anywhere. We guarantee the quality of all our goods.

**Remember** the brands, viz.: "Canada First," "Auto," "Little Chief," "Log Cabin," "Horseshoe," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River" "Jubilee," "White Rose," "Deer," "Globe," etc.

If you want pleased customers stick to our brands exclusively.

**CANADIAN CANNERS, Limited**



# CEYLON GREENS

The past ten years has been the decade of Ceylon Blacks. In that time the Black Teas of Ceylon have swept all competitors from off the Canadian market. There is no competitor within hailing distance.

The next decade belongs to the Ceylon Green Teas. There is no doubt about it. Merit will tell, and merit and up-to-date methods rest with the Ceylon Tea Growers.

As the Canadian Black Tea drinkers received with enthusiasm the delicious black teas of Ceylon so the Canadians who prefer the green flavor are showing every evidence of receiving the Ceylon Greens.

The grocer who is looking to the future will make Ceylon Greens the leaders in his Green Tea stocks. It will pay now. It will pay even more abundantly in the future.

**CEYLON GREENS      CEYLON BLACKS**

**Are the Teas of the present and of the future**

**OLD**

**Try**

**OLD**

## THE OLD HOMESTEAD FLAVOR

You know how delicious were the fruits and vegetables you used to get on the old homestead. They were delicious, because they were fresh from the garden and still retained all their natural deliciousness.

You have wished many a time that you could taste their like again. Well, you can. You will find that Old Homestead Brand canned goods retain the fresh flavor in a remarkable manner.

### Try Them for Yourself

and you will be convinced of the soundness of our claims. We can make these assertions because we have the goods to back up our statements.

There is no shadow of doubt about it, Old Homestead canned fruits and vegetables are the best line of canned goods that can be bought anywhere. If you supply your customers with the Old Homestead Brand, you will delight them. They will want nothing else. They will want only one thing, and that is **more.**

Send in for a trial order and you will wear the smile that goes with a fat bank book.

**OLD HOMESTEAD CANNING CO.**  
**PICTON, ONT.**



# IMPORTERS ASK OUR PRICES FOR

Valencia Raisins,  
Currants,

Shelled Almonds,  
Shelled Walnuts,  
etc., etc.

Barbadoes Molasses,

West Indian Sugars,  
Maple Sugars,  
etc., etc.

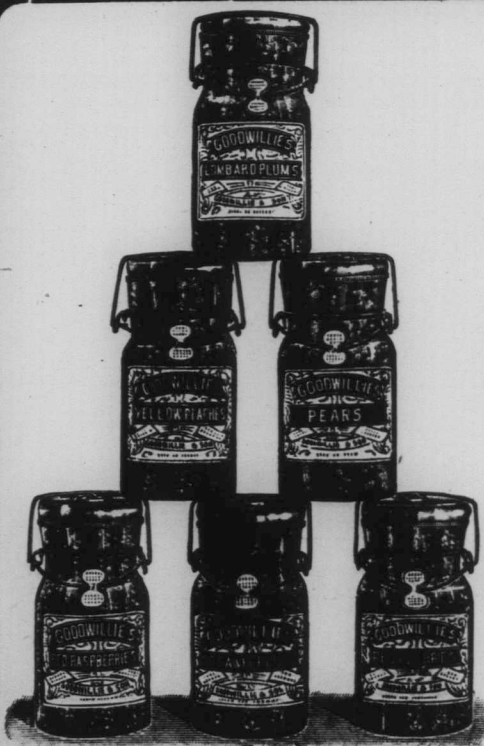
## D. RATTRAY & SONS

Commission Merchants

QUEBEC

Montreal

OTTAWA



THEY

Sell  
Well

Show  
a Nice  
Profit.

Give  
Satis-  
faction.

WHY?

Because they are  
**CANADA'S BEST**  
ROSE & LAFLAMME. MONTREAL

## Are You Looking For a Saleable Specialty

that will satisfy your  
customer and make  
money for you?

### Paterson's Worcester Sauce

exactly fulfils these  
requirements.

ROSE & LAFLAMME  
AGENTS  
MONTREAL



# "BE OF 7

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Order from your  
medal,

# "BE ABREAST OF THE AGE"



"Don't be a Fossil." It doesn't pay. The world is moving pretty fast now-a-days; modern ideas in trade and commerce must prevail. Never mind the past—it's gone. Tallow candles used to be "the light of other days," but who would tolerate them now?

The same with Japan Teas. So long as they stood alone, the people had no choice in the matter, but their relentless rival, "Salada" Natural Green Tea, has taught the trade and the public a lesson in "Tea Quality" and now Japans are on the down grade, to stay down; and this is their just deserts.

 Salada Green Teas are sold in sealed packets only, same form, style and prices as the famous Black Teas of "Salada" brand.

Wholesale terms and samples from "Salada" Toronto or Montreal.



## ROYAL YEAST CAKES

A PURE DRY-HOP YEAST.

When you put Royal Yeast Cakes on the shelves of your store you know that it is the standard.

Our reputation in the manufacture of good household articles for over 50 years stands back of it.

Your customers are always pleased.

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



Order from your wholesale grocer. Awarded gold medal, Toronto Exposition 1905.

These dog days of July cultivate a big thirst. Grocers are profiting by weather conditions in keeping well stocked with

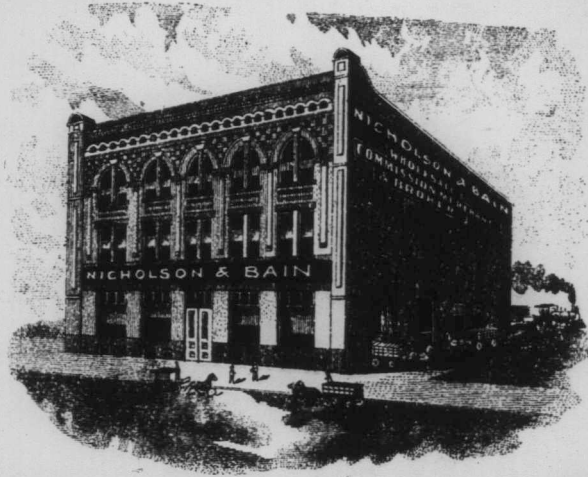
Lytle's Lime Juice  
Lytle's Lime Juice Cordial  
Lytle's Raspberry Vinegar

Sold by Your Jobber  
or direct from

THE T. A. LYTLE CO.  
TORONTO, CAN. LIMITED



# WINNIPEG and CALGARY



## TO MANUFACTURERS AND SHIPPERS

DEAR SIRS, —

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

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

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

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

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

We are, Yours truly,

**NICHOLSON & BAIN,**  
Wholesale Commission Merchants and Brokers  
**WINNIPEG and CALGARY**

Established 1882.

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## Riverdale Brand Canned Goods Will Have the 1906 Guarantee Label on Them

Wellington is an admirable location for a canning factory. The soil is rich and arable, the supply of spring water ample. We are in the centre of the growers' circle. We'll have our pick of high-grade fruit and vegetables—not once, but always during the season.

Everything will be packed fresh.

## Riverdale Brand Canned Goods

will be ready at the right time, and we want you to get them

✂ Cut this ad. out and paste it up as a reminder.

### The Lakeside Canning Company, Limited

Wellington, - Ontario

ARE YOU LOOKING FOR

**A Reliable, Active Brokerage Firm?**

ARE YOU ANXIOUS FOR

**A Share of this Growing Western Business?**

THEN

**Communicate With Us.**

We have an excellent trade connection. We **Store** all classes of **Goods** at

**Calgary** and **Edmonton.**

**A Solid Brick Warehouse** with **Track Privileges** and **Low Insurance Rate.**

We sell exclusively on a Commission basis, and have  
travellers constantly covering the entire Province.

WRITE OR WIRE US YOUR OFFERINGS

## THE DOMINION BROKERAGE CO., Limited

Wholesale Merchandise Brokers and Warehousemen

**CALGARY and EDMONTON, ALBERTA**





## "THE FAIRBANK PLAN" LOOK INTO IT

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

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

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

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

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

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

WRITE THE  
**Taylor & Pringle Co., Limited**  
OWEN SOUND

For Prices on Their Famous

**RASPBERRY VINEGAR**

**LIME JUICE**

**FRUIT WINES**

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

**REFINED CIDER**

**SWEET CIDER**

**BANANA CIDER,**  
in half-barrels

Write for a Sample Order of their

**Raspberry Vinegar.**

**ORDER NOW**

**Taylor & Pringle Co., Limited**

OUR—  
**"SAFELIGHT"**

Safety, Silent Matches are now  
on the market.

**NO NOISE**  
**PROMPT LIGHTER**  
**STEADY BURNER**  
**PERFECTLY SAFE**

Do not order before you see our prices

**The Improved Match Co.,**

Limited

Head Office:  
**BOARD OF TRADE,**  
**MONTREAL.**

Factory:  
**DRUMMONDVILLE,**  
**P. Q.**

Vale

Represent



Supplied un  
to  
British and Ind



SOMERS BROS.

# Valencia Raisins, Sultana Raisins Currants, Etc.

Get our Prices before Buying.

## THOS. BELL, SONS & CO., MONTREAL

Representing:—

A. Mahiques Paris,	Denia
P. G. Barff & Co., Ltd.,	Smyrna
Drivelopulo Freres,	Patras



Supplied under Contract  
to the  
British and Indian Governments

## For Salad or Pickles

A *good* vinegar is as essential as wholesome green stuff.

### Our Vinegar—White, Cottell's Pure Malt—

is 100 per cent standard, with no adulteration, no acid:  
A perfect vinegar with natural flavor and aroma. Standing  
absolutely in the front rank. Its delicate bouquet gives  
the final perfecting touch to a salad. Let us mail you  
samples. Send us a card.

White, Cottell & Co., Warner Rd., Camberwell S.E., LONDON, ENG.



SOMERS BROS., - - TORONTO, ONT.

## THE IMPORTANCE OF GOOD STORE FIXTURES

IS SECOND ONLY TO THAT OF A WELL SELECTED STOCK  
"GOOD" FIXTURES SHOULD PROVIDE FOR  
EFFICIENCY of Service  
ECONOMY of Space, Time and Labor  
CONVENIENCE to Dealer and Customer  
CLEANLINESS that Prevents Waste and Loss  
INTERIOR DISPLAY that Encourages Buying

### WALKER BIN FIXTURES

FULLY MEET THESE REQUIREMENTS

Write for Illustrated Catalogue "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., Ltd., - Berlin, Ont.

J. H. MAIDEN, Montreal Agent





## You Get Almost All the Credit

from your customers when you sell a proprietary article that pleases. The manufacturer gets but little of the credit. Stove Polish is no exception. You please a customer every time you sell RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins. You get most of the credit. The

customer pleased is coming back to you for more. You also make a good margin of profit on these goods. They are right every time you sell them, and then you have our guarantee. It will pay you to push RISING SUN and SUN PASTE.

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

**DO  
YOU  
SELL  
COFFEE  
?**

**H**AVE you any customers who, while buying most of their household necessities from you, **don't buy coffee** at your store? Why is it? Simply because they think **better** coffee can be got somewhere else. Just to meet this condition we have specially blended and packed in handsomely embossed one-pound tins a coffee **so good** that, if once tried, these customers who now go elsewhere for coffee will buy that also **from you** with the rest of their goods.

**O**UR **White Swan blend** is a coffee for **particular** people. It so pleases popular taste that nothing else seems quite as good. It is a coffee that **makes** trade and **keeps** it. Try a sample lot and see how your coffee sales will grow.

## THE ROBERT GREIG COMPANY

White Swan Mills LIMITED  
TORONTO



**Margin is not Everything.**  
**PURNELL, WEBB & CO'S. (Bristol, Eng.)**  
**Pickles, Sauces, Malt Vinegar**  
are reliable as well as profit-yielding.



AGENTS:

J. W. GORHAM & Co.  
R. JARDINE,  
H. HAZARD,  
A. J. HUGHES.

HALIFAX, N.S.  
ST. JOHN, N.B.  
CHARLOTTETOWN, P.E.I.  
1433 Notre Dame Street, MONTREAL

J. WESTERN,  
BICKLE & GREENING,  
J. CARMAN,  
C. E. JARVIS & Co.,

630 Ontario Street, TORONTO  
HAMILTON, ONT.  
WINNIPEG, MAN.  
VANCOUVER, B.C.

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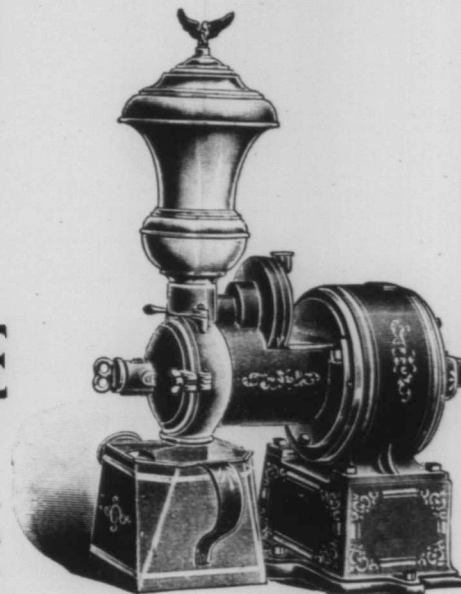
You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE  
**ENTERPRISE**

## Electrically Driven Coffee Mill

The  $\frac{1}{4}$  H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize  $\frac{1}{4}$  lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



## A Day's Business Balanced in Five Minutes

Your present system allows the dollars that represent the profits of your business to slip away. You cannot keep track of all the money handled in your store, except with the most perfect system. You might not miss a half-dollar or dollar a day, but such a leak makes a big hole in your profits.

Our new system tells at any moment how much money you should have. Five hundred thousand retail merchants have used this system. Leaks and losses are reduced to a minimum where our system is used.



*Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.*

*Tear off here and mail to us today*

The  
N. C. R.  
Company  
Dayton Ohio

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

Name

Address

No. of men



**It's Hard To Find Their Equal**

**SPECIAL DUPLICATING COUNTER CHECK BOOKS**

take the place of the old "one-color" style and simplify the work.

The bigger your business the greater need you have for these books.

The smaller your business the greater need you have for making your business bigger—by accurate accounting.

Drop a postal and we will send you particulars.



**The Carter-Crume Company, Limited**  
TORONTO and MONTREAL

**BLACK JACK**

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL JOBBERS

$\frac{3}{4}$ -lb. tins—3 doz. in case.

**COLES Electrically Driven Coffee Mills.**

GRANULATOR. PULVERIZER.

**Single and Double Grinder**

**Pulverizing and Granulating**



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

**Our Grinders Wear Longest**

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

**GRINDING CAPACITY.**  
Granulating 2 lbs. per minute.  
Pulverizing  $\frac{3}{4}$  lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

No. 65

**COLES MANUFACTURING CO.**  
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

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

**THE STANDARD COMPUTING CHEESE CUTTER**

**THE CHEAPEST and BEST**



It cuts to accurate weight.  
It computes precise money value.  
It cuts without waste.  
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

**THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.**

**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.**

**100 CANDLE POWER**



**1/2¢ PER HOUR**

**AUER GASOLENE LAMP**

Gives more light than 10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL. Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

**AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL**

**ELECTRIC POWER COFFEE MILLS**



FISHER CUT No. 107

This small cut illustrates another of the designs we make.

Fitted with  $\frac{1}{4}$ -H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes  $\frac{1}{2}$  pound per minute.

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

Write for Catalog and prices

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

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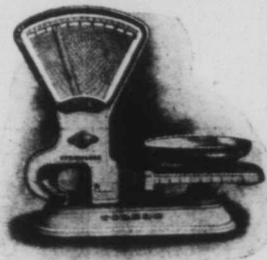


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## TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

## BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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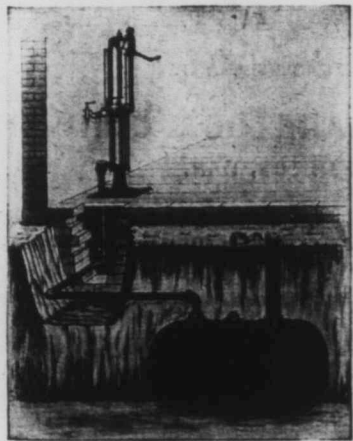
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MONTREAL, QUE.  
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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

## How About Your Gasolene?



CUT No. 42.  
Tank Buried, Pump in Store.  
One of Fifty.  
Good for Kerosene, too.

Perhaps you have a Bowser Self-measuring Outfit for kerosene and, if so, are pleased with it. Why not buy a Bowser now for gasolene? Every advantage which it offers for kerosene is more than duplicated with gasolene, for gasolene is the most volatile of liquids.

It's worth thinking about, isn't it? Just drop us a postal and let us show you where you can save.

Send for Gasolene Catalog "B"

S. F. Bowser & Co. Inc. 530 FRONT STREET W.  
TORONTO, ONT.

## STOCK NOW.



*Sutton's  
Worcestershire  
Sauce  
cannot  
be beaten  
for  
quality  
and price*

G. F. Sutton,  
Sons & Co.

King's Cross  
London, Eng.

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto  
30 Hospital St., Montreal

## A Two Cent Mistake



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

### IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.  
C. O. BEAUCHEMIN & FILS, MONTREAL.  
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers  
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

## Driven Coffee Mills.

## Grinder and Granulating

Coffee Mill has a  
makes the Coffee be-  
grinders, thus  
grinders and sav-

## Wear Longest

it, 29 in.  
length, 33 in.  
Width, 23 in.  
Weight, 275 lbs.

## LOADING CAPACITY.

Grinding 2 lbs. per  
minute.

Grinding 1/2 lb. per  
minute.

Capacity of Iron Hop-  
per, 5 lbs. of Coffee.

Make 25 other styles  
in sizes of Grocers'  
Coffee Mills, Floor  
and Electric Mills.  
Prices, Terms and  
conditions, address

## THE CO.

PHILADELPHIA, U.S.A.

Montreal,  
Canada, London, Ont.

and only Genuine  
for Cleaning Cut-  
and Is. Canisters

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TORONTO



# NEW STRAWBERRIES

2-lb. Tins.

No. 1 Goods.

Heavy Syrup.

## Thomas Kinnear & Co.

WHOLESALE  
GROCERS

TORONTO AND PETERBORO

### Compact Goods for Outings

#### MILK, Sweetened.

REINDEER CONDENSED MILK  
combines the purest milk with the best sugar.

#### CREAM, Unsweetened.

JERSEY STERILIZED CREAM  
is the purest milk evaporated to the consistency of  
cream, and thoroughly sterilized.

**COFFEE,** REINDEER CONDENSED COFFEE  
is Coffee, Milk and Sugar combined, ready to use.

**COCOA,** REINDEER CONDENSED COCOA  
is Cocoa, Milk and Sugar combined, ready to use.

A cup of excellent Coffee or Cocoa is made by simply  
adding boiling water.

HOW IS YOUR STOCK

**Truro Condensed Milk Co.**

Limited  
TRURO, NOVA SCOTIA.

### One Step Not Enough For Me!

Don't be satisfied with a little bit of progress or a  
little bit of profit!

Move by strides, not inches!

Don't rest content until you have a stock of

## Mrs. Rorer's Saratoga Chips


After you get them you'll be more able to talk  
authoritatively about profits.

MADE EXCLUSIVELY BY

**HAMILTON SARATOGA CHIP CO.**  
HAMILTON, CAN.

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

### 2 BRANDS OF COFFEE that have won for themselves a reputation throughout Canada—

The guarantee that goes with  "Diamond E." blend has made trade  
for buyers and pleased consumers.—You cannot make a mistake in placing an order for a trial tin, it  
will put new life into your Coffee trade.

Our 1-lb. tin "**CLUB**" brand Coffee at **33c.** per lb. is without a peer.  
Send for sample.—Try it yourself.—You will buy it for your best trade.

### S. H. EWING & SONS

96-104 KING ST., MONTREAL  
Telephone Bell Main 55  
" Merchants 582.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.

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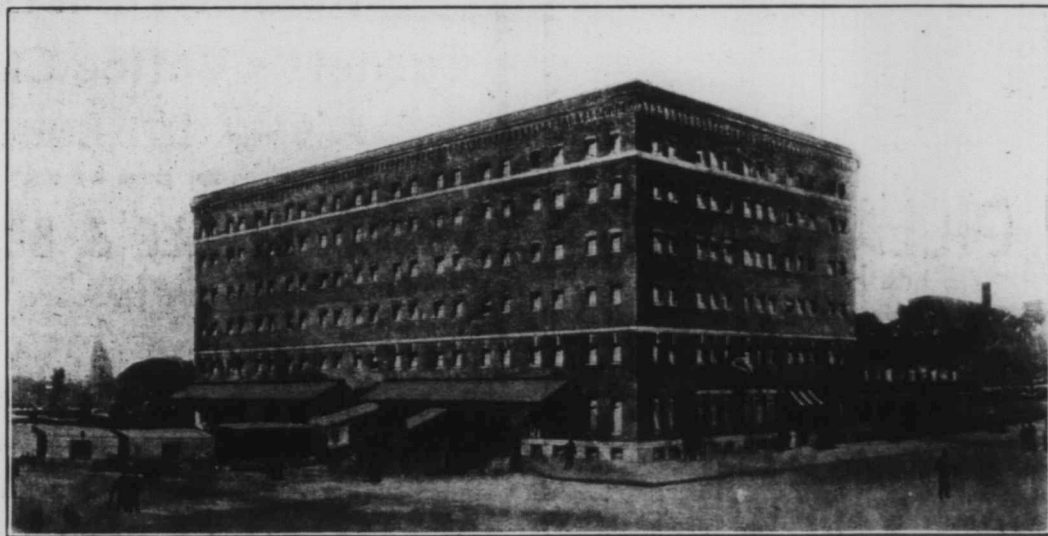
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THE CANADIAN GROCER

# RICE

We are headquarters for Fancy Grades.

**THE DAVIDSON & HAY, LIMITED**  
WHOLESALE GROCERS, TORONTO



## TERMINAL STORAGE WAREHOUSE

**T**HE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system. Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building. Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity. Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries. Lowest rates of Insurance. Ratage and deterioration reduced to a minimum. Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter. Less worry for merchants and manufacturers when dealing with a company of large financial responsibility. For information please communicate with the

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

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

# SYMINGTON'S

EDINBURGH

## COFFEE ESSENCE

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

UNQUESTIONABLY THE VERY BEST  
TO BE HAD OF ALL WHOLESALEERS  
**THOS. SYMINGTON & CO. - EDINBURGH**



## RED FEATHER CANNED GOODS

### FOR 1906 PACK

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

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

**W. H. GILLARD & CO.**  
AGENTS  
**HAMILTON**  
WHOLESALE GROCERS

## A Few More Useful Season-ables for Camp or Home

French Prunes  
Asparagus and Peas  
In Glass

New Strawberries  
Rennet Tablets

Burnett's Coffee Clearer

Waterglass Egg Preserver

(Tried and not found wanting)

**LUCAS, STEELE & BRISTOL**  
*Wholesale Grocers*  
HAMILTON, ONT.

## We Want Your Window

If you take a pride in your window displays, let the trade know what you are doing.

Send us a good clear photograph and a short but explicit description of what is "behind" the scenes and we will gladly reproduce the photograph in our Window Dressing Department, giving due credit to the proprietor and the clerk who dressed the window.

ADDRESS, "THE EDITOR"

**THE CANADIAN GROCER**  
10 FRONT ST. EAST, TORONTO

## Summer Drinks

In Stock—full lines

Montserrat Lime Juice

Sovereign Lime Juice

Lorrimer's Lemonade Crystals

Klemm's Tube Sodas

Crushed Fruits } All flavors

Fruit Syrup }

**WARREN BROS. & CO.**  
TORONTO Limited

TO OUR CUSTOMERS

**Parry Sound, Nipissing and Algoma Districts**

We have engaged the services of Mr. J. D. Walker to represent us on above territory.

Mr. Walker has been at headquarters, getting acquainted with our stock and getting posted, and left for his ground on the 1st July, and will advise his customers by card of his intended calls.

We trust to be favored with a generous share of your trade, which will receive our best attention.

**JAMES TURNER & CO., HAMILTON, ONT.**

WHOLESALE GROCERS

**To the Trade :**

*We take pleasure in notifying our many friends that Balfour & Co. have withdrawn from the Canada Grocers Limited, and have re-organised under the style of Balfour, Smye & Co.*

**Tartan**  
**BRAND**

SIGN OF PURITY

*will be our Trade Banner as in the past Mail and Phone Orders our specialty. Long Distance Phone 596.*

*Thanking our many customers for past favors, and soliciting your future patronage, we are,*

**HAMILTON**

**BALFOUR, SMYE & CO.**



## TRADE AND ITS ORGANIZATIONS

Credit Men's Convention at Baltimore—\$1,000,000,000 of capital—An Influential Gathering—Interesting Address on Merchants' Associations, Their Use and Benefits.

Five hundred members of the National Association of Credit Men out of a total of 7,590, gathered in Baltimore, June 13, 14 and 15, at their 11th annual convention. They represented capital investment of \$1,000,000,000. They are the men who decide for their firms the extent of, if any, credit a customer is to have. The membership increased 1,511 during the year. The subjects they discussed related principally to legislation looking to the prevention of fraud, organization and co-operative methods of furnishing information.

### What They Have Done.

President O. G. Fessenden, New York, in his annual address, said:

"Since the associations of credit men have come into existence results have been accomplished in many directions. Closer relations have been effected between the wholesaler and his customers, and a mutual confidence, a most valuable asset, has been established. You and I know the conditions which existed prior to the formation of our organization. Many of the business houses had no real system of credits. Information when most needed by a credit man from his fellow credit man was slow in coming, and when received was often useless.

"A distrust, based on lack of acquaintance, or a fear of each other, existed in the minds of many of the credit men of the country. How great the difficulty of getting creditors to act in concert in a case of fraudulent failure those of us who unfortunately were interested know full well. The cases of creditors combining to help an honest but unfortunate debtor to get upon his feet were few and far between. The great merit of adjustment bureaus was not generally recognized. The laws of many of the states in matters pertaining to creditor and debtor were unjust to both and a constant source of delay and loss. The conditions mentioned are but a few of those which confronted the credit man in 1896. Our work is by no means finished."

### Mercantile Organization.

Most interesting, however, to readers of The Canadian Grocer, were some sections of an address by C. F. Shoemaker, Philadelphia, on mercantile organization. He said in part:

"Your associates may compare samples of fabrics and finished goods, of crude articles and refined products, but you men are judges of brains. When an applicant for credit presents himself,

you not only inquire as to his financial position and his habits, but you likewise take thorough judgment as to his mental ability, and it is this feature, quite as much as the others, that I have mentioned, which helps to produce your final judgment as to his worth.

"Mercantile associations may be broadly divided into three different classes:

"The first class comprises organizations which are distinctly local and the scope of whose work is limited almost entirely to the immediate field of their operations. Some of these, like the boards of trade in some of the larger cities, have been in existence for nearly 100 years, and derive their claim for existence chiefly upon their extreme respectability and the memories of their achievements in the past. Others, composed of bright, progressive, up-to-date business men, are to-day actively engaged in thoroughly sifting every question which arises as to the welfare of their respective communities and stand as factors which must be counted with in the promotion of honest and judicious government and in keeping their respective cities in the front rank.

"The second class consists of associations which comprise, we will say, a large part, generally more than the majority, of the houses representing some special line of business, either wholesale or retail, and generally covering the entire country in their scope.

"The third class, to which our association belongs, comprises those which are formed from many localities and from different lines of business, for some specific purpose, to combat some particular grievance, or to reform some particular line of abuses.

### A Surprising Number.

"It will, no doubt, be surprising to some of you to know the extent to which this tendency to organize has grown. From the best authorities at my command I am informed that there are now between 2,000 and 2,500 mercantile associations existent in this country, and one of the most recent movements in this direction has been the formation of a national association of presidents and secretaries of national associations, this being intended to act as a sort of clearing house for their entire constituencies.

### In the Olden Days.

"It is difficult for one in these days to conceive the atmosphere of isolation in which the merchant of former days existed. My own early business education was received in a large house, the head of which was a man of great ability, keen, far-sighted, decisive, and prompt in action. He was in every respect a typical merchant, and I have never seen his equal, and yet, in the entire 20 years during which my engagement with this house continued, I never knew him to enter the place of business of a fellow merchant in his line, and in turn his competitors held themselves as

far aloof from him as he did from them. This utter change in mercantile spirit constitutes one of the remarkable features of the present age. The merchants and manufacturers of to-day cheerfully give to their associations and competitors a volume of information which all the detective force in the United States multiplied 10 times over, and with all the money which it could spend, could not secure, if it were not voluntarily given.

### Source of Profits.

"Another result of the work of mercantile organizations is the charge that is sometimes made that this spirit of co-operation leads to increased profits, and excessive prices to the ultimate buyer. This I deny. Competition to-day is more active, keen-eyed and alert than ever before, but it finds its best returns in improved service and ingenuity of methods. Whatever increase of profit may be reached is the result of more skillful handling, and the abolishing of unnecessary trade machinery. In my opinion, there never was a time when merchandizing, and, in fact, all kinds of business, was handled as expeditiously and as cheaply as it is to-day.

"Another thing which mercantile organizations may possibly bring in their train is—collision with the law. The central thought which should constantly animate all those connected with them is, that in a legal sense, mercantile bodies of this kind are not units of themselves, but only aggregations of individuals. Members of mercantile associations must not, and should not, enter into binding agreements to do certain things. The province of the association is, by careful investigation, to ascertain what lines of action are likely to be most beneficial, and to recommend its members to pursue such a course.

"Each member must retain his individuality, and if he considers it his best business policy to pursue a certain business course, he should do so because he, himself, considers that it will advance his individual interest, and not from any sense of coercion. The American public of to-day is exceedingly distrustful of combinations, trusts, and all sorts of alliances. This feeling some years ago found vent in the passage of what is popularly known as the 'Sherman Anti-Trust Bill.'"

### HALF HOLIDAY IN CALGARY.

During July and August all the retail stores in Calgary will be closed on Wednesday afternoons. An energetic committee has been hard at work for the last three or four weeks securing the signatures of Calgary merchants to a petition for a Wednesday half holiday. The necessary percentage has been secured and a by-law goes into effect during July and August, closing every retail store on Wednesday afternoons. Calgary clerks have worked hard for this and they were given very effective support by the Calgary papers.

### SALES MANAGER DEAD.

George A. Wilson, for 21 years an employe of the John Taylor Co., Toronto, and latterly sales and advertising manager, died on Saturday, June 23. He was a native of Durham County, Ont., and was 35 years of age.

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## THE HALIFAX MODEL

How Business and Civics Co-operate in the Nova Scotia Capital—Some Good Work Done by the Joint Committee.

(Special Correspondence of Canadian Grocer.)

The Joint Commercial Committee of the City of Halifax was inaugurated in 1888, and the success that has attended its efforts has been most gratifying. This committee is composed of representatives of the Halifax City Council and the Board of Trade, the appointments from each body being made annually. The present committee is composed of Mayor Robert T. MacIlreith and Aldermen I. B. Shaffner, J. A. Johnson, J. B. Douglas, and A. A. Hayward. The board of trade members are the president, A. M. Bell, J. E. DeWolf, Geo. S. Campbell, George E. Faulkner, W. J. Clayton, and J. P. Cox. All of the above with the exception of the mayor and Alderman Johnson are prominent business men, and have large interests at stake in the city. Mayor MacIlreith is a lawyer and Alderman Johnson is the resident manager of the Mutual Life Insurance Co. of New York.

The committee was formed with the object of furthering the interests of the city and the port generally. The meetings are held at the call of the chairman whenever matters of importance are to be considered. In the majority of cases the meetings are private, the joint committee considering matters much on the same lines as a board of bank directors. No publicity whatever is given to the matters deliberated upon, until such time as they are in proper shape.

As an instance of how the committee works I may state that some time ago the merchants of this city wanted a flour shed on the waterfront for the storage of flour on its arrival at the terminal by train, no suitable building being available for the purpose. The matter was placed before the committee, the latter viewed the proposition favorably, and representations were made to the Department of Railways, with the result that a site is now about being selected for the building, and its erection in all probability will be commenced in the immediate future.

The terminal facilities of the port generally have been improved as the result of the work of this committee, and the freight rates granted to Halifax compare favorably with other ports, the committee keeping a close tab on the changes. The committee has been agitating for years the establishment of a fast Atlantic steamship service from Britain to Canada, a service equal to the best to American ports.

Much of the success of the work of the committee depends on the mayor, who is the chairman and in most cases the matters that are considered in committee are left in his hands to have them brought before the proper authorities.

Mayor MacIlreith, though quite a young man, is most active, and he is deeply interested in all civic affairs, of which he has a thorough grasp, being a member of the city council for three years before being appointed chief magistrate.

Through his activity the police force of the city has practically been remodelled, all the elderly men superannuated and the force brought up to a high standard. Mounted officers now patrol the

outskirts of the city, and the men of the force have been fitted out with the latest uniforms, and they all wear gloves now. Many at the outset thought this modernizing of the force was too far advanced for a city the size of Halifax, but they have since fallen in with the idea, as the change is altogether for the better. The force has been fashioned as nearly as possible after the "Broadway Squad" in New York. Civic improvement is on the tapis everywhere in Halifax just now. Paint is being applied freely on scores of buildings, old fences in the residential districts are giving way to pretty lawns, and the principal business streets are being paved at a cost of \$200,000.

## TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

733.—Vegetable and farm seeds.—South African firm desire the names of first-class firms in Canada who can supply them with vegetable and farm seeds. They at present import largely from France, England, Germany and the United States, but wish to do business with Canada.

734. Baled hay.—Cheshire produce firm wish to obtain prices of baled hay c.i.f. Manchester.

742. Barley.—Manchester firms wish to obtain samples and prices of barley from Canadian exporters.

746. Toilet soaps.—Lancashire firm of toilet and household soaps wish to extend their trade to Canada and will be glad to correspond with Canadian importers.

747. Canned apples.—Manchester firm ask for prices of canned apples c.i.f. Manchester.

751. Apples.—Yorkshire fruit firm desire to get in communication with a Canadian shipper of apples, c.i.f. Liverpool. At least 200 barrels per week.

752. Apples.—Newcastle fruit firm ask to be put in communication with shippers of Canadian apples.

753. Hog products, cheese, etc.—Yorkshire wholesale grocer desires to get in communication with Canadian exporters of hog products, cheese, butter and canned goods.

754. Apples.—Newcastle firm desire to hear from Canadian shippers of apples, c.i.f. Newcastle.

756. Apples.—Newcastle firm invite correspondence with shippers of Canadian apples.

757. Timothy and clover hay.—Hull produce firm desire immediate quotations for timothy and clover hay, in large quantities.

758. Apples.—Large Newcastle firm desire to get in direct communication with large shippers of Canadian apples.

759. Cheese, butter, etc.—Large Hull provision firm desire to get in communication with Canadian exporters.

760. Apples, pears and tomatoes.—Newcastle fruit merchant desires to hear from exporters.

761. Apples.—Hull firm desire to hear from Canadian exporters of apples in large quantities; must be well packed.

762. Apples.—Newcastle firm desire to get in touch with shippers of Canadian apples.

763. Chilled chickens.—Hull provision firm desire to hear from Canadian shippers.

764. Apples.—Newcastle firm ask for correspondence with Canadian shippers of No. 1 apples.

765. Apples.—A large firm (Hull) of apple importers, requiring 500 barrels per week throughout the season, ask to be put in communication with shippers of reliably packed fruit, subject to Canadian Government inspection. Cash against bill of lading.

767. Creameries, etc.—Firm of commission agents in Scotland are seeking wholesale agencies for Canadian creameries, and grain and flour exporters.

768. Biscuits.—Firm in the Midlands manufacturing biscuits are seeking to extend their Canadian connections, and contemplate the appointment of an agent in the Dominion.

769. Agencies.—London firm of export merchants are seeking buying agencies for Canadian firms desiring representation in Great Britain.

770. Cheese and dairy salt.—Liverpool firm manufacturing cheese and dairy salt are desirous of establishing a connection with Canadian creameries and cheese factories.

772. Canned fish, fruits, etc.—London firm are open to purchase supplies of Canadian canned fish, fruits, and vegetables, also oatmeal and cereal foods, and would like to hear from producers.

773. Agent.—Glasgow firm of Scotch whisky merchants seek suitable Canadian resident agent.

## NEW WINNIPEG WAREHOUSE.

A new six storey warehouse is rapidly being completed for Herbert Radford in the heart of the Winnipeg wholesale district. Warehouse accommodation in a central location in Winnipeg is very hard to get and Mr. Radford is building for investment purposes, intending to sell or rent when the structure is completed.

The new warehouse is within a block of the city hall and in the centre of the wholesale grocery and hardware district. In the immediate vicinity are the warehouses of Foley, Lock & Larson, Marshall Wells Co., Merrick, Anderson Co., G. F. Stephen & Co., Codville-Georgeson Co., Pilkington Bros., J. H. Ashdown Hardware Co., Alex. Macdonald Co., McClary Mfg. Co., and many other leading wholesale firms that might be mentioned.

The warehouse is to be completed by August 1 and as it is on a corner with light on three sides and a spur track, there is little doubt that it will soon be the home of one or two good wholesale firms. Like most Winnipeg warehouses, it is solid mill construction, built to last for a century.

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## EFFECTIVE ADVERTISING

The lifeless grocery ad is too often seen in Canadian newspapers. By lifeless is meant that class of retail advertising which will (apart from name and address) answer for any grocery store.

Some retailers assume that because they are selling certain branded goods, nothing more is needed than the mere mention of names and prices.

While this may justly be assumed in particular instances, in other instances such an assumption is erroneous because the goods not being advertised are sold to the dealer largely on past reputation.

When the advertising on certain articles is "cut down," obviously the grocer must begin little talks of his own to keep alive the enthusiasm, or put his attention on some other line.

The grocer must do this for the reason that manufacturers are now placing competitive lines on the market and advertising them solely to get to-day's business. Such manufacturers are not bothering about the goods selling three years hence. They intend to have new lines by that time.

So a grocer's ads should, as far as possible, tend to bring the grocer himself prominently before the people, that his description of goods will carry more weight.

In retail advertising the people generally heed or disregard what is said in proportion as they know the grocer, not the goods.

Are you trying to run against the popular tide of advertising? Are you treating lightly the arguments of the town newspaperman? Have you sized up the situation and made your decision final?

### Have You Just Moved Into Goldmonte?

Are You Looking for a Grocery  
Where the Goods are Always Good?

We are just the people to see.

There is nothing on the market  
that we do not carry or cannot get.

We have a reputation for deliver-  
ing in time, too.

Just 'phone us now, and we'll at-  
tend to your wants now.

**GOLDMONTE'S GOLDEN RULE GROCERY,**  
Snelgrove St.

**HIGGINS & STAFFORD, Proprietors**

An Ad. Design for Transient Trade.

Where a grocer depends on transient trade, advertising is as necessary as quick service. Where a grocer has a "round," advertising is not as necessary as in the first instance, still even in such cases it has its mission.

The transient trade man must always be in the limelight, as it were. There

must always be something attractive about his store.

While the grocer with a round looks to have a steadfast trade he must constantly be making additions to offset losses due to customers moving away, or changing allegiance because "some friend has opened a store," etc.

Two totally different styles of advertising are required for the two different styles of doing business. The transient customer will be caught on what is advertised for the time being, the regular customer will be led to buy on the presentation of the case in general and then continue to patronize on good evidence that the presentation was not ephemeral.

There are a number of guaranteed articles on the market that have no particular sale in this country simply because the grocer believes he could not sell them and so will not stock up.

A manufacturers' agent, speaking to the writer the other day, said he had just come from a big grocery store and had failed to persuade the manager to take up this proposition:

He would ship ten cases of an A1 line of English goods at a special price and on the understanding that the lot could be shipped back at invoice price if they didn't sell.

The manager said he wouldn't take the goods as a gift because he couldn't give them away and therefore they would only be using up store space.

The big store, like countless stores throughout the country, had voluntarily tied itself up to another article that had been boomed for three or four decades.

The agent says the grocers claim the people will not take any other line but the one they sell. Only a small number, however, have made or are willing to make a test.

Are you running your store on a prejudice of this kind? Are you refusing to stock up guaranteed articles simply because other lines had the market first and seem to enjoy a preponderance of popularity?

A grocer cannot risk much on an order wherein the seller ships at his own expense and will re-ship at his own expense and refund the purchase money if the goods do not sell.

Tell salesmen of new but reliable goods to advertise and sample liberally and then you will give them a trial.

A. A. B.

### HINTS.

Watch the wholesalers' and manufacturers' ads. week in and week out. They give you many timely points for your own ads.

Never mind competitor's successes—i.e., don't let him think you mind them. Keep your eye on his ways and tell your clerks to do the same.

When you have billheads, envelopes, etc., have them printed in a manner becoming your store. Good stationery is a good advertisement.

Once and awhile take a peek at the advertising you did six months previously. Sometimes past work suggests new ideas.

Keep in close touch with some of the big city papers and see what new goods are being advertised.

Have enough system to be able to say your place is run methodically.

### Here's a Chance to Spend and Save

I have just received a consignment of  
**NEW LAID EGGS**

from a Plymouth farmer. He sells  
me his stock regularly. As there are  
only

**40 Dozen**

in the consignment the need of acting  
quickly is apparent.

Call or 'phone.

**Harrison Holt**  
Leghorn and Coulter Streets,  
**OAKWOOD**

An Ad. Design for Regular Trade.

### THE TRAVELER'S LETTER.

The hotel 'bus from the midnight train  
Brought only one passenger through the  
rain;

A commercial tourist weary and sad,  
For trade had been dull and collections  
bad.

Not a single order was on his book;  
The disgust he felt was shown in his  
look.

With a careless hand he wrote his name  
On the page of a book unknown to  
fame.

The drowsy night clerk all signatures  
scanned,

Then a letter placed in the drummer's  
hand;

See how he starts, what a smile of de-  
light  
Comes over his face at the welcome  
sight.

Open the envelope is quickly torn,  
And over his face so weary and worn  
Now flits like sunbeams after a storm  
Smiles of joy as the message takes  
form.

Thus clouds of despair that will often  
appear

To the traveling man sometimes in the  
year,  
Are quickly dispelled by such simple  
means

As one friendly letter—how queer it  
seems.

So wives, sweethearts, brothers and  
chums,

If you know where we'll be when Sun-  
day comes,

Write us if your time will permit,  
Draw on us at sight and our thanks  
we'll remit.

## IDE

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## IDEAS FOR THE INDUSTRIOUS

### THE WAY TO BUY FREEDOM.

By Arthur Brisbane.

In the days of slavery an unusually intelligent negro would be permitted to buy his freedom. The master realized that the slave, working free, with some incentive, would produce much more than under compulsion, and he would arrange to sell the slave his own time for so much per day, or sell him the right to buy his freedom absolutely.

What would you think of a negro who in those days would have refused the chance of freedom?

You would say that the man was made to be a slave, and he ought to be a slave.

But do you realize that when you fail to save money you are refusing a chance to buy your freedom?

Are you a free man when you don't know where the money will come from to take care of your family or yourself the week after next?

Are you a free man when you don't own a foot of the surface of this earth, which men buy and sell to each other?

Are you a free man if you haven't accumulated and saved that which makes you independent of other men?

Do you imagine that having your body owned by a man is so very different from having your time and your future owned?

Make up your mind that you will start in to buy your freedom.

We would not suggest to any man that he should free himself from wage dependence in order to be idle. If we believed that a man would accumulate money enough to let him do nothing—and then do nothing—we should much prefer he never might save money. Every man should work, and want to work, as long as there is strength and energy in him.

But it is also true that every man should be in a position to do the best work that offers. He ought to be in a position to seize a good opportunity. He should be in such a position that if duty told him to he could devote himself to the welfare of others, to working for his fellow-men, instead of working for ever for his breakfast, luncheon, dinner and bed.

Money is crystalized labor. The money that you have saved up is all that you have to show materially for the efforts of your past life.

What has become of the money—little or much—that you have received in the past?

It has gone into your stomach, in pleasure, in clothes, unless you have it to show now. Of course, if you have really spent it as you got it for a family that needed every shilling, all honor to you.

But how many men and women can truthfully say that? How many can deny that if they had the will power they could save something and still do their duty?

Remember that this resolution to save means not only the accumulation of money, but the formation and strengthening of character.

Nine times out of ten the man who begins to save stops some kind of fool-

ishness. Economy means giving up something, and the wise man usually manages to give up that which is bad for him. When you begin to save you begin, as a rule, to sleep longer, to drink and smoke less, to waste less time among unprofitable friends.

The saving of money not only means independence in the future, but it means better use of time in the present.

### STOREKEEPING AS A CAREER.

Technically, the terms storekeeper and merchant are analogous, but commercially and practically speaking they are different. In trade the wholesaler and great retailer commonly are known as merchants, while the owner or keeper of a retail store of moderate size, located either in the large city, in the small city, or in the country town or village, commonly is known and classified as a storekeeper. Perhaps the best definition of storekeeper is "small retail merchant."

There are few callings more certain than that of the storekeeper, says the New England Grocer. If he understands the fundamental principles of business, he is certain of a livelihood and is reasonably exempt from failure, provided he is satisfied with a moderate income and does not overspread in business or in living. Most of the storekeeping failures are due to marked inability, extravagance, carelessness, inattention or an attempt to do a larger business than the field warrants. Almost any boy of average ability and good habits who is willing to work and is reasonably cautious can become a successful storekeeper.

### The Best Fitted Boy.

The boy best fitted to be a good storekeeper shows, even at an early age, a natural trading propensity. The sharp boy is likely to fail. No matter how much dishonesty pays, or seems to pay, in general business, it is essential that the storekeeper be honest. The customer he makes to-day is a customer he has to-morrow. The bulk of his trade is permanent and not transient. Sharp practice of any kind, although it may pay under certain large city conditions, is sure to be fatal to the success of local storekeeping. The storekeeper comes in direct contact with most of his customers. He knows them socially as well as in a business way. His personality counts as much as does his store. He is part of the goods he sells, and he must keep himself, as well as his goods, in good condition.

### Be a Good Citizen.

A common school education is essential, and the boy should graduate from a high school, if possible. A college education will do no harm. Such training is likely to do him lasting good, but it hardly can be considered necessary. The world never forgets the good citizen. The world immediately forgets the man of money only. Go through our "Who's Who in America," and other books of men of mark, and not one-tenth of one per cent. of those registered as worthy of having their names printed there are men who are known for their money.

Storekeeping should be encouraged. We need more small stores and fewer big ones. We need more men in business for themselves and masters of themselves. We need fewer salaried men and wage-earners and more men who, although at the head of their business, do part of the direct work themselves. I would advise every boy, whether he be of the city or of the country, who does not have a pronounced love and a recognizable ability for some professional calling, seriously to consider becoming a storekeeper and adding himself to the ranks of common responsibility.

### YOU MUST "GRIP" THE DAY'S WORK.

Two dangers threaten every executive. He can get so far away from the blood and bones of his business that he loses his grip on the day's work. Or he can hug petty routine, department matters, so tight that the big needs and opportunities romp by unobserved. The sheriff's flag marks the end of both courses. The way of success lies between.

Clamp down the line between oversight of your business and too close attention to details. Get the work done, but keep time to think and plan.

Every department of your factory or store needs you six days a week, says System. Not your bodily presence so much as your personality—the conviction that the slightest slump in sales, output, quality of product will bring the chief pounding down to find the sticking point and fix the blame.

The only way to hold this belief in you at its legitimate work of earning profits is to keep in touch—to know your business.

You cannot do this by looking over your balance sheet once a month at a weathered-oak desk in the front office. You want detailed, bed-rock facts and first-hand news of what is happening at your lathes, your counters, your shipping room—down on the firing line where profit and loss never quit quarreling.

### PRACTICAL PHILOSOPHY.

When the outlook is not good, try the uplook.

Have the courage to appear poor and you disarm poverty of its sharpest sting.

If a man expects and believes great things of himself, it makes no odds where you put him.

The man who has lived longest is not the man who has counted most years, but he who has enjoyed life most.

If a man were to place himself in an attitude to bear manfully the greatest evil that could be inflicted on him, he would suddenly find that there was no evil to bear.

### TOO TRUTHFUL.

Yeast—He says he believes there are as big fish in the sea as ever were caught.

Crimsonbeak—It's evident he's no fisherman.



**FRUIT CROP REPORT.**

**Outlook not so Favorable for Apples  
—Plums Poor—Cherries Good—  
Few Peaches.**

**APPLES.**—As was to be expected the reports for the month of June on apples are not quite so favorable. There are many reports of serious droppings, and the general tone of the reports would place the crop at not more than medium. In forming an estimate of the crop the classification of apples into Early, Fall and Winter should be kept in mind inasmuch as the three classes may have an entirely different value.

In Western Ontario early apples are reported almost a full crop, the Fall and winter apples a medium crop, Baldwins and Spies light. If, however, the season should prove a warm one the whole of the apples in this district will be classed by apple buyers as early shipping stock.

In the southern peninsula early apples are almost a full crop, the Fall apples less and the Winter apples only a medium crop.

In the district east of Toronto 21 per cent. of the correspondents reported the crop light, 53 per cent. medium and 27 per cent a full crop.

Reports from the Annapolis and Cornwallis Valleys, District 6, indicate a crop above medium but not quite a full crop. The tent caterpillar, the bud moth and canker worm have all been particularly severe, and it is not improbable that the codling moth will appear later. Summer and Fall apples will be slightly above a medium crop. Gravensteins have set very heavily. Nova Scotia Kings and Russets have also set well. The Baldwins in Nova Scotia will be light.

The British Columbia crop of apples will be about the same as last year.

**PEARS**—The prospects for pears have deteriorated during the month. In Western Ontario and the southern peninsula, producing the largest commercial crop, Kieffers are reported a full crop, Bartlett's a medium crop with many failures, Clapp's Favorite, Anjou, Bosc and similar varieties, less than medium. This condition will also hold good for British Columbia.

**PLUMS**—Plums are almost a failure, no large section reporting even a medium crop. The American varieties are producing best; the Japanese varieties are almost a total failure.

**PEACHES.**—Correspondents report 17 per cent. of the crop of early peaches a failure, 17 per cent. light, 35 per cent. medium and 31 per cent. a full crop; late peaches, 12 per cent. of the crop is a failure, 21 per cent. light, 43 per cent. medium and 24 per cent. a full crop. There will probably be some shortage of good canning peaches.

**CHERRIES.**—Cherries are everywhere being marketed a large crop, of good quality and free from insects than usual.

**GRAPES.**—Grapes are reported in good condition almost equal to last year.

**SMALL FRUITS.**—The strawberry crop is maintaining the conditions reported last month. Prices are 10 per cent. higher than last year.

The estimate for raspberries is about the same as for strawberries.

**FOREIGN COUNTRIES.**—The continental apple and pear crop is reported medium to good. The prospects for the English apple and plum and pear crop

have fallen off seriously, and if this is confirmed by next month's reports market conditions will be materially changed for early and Fall apples.

**RETAIL GROCERS HOLD MEETING.**

The Retail Grocers' Association held a meeting in their rooms, 270 St. Catherine street east, Montreal, on Thursday evening, June 28. There was a good attendance, some thirty or forty members being present. P. Daoust, president of the association, occupied the chair. Only two matters were dealt with during the course of the meeting. These were the picnic, which is to be held July 18, and the matter of the delegation going to Ottawa to interview the Government.

Several of the picnic committee chairmen made reports as to the work which the respective committees had accomplished. A. Laniel, chairman of the games committee, stated that the programme of sports was completed. It is an interesting one, there being no less than twenty-two events. Mr. Laniel stated also that the grounds were in excellent condition. A Sarazin, chairman of the dance committee, has completed arrangements for this part of the day's pleasure. An efficient orchestra has been provided for the occasion. The prize committee, of which M. De Repentigny is chairman, reported satisfactory progress, some \$500 worth of prizes having already been obtained. J. A. Beaudry, chairman of the railway committee, has, as usual, arranged this part of the programme satisfactorily. The excursion will leave the G. T. R. Bonaventure depot at 9 a.m., July 18.

Several short addresses were made regarding article 520 of the Criminal Code in reference to which a delegation consisting of some fifty members is now in Ottawa.

**PRINCE EDWARD ISLAND EGGS.**

Just at present Prince Edward Island eggs are rather an important factor in the Montreal egg market. These eggs have a great deal to do with the maintenance of fairly level prices. But for them, egg arrivals from the west would keep the prices up pretty well. As it is, the Prince Edward Island eggs counterbalance the western and keep the market more or less steady. Shipments of P.E.I. eggs are received in Montreal every other week. Most arrivals come by boat, the rail shipments being of little consequence. The eggs are picked up at various points in Prince Edward Island, there being no fixed loading place. It is almost impossible to determine just how many cases of these eggs are disposed of in Montreal during the Summer, since figures are no two years the same. Beginning towards the middle of May, however, the eggs continue to pour into Montreal till the Fall. They are not, as a rule, fit for anything but immediate disposal. They are rarely candled. They are, nine times out of ten, sold as straights, owing partly to the fact that they become heated during the time they lie in the boat. The price they command is anywhere from half a cent to a cent less than the figure obtainable for the western eggs. Their quality does not come up to that of the western. For the purpose for which they are used, however, they are quite satisfactory, and they fill an important place in the egg trade of Montreal.

**CURRENTS NOT CURRANTS.**

Dried currants are not currants, says the Commercial Tribune, of Minneapolis, in a short story as told by the learned grocer. They do not grow as our native currants do, on bushes, but are in reality a small grape, called corinths, but the term corinth was years ago corrupted into currant. The domestic currant might be dried till the crack of doom without getting any nearer the conditions of the Grecian currants than it is at present. The corinths grow in bunches about the size of a stem of red currants, and are so full of sugar that when they are picked and dried they run together in lumps, which take a lot of work to separate.

**CHANGE OF TRAVELERS.**

W. S. Fair, who was on the traveling staff of James Turner & Co., Calgary, during 1905, and on the traveling staff of James Turner & Co., Hamilton, for the earlier months of this year, has decided to return to the Calgary house. His place is being taken by J. D. Walker who has been covering Parry Sound, Nipissing and Algoma districts for many years, for groceries, and who has been at headquarters getting acquainted with the stock and thoroughly posting himself. Mr. Walker left on the first of the month and will cover the ground north and west of Emsdale.

**CANNING COMPANY'S MEETING**

At a meeting of the shareholders of the Tilbury Canning Co., the following directors were elected: W. J. Moffatt, W. C. Crawford, J. S. Richardson, J. A. Tremblay and J. A. McGregor. E. R. Dromgole and H. J. Callwood were elected auditors. The directors elected the following officers: President, W. J. Moffatt; first vice-president, J. S. Richardson; second vice-president, J. A. Tremblay; third vice-president, J. A. McGregor; secretary-treasurer, W. C. Crawford. A call of 25 per cent. on the subscribed stock was ordered.

**COW TESTING ASSOCIATION.**

The cows in the Princeton, Ont., test are making a steady improvement, the average yield being 10 lbs. of butter fat higher than in April. These tests are being conducted to demonstrate what results can be obtained by making a study of what can be done in the way of care and feeding to increase the production of milk and butter fat. Eighty-five cows were tested, the average yield being 816 pounds of milk, containing 28.5 pounds of fat.

**CONDENSED MILK FOR B. W. I.**

Edgar Tripp, commercial agent at Port of Spain, Trinidad, states that last year the value of condensed milk imported from Canada amounted to £826 as against nothing two years ago. As the annual consumption amounts to about £25,000 there is still room for great growth in Canadian exports of this commodity.

**NO MORE NETS.**

The Government of Quebec have prohibited the issuing of netting licenses in their inland lakes. Fish in these waters have become very scarce and the step has been taken none too soon.

- The Canadian
- Baking Powder  
Gillett, E. W., Co  
McLaren's, W. I.
  - Biscuits, Confection  
Cowan Co., Toronto  
Kinery Mfg. Co.  
McLaughlin, S.  
Mooney Biscuit  
Mott, John P., A  
National Licorice
  - Brooms and Brushes  
Woods, Walter
  - Canned Goods  
Balfour, Snye  
Belleville Canning  
Canadian Canning  
Lakeside Canning  
Manitoba Canning  
Man.  
Old Homestead  
Turner, James J.
  - Cans, Tin  
Acme Can Co.,
  - Cash Registers  
National Cash
  - Cash Sales Books  
Carter-Crume Co.
  - Cheese Cabinets  
Walker Bin and
  - Cigars, Tobacco  
American Tobacco  
Empire Tobacco  
McDougall, D.,  
Payne, J. Bruce  
Tuckett, Geo. E.
  - Clothes Lines  
Hamilton Cotton
  - Cocoas and Chocolates  
Baker, Walter  
Cowan Co., Toronto  
Dunn, Wm. H.,  
Epps, James, &  
Lowney, Walter  
Mott, John P.,  
Peter's Choccolates  
Stewart Co., Toronto
  - Computing Scales  
Computing Scales  
Toledo Computing
  - Concentrated  
Gillett E. W., Co.
  - Condensed Milk  
Borden's—Wm.  
Truro Condensed
  - Consulting Engineers  
Kaufmann, W.
  - Counter Checks  
Allison Couppe  
Carter-Crume Co.
  - Cordials  
Batger's, Rose
  - Crochery, Glass  
Gowans, Kent
  - Dairy Products  
Clark, Wm., Montreal  
Dawson Comm  
Fearman, F. W.  
MacLaren Inn  
Montreal Packing  
Park, Blackwell  
Power, B. H.,  
Rutherford, M.  
Ryan, Wm., &
  - Adam, Geo. &  
Adams, J.  
Albert Soaps  
Allison Couppe  
American Toilet  
Antiseptic  
Ashley & Light  
Auer Light Co.  
Baker, Walter  
Balfour, Snye  
Bell, Thos., &  
Belleville Canning  
Bickle, John V.  
Bidwell, W. E.  
Bowser, S. F.,  
Bradstreet's...  
Braid, Wm., &  
Canada Paper  
Canada Sugar  
Canadian Canning  
Canadian Pres
  - Canadian Shrub  
Capstan Man  
Carman, Jose  
Carrier, P. W.  
Carter-Crume  
Ceylon Tea A  
Cheyne, J. A.  
Church & Dwi  
Clark, W. ...  
Codville-Geor  
Coles Manufa  
Colson, C. E.,  
Connors Bros  
Cowan Co....  
Cox, J. & G...  
Davenport, P.  
Davidson & I  
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Dominion Baking  
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Doughty, A. I  
Dunn, Wm. I



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A. McGregor. E.  
J. Callwood were  
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President, W. J.  
sident, J. S. Rich-  
-president, J. A.  
ce-president, J. A.  
-treasurer, W. C.  
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**ASSOCIATION.**  
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**Baking Powder.**  
Gillett, E. W., Co., Toronto.  
McLaren's, W. D., Montreal.

**Biscuits, Confectionery, Gum, Etc.**  
Cowan Co., Toronto.  
Kingery Mfg. Co., Cincinnati.  
McLaughlin, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

**Brooms and Brushes.**  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Belleville Canning Co., Belleville Ont.  
Canadian Cannery, Hamilton.  
Lakeside Canning Co., Wellington, Ont.  
Manitoba Canning Co., Grande Pointe,  
Man.  
Old Homestead Canning Co., Picton.  
Turner, James & Co., Hamilton, Ont.

**Cans, Tin.**  
Acme Can Co., Montreal.

**Cash Registers.**  
National Cash Register Co., Dayton, O.

**Cash Sales Books.**  
Carter-Crume Co., Toronto.

**Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E., & Son Co., Hamilton.

**Clothes Lines.**  
Hamilton Cotton Co., Hamilton.

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

**Computing Scales.**  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

**Concentrated Lye.**  
Gillett, E. W., Co., Toronto.

**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.

**Consulting Chemists.**  
Kaufmann, W. P., Toronto.

**Counter Check Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.  
Carter-Crume Co., Toronto.

**Cordials.**  
Batger's, Rose & Lafamme, Montreal.

**Crockery, Glassware and Pottery.**  
Gowans, Kent & Co., Toronto.

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

**Financial Institutions & Insurance**  
Bradstreet Co.

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

**Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

**Fly Pads.**  
Wilson, Archdale, Hamilton, Ont.

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

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

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

**Grain, Flours and Cereals.**  
Brackman-Ker Milling Co., Calgary A'ta.  
Greig, Robert, Co., Toronto.  
Hamilton Saratoga Chip Co., Hamilton.  
Kirouac, Nap. G., & Co., Quebec.  
McFall, A. A., Bolton, Ont.  
McLeod Milling Co., Stratford, Ont.  
Nicholson & Bain, Winnipeg.  
Codville-Georgeson Co., Winnipeg.  
Colson, C. E., & Son, Montreal.  
Davidsen & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Gillard, W. H., & Co., Hamilton.  
Kinross, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

**Grocers—Wholesale.**  
Balfour & Co., Hamilton.  
Bell, Thos. Sons & Co., Montreal.  
Campbell, Wilson & Howe, Calgary, Alta.  
Canada Brokerage Co., Toronto.  
Codville-Georgeson Co., Winnipeg.  
Colson, C. E., & Son, Montreal.  
Davidsen & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Gillard, W. H., & Co., Hamilton.  
Kinross, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

**Grocers' Grinding and Packing Machinery.**  
Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Sprague Canning Machinery Co., Chicago

**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.

**Interior and Exterior Store Fixtures.**  
Walker Bin and Store Fixture Co., Berlin.

**Jams, Jellies, Etc.**  
Batger's—Rose & Lafamme, Montreal.  
Goodwillie's—Rose & Lafamme, Montreal  
Smith, E. D., Winona, Ont.  
Southwell & Co.—Frank Magor & Co.,  
Montreal.  
Upton, Thos., & Co., Hamilton.

**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adams, J. T., Montreal.  
Ashley & Lightcap, Winnipeg.  
Bidwell, W. E., Toronto.  
Carman, Joseph, Winnipeg, Man.  
Carrier, P. W., Quebec.  
Cheyne, John A., Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dominion Brokerage Co., Calgary, Alta.  
Dunn, Wm. H., Montreal and Toronto.  
Gorham, J. W., & Co., Halifax, N.S.  
Hazard, Horace, Charlottetown, P.E.I.  
Hughes, A. J., Montreal.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
MacLaren Imperial Cheese Co., Toronto  
Maiden, J. H., Montreal.  
Millman, W. H., & Sons, Toronto.  
Moose Jaw Fruit & Produce Co., Moose  
Jaw.  
Nicholson & Bain, Winnipeg.  
Northwest Jobbing and Commission Co.,  
Lethbridge, Alta.  
Rudford, Herbert, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Scott, Bathgate, & Co., Winnipeg.  
Stevens, H. J., Montreal.  
Taylor, W. A., Winnipeg.  
Teas & Perse, Winnipeg.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. F., & Co., Montreal.  
Watson, Stuart, Winnipeg, Man.  
Wiseman, R. B., & Co., Winnipeg.

**Matches.**  
Improved Match Co., Montreal.

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

**Oils.**  
Queen City Oil Co., Toronto.

**Oil Tanks.**  
Bowser, S. F., & Co., Toronto.

**Pass Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.

**Pickles, Sauces, Relishes, Etc.**  
Capstan Mfg. Co., Toronto.  
Douglas, J. M., & Co., Montreal.  
Gillard's Pickles, London, Eng.  
Holbrook & Co., London, Eng.  
Lytle, T. A., Co., Toronto.  
Paterson's—Rose & Lafamme, Montreal

Purnell, Webb & Co., Bristol, Eng.  
Sutton, G. F., Sons & Co., London, Eng.  
Taylor & Pringle, Owen Sound, Ont.

**Polishes—Metal.**  
Oakley, John, & Sons, London, Eng.

**Polishes—Stove.**  
Nickel Plate Polish Co., Chicago.  
James' Dome, W. G. A. Lambe & Co.,  
Toronto.  
Morse Bros., Canton, Mass.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.  
Hanson, J. H., Montreal.

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

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

**Soda—Baking.**  
Church & Dwight, Montreal.

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

**Sugars, Syrups and Molasses.**  
Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Lucas, Steele & Bristol, Hamilton.  
Ontario Sugar Co., Berlin, Ont.  
"Sugars" Limited, Montreal.  
Tippet, A. F., & Co., Montreal.

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

**Vinegar and Cider.**  
White, Cottell & Co., London, S.E.

**Washing Compound.**  
Fairbank, N. K. Co., Montreal.  
Gillett, E. W. Co., Toronto.

**Woodenware.**  
Woods, Walter, & Co., Hamilton.

**Wrapping Paper, Paper Bags, Twine, Etc.**  
Canada Paper Co., Toronto.

**Yeast.**  
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adam, Geo. & Co. .... 2	Eby, Blain Co ..... 3	McGaw & Russell ..... 2	"Salada" Tea Co. .... 9
Adams, J. T., & Co. .... 2	Eckardt, H. P., & Co. .... 38	McLaren's Cooks' Friend Baking Powder ..... inside back cover	Scott, Bathgate & Co. .... 52
Albert Soaps ..... inside front cover	Edwardsburg Starch ..... outside front cover	McLaughlin & Sons Co ..... 57	Scott, David, & Co. .... 45
Allison Coupon Co ..... 17	Enterprise Mfg. Co ..... 15	McLeod Milling Co ..... 48	Smith, E. D. .... 52
American Tobacco Co ..... 59	Empire Tobacco Co ..... 59	McWilliam & Everist ..... 50	Southwell & Co. .... 56
Ant'is Pepper Co ..... 56	Ewing, S. H., & Sons ..... 18	MacLaren's Imperial Cheese Co. .... 2	Sprague Canning Machinery Co ..... 57
Ashley & Lightcap ..... 52	Fairbank, N. K. Co. .... 12	Maconochie Bros ..... 60	Stevens, H. J. .... 2
Auer Light Co ..... 16	Fearman, F. W. Co ..... 40	Magor, Frank ..... outside front cover	Stewart Co. .... 54
Baker, Walter & Co ..... 57	Fisher, A. D., Co. .... 16	Manitoba Canning Co ..... 43	St. Lawrence Starch Co. .... 2
Balfour, Smye & Co ..... 23	Gaitskell, J. H. .... 45	Maiden, J. H. .... 13	Stringer, W. B., & Co. .... inside back cover
Bell, Thos., & Co. .... 57	Gillard, W. H., & Co. .... 22	Methven, J., Sons & Co. .... 45	"Sugars" Limited ..... 55
Belleville Canning Co. .... 57	Gillett, E. W., Co., Ltd. .... 9	Miller Bros ..... 45	Sutton, G. F., Sons & Co. .... 17
Bickle, John W., & Greening ..... 53	Gorham, J. W., & Co. .... 2	Millman, W. H., & Sons ..... 2	Symington T., & Co. .... 21
Bidwell, W. E. .... 2	Gowans, Kent & Co. .... outside back cover	Minto Bros. & Co. .... 53	Tanguay, Alf. T., & Co. .... 48
Bowser, S. F., & Co. .... 17	Gray, Young & Sparling ..... 48	Mitchell H. W. .... 52	Taylor, W. A. .... 52
Bradstreet's ..... 17	Greig, Robt. Co. .... 14	Montreal Packing Co. .... 40	Taylor & Pringle ..... 12
Braid, Wm., & Co ..... 62	Halifax Fish Co ..... 39	Mooney Biscuit and Candy Co. .... 55	Teas & Perse ..... 2
Canada Paper Co ..... 44	Hamilton Cotton Co ..... 57	Moose Jaw Fruit and Produce Co ..... 2	Terminal Warehouse and Cartage Co. 21
Canada Sugar Refining Co ..... inside front cover	Hamilton Saratoga Chip Co. .... 18	Morse Bros ..... 14	Thompson, G. B. .... 2
Canadian Cannery ..... 5	Hazard, Horace ..... 2	Mott, John P., & Co ..... 54	Tippet, Arthur P., & Co ..... 1
Canadian Press Clipping Bureau ..... inside back cover	Imperial Extract Co. .... 54	National Cash Register Co ..... 15	Toledo Computing Scale Co ..... 16
Canadian Shredded Wheat Co. .... 47	Improved Match Co. .... 12	National Licorice Co. .... inside front cover	Toronto Salt Works ..... 44
Capstan Manufacturing Co ..... 56	James, F. T., Co. .... 51	Nestle's Chocolate ..... 11	Truro Condensed Milk Co., Limited. 18
Carman, Joseph ..... 52	James Dome Black Lead ..... 45	Nicholson & Bain ..... 54	Truro Condensed Milk Co., Limited. 18
Carrier, P. W. .... 2	Japan Teas ..... 4	Nicholson & Brock ..... 56	Turner, James, & Co. .... 23
Carter-Crume Co ..... 16	Jones & Swan ..... 2	Oakey, John, & Sons ..... 16	Upton, Thos., & Co. .... 57
Ceylon Tea Association ..... 6	Kaufmann, W. P. .... 17	Oakville Basket Co ..... 50	Vincentelli, P. & F. .... 54
Cheyne, J. A. .... 52	Koopman, G. C. .... 39	Old Homestead Canning Co. .... 7	Walker, Hugh, & Son ..... 51
Church & Dwight ..... inside back cover	Kingery Mfg. Co ..... 56	Ontario Sugar Co. .... 62	Walker Bin & Store Fixture Co. 13, 19, 47
Clark, W. .... 44	Kingston "Gleaner" ..... inside back cover	Patrick, W. G., & Co. .... 2	Warren, G. C. .... 52
Codville-Georgeson Co ..... 39	Kinross, Thos., & Co. .... 18	Payne, J. Bruce ..... 58	Warren Bros. & Co. .... 22
Coles Manufacturing Co ..... 18	Kirouac, Nap. G., & Co. .... 48	Peterboro' Cereal Co ..... 47	Watson, Stuart ..... 2
Colson, C. E., & Son ..... outside back cover	Kyle & Hooper ..... 2	Power, B. H. .... 44	Western Canada Flour Mills Co. .... 47
Conners Bros ..... 53	Lakeside Canning Co ..... 11	Painson, Th. J. .... 51	Wethey, J. H. .... outside back cover
Cowan Co. .... 54	Lambe, W. G. A. .... 2	Purnell, Webb & Co. .... 14	White & Co. .... outside back cover
Cox, J. & G. .... 57	Little, Geo. .... 45	Quance Bros ..... 48	White, Cottell & Co. .... 13
Davenport, Percy P. .... 39	Loggie, W. S., & Co. .... 53	Rapp, Herman & Co. .... 45	Wickes, Hamilton & Co. .... 45
Davidson & Hay ..... 21	Lucas, Steele & Bristol ..... 22	Rattray, D., & Sons ..... 8	Wilson, Archdale ..... 48
Dawson Commission Co ..... 51	Lytle, T. A., Co ..... 9	Robinson, O. E. .... 50	Wilson, W. H. Co. .... 52
De Ybarrodo, J. V., & Co ..... 52	McDougall, D., & Co. .... 59	Rose & Lafamme ..... 8	Wiseman, R. B., & Co. .... 64
Dominion Brokerage Co ..... 11	McFall, A. A. .... 48	Rutherford, Marshall & Co. .... 44	Wood, Thomas, & Co. .... 40
Dominion Molasses Co. .... inside front cover		Ryan, Wm., Co. .... 40	Woods, Walter, & Co. .... 40
Doughty, A. C., & Co. .... 45			Woodstock Cereal Co. .... 48
Dunn, Wm. H. .... 56			





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JOHN BAYNE MACLEAN President

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OFFICES

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A PLACE TO GROW.

"A perusal of the customs returns of Newfoundland for the year ended 30th June, 1905," says E. D. Arnaud, commercial agent in Newfoundland, in the Weekly Report, "reveals the fact that there are still several items on the list of imports, in which Canada does not figure as prominently as it should, and might do, if Canadian exporters gave a little more attention to the requirements of this market.

"While it is quite true that the imports from Canada have doubled in volume during a period, in which those from Great Britain have remained about stationary and goods from the United States have fallen off 50 per cent., which is a very satisfactory position from the Canadian standpoint, there seems to be no good reason why it should not be still further improved upon.

"It is mainly a question of price and quality of goods offered, and that if Canadian exporters can do at least as well as their competitors abroad in these respects, they will have very little difficulty in still further increasing their sales in this colony.

EDITORIAL

"In recent years there has been such an improvement in the means of transportation by railway and coastal steamers, as well as in direct communication with Canadian ports, that the reason why trade was so largely directed into other channels, has disappeared to a considerable extent, and at the present time every facility is given by the granting of through bills of lading by the Reid Newfoundland system to reach the most distant outports of the colony."

Mr. Arnaud furnishes a list of thirty-four articles in which he thinks Canada should do better, judging by the value of importations from the United Kingdom, Canada and the United States. Here are a few of the figures: Glassware, U. K., \$14,448; Canada, \$7,342; U. S., \$12,291. Groceries, U. K., \$68,434; Canada, \$24,829; U. S., \$50,515. Jam, U. K., \$7,105; Canada, \$59; U. S., \$50. Canned meats, U. K., \$1,380; Canada, \$245; U. S., \$25,265. Bacon and hams, U. K., \$4,256; Canada, \$1,444; U. S., \$16,166. Beef, U. K., nothing; Canada, \$20,343; U. S., \$220,280. Pork, U. K., \$1,082; Canada, \$44,397; U. S., \$305,701. Soap, U. K., \$21,286; Canada, \$3,650; U. S., \$5,703. Sugar, U. K., \$29,711; Canada, \$3,766; U. S., \$94,871. Lard, U. K., nothing; Canada, \$1,126; U. S., \$42,914.

AN AGGRESSIVE ASSOCIATION.

A most interesting mercantile organization is the Merchants' Association of New York, the president of which is Clarence Whitman, and the first and second vice-presidents Gustav H. Schwab and Henry T. Towne, the latter being president of the Yale & Towne Manufacturing Co., New York.

The objects of the association are of a varied character, as is shown by Bulletin No. 21, issued on June 25, giving a summary of recent work done by the executive committee whose names are given above. Matters before Congress, the State Legislature and the New York local government are considered by the association and where necessary expert engineers, etc., are employed to investigate problems before recommendations are made to the lawmakers. The questions dealt with in Bulletin No. 21 comprise (1) waste and leakage of water and its prevention, (2) amendments to Customs Administrative Act, (3) registration of trade marks in Cuba, (4) regulation of consular fees, (5) regulation of express and sleeping car companies by Interstate Commerce Act, (6) relief of San Francisco, \$185,358 being sent, (7) preservation of Niagara Falls, (8) ship subsidy, (9) laws delay and condemnation proceedings, (10) compulsory metric system bill, (11) fire insurance, (12)

The Canadian Grocer

pocket guide to New York for distribution to visiting merchants, (13) illegal structures on docks, (14) elevated loop to connect bridges, (15) local taxation of consigned goods, (16) postal notes of small denominations, (17) street signs, (18) list of legislation supported and opposed, (19) consular reform, (20) New York bay pollution, (21) reduced railway fares to encourage buyers to visit New York, (22) change in rates on public vehicles.

The wide scope of the association's work is well illustrated by the varied character of the subjects enumerated and the value to the community of such a public spirited body is incalculable. The boards of trade in Canadian towns and cities do good work within their own spheres of influence, but they might well emulate the New York association in its enterprise and breadth of action.

U. S. ANTI-TRUST LAW.

The wave of prosecutions against Canadian manufacturers and wholesalers who have banded together in associations for trade protection in order to overcome the evils of excessive competition has not been without its counterpart in the United States, where similar prosecutions have occurred. The lesson to be drawn from the experience there is that anti-trust laws cannot be looked upon as a remedy, as the trust magnates have shrewd lawyers to look after their interests and when legislation is directed against them they turn the laws into boomerangs by the insertion of cunningly arranged phrases. The Iron Trade Review, of Cleveland, draws attention to this in the following interesting article:

"The present activity of the Department of Justice in proceeding against so-called monopolistic combinations is of more than passing interest to the iron and steel trade, for if the line of action now being followed prevails, not a price control association will be safe from attack. The department has brought action against a number of unincorporated trade associations, notably the National Association of Retail Druggists, having for a purpose the control of ruinous competition by means of selling price agreements. The question at issue is whether any group of individuals in the same branch of trade can legally agree upon a price for which a given commodity is to be sold.

"If the principles enunciated in several judicial decisions of the past two years are to prevail, the business of the country will be shaken to its foundations, for there is scarcely a branch of trade which is not governed by a price agreement of some sort. The theory of the law as interpreted seems to be that any-

The Canadian

thing that ten evil, but business treme competition and are to curb its ru dent on all si 'official' price every town an has one or n chants, the so maintain a fa agreement is vague understa cent interpreta no difference h ing the agreee long as there sion is charge

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MANUFACT

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thing that tends to limit competition is evil, but business men believe that extreme competition has ceased to be beneficial and are everywhere seeking means to curb its ruinous effects. This is evident on all sides. Not only have we 'official' prices for some products, but every town and village in the country has one or more associations of merchants, the sole object of which is to maintain a fair price. Sometimes the agreement is definite and fortified by penalties, sometimes there is only a vague understanding. According to recent interpretations of the law, it makes no difference how definite and how binding the agreement happens to be; so long as there is an understanding, collusion is charged and assumed.

"The border line of conspiracy in controlling prices has never been determined. The law encourages certain forms of monopoly and punishes others. If a manufacturer of a machine costing \$50 chooses to sell his product for \$500, he can do so with impunity. But if two or more manufacturers of similar machines agree orally or in writing that they will not sell their competing product for less than a determined price, they become subject to legal proceedings. The question of fair profit or the actual cost to the consumer does not seem to enter into consideration at all.

"Trade associations are a part of modern business. To proceed upon the assumption that they are in principle all bad because they ameliorate some of the worst evils of competition can not fail to have an injurious effect. It has been proved again and again that to allow the competitive struggle with all its scientific destructive weapons to run its ruinous course inevitably brings hardship to the consumer, as well as to the small producer. Price control associations are not confined to this country. In at least one European state they are encouraged and regulated by law.

"It is only by means of trade agreements that the small independent producer can survive in the same field with his powerful rival, and it is a strange commentary upon our system of legislation by popular demand that the very law which was enacted for the purpose of curbing the huge combinations that threatened to crush individual effort is now found to apply only to those whom it was intended to protect."

#### MANUFACTURERS GETTING TOGETHER.

What should lead to one of the greatest industrial organizations in the world was commenced by the combined Boards of Trade of Niagara Falls, Ont., and Niagara Falls, N.Y., when they recently invited representatives of the manufacturing interests from Canada and the

United States to meet and visit the various works on both sides. It is proposed to make this an annual affair, but in which the manufacturers as a whole will be in closer connection. With an annual meeting of this kind where the manufacturers of the two great countries are brought in close contact, questions of mutual and reciprocal interests should be discussed. Matters of tariff and questions concerning methods and materials of manufacture could be brought up and agreements arrived at as to most advantageous methods for the industries of both countries. With the manufacturers of the two countries in unison on certain points the respective Governments could hardly fail to listen favorably to petitions from them, provided they were in harmony with the interests of the masses. Now that the matter has been fairly launched it should not be allowed to drop, and those who took the initial steps should see to it that a great organization is effected having for its object the discussion of broad industrial problems, conducted after the same manner as the great engineering societies.

#### GIVING CREDIT.

The trend of the times is towards a cash system of doing business, not only between the wholesaler and the retailer, but between the retailer and his customer. Between the latter, however, there is not the definite state of trade existing that there is between the former, although there appears to be no logical reason why such a condition of affairs should not sooner or later be evolved.

A cash basis of selling is the ideal of the retail merchant, but it is not always workable, and particularly is this the case where local competitors make a practice of giving credit. But if a man finds it impracticable to sell for cash there is no reason why he cannot establish a credit system for those who are good customers and must have time, by having stated periods, either weekly or monthly, when accounts must be settled, after which date interest would be charged the same as by a bank. It is unreasonable that a merchant should pay interest to a banker on money to buy merchandise that he sells without either interest or security. The only reason that can be given is that custom has established such methods, and its dictum is considered final, but the man who breaks away from these usages and strikes out on the stipulated time payment plan will find that his anxieties and losses caused by long-time accounts will be almost eliminated.

There might be at first some trouble arise from adopting such a credit sys-

tem, and even the loss of a customer or two, but as it is the slow-pay man whom the time payment plan is designed to reach, is it not just as well to lose his trade at the outset as to eventually lose it through necessary dunning? If he pays his bills regularly the weekly or monthly plan will be no hardship upon him, but if he is one of the slow pays the sooner he gets into line or drops out the better.

There seemingly must be some credit system, and the man who gives credit must do so under some hard and fast rule, otherwise the constant leaks will largely offset the profit he makes.

#### EARLY CLOSING.

The hot weather is upon us, and the time for early closing. In many towns there is no arrangement between storekeepers as to what hour shall be observed as the closing hour, each man keeping open as long as he likes, and often longer than he likes, because the other fellows do it. It is a pity that such is the case, but it need not be if an arrangement is made and observed.

Nine times out of ten the other fellow is quite willing to close at a reasonable time, say half-past six, or seven, if he is approached on the subject. Of course there might be one or two who will keep open until all hours of the night to catch the stray shillings, but the after hours trade is desultory, and it is questionable if the business done in this way ever hurt the man who closed up at a reasonable hour.

There is no time better than the present to start an early closing propaganda, which could well be continued after the Summer has gone. Life is short, and time is fleeting, and an hour or two of healthy recreation in God's out-of-doors gives one a zest to return to his work next day, and a vigor to carry him through the Winter months when he is prone to remain indoors. It is safe to say that, looking back at the end of the year, no loss to business will be seen from closing at a reasonable hour, and those who were in the habit of night purchasing will be educated up to buying during the day.

#### TESTING COWS.

Dairy tests carried on under the supervision of Ontario dairy associations show the good work that these bodies are doing to improve this department of the farm. Some tests showed, as a result of better feeding and care, double the production of butter fat and milk. Other tests showed equally encouraging results; but one of the most practical results has been the education that breed without performance is of little avail. While pure bred stock will of course always give the best returns, there are a good many animals that have the breeding only. What a cow will produce must henceforth be of equal importance with its pedigree.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

### FLUCTUATIONS—

Fish—Revised.

Tomatoes—Decline 10c.

Montreal, July 5, 1906.

Very good trade has been transacted during the week and jobbers state that business is fully up to that of last year in volume. The grocery market presents very little that is new. Trade is in a good healthy condition, but there is nothing worthy of special mention. Tomatoes have declined, as it was prophesied they would in The Grocer a couple of weeks ago. No information regarding the new crops is yet to hand, but it is thought that corn will be higher this year. Other canned goods lines are expected to be about the same in price as last year. The sugar market at present is interesting. An advance is expected any day. Orders for sugar have been good throughout the week. Tea is practically unchanged since last week. Reports from Japan are to the effect that prices are advancing. Molasses presents no new feature, except perhaps the fact that there is some price-cutting going on in Montreal. The trade is not affected, however. Dried fruits remain unchanged. Valencia raisins continue very scarce. Coffee and spices are unchanged. Tapioca is almost out of the market so scarce is it. Rice is moving rather freely. Evaporated apples are still high and scarce. Other lines are normal.

**CANNED GOODS**—Since last report there has been a decline of ten cents in the price of tomatoes. Dealers are now asking \$1.20 per dozen. This decline, mentioned as probable in The Grocer some two weeks ago, has been caused by the desire of holders to dispose of such stock as they held before new crop shipments began to arrive. No quotations have yet been received for the coming season. It is not thought, however, that there will be many changes in prices. Peas are considered as certain to be advanced, since the price last year was too low. Other lines of canned goods are expected to be about the same. Present business is about steady.

	Group No. 1	Group No. 2
<b>Cherries—</b>		
2s, red, pitted	2 12	2 10
2s, red, not pitted	1 67	1 65
2s, black, pitted	2 12	2 10
2s, black, not pitted	1 67	1 65
2s, white, pitted	2 32	2 30
2s, white, not pitted	1 92	1 90
<b>Currants—</b>		
Red, heavy syrup	1 60	1 57
Red, preserved	1 80	1 77
Black, heavy syrup	1 77	1 75
Black, preserved	2 07	2 05
Gal. apples	2 77	2 75
<b>Gooseberries—</b>		
Heavy syrup	1 90	1 87
Preserved	2 12	2 10
<b>Lawtonberries—</b>		
Heavy syrup	1 77	1 75
Preserved	1 92	1 90
<b>Peaches—</b>		
Yellow, flats, 1 1/2	1 70	1 67
" " 2	1 90	1 87
" " 3	2 60	2 57
" " 4	2 85	2 82
whole	2 37	2 35
White	1 75	1 72
" " 2	2 50	2 47
" " 3	2 70	2 67
Pie, 3	1 27	1 25
Pie, not peeled, gal.	2 57	2 55
Pie, peeled	4 52	4 50

<b>Pears—</b>		
Flemish beauty 2	1 65	1 62
" " 2 1/2	1 97	1 95
" " 3	2 12	2 10
Bartlett	1 80	1 77
" " 2 1/2	2 17	2 15
" " 3	2 32	2 30
Pie, 3	1 27	1 25
Pie, not peeled, 3	3 77	3 75
Pie, not peeled, gal.	3 27	3 25
" gal.	2 50	2 50
<b>Pineapples—</b>		
2s sliced	2 25	2 25
2s " grated	2 35	2 35
2s " whole	2 50	2 50
<b>Plums—</b>		
2s, Damson, light syrup	1 00	1 00
2s " heavy syrup	1 20	1 20
2s " " "	1 77	1 77
2s " " "	1 85	1 85
Gals. " standard	2 95	2 95
2s " Lombard, light syrup	1 05	1 05
2s " heavy syrup	1 35	1 35
2 1/2s " " "	1 62	1 62
3s " " "	1 90	1 90
Gals. " standard	3 15	3 15
2s " Green Gage, light syrup	1 15	1 15
2 1/2s " heavy syrup	1 47	1 47
3s " " "	1 72	1 72
Gals. " standard	3 45	3 45
2s " Egg, heavy syrup	1 52	1 52
2 1/2s " " "	1 80	1 80
3s " " "	2 10	2 10
<b>Raspberries—</b>		
Red, light syrup	1 42	1 40
Red, heavy syrup	1 67	1 65
Red, preserved	1 87	1 85
Black, heavy syrup	1 62	1 60
Black, preserved	1 77	1 75
<b>Strawberries—</b>		
2s, heavy syrup	1 52	1 50
2s, preserved	1 67	1 65
Gallons, standard	5 27	5 25

### VEGETABLES

<b>A-paragus—</b>		
2s, tips	52	2 50
Beets, sugar	0 85	0 95
<b>Bean—</b>		
2s, wax	\$0 82	\$0 80
2s, refugee	0 85	0 82
<b>Corn—</b>		
2-lb. tins, per doz.	0 85	0 85
Gallon, per doz.	5 00	5 00
<b>Peas—</b>		
2s, standard (No. 4)	0 67	0 65
2s, early June (No. 3)	0 75	0 72
2s, sweet wrinkled (No. 2)	0 87	0 85
2s, extra fine sifted (No. 1)	1 27	1 25
<b>Pumpkins—</b>		
3-lb. tins		0 80
<b>Rhubarb—</b>		
2s, preserved	1 17	1 15
3s, preserved	1 92	1 90
Gallons, standard	2 65	2 62
<b>Spinach—</b>		
2s, table	1 42	1 40
3s, table	1 82	1 80
Gallons, table	5 02	5 00
<b>Squash—</b>		
3-lb.		1 00
<b>Tomatoes—</b>		
3-lb. tins, per doz.	1 20	1 20
Gallon tins, per doz.	3 02	3 02

### FISH

<b>Lobster, tails</b>	3 50
" 1-lb. flats	3 85
" 1-lb. flats	2 00
<b>Mackerel</b>	1 00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf	
1-lb. Tails, 5 cases and over, per doz.	1 55
1-lb. " less than 5 cases, " "	1 57
1-lb. Flat, 5 cases and over, " "	1 67
1-lb. " less than 5 cases, " "	1 70
Arrow brand, 7 1/2 cents less, " "	
1-lb. " 5 cases and over, " "	1 00
1-lb. " less than 5 cases, " "	1 02
Low Inlet, " "	
1-lb. Flat, 5 cases and over, " "	0 95
1-lb. " less than 5 cases, " "	0 97
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	1 00
fresh herring in tomato sauce, 4 doz.	1 00
Canadian plain herring, per doz.	1 00
Scotch kippered herring, per doz.	1 35
" herring in tomato sauce, per doz.	1 30

**SUGAR**—Prices have been well maintained since last week, but conditions considered, it is not improbable that there will shortly be an advance. The idea is scouted in some quarters, but the trade generally expects an advance of ten cents. Summer business is picking up every day. Some considerable business for early fruits has already

been done. The trade is in a healthy condition all around.

<b>Granulated, bbls.</b>	\$4 20
" 1-bbls.	4 35
" bags	4 15
<b>Paris lump, barrels</b>	4 75
" half-barrels	4 85
" boxes, 100 lbs.	4 75
" boxes, 50 lbs.	4 55
<b>Extra ground, bbls.</b>	4 60
" 50-lb. boxes	4 70
" 25-lb. boxes	4 80
<b>Powdered, bbls.</b>	4 40
" 50-lb. boxes	4 60
<b>Phoenix</b>	4 05
<b>Bright coffee</b>	4 00
" yellow	3 95
<b>No. 3 yellow</b>	3 90
<b>No. 2</b>	3 80
<b>No. 1</b>	3 70
<b>No. 1</b> bags	3 65

**TEA**—There has been practically no change in the tea situation since last week. A good sorting business is being done with the retailers. Advices received from Japan are to the effect that prices are steadily maintained and inclined to be higher. As yet there is no news of the second crop, which is of much interest to Canadian buyers, but reports are expected any day. No new Japan fannings or siftings are obtainable locally. The Chinese evidently have got in on the ground floor and are doubtless buying up pretty well everything in this line at present. Indians and Ceylons are unchanged.

<b>Japan—Fine</b>	0 26	0 30
<b>Medium</b>	0 20	0 23
<b>Good common</b>	0 18	0 18
<b>Common</b>	0 13	0 15
<b>Ceylon—Broken Pekoe</b>	0 25	0 38
<b>Pekoe</b>	0 17	0 20
<b>Pekoe Souchong</b>	0 15	0 20
<b>Indian—Pekoe Souchong</b>	0 15	0 18
<b>Ceylon greens—Young Hysons</b>	0 17	0 18
<b>Hysons</b>	0 16	0 17
<b>Gunpowders</b>	0 13	0 14
<b>China greens—Pingsuey gunpowder, low grade</b>	0 11	0 15
" " pea leaf	0 19	0 23
" " pinhead	0 28	0 32

**SYRUPS AND MOLASSES**—Molasses remains almost without feature. In Montreal there has, of late, been some little cutting in prices, but the market has not been materially affected. There is very little molasses changing hands except that which has been contracted for.

Corn syrups are moving freely, very good business being done considering the season.

<b>Barbadoes, in puncheons</b>	0 30
" in barrels	0 32
" in half-barrels	0 33
<b>New Orleans</b>	0 22
<b>Antigua</b>	0 30
<b>Porto Rico</b>	0 40
<b>Corn syrups, bbls.</b>	0 02
" 1-bbls.	0 07
" 1-bbls.	0 03
" 3 1/2-lb. pails	1 30
" 25-lb. pails	0 90
<b>Cases, 2-lb. tins, 2 doz. per case</b>	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " 1 doz. "	2 25
" 20-lb. " 1 doz. "	2 10

**FOREIGN DRIED FRUITS**—There is really nothing new in the dried fruit market this week. Business is reported as being fair. Valencia raisins are still high and scarce. Prunes continue firm. Currants are unchanged. Filberts and almonds are quiet. Walnuts are slightly higher, but the market locally is not much affected. Shelled nuts are still firm.

<b>Valencia Raisins—</b>	
Fine off-stalk, per lb.	0 05
Selected, per lb.	0 05
Layers	0 05
Dates	
Dates, Hallowees, per lb.	0 04

Californian Evaporated  
Apricots, per lb.  
Peaches, "  
Pears, "  
Malaga Raisins—  
London layers  
" Connoisseur Clusters  
" Royal Buckingham  
" Excelsior Window

Californian Raisins—  
Loose muscades, fancy  
" " 2 crown  
" " 3 crown  
" " 4 crown

Prunes—  
30-40s  
40-50s  
50-60s  
60-70s  
70-80s  
80-90s  
90-100s  
Oregon prunes (Italian)  
Oregon prunes (French)

Currants—  
Filialras, uncleaned, b  
Fine Filialras, per lb.

Finest Vostiznas "  
Amalias  
Sultana Raisins—  
Sultana raisins, per lb.  
1-lb. cr

Eleme Table Figs—  
Six crown, extra fancy  
Four crown, fancy, 10-l  
Three crown  
Glove boxes, fine qual  
Fancy washed figs, in l  
" pulled figs, in b  
" stuffed figs,  
12-oz. boxes

**COFFEE**—Co  
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Jobbers report  
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year.

**Jamaica**  
Java  
Mocha  
Rio, No. 7  
Santos  
Maracaibo

**SPICES**—Spi  
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hand-to-mouth

Peppers, black  
" white  
Ginger, whole  
Ginger, Cochin.  
Cloves, whole  
Cream of tartar  
Allspice  
Nutmegs

**RICE AND**  
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7 1/2c. or 8 1/2c.

B rice, in 10 bag lots  
B rice, less than 10 bag  
O rice, in 10 bag lots  
O rice, in less than 10 l  
Tapioca, medium pearl

**EVAPORAT**  
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**BEANS**—Bea  
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Choice prime beans  
Lower grades

**HONEY**—Ho  
Orders are ver  
White clover, extracte  
Buckwheat

**MAPLE PR**  
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California Evaporated Fruits—		
Apricots, per lb.	0 13	0 14
Peaches, "	0 12	0 14
Pears, "	0 13	0 15
Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters"	2 50	
Royal Buckingham Clusters, 1/2-boxes	0 80	
" " " " 1/2-boxes	1 10	
" " " " boxes	3 50	
"Excelsior Window Clusters," 1/2-boxes	4 50	
" " " " "	1 3	
California Raisins—		
Loose muscades, fancy seeded, in 1-lb. pkgs.	0 09	0 09
" " " " choice seeded, in 1-lb. pkgs.	0 08	0 09
" " " " 2 crown	0 07	0 08
" " " " 3 crown	0 08	0 08
" " " " 4 crown		

Prunes—		Per lb.
30-40s	0 09	0 09
40-50s	0 08	0 09
50-60s	0 08	0 08
60-70s	0 07	0 08
70-80s	0 07	0 07
80-90s	0 06	0 06
90-100s	0 06	
Oregon prunes (Italian style), 40-50s	0 07	0 08
" " " " 50-60s	0 07	0 08
Oregon prunes (French style), 60-70s	0 07	0 08
" " " " 90-100s	0 06	0 06
" " " " 100-120s	0 05	
Currents—		
Filiatras, uncleaned, barrels	0 05	
Fine Filiatras, per lb., in cases	0 06	0 07
" " " " cleaned	0 06	
" " " " in 1-lb. cartons	0 07	
Finest Vostizzas " "	0 06	0 07
Amalias " "	0 06	
Sultana Raisins—		
Sultana raisins, per lb.	0 06	0 08
" " " " 1-lb. carton	0 09	
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	
Four crown, fancy, 10-lb. boxes	0 09	
Three crown, " " "	0 07	0 07
Glove boxes, fine quality, per box	0 11	
Fancy washed figs, in baskets, per basket	0 20	
" " " " pulled figs, in boxes, per box	0 22	
" " " " stuffed figs, " "	0 28	
12-oz. boxes	0 06	0 07

COFFEE—Coffee this week presents no new features. There is a good general business going on, but no particular line is in demand more than another. Jobbers report a very good sorting business such as is usual about this time of year.

Jamaica	0 10	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09	0 10
Santos	0 10	0 11
Maraçabo	0 11	0 13

SPICES—Spices continue firm, being unchanged since last week. Orders received from different points indicate a hand-to-mouth trade as a rule.

Peppers, black	0 16	0 22
" " white	0 25	0 30
Ginger, whole	0 16	0 24
Ginger, Cochim.	0 17	0 17
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

RICE AND TAPIOCA—Very good trade is passing in rice at present. Jobbers are still quoting \$3.15. Tapioca is almost out of the market, so scarce is it. One Montreal house has an order arriving next month. Twenty-five bags was the most it was found possible to obtain, and this is expected to sell for 7 1/2c. or 8 1/2c.

EVAPORATED APPLES—Nothing new has developed in evaporated apples since last week. Prices are still nominal, averaging 12 1/2c. to 13 1/2c.

BEANS—Beans are unchanged since last report. Stocks are not at present very heavy, but there is no great demand on the part of buyers.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

HONEY—Honey remains unchanged. Orders are very few in number.

White clover, extracted tins	0 71	0 08
Buckwheat	0 06	0 06

MAPLE PRODUCTS—There is no change in the market this week. Business is fairly good along staple lines.

Maple syrup, in wood, per lb	0 06	0 06
" " " " in large tins	0 06	0 07
Pure Townships sugar, per lb	0 07	0 07
Pure Beauce County, per lb	0 07	0 08

ONTARIO MARKETS.

FLUCTUATIONS—

Sugar—Firm.  
Raisins—Upward tendency, report of short crops.  
Dried fruits—Firm and scarce.  
Butter—Firm.  
Lamb skins—Advanced 10 cents.

Toronto, July 5.

A good condition of trade is reported by wholesalers this week. There are no price changes of any moment, but in sugar there is a much firmer tone, and dealers are looking for an advance shortly. California dried fruits are becoming scarcer and some lines—apricots and peaches—are entirely off the market, while all other lines are decidedly firm in price. By the time the new crop is ready to pack it is likely that the market will be bare. The quality of tea coming from India and Ceylon is not very good, except in the high grades which are firm in tone, other grades not bringing a high price.

CANNED GOODS—There is nothing new in canned goods. Green fruits are largely taking their place and the consumptive demand is not large, but stocks are not heavy and prices on this account are firm. Eastern reports speak of a drop in tomatoes but Toronto wholesalers are finding the usual sales at the same prices. Salmon are firm at the recent advance, and in active demand. Canned meats are quiet.

Group No. 1 comprises—	
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.	
Group No. 2 comprises—	
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.	
Group No. 3 comprises—	
"Globe," "Jubilee," "White Rose," and "Deer" brands.	

FRUITS.		Group No. 1	Groups 2 and 3
Apples, standard, 3s.	1 02	1 00	
" " preserved, 3s.	1 27	1 25	
" " standard, gal.	2 77	2 75	
Blueberries—			
2s, standard	0 92	0 90	
2s, preserved	1 42	1 40	
Gals, standard	3 25	4 00	
Cherries—			
2s, red, pitted	2 12	2 10	
2s, " " not pitted	1 67	1 65	
2s, black, pitted	2 12	2 10	
2s, " " not pitted	1 67	1 65	
2s, white, pitted	2 32	2 30	
2s, " " not pitted	1 02	1 00	
Gallons, standard, not pitted	7 12	7 10	
" " " " pitted	8 62	8 60	
Currents—			
2s, red, H.S.	1 60	1 57	
2s, red, preserved	1 80	1 77	
Gals, red, standard	4 77	4 75	
" " " " solid pack	7 02	7 00	
2s, black, H.S.	1 77	1 75	
2s, " " preserved	2 07	2 05	
Gals, black, standard	5 02	5 00	
" " " " solid pack	8 02	8 00	

Grapes—		
2s, white Niagara	1 42	1 40
2 1/2s, white Niagara	1 77	1 75
3s, white Niagara	1 97	1 95
Gal., white Niagara	3 52	3 50

Gooseberries—		
2s, H. S.	1 90	1 87
2s, preserved	2 12	2 10
Gals, standard	6 02	6 00
" " solid pack	8 02	8 00

Lawtonberries—		
2s, H.S.	1 77	1 75
2s, preserved	1 95	1 92
Gals, standard	5 52	5 50

Peaches—		
1 1/2s, yellow (flat)	1 70	1 67
2s, yellow	1 90	1 87
2 1/2s, yellow	2 60	2 57
3s, yellow	2 85	2 82
3s, yellow (whole)	2 37	2 35
2s, white	1 75	1 72
2 1/2s, white	2 50	2 47
3s, white	2 70	2 67
Gal., pie	1 27	1 25
Gal., pie, peeled	4 52	4 50
Gal., pie, not peeled	3 57	3 55

Pears—		
2s, Flemish Beauty	1 65	1 62
2 1/2s, Flemish Beauty	1 97	1 95
3s, Flemish Beauty	2 12	2 10
2s, Bartlett	1 80	1 77
2 1/2s, Bartlett	2 17	2 15
3s, Bartlett	2 32	2 30
Gal., pie, peeled	1 27	1 25
Gal., pie, not peeled	3 80	3 77
" " " "	3 27	3 25

Pineapple—		
2s, sliced	2 32	2 30
2s, grated	2 57	2 55
3s, whole	2 57	2 55

Plums, Damson—		
2s, light syrup	0 92	0 90
2s, heavy syrup	1 17	1 15
2 1/2s, heavy syrup	1 47	1 45
3s, heavy syrup	1 77	1 75
Gal., standard	2 97	2 95

Plums, Lombard—		
2s, light syrup	0 97	0 95
2s, heavy syrup	1 22	1 20
2 1/2s, heavy syrup	1 52	1 50
3s, heavy syrup	1 77	1 75
Gal., standard	3 17	3 15

Plums, greengage—		
2s, light syrup	1 02	1 00
2s, heavy syrup	1 27	1 25
2 1/2s, heavy syrup	1 52	1 50
3s, heavy syrup	1 82	1 80
Gal., standard	3 47	3 45

Plums, egg—		
2s, heavy syrup	1 55	1 52
2 1/2s, heavy syrup	1 82	1 80
3s, heavy syrup	2 12	2 10

Raspberries, Red—		
2s, L. S. (Shafterberries)	1 42	1 40
2s, H. S.	1 67	1 65
2s, preserved	1 87	1 85
Gals, standard	5 27	5 25
" " solid pack	8 27	8 25

Raspberries, Black—		
2s, black, H. S.	1 62	1 60
2s, preserved	1 77	1 75
Gals, standard	5 02	5 00
" " solid pack	8 72	8 25

Strawberries—		
2s, heavy syrup		2 25

VEGETABLES.

Asparagus, California—		
2s		3 90
2s, Canadian		3 00

Bee's—		
2s, sliced, sugar and blood red	0 87	0 85
2s, whole	0 87	0 85
3s, sliced	0 97	0 95
3s, whole		1 00

Beans—		
2s, golden wax	0 82	0 80
2s, refugee	0 85	1 00
3s	1 27	1 25
Gals, standard	3 77	3 75
" " " "	0 35	0 02
2s, crystal wax	0 02	1 00
2s, red kidney	1 12	1 10
2s, Lima	4 52	4 50
Gals, standard	1 12	1 10
1s, Baked, plain	0 40	
1s, " " tomato sauce	0 45	
1s, " " chili sauce	0 50	
2s, " " plain	0 70	
2s, " " tomato sauce	0 75	
2s, " " chili sauce	0 77	
3s, " " plain (flat or tall)	0 87	
3s, " " tomato sauce (flat or tall)	0 95	
3s, " " chili	1 01	

Cabbage—		
3s	0 87	0 85

Carrots—		
2s	0 92	0 90
3s	1 02	1 00

Cauliflower—		
2s	1 42	
3s	1 82	

Corn—		
2s	0 85	0 82
Gal., on cob	4 52	4 50

Parsnips—		
2s	0 92	0 90
3s	0 92	1 00

Peas—		
Extra fine sifted, 2s	1 37	1 37
Sweet wrinkle	0 95	0 87
Early June	0 77	0 75
2s, standard	0 67	0 60

Pumpkin—		
3s	0 80	0 77
Gal.	2 52	2 50

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, July 5, 1906.

BUTTER—Weaker tendency. Prices unchanged.  
OHSE—Tendency upward in local market. Prices firm and unchanged.  
EGGS—No change in prices.  
PROVISIONS—Demand good. Prices firm. Hams, all grades, marked up 1/2c to 1c per lb.; bacon, in some grades, advanced similarly.











been explained to his entire satisfaction. \_\_\_\_\_ expect to get control of these goods for Manitoba and the territories and we expect to sell to only the one dealer in each town; it is certainly not our intention to sell to everyone.

We think you had better write the \_\_\_\_\_ company at Toronto if you want any further information regarding the goods shipped to Arnaud and we think you will find their way of doing business is a help to the dealers instead of an injury.

Yours very truly,

This letter showed a desire to explain and the company's side of the dispute was presented. The letter from the head office was not so satisfactory.

Toronto, May 11, 1906.

W. A. Coulson, Esq.,  
Care the Retail Merchants' Assn.  
Winnipeg, Man.

Dear Sir:—Your favor of the 4th inst. to hand with reference to our shipping goods direct to parties in your vicinity. In reply beg to state that we do not see that this can in any way interfere with the Retail Merchants' Association as we have nothing whatever to do with this association.

Trusting that this explanation will be satisfactory, we are:

Very truly yours,

\_\_\_\_\_ Co.

To this letter Mr. Coulson replied as follows:

Winnipeg, May 23, 1906.

\_\_\_\_\_  
Co.,  
Toronto, Ont.

Dear Sirs: Replying to yours of May 11, you could not possibly have read my complaint aright. The question at issue is this: Do you think it fair that your travelers should sell direct to the consumer where the merchant of the town is carrying a stock of your goods? We feel that it is not fair for you to stock up a merchant, or merchants, in each town and then sell direct to the consumer without putting the orders through the merchants of the town. It will only mean, if this is continued, that it will be necessary for you to do one thing or the other, sell direct to the consumer or only to the merchants.

Yours truly,

W. A. COULSON,  
Secretary.

A month has elapsed since Mr. Coulson wrote this last letter, but no reply has been received from the firm in question. It will accordingly be necessary to bring the matter to the attention of the association at the semi-annual meeting on the 26th and 27th of the month. The correspondence indicates that the dealers have a real grievance against the firm in question.

On Wednesday evening of last week there was an enthusiastic meeting of Winnipeg grocers in the association offices in the Scott building. On the hottest night of the year it was scarcely to be expected that any very large proportion of the 72 grocers in the city who are members of the association would be present, and the attendance was, under the circumstances, very encouraging indeed. Among those present were the following: R. Templeton, J. A. Parks, H. Slasor (representing G. B. Andrews), W. J. Kennedy, J. J. Jackson, J. Bloomfield, S. Ling, M. Chariton, John

A. Gustafson, Wm. Mahoney, John Dyke, A. F. Heather, J. R. Van Norman, C. A. Cowherd, G. J. Caswell, Secretary W. A. Coulson, and F. R. Munro, of The Canadian Grocer.

Officers Elected.

As the permanent organization of a Winnipeg section had been decided on at a previous meeting the first business was the election of officers. Secretary Coulson and The Canadian Grocer representative acted as scrutineers and the election resulted as follows:

President—R. Templeton.  
First vice-president—E. B. Nixon.  
Second vice-president—Wm. McLean.  
Secretary—J. Treleven.  
Treasurer—J. A. Parks.

General Business.

The secretary supplied each member present with a list of delinquent debtors reported by the various stores in the city and explained that this list was compiled from information supplied by grocers, butchers and hardwaremen. Collection forms would be furnished all members who made application for them. There were already some 72 members in the Winnipeg grocers' section and he hoped very soon to see every grocery store in the city in line.

On taking the chair after his election, Mr. Templeton in a few well chosen words expressed his appreciation of the honor done him and urged all present to work for the association. He had been in business in Winnipeg for 20 years and he thought he knew something of the grievances of the city trade.

A membership committee was then appointed to superintend the organization in the different wards: Ward 1, S. Ling; Ward 2, J. J. Jackson; Ward 3, J. Bloomfield; Ward 4, John Dyke; Ward 5, J. A. Gustafson; Ward 6, S. Elliott.

The president and vice-president were appointed as a committee to join with committees from other branches of the trade in the city in asking the board of health to provide for the removal of garbage from stores the same as from private residences.

On motion of Messrs. Ling and Dyke it was decided to hold regular meetings on the second and fourth Thursdays of each month.

The complaint was made that wholesale produce houses are selling to consumers and there was some discussion of the subject. Action was, however, deferred until next meeting.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, July 5, 1906.)

MARKET NOTES—

Apricots—Opening price new stock 22c., choice.  
Valencia raisins—Prices revised.  
Evaporated apples—Advancing 1-2c. per lb.  
Dried apples—Advanced 1-4c. per lb.  
Tapioca—Advancing.  
Clover Leaf salmon—Advanced.

All departments of the wholesale grocery trade showed marked activity. Dealers at many points where railroad construction is in progress are calling

for large supplies for their transient railway trade. Crop reports continue most optimistic in tone and with all prospects pointing to another prosperous year, the trade are buying freely.

Sugar is reported very firm with all indications pointing to an early advance. Buying has been very active during the last fortnight in anticipation of an advance. New apricots will be on the market in a month's time or less and opening prices are very high. The old stock in California is now completely exhausted.

CANNED GOODS—Clover Leaf salmon has been advanced for present delivery and revised prices will be noted below. Jobbers and commission men expect that salmon will command higher prices when new fish is on the market. New lobsters are on the market and are selling at prices quoted below. Clark's pork and beans has been advanced. We quote:

	FRUITS.	
	Group No. 1	Groups No. 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb.	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black	3 83	3 78
Gooseberries—		
new	4 08	4 03
Pears—		
2s, F.B., per 2-doz. case	3 58	3 53
3s, " "	5 09	5 04
Peaches—		
2s	4 08	4 03
3s	6 14	6 09
Plums—		
Damson, 1s	2 13	2 08
Lombard, 1s	2 23	2 18
Greengage, 1s	2 33	2 28
Pumpkins—		
"	2 09	2 04
Pineapples—		
2s, sliced, 2 doz. cases, per case	4 20	
2s, whole	3 75	
2s, whole	4 60	
2s, grated	4 40	
Raspberries—		
red (new)	3 63	3 58
black (new)	3 53	3 48
VEGETABLES.		
Beans—		
golden wax	1 93	1 88
refugee	1 98	1 93
Beets—		
3s	2 39	2 34
Corn—		
2s	1 98	1 93
Peas—		
(No. 4) 2s	1 63	1 58
(No. 3) 2s	1 78	1 73
Succotash—		
2s	2 63	2 58
Tomatoes—		
All groups, per case		3 10
FISH.		
Salmon, Fraser River sockeye, per case	6 25	
" Skeena River, " "	6 00	
" River's Inlet, " "	5 90	
" Red Spring, " "	5 75	
" humpback, " "	4 10	
" cohoes, " "	4 85	
" Clover Leaf, 1 to 4 cases	6 75	
" " " 5 to 9 cases	6 65	
" " " 10 to 25 "	6 55	
Lobsters (new), 1-lb. flats, per case	16 00	
" " " per doz.	2 15	
" " " 1-lb. flats, per case	10 50	
" " " per doz.	2 70	
" " " 1-lb. tails, per case	14 75	
" " " per doz.	3 90	
MEATS.		
Pork and beans (V.C.P. Co.), 1s, per doz.	1 25	
" " " 2s, " "	1 90	
" " " 3s, " "	2 60	
Clark's 1 lb. plain, per case	2 30	
" " " " "	1 85	
" " " " "	5 75	
" " " " "	2 30	
" " " " "	1 85	
" " " " "	2 40	
" " " " "	2 25	
" " " " "	1 95	
" " " " "	2 35	
Soups (Van Camp's), per doz.	1 25	
Canned chicken (Man. Can. Co.) per doz.	3 25	
" turkey	3 25	
" chicken (Aylmer), per doz	3 30	
" (Delhi)	3 20	
" turkey (Aylmer)	3 30	
" (Delhi)	3 20	
" duck (Aylmer)	3 30	
" (Delhi)	3 20	

Corned beef  
" Man. Can.  
Roast beef (Man. Can.)  
" (Clark's)  
Potted meats, 1/2s, per  
Veal loaf (Libbey's)  
Ham loaf " "  
Chicken loaf " "  
Lunch tongue (Clark  
Sliced smoked beef (Aylmer)  
" " "  
Chipped " "  
" " "  
Sliced bacon,  
Corned beef (Clark's

SUGAR—F  
an early adva  
possible teleg  
as follows:

Montreal granulated  
" yellow, in 1  
" " in 50  
Wallaceburg, in bbl  
" " in sac  
Berlin, granulated  
" " "  
Icing sugar in bbls.  
" " in boxes  
Powdered sugar, in  
" " in  
Lump, hard, in bbls  
" " in 100-lb  
Raw sugar.....

SYRUPS

continue as  
Syrup "Crown Bran  
" " "  
" " "  
" " "  
" Kairomel " syrup,  
" " "  
" " "  
Barbadoes molasses  
New Orleans molasses  
Porto Rico molasses  
Blackstrap, in bbls.,  
" " gal.

COFFEE—

Whole green Rio, p  
" roasted " p  
Ground roasted Rio  
Standard Java in 25  
Old Government Java  
" " Mo  
Imperial Java, in 25  
Pure mocha  
" Maracaibo  
Choice Rio.....  
Pure  
Seal Brand (O & S)  
Local Blends:—  
Mocha and Java in

MATCHES

" Telegraph " "  
" Telephone " "  
" King Edward " "  
" Head Light " "  
" Rising Star " "  
" Eagle " "  
" Victoria " "  
" Silent " 200's.....  
" " 500's.....

FLY PAD

are quoted t  
as last, viz.,  
\$8.40. "Tan  
the quotation  
per case of 1  
FOREIGN  
ply of aprico  
pletely exhaust  
month before  
market. Cho  
per lb., and  
new stock fe  
is 22c. for  
dard. Neeta  
1-2c. per lb.



their transient ports continue and with all other prospering freely. firm with all early advance. ve during the on of an ad- e on the mar- ess and open- The old stock completely ex-

er Leaf sal- r present de- will be noted mission men and higher the market. rket and are low. Clark's advanced. We

Group No. 1	Groups No. 2 & 3
3 35	3 30
2 75	2 70
4 33	4 28
3 48	3 43
3 83	3 78
4 08	4 03
3 58	3 53
5 09	5 04
4 08	4 03
6 14	6 09
2 13	2 08
2 23	2 18
2 33	2 28
2 09	2 04
4 20	
3 75	
4 60	
4 40	
3 63	3 58
3 53	3 48
1 93	1 88
1 98	1 93
2 39	2 34
1 98	1 93
1 63	1 58
1 78	1 73
2 63	2 58
3 10	
6 25	
6 90	
5 90	
5 75	
4 10	
4 85	
6 75	
6 65	
6 55	
16 00	
2 15	
10 50	
2 70	
2 75	
3 90	
1 25	
1 90	
2 60	
2 30	
1 85	
2 40	
2 30	
1 85	
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2 25	
1 95	
2 35	
1 25	
3 25	
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3 20	
3 30	
3 20	
3 30	
3 30	
3 30	

The Canadian Grocer.

Corned beef	2's	2 80
" "	1's	1 60
" Man. Can. Co. 2's per doz.		2 50
" "	1's	1 35
Roast beef (Man. Can. Co.), 2's, per doz.		2 50
" "	1's	1 35
" (Clark's), 1's, per doz.		2 85
" "	2's	0 55
Potted meats, 1's, per doz.		1 25
Veal loaf (Libby's), 1 lb., per doz.		2 50
" "	1 lb.	1 25
Ham loaf	1 lb.	2 50
" "	1 lb.	1 85
Chicken loaf	1 lb.	3 50
" "	1 lb.	3 45
Lunchonque (Clark's), 1's,		3 00
(Aylmer), 1's,		1 80
Sliced smoked beef (Libby's),	1-lb. tins, per doz.	3 10
" "	1-lb. tins,	3 35
Chipped	1-lb. tins,	1 45
" "	1-lb. tins,	2 50
" "	1-lb. glass,	3 05
Sliced bacon,	1-lb. tins,	3 10
" "	1-lb. glass,	3 25
Corned beef (Clark's), 1-lb. tins, per doz.		1 50
" "	2-lb.	2 65

SUGAR—Prices are very firm and an early advance is expected. Subject to possible telegraphic corrections we quote as follows:

Montreal granulated, in bbls.	4 85
" "	4 80
" yellow, in bbls.	4 45
" "	4 40
Wallaceburg, in bbls.	4 75
" "	4 70
Berlin, granulated in bbls	4 75
" "	4 70
Icing sugar in bbls.	5 45
" "	5 65
" in boxes	6 15
" in small quantities	5 25
Powdered sugar, in bbls.	5 45
" "	5 70
" in small quantities	5 55
Lump, hard, in bbls.	5 65
" "	5 55
" in 100-lb cases	4 50
Raw sugar	4 50

SYRUPS AND MOLASSES— Prices continue as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" "	2 65
" " 5-lb tins, per 1 "	2 55
" " 10-lb tins, per 1 "	2 45
" " 20-lb tins, per 1 "	0 03
" " barrel, per lb.	0 03
" Sugar syrup, per lb.	2 55
" Kairomel " syrup, 2-lb. tins, per 2 doz. case.	2 90
" "	2 70
" "	2 80
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 04
Porto Rico molasses in 1-bbls, per lb.	0 31
Blackstrap, in bbls., per gal.	0 33
" "	2 25
" 1 gal. bsts., each	

COFFEE—

Whole green Rio, per lb.	0 10
" roasted " per lb.	0 11
Ground roasted Rio " per lb.	0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
Maracaibo	0 19
Choice Rio	0 17
Pure	0 16
Ginger, in 10-lb. boxes, per lb.	0 15
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " 1-lb	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb.	0 24

MATCHES—

	Per case
"Telegraph"	4 75
"Telephone"	4 65
"King Edward"	3 35
"Head Light"	4 20
"Rising Star"	5 50
"Eagle"	1 95
"Victoria"	3 10
"Silent," 200's	2 20
"500's	4 70

FLY PADS, ETC.—Wilson's fly pads are quoted this year at the same price as last, viz., \$3 per box or 3 boxes for \$8.40. "Tanglefoot" is also unchanged, the quotations being 45c. per box or \$4 per case of 10 boxes.

FOREIGN DRIED FRUITS—The supply of apricots in California is now completely exhausted and it will be another month before the new crop is on the market. Choice are now quoted at 18c. per lb., and the opening price for the new stock for delivery about August 1 is 22c. for choice and 21 1-2c. for standard. Nectarines are quoted now at 14 1-2c. per lb., and choice peaches at 16

THE MARKETS

1-4c. Revised prices in currants will be noted below. We quote:

Sultana raisins, bulk, per lb.	0 64
" cleaned, " "	0 08
" 1 lb pkgs	0 04
Table raisins, Connoisseur clusters per case.	2 60
" extra desert,	3 40
" Royal Buckingham,	4 00
" Imperial Russian	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5 1/2 lbsl.)	0 80
Valencia raisins, f. o. s.	1 75
" selected,	1 85
" layers,	2 10
California raisins, muscatels, 2 crown, per lb.	0 09
" "	0 09
" " 3	0 08
" " 4	0 08
" " choice seeded in 1/2-lb. packages per package	0 07 1/2
" " fancy seeded in 1/2-lb. packages per package	0 07 1/2
" " choice seeded in 1-lb. packages per package	0 09 1/2
" " fancy seeded, 1-lb. packages, per package	0 09 1/2
Prunes 100-120 per lb.	0 09
" 90-100 "	0 06
" 80-90 "	0 08
" 70-80 "	0 08
" 60-70 "	0 09
" 50-60 "	0 10
" 40-50 "	0 11
" choice silver, per lb.	0 08
" silver, per lb.	0 08
Currants, uncleaned, loose pack, per lb.	0 06
" dry cleaned, Filatras, per lb.	0 06 1/2
" wet cleaned, per lb.	0 06
" Filatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned.	0 06
Hallowee dates, new per lb.	0 05
Figs, cooking in tins and sacks	0 05
" boxes	0 18
Apricots, choice, in 25-lb. boxes, per lb.	0 17
Apricots, standard in 25-lb. boxes, per lb.	0 17
Peaches, choice, per lb.	0 17 1/2
Apricots, choice (new delivery about August 1), per lb.	0 22
Apricots, standard (new delivery about August 1), per lb.	0 21 1/2
Peaches	0 16 1/2
Pears, choice (halves), per lb	0 16
" standard	0 15
Plums, choice (dark pitted) per lb.	0 14
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb.	0 11
Orange	0 11
Citron	0 20
Mixed, in 1-lb drums per doz.	2 30

NUTS—

Almonds, per lb.	0 12
" (shelled), per lb.	0 30
Filberts	0 10
Peanuts	0 10
Jumbos	0 12
Walnuts, new, Grenoble, per lb.	0 14
" Macfats	0 13
" shelled,	0 32
Pecans, per lb.	0 15
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.	
Pepper, black, in 10 lb boxes, per lb	0 18
white, " 5	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " "	0 12
Allspice, " "	5 11
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70
WHOLE SPICES.	
Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmeg, per lb	0 25
Cloves according to quality.	0 14
Ginger, per lb.	0 10
Allspice, per lb.	0 08
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 08
" 5-lb tins, 1 doz. in case, per tin.	0 50
" 10-lb tins, 8 in case, per tin	1 00
" 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case.	6 40
" 60-lb. tins, per lb.	0 10

SAUCES—

Worcestershire, Lea & Perrins 1/2 pints, per doz	\$3 65
" " 1 pint, " "	6 00
" White's 1/2 pints " "	0 90
" Paterson's 1/2 pints " "	0 90
" " 1 pint " "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

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

RICE, TAPIOCA AND SAGO— Tapioca is still selling at 7c. per lb., but an advance of at least 1-4c. is expected

at any time. Other prices are unchanged. We quote:

Japan rice, per lb., cwt. lots.	0 05 1/2
" 50-lb. lots.	0 05 1/2
Rangoon rice, per lb.	0 04
Patna	0 04
Tapioca, per cwt.	7 00
Sago, per lb.	0 04

POT AND PEARL BARLEY—

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

NOVA SCOTIA MARKETS

Halifax, N.S., July 3, 1906.

Shipments of American strawberries to Halifax are about over, and the Canadian berries are now coming on the market, some Ontario fruit being received here this week. They are quoted at 2c. per box by the crate. The first Nova Scotia berries have also arrived and are quoted at 10c.

All dried fruits on this market are becoming rather scarce, especially prunes, and prices show a strong tendency to increase. Only small stocks of Valencia raisins and evaporated apples are held here. There is a good demand for all canned goods, and some jobbers report heavy sales of apples, those packed in the Maritime Provinces being preferred. Oranges are also scarce and high, Jamaicas being quoted at \$9, which is a record price for the fruit in these parts. Valencias and navel are quoted at \$5.50, and Mediterranean at \$5. Lemons are unusually scarce, and good stock is hard to obtain. They are quoted at \$5.50 and \$6. The market is well supplied with bananas at present, the steamer Boston from the West Indies having landed 1,400 bunches, which bring from \$1 to \$2 per bunch. New potatoes (American) are quoted at \$1.25 per barrel.

EGGS—The receipts of Nova Scotia eggs fell off this week considerably and some jobbers found difficulty in securing sufficient to supply their customers. They are still quoted at 16 and 17 cents. There is quite a lot of island eggs on the market for which 16c. is asked. It is reported here that there is a good demand for eggs on the island, and keen competition among the buyers, 15c. f.o.b. being quoted at Charlotte-town.

BUTTER—The price of butter shows no change, notwithstanding the fact that the receipts are increasing. There is a good supply of small tubs of fresh made butter coming on the market, for which there is a good demand. Creamery boxes are quoted here at 21 to 22 cents, and small tubs at 22 to 23. Large tubs range from 19 to 20. Rolls sell slowly at 18 and 19 cents. Several cargoes of molasses have arrived here recently, and the vessels are now discharging. The market is firm. Quotations are: Fancy Trinidad, 39c.; fancy Porto Rico, 37c. to 38c.; extra choice Porto Rico, 37c.; choice Trinidad, 35c. to 36c.; fancy Barbadoes, 30c. to 32c.; Barbadoes, 29c.

FISH—Since last report several thousand barrels of mackerel were taken along the coast, and the price has dropped. Large dry cod, ex-store, are quoted at \$7.75, and medium at \$7.25. No. 1 July herring are quoted at \$4.25 to \$4.50, and mackerel No. 2 large at \$9.50. There are no fat Nos. 1 or 2 on the market.



**WHY DO GREEKS CONTROL THE FRUIT TRADE IN OUR LARGE CITIES?**

This is a question which often comes to the mind of the fruit merchant and grocer in large centres, but it is also a question which they never satisfactorily answer for themselves. In Montreal there is a striking example of the retail fruit trade controlled by Greeks. There are practically no Canadian fruit stores. There are, to be sure, perhaps half a dozen stores owned by Canadians, but they are not in the race with the Greeks.

The question asked above is one which naturally occurs to any observant person who is interested in the commercial development of Canada.

Besides this, it is a question which it will pay the fruit merchant and the grocer to study in order that they may, by the example of the Greeks, bring their fruit department up to such a standard as to compete successfully with these people. We speak of grocers also because the fruit department of the grocery store requires much attention; it is a department which cannot be neglected in any way. The public are becoming educated, very slowly perhaps, to buy as much of their fruit as possible from their grocer. Therefore it is up to the grocer to see that his fruit department is up to the standard of other stores in town.

Six or eight years ago, even less, a Grecian fruit store was as novel a sight as is an airship in a country town today. How comes it that the Greeks control the retail fruit trade in some of our larger cities to-day? Is it because Canadian fruit merchants are "slow," or because they are not well up in the art of salesmanship? What is the reason, anyway? There are many reasons. Chief among them is, perhaps, that the Greeks are after the business. This does not mean that Canadian retail fruit dealers are not anxious to do all they can. But the Greeks manage some way or other to get more work into their days, and in the end achieve more success than do the Canadians.

Take display, for instance. The Greeks are very adept in this art. They know how to most effectively put their goods before the public. But this is going forward a little too rapidly—it would be well to begin at the beginning.

In the first place the Greek fruit stores, in Montreal for instance, are away ahead of those conducted by others. The premises are not used by the Greek until they are almost entirely renovated. Their idea is to make the store large, airy, bright and cheerful, and perfectly clean. Their stores are apparently always newly painted. The windows are always clean; the fixtures inside look as if they had been purchased but yesterday; in fact, everything is new and up-to-date, in appearance at least, which is a great consideration in the fruit business. The public will buy every time from a merchant in a store of this description, in preference to a dealer occupying a dark, cheerless place of business.

Then in buying their stock the Greeks are very careful to obtain only first-class fruit. They take great trouble to see that the quality is excellent, and make it their endeavor to keep it so until the fruit is sold. They buy at a

reasonable figure and consequently are able to sell with fair profit at a decent price and they give the customer the very best value for his money. They keep their fruit on display in such a way as to literally tempt the money out of the buyers' pocket. The apples are kept polished; the best oranges are the ones used in the window; choice bananas, large, luscious, and perfectly ripe, are shown with the price plainly marked, and the result is that people buy without thinking.

Another feature about the Greek stores is the help. There is never any tedious "waiting to be served." A person may obtain just what is wanted the moment he enters the store. This is an important point.

These are a few points observed by Grecian store owners which contribute largely to their success. The Greeks deserve credit for the way they have succeeded in the business. Coming into the country less than ten years ago they now control the trade in more than one of our large cities. This is indeed hustling. But it is up to the Canadian fruit merchants to regain their former ascendancy in the fruit trade. It depends entirely upon themselves whether or not they are to succeed, and they may profitably take a few pointers from the Greeks towards this end.

**PRICES KEEP STRENGTHENING.**

Prices for live hogs in the country continue to be kept high, so high in fact that it is difficult to get a satisfactory export market for them. As high as \$7.40 to \$7.50 is being paid f.o.b. country points, and on top of that there is another 50c. to land them in Toronto. Packers are compelled by the competitive system of buying to pay prices at which it is most difficult to make a profit in England, and of course the Canadian market also has to keep adding a cent now and again to keep up with the rise. The incoming shipments at present are not large. Each month finds it more difficult to get anywhere near what might be called a fair sized shipment, and compared with a year ago the falling off is very noticeable. This week's arrivals, on account of the holiday, will be still smaller.

**ONTARIO TRAVELERS FREE.**

**Amendment to Quebec Law Which Lets Our Travelers in.**

The secretary of the Commercial Travelers' Association of Canada has received information through the Treasury Department, Provincial Legislature, Quebec, that a clause has been inserted amending Act 5, E.D.W. VII., cap. 14, to read as follows:

"However, no such commercial traveler from any other province in Canada which authorizes commercial travelers from this province to do business in such province without a license shall be obliged to take out a license under this article."

Under this amendment commercial travelers from Ontario are not required to take out a commercial traveler's license in the Province of Quebec.

**INTERNATIONAL FISHERIES COMMISSION.**

The fisheries commission who will discuss Pacific sockeye protection have found it impossible to meet the State of Washington commissioners at as early a date as was at first hoped for. Many of the gentlemen sitting on the commission in Washington are engaged in the salmon fishing industry and cannot leave during the season. The Canadian commissioners also hope to devote a considerable part of the season to personal inspection of the fishing grounds, so that in all probability the International conference will not be held till September or October.

**BUSINESS NOTES.**

Hetu & Dupuis, grocers, Montreal, have dissolved.

Geo. Hossack & Co., Quebec: Stock damaged by water.

Remion Bros. have bought out R. H. Peters, grocer, Odessa, Ont.

Annie Brown, grocer and confectioner, Toronto, Ont., advertises business for sale.

J. H. Richer, general merchant, Notre Dame de la Paix, Que., has assigned.

Geo. W. Killins, of Coe Lake, Ont., has bought out W. D. Black, grocer, Packham, Ont. Mr. Black is retiring from business.

J. D. Wager & Son, Enterprise, Ont., are erecting a brick store which, when completed, will be one of the finest in that section.

**BUSINESS PERSONALS.**

Percy Millman, of W. H. Millman & Sons, Toronto, has returned from the west.

George Boyle, grocer, Belleville, was confined to his room for a day or two last week.

Theophile Ledroit, of the firm of Ledroit & Frere, wholesale grocers, Quebec, Que., is dead.

**ALL FOR CANADA.**

A report received at the Trade and Commerce Department from Mr. Edgar Tripp, representative in Trinidad, contains a practical certificate for the preference which Canada gives to the products of the British West Indies. It appears that this year for the first time Americans have not secured a pound of raw sugar in Trinidad, the entire crop having been obtained for Canadian refineries.

**PRODUCE TRUST.**

Levi P. Morton, Thomas F. Ryan, Kuhn, Loeb & Co., New York, are at the head of a \$20,000,000 trust known as the American Farm Products Co., which will handle dairy products, chickens and eggs. They have obtained control of butter making plants that produce daily 100,000 pounds, and will erect a mammoth factory with a like output.

**CONDENSED ADVERTISING**

**POS**  
A YOUNG MAN with a firm would like to handle grocery specialties in Eastern Ontario Provinces. Address Montreal.

**Grocery and**  
GOLDEN L... tario, the... Established 185... Eastern Ontario Vendor's Solicitor

**REPRESENTATIVE**

AGENCY—Eastern, V... quired by large England, with... quirements of... stating territory: Box 101, THE E.C., London.

LONDON as... provision... the produce... open to accep... Duke street, T...

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**CONDENSED OR "WANT" ADVERTISEMENTS**

**POSITION WANTED.**

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

**FOR SALE.**

**Grocery and Liquor Business for Sale**

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

**REPRESENTATIVES WANTED**

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

**AGENCY WANTED**

LONDON agent, with great experience of the provision trade and thorough knowledge of the produce markets of the United Kingdom, is open to accept agency. Address, Fenwick, 3 Duke street, Tooley street, London, Eng.

**G. C. KOOPMAN**

Commission Merchant,  
Agent and Broker

**AMSTERDAM AND ROTTERDAM**

Offers on demand

**All Products of the Dutch Colonies (East Indian)**

AS

**COFFEE, TEA  
SPICES of all kinds  
GUMS for Yarnish Manufacturers  
COCOA, COCOA BUTTER  
Cassia Vera, Chinchona-  
barks, Rattans, Drugs, etc.**

Also **COCOALINE** (substitute for Cocoa Butter)  
**VEGETALINE** (Vegetable Butter)

Agents wanted everywhere in Canada.

**WE GIVE** advances of 75% against documents on consignments of all Canadian Produce fit for this market, except sun-dried apples. Ask for reports about every article you wish to sell.

**IN THE HORSE PARADE.**

Among those who won prizes at the horse parade in Toronto on Dominion Day were several grocers, confectioners and market gardeners. In the single horses and outfits open to bakers and confectioners the Cowan Company won first, the Nasmith Company second, R. Matthews third, and H. C. Tomlin, reserve.

For the single horse and outfit open to grocers R. Barron won first and second, D. Bell third, and S. H. Gibbons reserve.

For single horse and outfit open to market gardeners Clemes Bros. won first, R. Knowles second, Willard & Company third and reserve.

**SUGAR BEETS IN ENGLAND.**

Reports from Nottingham, England, state that a beet sugar factory is to be erected in Lincolnshire. This project now only awaits the successful growing of beets in that county, which is essayed on a large scale this year.

**Grocers:**

The fact that some unauthorized person has been offering New Pack of The Old Mill Canned Goods is a guarantee they must be first-class.

Our 1906 pack will be dressed in a new embossed label and sold only by

**W. H. MERRIMAN, Wholesale Grocer**  
ST. CATHARINES, ONT.

Buy The Old Mill Brand with the New Label, and have goods that will please your customers.

**The Silver Lake Canning Co.**  
ST. DAVID'S, ONT.

C. L. BLACK, Manager

**WINNIPEG**

**NEW WAREHOUSE**

under construction

**For Sale or Lease**

50 x 100, 6 stories and basement, well constructed, corner, light on 3 sides, with spur track, 1 block from City Hall.

**RADFORD, 475 Main St.**

**TRAVELER WANTED.**

By August 15th, a traveler to represent us in the Provinces of Quebec and Ontario. With knowledge of French preferred. Apply, giving references, to

**HALIFAX FISH COMPANY, Limited**  
HALIFAX, N. S.

**HIGHEST PROFITS ABSOLUTELY SURE**

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)



**Gold Standard**  
**BAKING POWDER**

For Light, Dainty Pastry and Hot, Healthful Biscuits

**GOLD STANDARD**  
BAKING POWDER

"Guaranteed the Best"

NEVER FAILS TO PRODUCE RESULTS

PURE AND RELIABLE

**16 oz. can, 25c.**  
AT ALL GROCERS

Write for samples and quotations. We furnish both cheerfully.

**THE CODVILLE-GEORGESON CO., LTD.**  
WINNIPEG and BRANDON, MAN.

**Expert Bookkeeping**

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

**PERCY P. DAVENPORT**

Chartered Accountant

137 Elgin Avenue, Winnipeg

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



# Hot Weather

Means a heavy demand for our  
MILD CURED

**Hams**  
**Breakfast Bacon**  
**Skinned Backs**

**BOILED HAMS**  
**HAM, CHICKEN and TONGUE SAUSAGE**  
**BOLOGNA SAUSAGE**  
**CANNED MEATS**

**QUALITY**  
**THE BEST**

WRITE US FOR PRICE LISTS

**THE PARK, BLACKWELL CO.**

**PORK AND BEEF PACKERS LIMITED**  
**TORONTO**

TELEPHONE M 3960

# BOLOGNAS

A very desirable line for the cooked meat counter is Smoked Beef Bolognas. Come and see them made. Our sausage and cook room is the neatest, cleanest one in Canada. The Bolognas are made of good fresh beef and purest spices.

Shipped by express in hot weather in any quantity.

**F. W. FEARMAN CO.,**  
**HAMILTON LIMITED**



**"CORONA"**

**Kettle Rend. Leaf**

**LARD**

has no equal

All Size Packages

**The Montreal Packing Co.,**  
**MONTREAL, P.Q. Limited**

Breakfast  
Bacon



Breakfast  
Bacon

We only make one kind—the Best.  
You should only sell one kind—the Best.

Our **BREAKFAST BACON**

has the selling quality that lasts.  
You'll find your customers follow our label.  
It's the sign-m ark of Best.

Have you sent in your order?

**THE WM. RYAN CO., Limited**  
**70-72 Front St. East, TORONTO, ONT.**

Butter  
Lard



Hams  
Eggs

Prices paid  
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# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN

Prices paid for cheese at late country markets seem almost like madness to the older and conservative members of the trade, yet, as a prominent member of one of our important country boards remarked a few days ago, it is not the countrymen that are putting prices up, it is the buyers, and this is very true. The competition of the buyers, too eager to secure the goods, is the cause of present abnormal prices of cheese.

Of course if the Montreal houses were unable to dispose of their purchases they would not be so eager to buy at country points. There is therefore a reason for the existing condition and the most plausible one seems to be that the goods are really wanted in British markets. It may be that there are "short sales" to be filled, or it may be that the consumptive demand is in excess of supplies; at any rate, the goods are being shipped out as fast as they are received here and there seems to be absolutely no accumulation of stocks on this side of the Atlantic.

Receipts in Montreal last week were 106,345 boxes of cheese and 32,502 packages of butter against 104,066 boxes of cheese and 35,955 packages of butter for the same week of last year, or a total since May 1 of 545,134 boxes of cheese and 175,198 packages of butter, as compared with 523,276 boxes of cheese and 194,003 packages of butter for the corresponding period of last year.

Exports last week were 98,079 boxes of cheese and 14,782 packages of butter against 100,554 boxes of cheese and 40,004 packages of butter for the same week last year, or a total since May 1 of 540,934 boxes of cheese and 79,902 packages of butter as compared with 491,885 boxes of cheese and 104,036 packages of butter for the corresponding period of last year.

The above figures clearly demonstrate that cheese is the better paying product of the milk this year. We have an increase in the receipts of cheese of about 22,000 boxes since May 1 and a decrease of about 19,000 packages of butter. This might almost be considered a "bull" argument, as it means a less production of milk.

It seems to be only the Brockville section that reports a much larger make of cheese this year, and this is used as a "bear" argument, but other sections do not report much of an increase, which may be due to the backwardness of the season, but we are inclined to think that the yield of milk is short of last year's yield and there will be no surplus.

Of course there seems to be a larger make of cheese and a lighter make of butter, but as cheese is wanted in Great Britain and butter is only of a secondary consideration, it is well that our farmers do pay more attention to the making of cheese, as it is certainly so far the better paying product.

But what is to be the future? This is all important. Nobody has sufficient confidence in present values to hold

goods for a rise in prices. This means a "hand to mouth" trade and should supplies become heavier than the real consumptive demand, prices would have to decline.

Butter prices have been somewhat easier of late, but we are still above a general export basis. This market is ruled more by European continental supplies. In other words, if Siberia and other countries furnish large supplies at lower prices, we cannot sell our Canadian product at high prices. At present our prices seem too high for the general British markets, and while the goods continue to be shipped out, it is an open question whether this business is done at a profit or not. We are inclined to think that it is a non-paying business so far this season.

### OUR LONDON LETTER.

During the past two or three weeks the produce trade here in London—and indeed throughout Britain—has remained without any outstanding features.

The market for continental bacon is gathering strength for the leaner selections, but for the fatter selections the demand is not good. Canadian bacon is not, however, selling very well in London, heavy weights being particularly slow. Of course, this is not really the best selling market for Canadian bacon. Wales being a far better one. If Canadian shippers would give more attention to individual demand by attending to their methods of cutting up, and would endeavor to use less borax, much improvement could be made.

The butter market is in a satisfactory condition. A steady demand, with supplies inclining to the light side, has kept things going. For really best grades sellers have found a quick market. Supplies to hand from Australia have been larger than might have been expected at this time of the year. "Choicest" parcels are making 98s., 100s., with occasionally 102s. Danish butter, although some 8s. higher, moves somewhat slowly. The advance in the Copenhagen quotation of a further 1s. hardly seems warranted. Supplies of best quality New Zealand butter are almost entirely cleared out, but the inferior grades sell well at from 98s. downwards. There is some Canadian butter in the market, but not much, and prices ruling are 100s. to 104s. Before long it will be possible to gauge the quality of regular shipments from the Dominion. With the splendid storage accommodation here in London and the continual improvements in methods in Canada a very choice butter is expected by importers. It may rightly be doubted, however, whether any

improvement at all can be made over some of last season's shipments. By the way, the select committee on butter adulteration is still sitting in the House of Commons. Until this matter is settled satisfactorily, Canadian butter will be eagerly sought by the by no means small body of manipulators and fakers for adulteration purposes. Canadians are warned, however, not to make their butter more moist on this account, for any such proceedings will undoubtedly prove most harmful to their general reputation. No advice could have been more out of place and thoughtless than that offered to Canadian makers by one who ought to have known better, that they should turn out a moister butter. After all, it may confidently be expected that, before very long, legislation will be introduced by the English Parliament, making adulteration of butter beyond a certain point an offence to be severely dealt with. In the meanwhile the reputation of Canadian butter must occasionally suffer through the evil practices of others.

The tone of the cheese market is steady. Demand is good and supplies from Canada have come to hand in considerable quantities just at a moment when stocks in warehouse were getting low. Something like 30,000 boxes have been received within the last seven days, and, after the week's deliveries, about 24,000 boxes remain in warehouse. Quotations over the cable from Canada are firm, and buyers are somewhat doubtful as to their next move. Meanwhile, spot quotations remain at 56s., 57s. for white, and 56s. for colored.

It has been suggested that the "tinned meat scare," which has gripped the public right thoroughly over here, has had something to do with the increased public demand for cheese. It is difficult to know how far it is true, but it certainly is a fact that even the humblest classes are fighting very shy of American tinned goods. There is just a whisper about that some English brokers are playing with the labels on their stocks of canned goods from the States. This may well be expected.

### TALLOW AND FATS WANTED.

One of our correspondents in Great Britain writes to say that he would like to correspond with a few Canadian exporters of tallow, bone grease and other animal fats. If any of our readers are interested in export trade in these lines, they will find this a good opportunity for extending their trade in a good section of the north of England. Particulars will be given by mail if requested.



PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—There is a good business being transacted in hams at present. Prices have been advanced slightly since last quotations. Pork quotations, too, are also higher. There has been a decline of one cent in breakfast bacon. Hogs are now more plentiful, and as a result prices are lower. Lard is moving freely at unchanged prices.

Lard, pure tierces	0 11	0 12
" " 56-lb. tubs	0 11	0 12
" " 20-lb. pails, wood (10 1/2)	0 12	0 12
" " cases, 10-lb. tins, 60 lbs. in case	0 12	0 12
" " 5-lb. "	0 12	0 12
" " 3-lb. "	0 0 7	0 0 7
Lard, Boar's Head brand, tierces, per lb.	0 0 9	0 0 9
" " 1/2 lb., per lb.	0 0 9	0 0 9
" " tubs, "	0 0 9	0 0 9
Cases, 20 3-lb. tins, per lb.	0 0 9	0 0 9
" " 12 5-lb. tins "	0 0 9	0 0 9
" " 6 10-lb. tins "	0 0 9	0 0 9
20-lb. wood pails, each	1 88	1 88
20-lb. tin pails, each	1 78	1 78
Wood net, tin gross weight—		
Canadian short cut mess pork	\$22 50	\$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.	0 17	0 17
Hams, "	0 14	0 15 1/2
Extra plate beef, per bbl.	12 00	13 00

BUTTER—The market this week is very dull, and with stocks accumulating there are prospects of lower prices. The demand from the U. K. is practically nil, other butters, principally Irish, having the preference over Canadian butter at the prices we have been asking. The market will have to decline in sympathy with a weaker English market, and to get trade on a good export basis, prices should decline at least one cent. Shipments are much lighter than last year, being only 14,782 boxes, against 40,004 the same week last year.

Choicest creamery	0 21	0 21 1/2
Medium creamery	0 21	0 20 1/2
Western dairy	0 17 1/2	0 18 1/2

CHEESE—There has been another advance since last report, on very active buying, but which, in the opinion of the majority of the trade, has been caused by the "shorts" covering up their sales made earlier in the season. Prices are extremely high for this time of year, but while a big decline is not expected prices cannot go much higher than they are to-day. Shipments continue heavy, being almost equal to receipts.

Ontarios	0 11 1/2	0 11 1/2
Quebec	0 1 1/2	0 1 1/2

EGGS—The egg market at present is steady. Owing to the very hot weather we have been having, the demand for eggs has not been so large as it otherwise might have been. Prices, however, have been very well maintained. Dealers are asking 16c. to 16 1/2c. for straight gathered. There is a good demand for select candled at 19c. to 19 1/2c.

TORONTO.

PROVISIONS—A more than ordinary demand for cured meats, hams, etc., is the order this week. For outings, lunches, and so forth a good consumptive demand exists for this class of food, and the tendency is to firm up prices. The only change, however, is in short cut, which now brings \$23.50 per barrel straight. Beef and mutton are the same, but Spring lamb is easier, the best bringing 17 cents per pound.

Long clear bacon, per lb.	0 12	0 12 1/2
Smoked breakfast bacon, per lb.	0 15 1/2	0 16
Roll bacon, per lb.	0 12 1/2	0 13
Small hams, per lb.	0 15	0 15
Medium hams, per lb.	0 15	0 15
Large hams per lb.	0 14	0 14 1/2
Shoulder hams, per lb.	0 11 1/2	0 12

Backs, per lb.	0 17	0 18
Heavy mess pork, per bbl	22 00	22 00
Short cut, per bbl	23 00	23 50
Lard, tierces, per lb.	0 11 1/2	0 11 1/2
" " tubs "	0 11 1/2	0 11 1/2
" " pails "	0 12	0 12
" " compounds, per lb.	0 0 9	0 0 9
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 50	6 00
" choice carcasses	7 00	8 00
" common	5 50	6 50
Mutton	0 0 9	0 11
Yearling lamb	0 0 9	0 11
Hogs, street lots	10 00	10 50
Spring lamb	0 15	0 19

BUTTER—The same price conditions prevail as did last week, but the tone of the market is firmer. The quality of butter offering is very good, but considering the time of year no large quantities are coming in.

Creamery prints	Per lb.	0 21	0 22
" " solids, fresh	0 20	0 20 1/2	
Dairy prints, choice	0 18	0 19	
" " tubs, choice	0 17	0 18	
Baker's butter	0 15	0 16	

CHEESE—Prices hold firm at the last advance and everything offering in the cheese markets was readily bought up at 11 1/2 and 11 3/4 cents during the week. Old cheese is off the market.

New cheese, large	0 12	0 12
" " twins	0 12 1/2	0 12 1/2

EGGS—There is a firmer condition of prices this week and a good class of eggs readily brings 19 cents. A goodly quantity of eggs are coming in, but they find a ready market at current prices.

Eggs new laid	0 18	0 19
" " (buck)	0 15	0 16

WINNIPEG.

BUTTER—Creamery butter is selling to the trade at following prices:

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

Local produce houses are paying 13c. to 14c. per lb. for dairy butter delivered in Winnipeg.

CHEESE—

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

LARD—

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

CURED MEATS —

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, 14 lb. 10 to 14 average	0 15
" " medium, 14 to 16 average	0 14 1/2
" " heavy, 20 to 30, for slicing	0 14 1/2
" " heavy s-inned 20 to 20 for slicing	0 14 1/2
Picnic hams, light, choice, 6 to 8	0 11 1/2
Shoulders light, choice	0 11
Breakfast bacon, clear bellies, light 8 to 10	0 15 1/2
" " clear bellies 12 to 14	0 15
Clear backs, b bacon light	6 14 1/2
" " b bacon 12 to 14	0 14 1/2
Spiced rolls, long if in stock	0 15
" " short	0 13
Dried beef ham sets	0 11 1/2
Smoked hams boned and roll d, 2c. per lb. additional	

DRY SALT MEATS.

Bacon, dry salt long clear	0 12 1/2
" " smoked	0 13 1/2
" " boneless backs	0 12 1/2
Shoulders	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
Standard mess pork, per bbl	11 50
	22 50

PICKLED GOODS (COOKED).

80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60
Pig's tongues	14 50	7 50	4 00
Boneless hocks	8 50	4 50	2 50
Sweet pickled spare ribs, not cooked, per lb.	0 03 1/2	0 03 1/2	0 04
hocks			

EGGS—Produce houses are paying 17c. to 17 1/2c. per dozen for eggs delivered in Winnipeg.

ST. JOHN, N.B.

PROVISIONS—In barrel pork there is a fair sale at rather higher prices. Beef, light business, price unchanged. Smoked meats high. While pure lard is high, Canadian more freely sold and now costing rather below American. Refined compound sells freely. Fresh beef is dull, prices unchanged. Some nice domestic offered. Lamb is more freely received and is easier in price. Mutton dull. Veal slightly higher. Pork holds at full figures.

Mess pork, per bbl	\$21 00	\$22 00
Clear pork, "	20 01	23 00
Plate beef, "	13 50	15 07
Domestic beef, per lb.	0 06	0 08
Western beef, "	0 08 1/2	0 0 1/2
Mutton, "	0 16	0 08
Veal, "	0 07	0 09
Lamb, "	0 19	0 12
Pork, "	0 08	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 12 1/2	0 13
" " pails, "	0 12 1/2	0 13 1/2
Refined lar. l, tubs	0 09 1/2	0 09 1/2
" " pails	0 09 1/2	0 10

BUTTER—Price rather easier and quality must be particularly good to insure quick sales.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair	0 15	0 16

EGGS—Stocks very light and price rather higher. Market chiefly supplied from Prince Edward Island.

Eggs, strictly fresh	0 25	0 30
" " fresh	0 17	0 20
" " case stock	0 16	0 17

CHEESE—Prices hold high for this time of year. Output is likely to be small.

Cheese, per lb.	0 12 1/2	0 14
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STILL IN BUSINESS.

J. Y. Griffin & Co., Winnipeg, inform the trade that there is no truth in the rumor that they had gone or were going out of the produce business. "This is an important branch of our business," said Mr. Aldrich, general manager, "and I cannot understand how such a report could have gained circulation."

COLD STORAGE PLANT.

George Moore & Co., Galt, Ont., have just installed a refrigerator plant large enough to accommodate three million eggs, the temperature of which will be around freezing point. There are two departments, one less cold than the other, into which the eggs are placed preparatory to being stored in the other department, which is ice cold. There is also accommodation for six carloads of cheese and 50,000 pounds of butter. The cooling of the rooms is done by artificial means, air ducts circulating the air among the iron tubes filled with a solution of chloride of calcium, which is kept cold by having its source in a tank of crushed ice.

Hardy & Buchanan, grocers, Winnipeg, have disposed of their Notre Dame street store to J. Gillis.

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# SEASON IS NOW ON FOR CANNED MEATS

## GROCERS

*You cannot afford to handle brands that the  
public are suspicious of*

**KEEP OUR BRAND IN STOCK  
AND YOU MAY GUARANTEE YOUR  
CUSTOMERS THAT YOU SELL**

# **PURE FOOD**

## **MADE IN CANADA**

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**MANITOBA CANNING CO., LTD.  
GRANDE POINTE, MAN.**

SELLING AGENTS

**NICHOLSON & BAIN,  
WINNIPEG AND CALGARY.**

**GALLOWAY & PARNELL,  
VANCOUVER.**



**BUTTER, CHEESE, EGGS**

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

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.

**SALT SALT**

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

**TORONTO SALT WORKS**

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



**WILSON'S  
Fly Pads**

Annual sales many times larger than all other fly poisons combined

**ADVERTISED**

throughout Canada.

**BUTTER and EGGS**

— WE ARE —

**BUYERS and SELLERS**

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,

**TORONTO.**

White Spruce  
**BUTTER TUBS**

10-20-30-50 lb.

**EGG CASES AND FILLERS**

Order now for delivery later,

it will **Pay You**

**WALTER WOODS & CO.**  
Hamilton and Winnipeg.

**COLD AIR PIPED FROM WELLS.**

Cold air for keeping the houses cool and preserving butter, eggs, meat, etc., is supplied by the wells at Thompson Falls, Mont. The wells are about 60 feet deep and are fed through a gravel formation by the mountain streams. A current of cold air rises from them continually. To use the air the wells are closely covered and tapped with large pipes a few feet below the ground; by this means a temperature of 55 degrees is maintained in public buildings and dwelling houses. For cold storage purposes a house is built directly over the well.

**REVIEW OF THE TEA SEASON.**

**Smaller Crop but Better Quality—  
Weather Very Unusual.**

Indian Planting and Gardening, of Calcutta, May 12, says of the tea season:

The year 1906 has been an abnormal one in every way so far. Weather conditions all over India have been of a character for which we cannot find a parallel in the past. In the tea districts of Northeast India the record so far has been one of storms, heavy rainfall, accompanied by destructive hail, and low temperatures. These conditions do not make for bumper out-turns. Indeed, all advices so far point to considerable damage to leaf, and general backwardness in

manufacture, so that we may look forward to a late season. Last year climatic conditions were also unfavorable for heavy cropping, and when the figures of export were finally made up for the season now closed, it was found that the actual total crop, as it passed through Calcutta and Chittagong, amounted to 203 million pounds, compared with 205 million pounds in 1904-05. So that there was after all only a shortage of two million pounds. It was confidently anticipated that last season's output would be at least five million pounds below that of the preceding season. Last year also manufacture was retarded by unusual cold in the early part of the season; but this year these unfavorable conditions set in much later; and at the present moment when the whole of Bengal and the regions to the west, north and south of it are suffering from severe drought and phenomenally high temperatures, Assam is receiving an undue share of moisture and cold. In the Duars, and also in the Terai and Darjeeling districts, there has been something like a drought; but in other respects manufacture is going on fairly. It is too early yet to forecast, but musters that are coming forward indicate that quality generally is well up to standard, and the course of the mar-

**Associate with the Successful**

A man is known by the company he keeps, a merchant no less than others. Keep company with inferior merchandise which disappoints the user and the user will be disappointed in you.

No big business was ever built on disappointed customers.

Can you think of safer, more satisfying company to be in, when it comes to Canned Meats, than the time-tried, guaranteed brand—

**CLARK'S CANNED MEATS**

	<p><b>"CRYSTAL BRAND" VEGETABLE PARCHMENT</b> TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN JUST RIGHT FOR BUTTER WRAPPERS</p>
	<p>SAMPLES AND PRICES FOR THE ASKING.</p> <p><b>CANADA PAPER Co.</b> TORONTO LIMITED MONTREAL</p>

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.

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The average of all teas sold in Calcutta last year was 5 annas 5 pies per pound, which was one pie above that of the preceding season. Indeed, the most striking feature of the past season was the brisk demand for all teas of good and medium grades, at the expense of the common kinds; this is perhaps evidence of the public taste being educated for tea of better quality. The inducement to sacrifice quality to quantity, resulting in inflated prices for low grade

teas, will now be checked. The quality of the tea sold on the Calcutta market in the past season was well up to standard; specially in the teas from Assam, which have not only been well above the average, but it is generally held that they have been the best for many years past. Darjeeling teas have also been well above the average, and many gardens realized long prices. The Duars also sent in some very good teas, while Cachar and Sylhet have contributed throughout the season teas of useful character. The majority of the Autumn musters were somewhat disappointing,

the Duars alone being the exception.

The manufacture of green teas during the past season remained more or less stationary, bonus having been paid on only one and a half million pounds. The usual reason for such a state of affairs is that the quality is not up to the required standard while style and finish have not been such as to create a demand for such teas. Concerns that have been able to manufacture tea with good make, finish, and having a clear pale liquor, have realized good prices; while those of indifferent make have been difficult to move.

## A STOVE POLISH

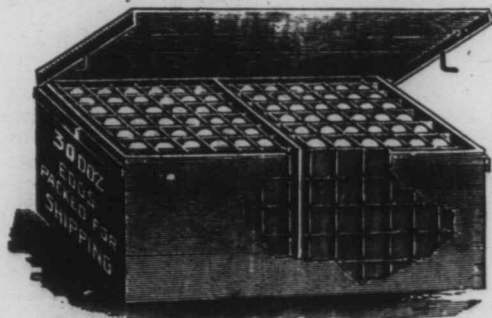
that gives entire satisfaction.

# JAMES DOME BLACK LEAD

makes a clean, bright, lasting shine.

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

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**NEW LAID EGGS**  
to bring the highest market price  
**MUST BE PACKED**  
in clean, fresh Fillers.

These can be obtained from

**The Miller Bros. Co., Limited**

Manufacturers of Egg Case Fillers

30-38 DOWD STREET

**MONTREAL**

Board Mills and Filler Factory at GLEN MILLER, ONT.

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PROVISIONS CEREALS POULTRY  
LIVERPOOL, Produce Exchange Bldg

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

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PROVISION IMPORTERS  
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avoching, LONDON. Codes: A.B.C. 4th and 5th editions, A1. Western Union. Highest References.

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PROVISION MERCHANTS, LIVERPOOL.  
Invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1853.

**P. & F. Vincentelli** Makers and Exporters of Candied Peels.  
Daily capacity of our plant: ten thousand lbs.  
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.  
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.  
Best attendance on consignments. HIGHEST BANK REFERENCES

**James Methven, Son & Co.,** St. George's House, EASTCHEAP, LONDON, ENGL.  
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada.  
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**DAVID SCOTT & CO.**  
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T. A.—Scottish, Liverpool.

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

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

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

**GEO. RANSAY WARD.**  
58 Limes Grove, Lewisham, England.  
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

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# FLOUR AND CEREAL FOODS

Wheat and Oats Both Easier—Trade Quiet—Not Enough Wheat in Country to Make Much Difference—Largest Crop on Record.

Both Manitoba and Ontario wheat are again weaker this week, a cent being the decline on the former and about two cents on the latter. The present conditions cannot, however, be considered as indicative of anything particular as the quantity of wheat stored in the country is not large enough to be a factor in trade. Canadian markets follow Chicago quotations pretty closely and are governed by them rather than local conditions.

The estimated crop for Manitoba this year is 97,000,000 bushels, an amount equal to the entire Canadian wheat crop in any year since 1902. With the Manitoba crop at these figures and the other provinces the same the total crop in the Dominion would be 160,000,000 bushels, or an increase over last year of nearly one-half.

Flour and oatmeal are easier, but there is no marked, if any, decline, and so far our prices are as before, although it is possible that before our next publication they shall have felt the weakening prices.

## LARGE ORDER OF PACKAGES.

A Rochester firm has just received from the Egg-O-See Cereal Company an order for cardboard packages that is believed to be the largest order of its kind ever placed. The order calls for a hundred million cartons, green cardboard packages in which the cereal is sold.

The Stecher Company has been getting out 20,000,000 of these cartons a year for this concern. The latest order will fill over 450 freight cars. The cartons are made for one-half a cent each, the whole order amounting to \$500,000. The price has formerly been three-fourths of a cent, but a reduction was made on account of the size of the order.

## DEATH OF HENRY D. PERKY.

News comes from Glencoe, Maryland, of the death there of Henry D. Perky. Deceased was the founder of the shredded whole wheat food industry, and promoted the Natural Food Co., which has an immense factory at Niagara Falls, N.Y., and the Canadian Shredded Wheat Co., which has its factory in Niagara Falls, Ont. Mr. Perky was 62 years of age.

## MONTREAL.

GRAIN.—The feature of the grain market this week is the decline in oats. Dealers are now quoting half a cent lower, owing to the increased receipts through boat arrivals from the west. Otherwise the market is unchanged.

No. 4 barley, store	0 51 1/2
Rejected barley, store	0 48 1/2
No. 2 white oats	0 43
No. 3 white oats	0 42 1/2
No. 4 white oats	0 41 1/2
No. 3 yellow corn	0 07
No. 2 peas, basis 75 per cent. points	0 81

FLOUR.—Although an advance was expected in some quarters, to date the market remains unchanged as to prices. The state of the wheat market has been such as to keep prices stationary. Good

demand locally is reported. There has been much inquiry from the other side and numbers of shipments have been made.

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

ROLLED OATS—Rolled oats are practically unchanged. There is not a great deal changing hands, business being rather slack. Some dealers are asking \$2.25 per bag, but \$2.20 is what they obtain as a rule.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
"    80-lb. bags	2 10	
"    bbls.	4 55	4 70

FEED—There is nothing new to report in the feed situation this week. Prices remain unchanged, and business rather quiet. There is rather good demand for feed flour in some quarters.

Ontario bran	16 00	16 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
"    bran	17 50	18 00
Mouillie, milled	21 00	24 00
"    straight graded	25 00	28 00
Feed flour	1 22 1/2	1 30

HAY—Hay locally is still very firm. Farmers are bringing in their stocks more freely. Export trade is very good. The market in the United Kingdom is weak, stocks arriving freely, and dealers allowing the shipments to accumulate. The latest quotation from Liverpool is 64/c.i.f.

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

## TORONTO.

GRAIN—Grain continues to ease off as the season advances, and the visible supply shows good. There is, however, little doing at present, and any small movements cannot be taken as a criterion of what the markets will be when the 1906 crop begins to move. Manitoba wheat Nos. 1, 2 and 3 Northern are a cent lower than our last quotations, and Ontario wheat about two cents lower on all grades. Goose wheat is quoted nominally at 75c., but there is nothing doing in it. Oats are weaker and the prices we quote now may decline shortly. At present, though, they are the ruling quotations.

(F.o.b. Georgian Bay elevator.)		
Manitoba wheat, Northern No. 1	0 86	
"    "    No. 2	0 84	
"    "    No. 3, nominal	0 81	
Red, " per bushel, 75 per cent. points	0 81	
White, " " " " " "	0 81	
Mixed, " " " " " "	0 80	0 81
Spring, " " " " " "	0 78	0 78
Goose, nominal " " " " " "	0 75	
Barley, No. 1, " " " " " "	0 51	
"    No. 2, " " " " " "	0 48	
"    No. 3, " " " " " "	0 46	
Oats, white, " " " " " "	0 39 1/2	0 40
"    mixed, " " " " " "	0 38 1/2	0 39

FLOUR—Flour is weaker in sympathy with wheat and while the same quotations as in our last are being asked, there are few who are getting those prices. There is a feeling that the pre-

sent prices must decline a little, and buying for export is not brisk.

On track Toronto	
Manitoba patents, No. 1, per bbl. in bags	4 50
"    No. 2, " " "	4 10
Strong bakers " " "	3 90
Ontario patents, No. 1, " " "	3 65
"    No. 2, " " "	3 50
Straight roller " " "	3 40

CEREALS—Quotations are unchanged. Oatmeal is weaker, but we quote nominally the same as last week. The consumptive demand is good but the weakening of the grain markets gives to some extent the same conditions in cereals.

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

## THE CANNING INDUSTRY.

Present Selling System and Over-Production

To the Editor Canadian Grocer :

The Niagara Peninsula, comprising upwards of two hundred square miles, cultivated as it is to-day for fruits and vegetables, may well be called the Garden of Canada. It is now generally admitted that the Winter has not done any damage to the fruit in this section, and with a continuance of such weather as we are now having there is ample promise of a bountiful harvest.

In the matter of the four staple lines of vegetables grown for the canning factories—tomatoes, corn, peas and beans—all have made a good start and, under a largely increased acreage, give promise of being the largest crop on record.

In justice to the associated canners, as they get the credit of making the prices, it is only fair to say that it is a mistaken idea that they have unduly advanced the price to the consumer. During the last three years the cost of raw material has advanced 25 per cent., and supplies 50 per cent. The packing case which was 7c. is now 12c.; solder, which was 10c., is now 22c.; cans, which were \$12.50, are now \$18. This is in addition to scarcity and high price of labor. The quality of the goods has been much improved by the introduction of modern labor-saving machinery, and greater care is exercised in the manipulation of the raw product in placing it in the can the same day as taken from the field.

The development of the canned goods industry in this section has been most marked, and has surpassed the expectations of many of the older packers. In 1892 there were but two factories in this district, one at St. Catharines and one at Grimsby, and both of small capacity. This year there will be in operation eleven large institutions, all of which will pack tomatoes and will consume in the aggregate upwards of eight hundred thousand bushels, or nearly as much as was packed in all Canada fifteen years ago.

It looks now as if the canning industry stands in danger of being overdone by the establishment of new factories. Loss in capital will soon follow over-production.

How long the consolidated canners will adhere to their present mode of selling is best known to themselves. It looks as if it was more conducive to the interest of the jobber than it is to that

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"It's All in the Shreds"

**SHREDDED WHEAT TALK**

By AN UP-TO-DATE GROCER

Shredded Whole Wheat is the one staple cereal food better known than all the others.

You can grind up any old thing and call it a "breakfast food," but you can't make Shredded Whole Wheat that way.

It keeps better than any other cereal. It is not "treated" or "flavored" with anything and hence does not deteriorate.

It is ready-cooked and ready-to-serve, requiring only a slight warming in the oven to restore crispness.

It is economical. Contains more nutriment than meat or eggs and costs much less.

The shredding process makes it the most easily digested of all the cereal foods.

It is good for any meal any day in any season in any climate.

It has larger culinary uses than any other cereal food. Hundreds of dainty and palatable dishes may be made with it.

It is the purest and cleanest cereal food, made in the cleanest and finest industrial building in the world.

"Made in Canada"

**The Canadian Shredded Wheat Co.,**

NIAGARA FALLS, ONT.

Limited



The "Public" says the flavor and quality of

**CANADA FLAKES**

is superior to any similar food. The maple flavor appeals to the palate of child or adult. The crispy flakes add a spice to eating never found in mushy porridge. And this "spice" adds health.

And Canada Flakes is so scrupulously protected from the slightest contamination in the manufacture.

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

The new 10c. "English" package is a seller. Partly, we believe, because it is at a popular price. Try a case and prove it.

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

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

**MILLS AT**

**OFFICES**

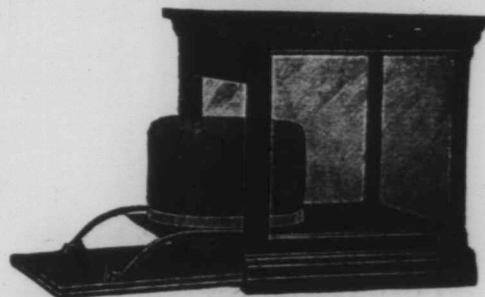
**WINNIPEG  
GODERICH  
BRANDON**

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

IT PAYS YOU TO PAY FOR QUALITY

**BUY FIVE STARS FLOUR**

SALES — CHEESE — PROFITS



**Automatic Cheese Cabinets**

WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE

**\$7.50**

F.O.B. Factory.

The Cabinet is a very handsome glass polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER.

**THE WALKER BIN & STORE FIXTURE CO., LIMITED  
BERLIN, CANADA**



The GRAY, YOUNG & SPARLING CO., Limited  
**SALT MANUFACTURERS**  
 Granted the highest awards in competition with other makes.  
**WINGHAM ESTABLISHED 1871**

W. H. WILSON CO., Limited  
 HIGH GRADE VINEGARS  
 CIDER AND EVAPORATED APPLES  
 TILLSONBURG, CANADA

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

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

A. A. McFALL  
**Miller and Grain Merchant**  
 Bolton, Ontario, Canada,  
 Write for Samples and Prices

QUANCE BROS.  
 MILLERS OF CHOICE  
 WINTER WHEAT and MANITOBA FLOUR  
 BUCKWHEAT and RYE FLOUR  
 WRITE FOR QUOTATIONS. DELHI, ONT.

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

ROLLED OATS  
 SPLIT PEAS  
 POT BARLEY  
 THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

of the canner. It takes from the canner his independence, as it deprives him of a free and open market where he can sell to every individual in the trade who is able to pay the price. The price should not only be regulated by supply and demand, but also by the quality of the article, and the confidence which the public have in the brand. It is claimed that the present form of selling firms takes from the factory its identity and individuality—the two most important requisites in holding and sustaining a sound reputation.

I. B. D.

**CANADIAN CONDENSED MILK.**

Edgar Tripp, Canadian commercial agent at Port of Spain, Trinidad, writes to the Weekly Report: "Some time ago I drew attention to the absence of Canadian brands of condensed milk. This deficiency is being remedied quickly. Two years ago there was not a tin imported. Last year the value was £826, but as the total consumption is about £25,000 in value, there is still room for more Canadian."

**CANADIAN METHODS PRAISED.**

The Standard, London, Eng., has published a long letter from its Ottawa correspondent contrasting the Canadian canning and packing methods with those of Chicago to the advantage of the former.

**PERSONAL MENTION.**

W. A. Warren, Toronto, was in Winnipeg last week.

J. McDermott, Alliston, Ont., was in Toronto last week.

Fred East, Kleinberg, Ont., was in Toronto last week and reported business good.

J. L. Watt, of J. L. Watt & Scott, Toronto, was in Montreal the early part of the week.

W. C. McCuaig, of the Walker Bin & Store Fixture Company, Berlin, is calling on the trade in Western Canada.

Mr. Armand Chaput, of L. Chaput, Fils & Cie., Montreal, was in Sherbrooke during the week, visiting the trade in the interests of his firm.

T. J. McCammon, one of Moose Jaw's prosperous grocers, was married a few days ago to Miss Mina Watson, of Marlborough, Sask. Mr. and Mrs. McCammon left for a trip down east. Best wishes from The Canadian Grocer.

Henry Wright, of the A. F. MacLaren Imperial Cheese Co., of Toronto, who is at present in England, was a recent caller at the London office of The Canadian Grocer. Mr. Wright is very busy seeing the several manufacturers whom he represents in Canada and is also looking into the condition of affairs in the cheese markets. He expects to be back again at his desk in a very short time.

**OTTAWA CONVENTION.**

Retail Merchants' Association of Canada, Ontario Section.

The convention of retail merchants of Ontario called for at Ottawa, July 2, 3 and 4, was opened in the capital at 10 o'clock Tuesday. Delegates were present from various towns and cities and though the attendance at the opening was small a larger number were expected and registered at the council chamber of the city hall on Wednesday.

The morning session was devoted to registration and the meeting of the executive to prepare the work of the convention. Rev. A. L. Geen, president, occupied the chair with the following assisting officers: First vice-president, H. C. Ellis, Ottawa; second vice-president, B. W. Zieman, Preston; treasurer, F. C. Higgins, Toronto; secretary, E. M. Trowern, Toronto.

An address of welcome was delivered by Mayor Ellis, as were also interesting and similar addresses by Mr. D. Murphy, president of the board of trade, and Mr. H. Watters, president of the local branch of the association. A goodly number of Ottawa retail merchants, members of the local branch, were present.

An interesting session is likely to be the result, as a number of very important resolutions were presented by the executive. A fuller reference to these will be presented in our next issue.

At 7.30 Tuesday evening the entertainment committee took the visiting delegates for a trolley ride to Britannia-on-the-Bay, steamer across to Lake Deschene to Aylmer on the Quebec side of the Ottawa River. The efforts of the local committee to entertain the delegates were highly appreciated.

**Improvement**

There has been a great improvement in the week or ten days. The other side of the port has held this about. It is too, has been for other tried good in most cases.

Butter exports than they are a little port shipment. Conditions are not remarkable. Canada prevails importer as is demanded.

To a great extent in the cheese situation, cheese has been freely than.

Meats are round lots country.

Flour is present. Goods made recently. One of this week. South Africa already been ports, and the shipping companies are developing this.

The rates two instances ten cents per London are Manchester & Co., agents with a general.

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The sailing seems to have new folder gives Thursday the Empress of Britain from.

The Kensington left for Liverpool cargo.

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Tenders are the assets of Charlottetown.

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C. B. Jul Gimli, Man. to 646 Notre.

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The MacLaren have been appointed Patras, Green their agents.

Todd Bros grocers, are stock of gro



## FREIGHTS AND CHARTERS

### Improvement in Shipping—Butter and Cheese Exports Small—Sailing Day for Mail Steamers Decided Upon.

There has been considerable improvement in the shipping during the past week or ten days. Demand from the other side for the various lines for export has helped a great deal to bring this about. Trade with other countries, too, has been better, and outgoing boats for other than British ports have carried good cargoes of Canadian products in most cases.

Butter exports might be much better than they are at present, although they are a little better than last week. Export shipments recently have been small. Conditions considered, however, this is not remarkable, as the high prices in Canada prevent export trade, since English importers will not pay such a figure as is demanded.

To a great extent this applies to the cheese situation also, but nevertheless cheese has been moving out much more freely than butter.

Meats are picking up and several good round lots have been sent out of the country.

Flour is another interesting line at present. Good shipments have been made recently by the large milling companies. One Montreal firm the beginning of this week made a large shipment to South Africa. Considerable flour has already been shipped to South African ports, and there is a probability of continued activity in this direction during the shipping season. The milling companies are doing all that is possible to develop this trade.

The rates this week are changed in two instances. Flour to Bristol is now ten cents per hundred pounds. Apples to London are quoted higher.

Manchester Commerce, Furness, Withy & Co., agents, sailed for Manchester with a general cargo on June 29.

The Yanariva is in port from the Barbados with a cargo of molasses and sugar.

The sailing day for mail steamers seems to have been decided upon, as the new folder of the C.P.R. Atlantic lines gives Thursday as the sailing day for the Empress of Ireland and the Empress of Britain from Liverpool and Quebec.

The Kensington, of the Dominion line, left for Liverpool June 29 with a general cargo.

### BUSINESS NOTES.

Tenders are being called for the sale of the assets of the Dominion Packing Co., Charlottetown, P.E.I.

The Liebig's Extract of Meat Co. last year declared dividends aggregating 21½ per cent. More stock is to be issued.

C. B. Julius, general merchant, of Gimli, Man., has transferred his business to 646 Notre Dame avenue, Winnipeg.

Newman Bros., grocers, of Castleton, Ont., have dissolved partnership. Richard Newman will continue the business.

The MacLaren Imperial Cheese Co. have been appointed by W. Meyer & Co., Patras, Greece, dried fruit merchants, their agents in Canada.

Todd Bros., of Barrie, butchers and grocers, are clearing out their entire stock of groceries with a view to devot-

ing their whole attention to the butcher and meat business.

Charles Denne, grocer, of Newmarket, added crockery to his stock and enlarged his store some months ago, but now finds it necessary to make a further increase to his store, which will make it 24 by 110 feet. Mr. Denne is a thorough business man.

B. B. Gunn, M.P., Seaforth, Ont., has sold his general store business to Williams & Purcell. Mr. Williams was in business in Dublin, Ont., and Mr. Purcell was manager for Mr. Gunn. The combination is a strong one and will assure a continuance of the business in the progressive spirit that has characterized it heretofore.

P. Anderson, one of the oldest grocers of Guelph, Ont., told a traveler this

### DIXIE H. ROSS & CO'S STORE.

The accompanying cut shows the delicatessen department of Dixie H. Ross & Company's store, Victoria, B.C. Ross & Company have a store which it is a pleasure to visit, and make a particular feature of roast meats, chicken, boiled ham, salads, jellies, etc. As can be seen, the delicatessen department presents a cleanly appearance and is withal conveniently arranged for the customer to choose and the clerk to serve. The cooking and preparing of the meats shown is all done in Ross & Company's own kitchen, on the premises, so that the present Chicago packing house scandal should only make more popular this branch of their trade.

The cut is fairly clear and needs no description with the exception of the two sides, which are a little dim. On the right is a display table for fish and oysters, and on the extreme left is an egg case. There is a wide passage-way around the central stand on which there is an assortment of sauces, condiments and specially prepared food for immediate use.



Delicatessen Department of Dixie H. Ross & Co.'s Store, Victoria, B.C.

week that business was first-class, and the traveler telling The Grocer added: "He's really deserving of all the trade he gets because of his strict attention to business. He has one of the nicest, cleanest and best kept groceries in Canada and that's saying a good deal."

R. A. Smith, one of Newmarket's leading grocers, has purchased a store opposite his present premises which he is enlarging and fitting up. His new store will be 108x26 feet, and will have a metallic ceiling and all conveniences and modern fixtures, including Walker bins. Mr. Smith will have two flats 26x108 feet and one flat 26x66 feet, which when completed will be one of the largest stores outside of the cities. He expects to move in in about two weeks.

B. Thompson, of the Snelgrove Waddington Co.'s grocery department, Fort William, after spending five weeks at his former home in Fergus, Ont., has returned to his post.

### NEW GROCERY WAREHOUSE.

Geo. E. Bristol, of the Hamilton wholesale grocery firm of Lucas, Steele & Bristol, who has taken over the business from the Canada Grocers, Limited, has secured a large block of land east of the G.T.R. station in that city as a site for a big new warehouse.

### ICE MEN TO THE COOLER.

Five ice men prominent in social and business circles in Toledo, Ohio, have been sentenced to \$5,000 and one year in the workhouse at hard labor for combining to restrain trade. Under the pretext that the ice supply was much smaller than in recent years, these dealers combined and advanced the price from 50 to 100 per cent. If they would escape any part of it they must pay back to customers all overcharges and must agree to sell ice at the price prior to forming the combination.







**FISH**

**Market**

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.....	0 75	
.....	0 15	0 50
.....	2 00	
.....	0 40	0 50
.....	3 75	4 00
.....	0 75	1 25
.....	1 25	
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.....	2 00
.....	0 07 1/2
.....	1 00
.....	0 12
.....	0 20
.....	1 50
.....	0 90
.....	1 25

.....	0 06
.....	0 05 1/2
.....	0 04 1/2
.....	6 00
.....	1 00

Salt and pickled fish—

No. 1 Labrador herring, per half-bbl.....	3 50
" " " " per pail.....	0 80
" " " " salmon—	
" " " " in bbls.....	13 00
" " " " in 1/2 bbls.....	7 50
" B.C. salmon, bbls.....	12 50
" " " " half bbl.....	7 00
" mackerel, per pail.....	1 75
" large green cod, per lb.....	0 04
" medium, " ".....	0 03
" small, " ".....	0 02 1/2

**ONTARIO MARKETS.**

GREEN FRUIT—This week has been the best yet in strawberries. They have about reached their zenith of quality and size, but prices still keep up well, this week's prices being quite as high as last week's. Red currants are on the market in small quantities and selling at \$1. The quality is good for the early season. Raspberries bring 20c. a box and are being readily bought up. Some new harvest apples are in. They are not particularly good looking but are held at \$2.50 per bushel. Cantaloupes are down to \$6 per case, and California fruit is arriving steadily. Canadian cherries are well on the market now and selling from 75c. upwards.

Oranges, late Valencia, 9c's, 112's, 288's.....	5 00	6 00
" " " " Mediterranean sweets, 96's to 250's.....	4 50	4 75
" " " " Ovals, half boxes 80's 100's.....	2 50	2 75
Lemons, Messina, 300's 360's, per box.....	4 25	5 00
Limes, per crate.....	1 50	
Apples, new harvest, per bush.....	5 00	5 50
" " " " Spies, XXX, per bbl.....	5 00	5 50
" " " " " " XX, per bbl.....	4 00	
" " " " " " Baldwin's, XXX, per bbl.....	4 50	
" " " " " " XX, per bbl.....	3 75	
" " " " " " other Winter varieties, XXX, per bbl.....	4 00	
" " " " " " " " XX, per bbl.....	3 00	3 50
" " " " " " farmers', per bbl.....	2 00	3 00
Bananas, per bunch.....	1 50	2 50
Red bananas per bunch.....	2 20	2 50
Red currants basket.....	1 00	
Raspberries basket.....	0 20	
Strawberries per quart box.....	0 07 1/2	0 10
Pineapples, Floridas, 24's to 30's.....	3 00	3 50
Cherries, California white heart, 2-lb. box.....	2 50	2 75
" " " " Canadian, per basket.....	0 75	1 00
Gooseberries, per basket.....	0 65	1 25
Plums, California, per box.....	2 25	2 75
Apricots, " ".....	2 50	2 75
Peaches, " ".....	1 75	2 00
Watermelons.....	0 40	0 50
Cantaloupes, per case.....	6 00	

VEGETABLES—Old potatoes are almost off the market now and what are left are up a little higher in price. New potatoes continue to come down and are being bought this week at \$3.50 per barrel. New Ontario cabbage are selling for 60c. per dozen and are quite up to the season's standard. Parsnips and old turnips are off, but new turnips are coming in more, 50c. per dozen being about the price for good ones. Cauliflower are daily becoming better, but the price remains about the same. Tomatoes are also increasing in size and appearance and bring the same price as last week.

Potatoes, kiln dried sweet, bushel hamper.....	2 00
" " " " Delaware, per bag.....	1 30
" " " " Silver Dollar, per bag.....	1 05
" " " " Ontario, per bag.....	1 15
New potatoes, Bermuda, per bbl.....	3 50
Onions, Egyptian, per sack 100-115 lbs.....	2 00
" " " " Texas Bermuda, 50-lb. crates.....	1 15
" " " " Bermuda, 50 lb crates.....	1 25
" " " " green, per doz. bunches.....	0 12 1/2
Cabbage, per crate.....	2 00
" " " " new Canadian, per doz.....	0 70
Wax and green beans, per bush. hamper.....	1 50
Green peas, imported.....	1 25
" " " " Canadian, per basket.....	0 60
Beets, new, per doz. bunches.....	0 30
Carrots, new, 5 to 6 doz. in box.....	2 25
" " " " Canadian, per doz. bunches.....	0 35
Lettuce, per doz. bunches.....	0 25
Radish, per doz.....	0 20
Cucumbers large, per doz.....	1 25
" " " " per hamper, 5 to 8 doz.....	1 75
Mushrooms, 1-lb. boxes, per lb.....	0 80
Asparagus, per doz. bunches.....	0 75
Beans, white, prime, bush.....	1 75
" " " " hand-picked, bush.....	1 90
" " " " Lima, per lb.....	0 07

# NEW LEMONS

One Thousand Boxes  
New Verdilli Lemons (Home Guard Brand)

Also three hundred and forty-eight boxes Fancy California Lemons arrived to us this week.

Be wise and buy only new lemons, sound and fancy. Avoid lower quotations for old repacked stock.

## WHITE & CO., LIMITED

Toronto and Hamilton.

W. B. STRINGER MONEY MAKERS J. J. McCABE

HALF BOXES ORANGES  
TRACUZZI'S "ST. NICHOLAS" OVALS

They sell fast and show a nice margin of profit. Write your wholesaler about them.

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

FANCY SORRENTO LEMONS  
FRESH WATERMELONS BANANAS  
Cherries, Red Currants, Berries, New Vegetables, Etc.

THE F. T. JAMES COMPANY, Limited

76 Colborne St. TORONTO Wire, Phone, or Mail your Orders  
33 Church St.

STRAWBERRIES—Now at their best. Give us your orders.

If you have any CHERRIES, BERRIES or other produce to market ship it to us if you want good results.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

## PINEAPPLES

In Beautiful Condition.

18s, 24s, 30s, 36s and 42s.

HUGH WALKER & SON

ESTABLISHED 1861

GUELPH, ONT.

## DRIED FRUIT,

I HANDLE SPECIALLY FINE LINES OF

CURRENTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—  
Halifax, N.S., E. D. Adams  
St. John, N.B., J. Hunter White  
Montreal, D. Rattray & Sons

Toronto, P. L. Mason & Co.  
Winnipeg, Jas. Carmon  
Victoria, B.C., H. Donkin  
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS.

4 Cullum St., E.C. LONDON, ENG.



Send in Orders for Raspberries Now, and You'll Get the Pick of the Market, and at Right Prices.

Grocers and Fruit Dealers!

# RASPBERRIES

will be on the market in a few days, and I will have a large acreage of

## RED AND BLACK

Orders for these will be filled at moderate prices.

Let me hear from you

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

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

OF THE OLD & WELL KNOWN BRANDS  
 R<sup>o</sup> ROSE CHOICE  
 SUPERIOR EXTRA  
 EXCELSIOR  
 EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED  
 GREEN PEAS OLIVE OIL  
 MUSHROOMS SARDINES &  
**BORDEAUX FRANCE**

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

Manufacturers' Agents—Continued.

## ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

## SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS

COR. NOTRE DAME EAST AND VICTORIA STS.  
**WINNIPEG, CANADA**

Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.

### 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 Agencies. Correspondence Solicited

### JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

41 Bannatyne Ave., Winnipeg, Man.

## Winnipeg Storage

We make a specialty of storing and distributing car lots for

## Eastern Shippers

Negotiable receipts issued  
 Low Insurance Rates reasonable

**R. B. WISEMAN & CO.**  
 WINNIPEG

Warehousemen and Distributing Agents.  
 Best of references.

Tomatoes, Texas, Mississippi, 4 basket crates....	1 00	1 50
Rhubarb, 1 doz. bncls .....	0 21	0 25
Spinach, bush .....	0 25	0 40
Watercress, per doz. bunches.....	0 25	0 25
Egg plant, per doz.....	1 55	
Peppers, green, per small basket.....	0 75	0 85
Parsley, per doz.....	0 20	0 25
Turnips, new, per doz.....	0 35	0 50
Mint, per doz.....	0 15	0 20
Cauliflower, per doz.....	1 50	2 25

FISH— There are no price changes this week and business remains about the same. The demand keeps fair, but a slightly quieter season must be expected for a while.

Fresh halibut.....	0 10	0 13
Haddock, fresh caught, per lb.....	0 06	0 06 1/2
Fresh cod, per lb.....	0 07	0 08
Fresh lobsters, boiled, per lb.....	0 18	0 20
Shrimps per gal.....	1 00	1 25
Whitefish, per lb.....	0 09	0 10
Salmon trout, per lb.....	0 08	0 09
Ciscoes, per basket.....	1 25	
Perch, per lb.....	0 06	0 06
Herring, large, per lb.....	0 08	
" medium, per lb.....	0 04	
Brook trout, per lb.....	0 25	
Pike, per lb.....	0 05	0 06
Blue fish, per lb.....	0 10	
Fresh mackerel.....	0 20	0 25
Eastern salmon, per lb.....	0 20	

### WINNIPEG.

#### GREEN FRUITS—

Wisconsin strawberries, 16 boxes to the case....	3 00	
California peaches, per case.....	2 25	
" plums.....	2 50	
" cherries.....	2 75	
Messina oranges, in half boxes, 80's to 100's.....	3 00	
Cal. St. Michael oranges, 176's-250's, per box.....	5 00	
" " 286's-324's-360's.....	5 00	
" late Valencia's, 126's, per box.....	5 50	
" " 150's.....	6 00	
" " 176's.....	6 00	
Lemons, 300's and 360's.....	7 00	
Messina lemons 300's.....	6 00	
Water melons, large size, per doz.....	6 00	
Pineapples, 30's, per doz.....	2 50	
" 24's.....	2 75	
" per case.....	5 00	
Bananas, per bunch.....	2 75	3 25

#### VEGETABLES—

Onions, Egyptian, per lb.....	0 03	
Cabbage, new, per lb.....	0 04	
Rhubarb, per lb.....	0 02	
Cucumbers, per doz.....	0 75	
" per lb.....	0 13 1/2	
Texas tomatoes, 4 basket crate, per crate.....	3 00	

### J. H. MAIDEN

425 St. Paul Street, MONTREAL

Manufacturers' Agent and Commission Broker.

Domestic and Foreign Agencies solicited.

Special attention to introducing New Lines to the Trade.

### W. A. TAYLOR

BROKER and WAREHOUSEMAN

243 Main Street

WINNIPEG, MAN.

HIGHEST REFERENCES

### G. C. WARREN REGINA

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

### H. W. MITCHELL

WINNIPEG, MAN.

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

Highest references and financial responsibility



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**DEN**  
 MONTREAL  
 Commission Broker.  
 Agencies solicited.  
 Telegram New Lines to

**LOR**  
 HOUSEMAN  
 Street  
**MAN.**  
 OFFICES

**GREEN**  
 Pure Ceylon  
 all grades,  
 manufactured  
 in lines of

**HELL**  
**LAN.**

Some firms wishing  
 Travellers call  
 and Retail Trade in  
 full responsibility

**New Ceylon, Indian, Japan Teas**  
 daily arriving. Quotations and samples cheerfully mailed. We have every day bargains in bulk  
 Teas. Let us hear from you.

“**MELAGAMA**”

is a trade catcher. Try a sample case and always keep it on hand, and your business is bound to increase.

**Minto Bros., - Toronto.**

**NEW PACK NEW PACK NEW PACK**

OF THE FAMOUS

**Brunswick Brand  
SARDINES**

Now is the time to send your order for—

- 1/2 Oils, Sanitary Can, 100 tins to case
- 1/2 Oils, Handmade Can, 100 “
- 1/2 Mustard, 100 tins to case
- 1/2 Tomato, 100 “
- 1/2 Mustard, 50 “

TO

**Connors Bros., Limited**  
 Black's Harbour, N. B.



**King  
Oscar  
Sardines**

most delicious for

**A DAINTY  
LUNCH**

Follow up the poster advertising by a display.  
 Ask your wholesaler for an advertising card.

**JOHN W. BICKLE & GREENING**  
 (J. A. HENDERSON)  
 Canadian Selling Agents  
 HAMILTON, - - - CANADA

We are Offering

**Mirimichi Fresh Salmon**

at Twelve cents per pound

Write or wire us your order. All orders filled the same day as received.

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





When You Buy "SHIRRIFF'S"  
You Buy Correctly

That's a certainty! There's never any mistake about the "first-in-the-land" essences.

Just look for the name

**SHIRRIFF**

and sales are yours.

MANUFACTURED BY

**IMPERIAL EXTRACT CO.**  
TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS



**LAMONT, CORLISS & CO.,** Sole Importers  
27 COMMON ST., MONTREAL

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

CANADIAN made

**Chocolate**

to those who know what Chocolate is and should be, has no superior—Of ALL Chocolate, domestic or imported,

**MOTT'S**

"DIAMOND" and  
"ELITE" brands

are the highest and purest

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

J. A. TAYLOR  
MONTREAL

SELLING AGENTS:  
R. S. McINDOE  
TORONTO

JOS. E. HUXLEY  
WINNIPEG

**THE SUMMER SEASON**

brings

**A DEMAND FOR THE BEST**

IN YOUR STORE

**STEWART'S**

**Chocolates and Confections**

**ARE THE BEST**

PURE Materials.

Absolute Cleanliness.

Perfect finish.

New and beautiful packages for the  
Summer trade.

PRICES RIGHT

THE  
**STEWART COMPANY**  
LIMITED  
TORONTO

*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

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## BISCUITS AND CONFECTIONERY

### TREND IN CANDY MAKING.

Everywhere candy factories are decreasing in number, says a writer in Workers' Magazine, but increasing enormously in size, number of employes, and in both volume and value of output. In Chicago about sixty establishments have a capital investment of \$2,500,000, using annually over \$4,000,000 worth of sugar, glucose, and "other" stuff, and producing over \$7,500,000 worth of candy.

The "candy kitchen," like the "candy pulling" party, has gone or is going, and barring the beloved fudge, candy is to-day almost as much a factory product as gloves and shoes.

With a decrease of 20 per cent. in the number of establishments the capital invested in the business has increased 60 per cent., the volume of candy, measured in pounds, has trebled, and the wholesale value at the factories has doubled within the last few years.

The largest factory in Chicago is an immense building on the north side. One hundred barrels of sugar, 25,000 pounds of glucose, and fifty tons of coal are brought to its alley doors every day in the busy season and ten carloads of candy are shipped away in a week.

### Glucose a Slandered Article.

Glucose enters largely into the composition of this sort of candy, and I was assured by the manager that glucose is more slandered than a candidate for Congress; that it is a perfectly pure and entirely wholesome and nutritious substance. In this factory it is pumped from the basement through pipes which run all around the building. The glucose and sugar are mixed in their proper proportions and boiled in great copper vats. An iron arrangement, something like the stirrer in an ice cream freezer, turns automatically and stirs the candy. Formerly, in the good old days of hand labor, this was done by hand and the men often got terribly burned.

When it is cooked to its required consistency the syrup is poured out and cooled, ready to be molded. The molds are made by filling trays about two feet wide and four feet long with cornstarch, and putting them under a press, which forms them into any desired shape. A machine fills them with the jelly paste and they are sent to the dry room until they harden.

They then are dumped, starch and all, into a machine called a "starch buck," which brushes the starch from the candy, sending it cleaned through the chute, and the cornstarch through another to be sent back and used again.

### HOW NUTMEGS GROW.

The nutmeg is the seed kernel of the nutmeg tree, which grows in the Malay Archipelago, and is known to botanists as the *myristica fragrans*. This tree, which is from twenty to thirty feet in height at maturity, resembles the pear tree in the shape of its leaves and fruit. Its flowers are like those of the lily of the valley and exceedingly fragrant.

The fruit is about the size of the peach and is edible. It breaks open in halves when ripe and exposes the seed, partially enveloped by a bright scarlet covering

or arillus, which, when dried turns yellowish brown and is called mace. The seed proper has a thin shell and the kernel at first is smooth, but becomes wrinkled in drying.

The nutmeg tree begins bearing about eight years after planting the seed, and continues to yield for seventy-five years. The average product per tree is about five pounds of nutmegs and one and a half pounds of mace.

While, like many tropical trees, the nutmeg has ripe fruit upon it at all seasons, there are three principal periods of harvesting, viz.: July, when the fruit is most abundant though it yields thin mace; November, when, the mace is thicker, though the nutmegs are smaller; and March, when both nutmegs and mace reach the greatest perfection, though as this season is dry the production is not great.

After nutmegs are gathered and stripped of their outer coverings, they are placed upon gratings over a slow fire and dried at a low heat (not over 140 deg. Fah.) until the kernel rattles freely in the shell—an operation which takes about two months. The shells are then covered with lime to render them safe from the attacks of insects, as well as to destroy their power of germinating. They are then packed for export in tight casks, which have been thoroughly soaked and coated on the inside with lime wash.

### BIG NEW FACTORY.

Contracts have been let by Viau Freres & Cie. biscuit manufacturers, for the erection at Maisonneuve, Que., of a new factory to cost \$250,000.

### BRANDON HALF HOLIDAY.

A grocery clerk in Brandon, Man., writes this paper as follows:

Brandon, June 29, 1906.

The Canadian Grocer,  
Winnipeg, Man.

Dear Sirs:—Every grocery store in the City of Brandon will close every Thursday at 12.30 o'clock during July and August. There are 21 in all and every merchant signed for it with pleasure. We had the half holiday last year and it was most successful.

My reason for writing you this is that if you publish it I am sure it might help to get other towns and cities to do the same thing. It was the Brandon clerks who were instrumental in getting the stores to close. Every line of business will join in the holiday—such as dry goods, boots and shoes, jewelers, etc.

I am, yours truly,

### PUSHING CEYLON TEA.

Cingalese planters are pushing Ceylon tea in Denmark by means of illustrated pamphlets with Ceylon views. These are printed in Danish. Similar books are being prepared for various other continental countries.

## Gaining the Palm

### Perfection Cream Sodas

have compelled the title "Leader" to come to them and the magnetism has been nothing else than merit. Soda biscuits in boxes like this

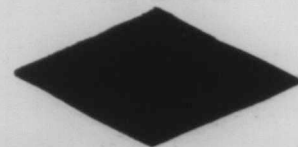


have a high place in the estimation of the people. They won that estimation through being worthy of it.

How many tins of "PERFECTION CREAM SODAS" have you?

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

## DIAMOND Brand



### MAPLE SYRUP

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

ALL JOBBERS

Sugars Limited, Montreal



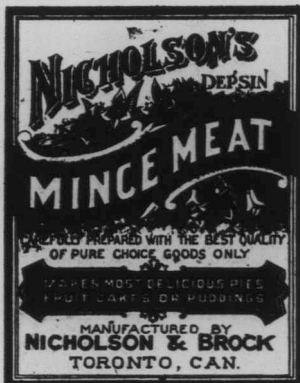
# "ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz.,  
1 lb. and 7 lb. Tins.  
**KING OF ALL PEPPERS**

Guaranteed absolutely a pure blend  
of Finest Peppers  
Specially Selected  
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

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



## Dispel the Bulk Goods Bogey

Bulk Mince Meat is subject to "store flavors," and consequently depreciates in value. Condensed Mince Meat like

**NICHOLSON'S**  
never depreciates in value. It's always good, always delicious.

If everybody ordered

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

at once, we wouldn't be able to ship. Your turn is now.

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



CAPSTAN BRAND

## High-Grade Tomato Catsup

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

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

We guarantee this Catsup to give perfect satisfaction.

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

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

**A Lot of Grocers Miss a Lot of Profitable Business Because They Are Stubbornly Attached to One Line of Goods.**

YOUR ARGUMENT IS THIS:

"The line I have sold last year, so I am sure of it this year."

Well and good! But isn't there a lot of business **to get** that your line **cannot get?**

People will have

## Southwell's Jams and Marmalades

just as they will have some other goods.

Don't let the "Southwell" people go away without your being able to fill their order.

**FRANK MAGOR & CO.**

Canadian Agents, MONTREAL

## TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

**THE CANADIAN GROCER**

Montreal and Toronto.

**Absolutely the Most Reliable brands put up**

# BORDEN'S

"Eagle" Condensed Milk and "Peerless" Evaporated Cream  
(Unsweetened)



**WILLIAM H. DUNN,**

Scott, Bathgate & Co., Winnipeg, Man.

**MONTREAL and TORONTO**

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

45 HIGH  
In Europe

Walter D



Registered,  
U. S. Pat. Off.  
costs less than one  
Their Premium  
Wrappers and  
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45 HIGHEST AWARDS  
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and  
Largest Manufacturers of



PURE, HIGH GRADE  
**COCOAS**  
AND  
**CHOCOLATES**

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

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

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

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

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

GROCER!

Consider well before you place your order for Canned Fruits and Vegetables and secure a BRAND that you know is reliable.

**QUEEN BRAND**

has given excellent satisfaction for 15 years. PROOF, we have no old goods on hand when the New Pack begins.

**ALWAYS NEW GOODS**

to offer each year.

**BUY "QUEEN" BRAND**

and you will not take long to consider where you will place your order another season.

**Belleville Canning Co.**  
BELLEVILLE, ONT.

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

Cultivate your Biscuit trade by ordering

**McLAUCHLAN'S**

**Cream Soda Biscuits**

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

CANADA THE BEST YET.

Dr. Hucho, representative of the agricultural department of the German Government, now in Canada, was in Toronto last week and in an interview said he had traveled over the western part of Ontario and planned to go over all the agricultural territory of Canada.

"Canada is by far the best agricultural country I have yet visited," said he, "and I've traveled over a good portion of the globe."

The doctor intimated that his reports to the German Government would indirectly affect immigration to this country.

"Twenty years ago it was the United States that attracted us," he said. "Now it is Canada."

ACREAGE IN CEYLON.

Ceylon is about the size of Holland and Belgium, and has a population of 3,576,000. One-fifth of the island is under cultivation. Rice represents 647,910 acres; tea, 424,856 acres; coffee, 19,023 acres; cocoa, 33,260 acres; cinnamon, 46,117 acres; coconuts, 864,296 acres.

—BUY—

**Star Brand**

**COTTON  
CLOTHES LINES**

—AND—

**COTTON TWINE**

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM

**SPRAGUE  
CANNING MACHINERY CO.**  
CHICAGO, ILL., U.S.A.



**An Auto? No!**

Peanut and Popcorn Seller.  
Catalog show'em \$8.50 to \$350.00. On easy terms.  
**KINGERY MFG. CO.**  
106 E. Pearl St., Cincinnati



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



**New Goods**

Your order for

**UPTON'S**

**Jams, Jellies**

and

**Orange**

**Marmalade**

will now be filled  
with new season  
goods.



## Don't Be One of Those Who Will Write For The "500" After The Offer is Called Off.



READ  
EVERY  
WORD  
CONCERNING  
THE  
"500"  
OFFER

You see, this "500 assortment" opportunity won't last forever.

I am simply making the offer (for a limited time) so that no grocer can complain about not getting a chance to try my cigars.

I feel sure that when I send "500" to a merchant, it will not be long before I am sending "1,000" to the same man **PEBBLE** and **PHARAOH** quality is bound to be found out.

And just this very month a lot of new cigar accounts can be opened by you.

☞ The grocer who misses the "500" opportunity never intends to keep cigars.

**J. BRUCE PAYNE, Limited, Mnfrs.**  
GRANBY, QUEBEC, CANADA.

# Tuckett Truths

## THE FIRST LOT

The tobacco manufacturer must know the smoker's taste or he cannot satisfy the smoker's palate.

**T. & B.** is an honestly made tobacco.

Smokers are easily won by winning ways.

The 10c. package of **T. & B.** sells awfully fast.

The arrangement of tobacco in the case goes a long way towards Saleville.

You'll notice **T. & B.** in nearly every grocery store.

The Canadian is as good a "piper" as the Scotchman.

A western grocer is building an addition to his store out of profits made on **T. & B.**

**THE GEO. E. TUCKETT & SON CO, LIMITED**

HAMILTON, CANADA

The American  
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# TOBACCO AND CIGARS

The American Department of Agriculture in its forecast of the 1906 tobacco crop states that owing to unfavorable weather during May, throughout a large part of the tobacco-growing area of the States, the prospects are not of the best. Later on, however, if the weather conditions improve, the outlook will be better.

Cigar tobacco in New England, New York and Pennsylvania shows an increased acreage, but the plants have been damaged by frosts, and are small and late in being transplanted owing to unfavorable weather. In Wisconsin the same conditions prevail in a lesser degree. Georgia and Florida are showing up better, both in acreage and condition of plants.

Chewing and smoking tobacco shows an increased acreage in the Burley district, and in Kentucky and Tennessee, but owing to cold weather early in the season and dry weather later, the present prospects are not good. Virginia and the Carolinas are also in need of rain and suffering from a scarcity of labor. Maryland and Eastern Ohio are much in the same condition.

The Mexico crop will be about 25,000 pounds for 1906, but the indications are that the quality will not be of a high standard.

## CANADIAN TOBACCO CROP.

**Prospects Good—Acreage will be About a Third Larger than Last Year.**

Blenheim—We have had good season for setting the young plants and everyone has been able to set out all the plants they desired. The cut worms are doing some damage, but on the whole the stand in this section is the best for years.

Chatham—Everything looks flourishing. The increase in this section over last year will be about 50 per cent. The early set crops show a good stand.

Cedar Springs—Tobacco all in, stands are generally good. There will probably be about a 30 per cent. increase in this vicinity.

Harrow—The crop is now virtually all planted and we had good rains during the setting season. The usual large crop has been set here and with good seasons from now on we confidently look for the best crop ever harvested.

Cottam—Tobacco has been set all over this section and the stand is a very good one. The prospect for a good crop up here is the best we ever had.

Kingsville—The bulk of the crop has been set around here and the stand is fairly good. A full crop has been prepared for, perhaps the largest we have ever had. Plants have been scarce and ready sale has been found at \$1.25 per thousand.

Leamington—The 1906 crop has been set. The recent rains have made it an ideal time to give the plants a good start and they are looking bright and nice. We recently saw one 12-acre field in which some plants would measure 10 to 12 inches across. The crop is about one

week earlier than last year and the outlook is very promising.

## GROWING MORE TOBACCO.

Correspondents of the Ontario Department of Agriculture in the current crop bulletin are credited thus:

Colchester N., Essex: Tobacco is being raised more extensively. This comes in contact with corn growing, and the latter gets somewhat neglected in consequence. In some instances an acre of tobacco has realized \$200, although with many others it proves more or less of a failure.

Pele Island, Essex: The growing of tobacco is taking the place of wheat and corn.

Harwich, Kent: The acreage of beans promises, as usual, to be large, but that in tobacco will probably be double that of last year.

## A NOVEL TOBACCO FLOWER.

One of the flower novelties of the past year which was successfully grown in Ontario by many experts is a tobacco plant which produces scarlet flowers, "Nicotina sanderae." The plant was originated by crossing two South American plants, one of which had white and the other red flowers. The result was a flower varying from light pink to the deepest red. Planted in the foreground of a border of more familiar nicotina affinis, which has white, star shaped flowers of a wonderfully sweet fragrance at twilight, a combination of color most striking is produced.

This plant appears to bear flowers all Summer and with ordinary care should succeed under a great number of conditions. It has been successfully tested in Germany and the United States and

has done well in sunlight and partial shade.

## TOBACCO WAREHOUSE ROBBED.

W. B. Reid & Co.'s tobacco warehouse, Toronto, was robbed on July 3rd and goods worth \$50 taken. Two men have been arrested with some of the goods on them.

Epitaph in Dunmore churchyard—  
"Here lie the remains of John Hall, grocer. The world is not worth a fig, and I have good raisins for saying so."

# SWEET CAPORAL



# CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all leading Wholesale Houses.

## CLAY PIPES

None equal. Insist upon McDougall's.  
There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

# All First-Class Grocers

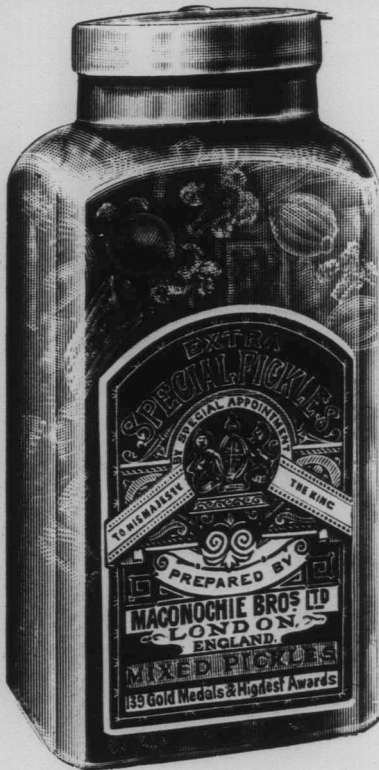
Handle

# OLD CHUM

# Cut Plug Smoking Tobacco

It's a Trade Bringer.





**"Never,"** said a leading Toronto Retail Grocer the other day, "never in my experience have I known my customers' **come back** so persistently for a line as they do for Maconochie's goods." **Come Back!** There's the point. This man caters to and gets the best city trade—to people who know a good thing when they taste it.

Pickles  
Sauces  
Marmalade  
Jams



Jellies  
Preserved Fish  
Pure Vinegar  
etc.

ARE SOME OF

## Maconochie's Good Things

Agents in Canada :

**MacLaren Imperial Cheese Co., Limited**

for Ontario, Quebec and North-west Territories

Seeton & Mitchell, - Nova Scotia  
T. Hunter White, - New Brunswick  
Martin & Robertson, - British Columbia



Quotation  
The foll  
responsible fo  
Grocer, at ou

Bakin

Cook's Friend—  
Size 1, in 2 and 4 do  
" 10, in 4 doz, box  
" 2, in 6 "  
" 12, in 6 "  
" 3, in 4 "  
Pound tins, 2 doz.  
12-oz. tins, 4 "  
5-lb. " 1 "

W. H. G  
Diamond—  
1-lb. tins, 2 doz, in  
1-lb. tins, 3 "  
1-lb. tins, 4 "

IMPERIAL  
Cases.

4-doz. ....  
3-doz. ....  
1-doz. ....  
3-doz. ....  
1-doz. ....  
1-lb. ....

Ocean Baking Pow  
" " "  
" " "  
Borax, 1 lb.  
Cornstarch,  
Freight paid



ROYAL  
Sizes.

Royal-Dime ....  
" 1 lb. ....  
" 3 oz. ....  
" 1 lb. ....  
" 12 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When p  
cent. discount

CLEVELAND  
Sizes

Cleveland's-Dim  
" 1 lb. ....  
" 3 oz. ....  
" 1 lb. ....  
" 12 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When  
cent. discount

T. KIL

Crown Brand—  
1 lb tins, 2 doz. in  
1 lb. " 2 "  
1 lb. " 4 "

Keen's Oxford, p  
In 10-box lots  
Reckitt's Square  
Reckitt's Square  
Gillett's Mamma  
Nixey's "Cervus"  
" "  
" "  
according to







**"Batger's"**

**Lemon Squash, &  
Lime Juice Cordial**

When your customers come in and ask for a **Good Summer Drink** sell them **Batger's** Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—**No Sugar Required**, but just add water. Very **handy** and **economical**. Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

**Rose and Laflamme**  
Montreal and Toronto



$\frac{1}{2}$

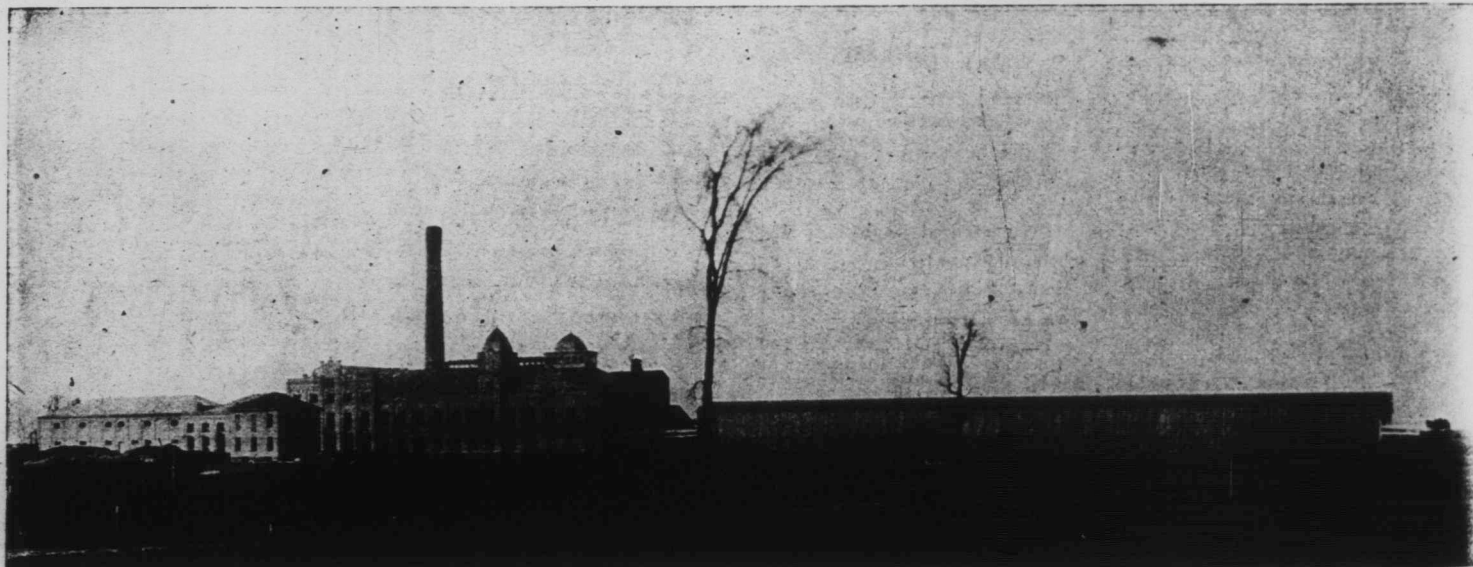
**ABOUT  
HALF  
THE  
MAPLE  
SYRUP  
SOLD**

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

Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal

**GRANULATED SUGAR Extra Standard**  
**A Strictly CANADIAN PRODUCT**



*As Pure as the Purest*  
*As Sweet as the Sweetest*

*Equal to Any for All Purposes*  
**ASK FOR IT**

**ONTARIO SUGAR CO., Limited, - BERLIN, Ont.**

Coupon  
For sale in Can  
Limited, To  
File, Montre  
\$1, \$2, \$3, \$5

In lots of less  
books, 1 kind  
100 to 500 books  
100 to 1,000 books

Allison's  
\$1 00 to \$3 00 b  
5 00 books ....  
10 00 " ....  
15 00 " ....  
20 00 " ....  
25 00 " ....  
30 00 " ....



The Davidson



Bode's Bra  
REI

Bode's Menths  
5 cent pkgs. to  
Bode's Crushed  
pkgs. to the 1  
Bode's Pepsin G  
the box.....  
Bode's Chulets  
teed 200 to th  
Bode's Chulets,  
cartoon.....

**WM. BRAID & CO.,** Importers of **TEAS, COFFEES and SPICES**



**Braid's Best Coffee**  
IS THE BEST

We don't want you to judge it by what we claim for it, but by actual test.

**Give it a trial**  
**It sells on merit**

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

**WM. BRAID & CO., Vancouver, B.C.** BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num bered.	Covers and num bered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

**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 "

**Cleaner.**

	Per doz.
4-oz. cans	\$ 0 90
8-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 50 10c. packets, \$3 per box, or three boxes for \$8.40.

**Bode's Brands of Chewing Gum.**  
RETAIL PRICE LIST.

	Per Box.
Bode's Mental "Pepsin" Gum, 40, 5 cent pkgs. to the box	\$1 25
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 40
Bode's Chulets, 60 5 cent. pkgs. to the cartoon	2 10

**Infants' Food**

Robinson's patent barley 1-lb. tins	1 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25

**Jams and Jellies.**

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co. Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
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	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	0 06½

**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 07½
7 and 14-lb. wood pails, 5 pails in crate	per lb. 0 07
30-lb. wood pails	0 06½

**Home Made Jams—absolutely pure—**

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz \$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09
	0 12

**Lard.**

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	\$0 08½
1-bbls.	0 29
Tubs	0 09
Cases, 3-lb. tins	0 09
" 5-lb. "	0 09
" 10-lb. "	1 83
20-lb. wooden pails	1 73
20-lb. tin pails	1 73
Wood net, tin gross weight.	

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu' wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 30 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	0 73

**Lye (Concentrated)**

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

**Mince Meat.**

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

**Mustard.**

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 25
" 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 35
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow, 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	0 25
1-lb. tins	0 25
4-lb. jars	per jar 0 70
1-lb. jars	0 25

**Orange Marmalade.**

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40

In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case, per doz. 1 75

**Saratoga Chips.**

MRS. RORER'S SARATOGA CHIPS.

35 large size pkgs., per case	\$5 40
72 small "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" 1/2 bbls., 2-lb.	0 25
Terms 30 days net, or 1 per cent. 1 days.	

**Sauces.**

Worcestershire, Holbrook's, small, per doz.	\$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra.	

**Soda.**

DOUG BRAND.

DWIGHT'S BAKING SODA

Case of 1-lb. containing 60 packages per box	\$3 00.
Case of 1/2-lb. (containing 120 pkgs.) per box	\$3 00.
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box	\$3 00.
Case of 5c. pkgs. containing 96 pkgs. per box	\$3 00.

**MAGIC BRAND**

	Per case
No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1/2-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

**Soap and Washing Powders**

A. F. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" black	15 30
Oricle soap	10 30
Gloriola soap	15 00
Straw hat polish	10 20



**PURITY, UNIFORMITY, UTILITY—**

Security to the Grocer.

**EXPERIENCE, SYSTEM, EQUIPMENT—**

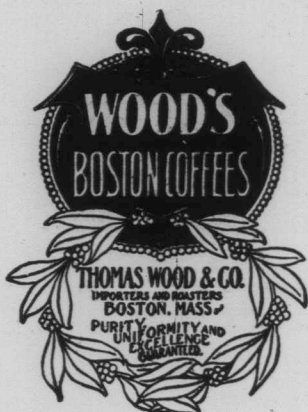
Security to the Wholesaler.

**SCIENTIFIC EXPERT SELECTION—**

Security for Both and the Public.

That is the "Wood" way, and it has raised **WOOD'S COFFEES** to the highest level of Public Estimation, Appreciation and Demand.

**CANADIAN FACTORY and SALESROOM:**  
No. 428 St. Paul Street - - MONTREAL.



**Starch.**

EDWARDSBURG STARCH CO., LIMITED

**Laundry Starches—** per lb

No. 1 White or blue, 4-lb. cart.	0 05
No. 1 " " 3-lb. " "	0 05
Canada laundry, 40 to 46 lb.	0 05
Silver gloss, 8-lb. draw-lid boxes	0 07
Silver gloss, 8-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06
Benson's satin, 1-lb. cartons	0 07
No. 1 white, 40 to 46 lb.	0 06
Canada White Gloss, 1-lb. pkg.	0 05
Benson's enamel, per box 1 25 to 2 50	

**Culinary Starch—**

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05

**Rice Starch—**

Edwardsburg No. 1 white, 1-lb. car.	0 10
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AMERICAN PURE FOOD COMPANY.

**Japanese Starch.** Case

1 case, 5 doz.	\$5 00
5 " " 5 "	4 85

Lot 5 cases, freight paid.

**CORN STARCH "ROYALTY."**

12-oz. case, 4 doz	0 50
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Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.

**Laundry Starches—**

Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch, boxes of 40 lb.	0 05
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05
Barrels, 300 lb.	0 05
Kegs, 100 lb.	0 05

**Lily White Gloss—**

1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case	0 07
6-lb. enameled tin canisters, 8 in case	0 07
Kegs, ex. crystals, 100 lb.	0 06

**Brantford Gloss—**

1-lb. fancy boxes, cases 36 lb.	\$0 07
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**Canadian Electric Starch—**

Boxes of 40 fancy pkgs., per case	2 50
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**Celluloid Starch—**

Boxes of 45 cartons, per case	3 50
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**Culinary Starches—**

**Challenge Prepared Corn—**

1-lb. packages, boxes 40 lb.	0 05
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**No. 1 Brantford Prepared Corn—**

1-lb. packages, boxes 40 lb.	0 07
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**Crystal Maise Corn Starch—**

1-lb. packages, boxes 40 lb.	0 07
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**SAN TOY STARCH.**

pkgs, cases 5 doz., per case	4 75
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**LAWRENCE STARCH CO., LIMITED.**  
Ontario and Quebec.

**Culinary Starches—**

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05

**Laundry Starches—**

No. 1 White, 4-lb. cartons, 48 lb.	0 05
" " 3-lb. cartons, 36 lb.	0 05
" " 200-lb. bbl.	0 05
" " 100-lb. kegs.	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07
" 1-lb. fancy, 30 lb.	0 07
" large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 38 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05



OCEAN MILLS.  
Chinese starch, per case of 4 doz., \$4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

**Rice Starch—**

Packed in cases of 56 lbs. each (cases free)

No. 1, London—	
In papers of 4 to 5 lbs.	Per lb.
Blue, white or assorted.	8 1/2c

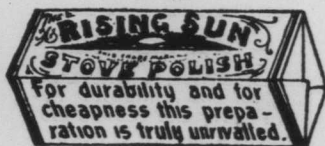
**In Pictorial Cardboard Boxes—**

4 lbs. net weight	8 1/2c
1 lb. gross weight	8 1/2c
1/2 lb. gross weight	9c
1/4 lb. gross weight	10c

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight 9 1/2c

Stove Polish.



**Rising Sun, 8-oz. cakes, 1-gross boxes** Per gross

Rising Sun, 8-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00

Syrup.

**"CROWN" BRAND PERFECTED SYRUP.**

Enamelled tins, 3 doz. in case	Per case.	\$3 40
Plain tins, with label—		
3 lb. tins, 3 doz. in case	1 90	
5 " " 1 " " " "	2 25	
10 " " 1 " " " "	3 25	
20 " " 1 " " " "	3 10	

(10 and 20 lb. tins have wire handles.)

**SMALL'S BRAND—Standard.**

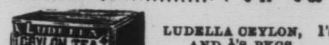
5 gal. tins, per can	4 40
1 " " per case	4 90
" " " " " "	5 45
" " " " " "	5 70



**Teas.**

SALADA CEYLON.

Wholesale.		Retail
Brown Label, 1's.	\$0 30	\$0 25
" " " " " "	0 21	0 25
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1/2's	0 44	0 60



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's.	\$0 18 1/2	\$0 25
Blue Label, 1/2's.	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 60



MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

Wholesale.		Retail
Black, green, mixed, 1 lb.	0 18	0 25
" " 1/2 lbs.	0 19	0 25
" " 1 lbs. & 1/2's	0 20	0 30
" " 1 lbs., 1/2's & 1/4's	0 28	0 40
" " 1 lb. & 1/2's	0 35	0 50
" " 1 lb. & 1/4's	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1-lb.	0 20
Blue Label, retail at 30c.	0 23
Green Label, " " " "	0 23
Red Label, " " " "	0 25
Orange Label, " " " "	0 40
Gold Label, " " " "	0 55



Head Office, St. John, N.B.  
Toronto Office, 3 Wellington E.

Wholesale.		Retail
Brown Label, 1's and 1/2's.	0 20	0 25
Crimson " 1's and 1/2's.	0 22	0 30
Green " 1's and 1/2's.	0 25	0 35
Blue " 1's, 1/2's, 1/4's	0 30	0 40
Bronze " 1's, 1/2's, 1/4's	0 36	0 50
Gold " 1's, 1/2's, 1/4's.	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

Wholesale.		Retail
Yellow Label, 1's and 1/2's.	0 30	0 25
Green Label, 1's and 1/2's.	0 22	0 30
Blue Label, 1's and 1/2's.	0 25	0 35
Red Label, 1's, 1/2's and 1/4's.	0 30	0 40
White Label, 1's, 1/2's and 1/4's.	0 35	0 50
Gold Label, 1's and 1/2's.	0 42	0 60
Purple Label, 1's and 1/2's.	0 55	0 80
Embossed, 1's and 1/2's.	0 70	1 00



Cases, each 60 1-lb. \$0 35  
" " 60 1-lb. " " 0 35  
" " 120 1-lb. " " 0 35

**"CROWN" BRAND**

Wholesale.		Retail
Red Label, 1-lb. and 1/2's.	\$0 25	\$0 50
Blue Label, 1-lb. and 1/2's.	0 35	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 20	0 25
Japan, 1's	0 19	0 25

E. D. MAROEAU, Montreal.

**Japan Teas—**

"Condor" I 40-lb. boxes \$....  
" " II 40-lb. boxes.....  
" " III 50-lb. boxes.....  
EMD AAA Japan, 40 lb " at.....  
" AA " " 40 " " " ".....  
Blue Jay, basket fired Japan, 70 lbs.,  
"Condor" IV 80-lb. " " " ".....  
" " V 80-lb. " " " ".....  
" " XXXX 80-lb. boxes.....  
" " XXX 80-lb. " " " ".....  
" " XX 80-lb. " " " ".....  
" " X 80-lb. " " " ".....  
" " LX 60-lb. per case, lead 0 27 1/2  
packets (35 1's and 70 1/2's)

"Condor" Ceylon black tea in lead packets

Green Label, 1/2's, 1/2's and 1/4's	0 27 1/2 at 0
60-lb. cases	0 30 at 0 25
Grey Label, 1/2's, 1/2's and 1/4's	0 30 at 0 25
60-lb. cases	0 35 at 0 26
Blue Label, 1/2's, 1/2's and 1/4's	0 40 at 0 30
50-lb. cases	0 50 at 0 34
Red Label, 1/2's, 1/2's and 1/4's	0 50 at 0 34
50-lb. cases	at 0 40

**Black Teas—"Old Crow" blend—**

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 25
No. 2	" " 0 30
No. 3	" " 0 35
No. 4	" " 0 40
No. 5	" " 0 50
No. 6	" " 0 17 1/2

**Tobacco.**

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s.... \$0 45  
" Amber, 6s. and 12s..... 0 60  
" Ivy, 7s..... 0 60  
" Rosebud, 7s..... 0 51  
Chewing—Currency, 12s. and 6 1/2s.... 0 45  
" Old Fox, 12s..... 0 48  
" Snowshoe, 6 1/2s..... 0 51  
" Pay Roll, 7 1/2s..... 0 55  
" Stag, 10 oz..... 0 45  
" Bob's, 6s. and 12s..... 0 45  
" 10 oz. bars, 6 1/2s..... 0 53  
" Fair Play, 6s. and 12s..... 0 45  
" Club, 6s. and 12s..... 0 47  
" Universal, 12s..... 0 47  
" Dixie, 7s..... 0 55

**Vinegars.**

E. D. MAROEAU, Montreal. Per gal

EMD, pure distilled, highest quality.	\$0 25
Condor, pure distilled	0 25
Old Crow	0 25

Special prices to buyers of large quantities

**Yeast.**

Royal yeast, 3 doz. 5c. pkgs.	\$1 05
Gillett's cream yeast, 3 doz. in case	1 05

When a  
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quired it is  
BA  
Your is  
Brand " Bel  
OHURE

TEA  
FOR  
By 10

YOU should  
to-day—  
How to  
Waste n. P.  
How to  
Tea Blend  
Price

THE CA  
10 Front St

Is Home  
just the  
to Make  
Business



grocer.

Wholesaler.

and the Public.

COFFEES to the  
d.

ROOM:  
MONTREAL.



1-lb. .... \$0 35  
1-lb. .... 0 35  
1-lb. .... 0 35

OROWM " BRAND

Wholesale. Retail  
lb. and 1/2 lb. .... \$0 35 \$0 50  
lb. and 1/2 lb. .... 0 28 0 40  
1-lb. .... 0 19 0 25  
1/2 lb. .... 0 20 0 25  
0 19 0 25

WAREHOUSE, Montreal.

I 40-lb. boxes ..... \$....  
II 40-lb. boxes .....  
III 80-lb. boxes .....  
pan, 40 lb " at .....  
40  
at fixed Japan, 70 lbs. ....  
IV 80-lb. " .....  
V 80-lb. " .....  
XXXX 80-lb. boxes .....  
XXXX 30-lb. " .....  
XXX 80-lb. " .....  
XXX 30-lb. " .....  
XX 80-lb. " .....  
XX 30-lb. " .....  
X 80-lb. per case, lead 0 27 1/2  
packets (25 1/2 and 70 1/2) .....  
on black tea in lead packets  
1, 1/2, 1/4 and 1/8  
.....retail 0 27 1/2 at 0  
1/2, 1/4 and 1/8 .....retail 0 30 at 0 33  
1/4, 1/8 and 1/16 .....retail 0 35 at 0 38  
1/8, 1/16 and 1/32 .....retail 0 40 at 0 30  
1/16, 1/32 and 1/64 .....retail 0 50 at 0 34  
1/32, 1/64 and 1/128 .....retail at 0 40  
" Old Crow " blend—  
of 10, 25, 50 and 80-lb.  
..... per lb. 0 25  
..... 0 30  
..... 0 25  
..... 0 30  
..... 0 17 1/2

Tobacco.  
THE TOBACCO CO., LIMITED.  
No. 4s, 6s and 12s ..... \$0 45  
No. 8s, 10s and 2s ..... 0 50  
No. 10s ..... 0 50  
No. 12s ..... 0 51  
No. 15s and 20s ..... 0 48  
No. 20s ..... 0 48  
No. 25s ..... 0 51  
No. 30s ..... 0 56  
No. 40s ..... 0 45  
No. 50s and 12s ..... 0 45  
No. 60s, 80s, 100s ..... 0 45  
No. 120s, 150s and 180s ..... 0 53  
No. 200s and 250s ..... 0 48  
No. 300s, 400s and 500s ..... 0 47  
No. 75s ..... 0 58

Vinegars.  
WAREHOUSE, Montreal. Per gal  
No. 1, highest quality.. \$0 25  
No. 2 ..... 0 27 1/2  
No. 3 ..... 0 25  
No. 4 buyers of large quantities

Yeast.  
No. 50, pks. .... \$1 05  
No. 100, 3 lbs. in case ..... 1 05



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Manufacturers  
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If **IVORINE STARCH** was only different to "others" in results to consumers, there might be ground for your holding off.

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1½ "	Berry Sets	2.00	3.00
1½ "	Salvers	2.00	3.00
1½ "	½ Gal Jugs	2.00	3.00
1 "	Covered Butters		.80
1 "	Creams		.80
¼ gross	3" Berry Nappies	2.00	.50
			<hr/> \$14.10

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