

**PAGES  
MISSING**



CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, AUGUST 31, 1906.

NO. 35.

The one brand of Laundry Blue used the world over is

## Keen's



## Oxford Blue

The only reason for this is that Keen's Oxford Blue has no equal and can have no superior—It pays to sell the best in all lines—Sell the Best Blue—Sell KEEN'S OXFORD BLUE.

For Sale by all Jobbers

*Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion*

Always the same—and always the Best

## Benson's "Prepared" Corn

for cooking purposes

## Edwardsburg "Silver Gloss" Starch

for the laundry

The care that is exercised in the selection of the finest corn, and the methods employed in the manufacture of our goods makes it absolutely sure that Purity and Perfection must follow—

Remember the brands when buying.

### EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

Works,  
CARDINAL, Ont.

53 Front St. East,  
TORONTO, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29



## Large Soap Sales

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap, and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

## Baby's Own Soap

is the most extensively advertised soap in Canada—it is absolutely pure and is known throughout Canada as the best soap for the Nursery, Toilet and the Bath, because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

**THE 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, 21 Bessacours St.,  
J. M. BRAYLEY, Agent.

# Molasses

We are prepared for

## SPRING TRADE

with a splendid assortment of the Standard Grades:

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

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

## Dominion Molasses Co.,

LIMITED

Hallifax, • Nova Scotia

Agents

|                            |          |
|----------------------------|----------|
| GEO. MUSSON & CO.          | TORONTO  |
| JOHN W. BICKLE & GREENING, | HAMILTON |
| GEO. H. DILLESPIE,         | LONDON   |
| JOSEPH GARMAN,             | WINNIPEG |

ORDER

8 Place Royale  
MONTREAL.





**CODOU'S**

**MACARONI,  
VERMECELLI**

ETC.

**(Genuine) French**

Made in a Model Factory, absolutely new  
and up to date. Made only from the  
finest Taganrog Russian Wheat—  
the only wheat from which the  
finest quality of Macaroni  
can be made. Nothing  
better can be  
produced.

**ORDER NOW**

**FOR FALL**

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

**8 Place Royale,  
MONTREAL.**

**20½ Front St. E.,  
TORONTO.**





# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOES, W. I.**

**JONES & SWAN**  
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.  
CABLE ADDRESS—JONESWAN, 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 & Lafamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspébiac.

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

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

**HALIFAX, N.S.**

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

**MOOSE JAW.**

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

**MONTREAL.**

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

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

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

**A. J. HUGHES**  
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,  
1483 Notre Dame Street, MONTREAL  
Open for few more foreign and domestic agencies.  
Correspondence Solicited. Highest References.

**TORONTO.**

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

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

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

**Green Apples**  
Wire us for prices by the Car.  
**W. H. MILLMAN & SONS**  
Grocery Brokers  
TORONTO

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

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

**QUEBEC.**

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

**WINNIPEG.**

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

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

**W. A. TAYLOR**  
BROKER and WAREHOUSEMAN  
243 Main Street  
WINNIPEG, MAN.  
HIGHEST REFERENCES

**H. W. MITCHELL**  
WINNIPEG, MAN.  
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.  
Highest references and financial responsibility.

(Continued on page 4.)



## The Success of Making Pickles—

The pride of many housekeepers is based on the quality of their own made Pickles, Sauces, etc. As you know—to achieve good results—more depends on the quality of the ingredients than on the processing. You will be looking to your own interests as well as your customers by selling them

## OUR PURE SPICES

—ABSOLUTELY PURE AND TRUE TO NAME—

Nothing finer to be had at any price— You must not forget

## “IMPERIAL” VINEGAR

PURE, SPARKLING, CLEAR AS CRYSTAL

Full bodied—yet of that exquisite mellow flavor that makes it the favorite of the knowing housekeeper.

**SEND US  
YOUR ORDERS--**

**IF YOU WANT—  
PROMPT SHIPMENT  
LOWEST PRICES and  
BEST TERMS**

**DON'T FORGET**

## “GOLD MEDAL” COFFEE

Never yet  
disappointed  
a user—

**EASILY  
THE BEST  
40c.  
COFFEE  
SOLD IN CANADA**

½, 1 and 2-lb. tins,  
whole or ground

**THE EBY, BLAIN CO., LIMITED**  
**Wholesale IMPORTING AND MANUFACTURING Grocers— TORONTO**



**SELL**  
and Importers  
t, Toronto  
espondence Solicited  
647

**S. HOOPER  
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Brokers and  
Agents  
Toronto  
missions solicited

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Broker.  
Man.  
pondence Solicited.

**YLOR**  
HOUSEMAN  
Street  
MAN.  
RENCES

**CHELL**  
MAN.  
from firms wishing  
eg. Travellers call  
and Retail Trade in  
ncial responsibility.



Manufacturers' Agents—Continued.

WINNIPEG.

**G. C. WARREN**  
REGINA

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

**G. B. THOMPSON**

Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

**JOHN A. CHEYNE**

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

41 Bannatyne Ave., Winnipeg, Man.

**R. B. WISEMAN & CO.**

WINNIPEG, MAN.

Wholesale Brokers and Storage Warehousemen.

CENTRALLY LOCATED.

Can handle a few additional lines.

ESTABLISHED 1887.

**JOSEPH CARMAN**

Wholesale Grocery Broker and Manufacturing Agent.

Union Bank Block, Rooms, 722 and 723

Winnipeg, Man.

Correspondence Solicited. Highest References.

**CALGARY STORAGE TO RENT**

Second floor new modern warehouse

100 x 25

Track Privilege

THE McDONALD-DUNLOP CO., LTD.

BOX 363

CALGARY, ALBERTA

**EXPERIENCED ADVERTISEMENT WRITERS**

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

**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - - WINNIPEG

ESTABLISHED 1897

**SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS**

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

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

...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.

—OFFICES IN CANADA—

CALGARY, ALTA.  
HALIFAX, N.S.  
OTTAWA, ONT.

HAMILTON, ONT.  
QUEBEC, QUE.  
VANCOUVER, B.C.

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

MONTREAL, QUE.  
TORONTO, ONT.

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



**CHINESE Starch**

The best money maker in your store—  
Write for particulars—

OCEAN MILLS, - MONTREAL

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.

**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





# THE IMPERIAL CANNING CO., KINGSVILLE, ONT.

*(Branch of the Canadian Cannery, Limited)*  
*"one of the best in the Province"*

The following editorial is clipped from the KINGSVILLE REPORTER of August 26, 1906.

The canning factory started up on the 15th of this month, a few days earlier than last year. While this factory is always to the fore front, it IS THIS YEAR STILL MORE MODERN IN ITS EQUIPMENT. CLEANLINESS IS ONE OF THE FEATURES WHICH IS RIGIDLY ENFORCED BY MANAGEMENT, and this year more machinery has been added which will facilitate the cleaning of the raw material, making it still more easy to put up the goods in the cleanest possible manner. THE TOMATOES ARE emptied from the boxes into a washing machine and agitated until the sand or other dirt is washed off. They pass from this into a tank of hot water and are scalded, then they pass out into a chute and are carried in to the peelers. They fall from the carriers into fibre pails which are placed on a revolving platform, around which the women and girl workers are assembled.

As the tomatoes are peeled they are carried in pails to the canning machine and are soon in the

cans which are soldered automatically, and pass out into the cooker and cooler and from there are wheeled to the storeroom. Each pail of the peeled tomatoes is carefully examined as they are emptied into the canning machine, and if a worker has been careless and left any spots in them she is reprimanded. Each pail is numbered and is traced by the check given the peeler. A woman is kept constantly at work sweeping up refuse and tidying things up generally. The annual output of the factory is 600,000 cans tomatoes, 90,000 gallons of apples, and this year peaches will also be put up. Employment is given to a staff of 100 people, who will put through, running full time, 2,000 bushels of tomatoes per day. THE FACTORY IS ONE OF THE BEST IN THE PROVINCE, AND PEOPLE NEED HAVE NO HESITATION IN EATING IMPERIAL BRAND OF TINNED GOODS, BECAUSE THEY STAND ON THEIR MERITS FOR ABSOLUTE PURITY, WITH QUALITY OF STOCK THE BEST THAT CAN BE PROCURED IN CANADA.

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

"Quality and Cleanliness," our Motto.

Yours respectfully,

**CANADIAN CANNERS, Limited**

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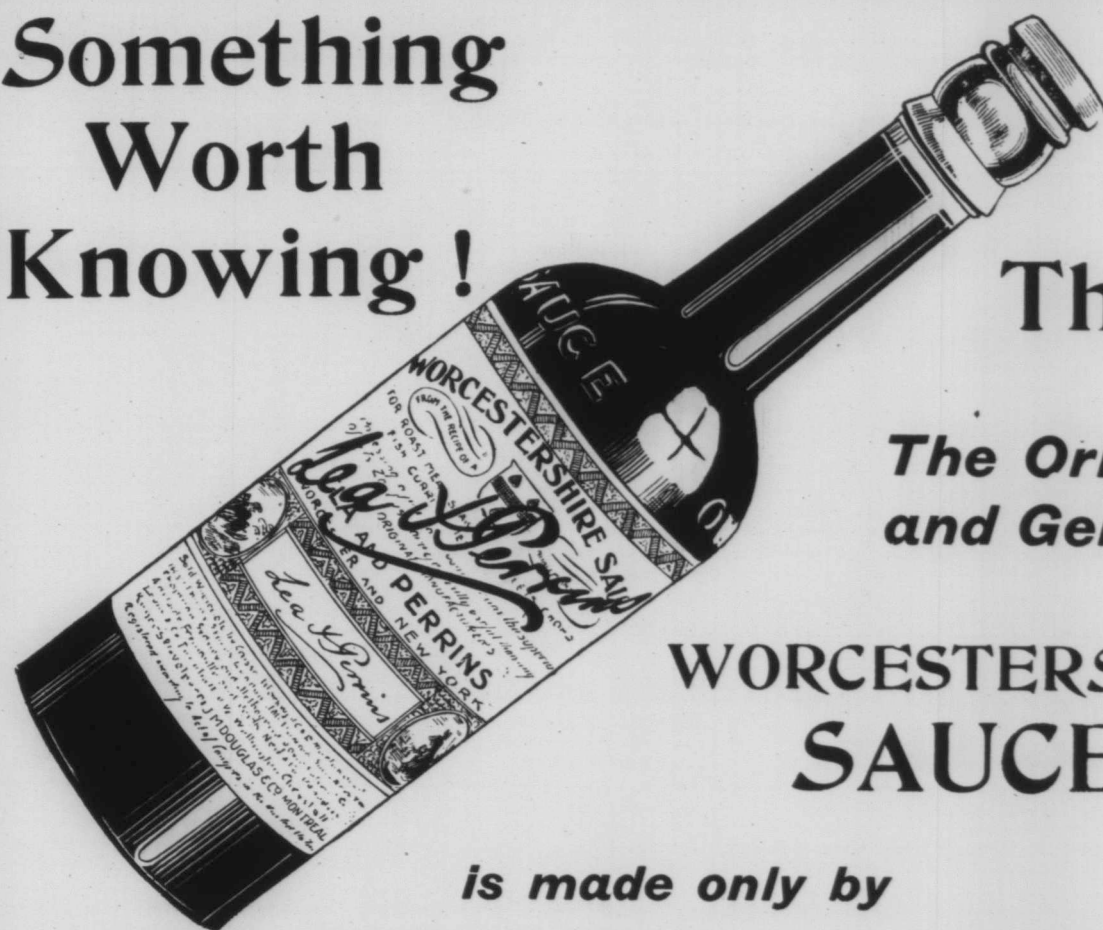
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Something  
Worth  
Knowing!

That

*The Original  
and Genuine*



WORCESTERSHIRE  
SAUCE

*is made only by*

**LEA & PERRINS**  
**WORCESTER**

**The Target for All Imitators**

***70 Years Reputation Behind It***

**J. M. DOUGLAS & CO., MONTREAL**

**(Established 1857), Canadian Agents**



For a Good Thirst  
Quencher Sell

**BATGER'S**

Lime Juice Cordial,  
and Lemon Squash

Ready to Use

**Rose & Laflamme**

Montreal - 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



THEY

Sell  
Well

Show  
a Nice  
Profit.

Give  
Satis-  
faction.

WHY?

Because they are  
**CANADA'S BEST**

ROSE & LAFLAMME, MONTREAL

When buying your  
**Valencia Raisins**

Ask your Wholesaler  
for these Reliable Brands

**MAHIQUES, DOMENECH & CO.**

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers  
Selected  
Fine Off Stalk

**They will please you**

AGENTS—

**ROSE & LAFLAMME MONTREAL  
TORONTO**

15,000  
Packed  
Annual  
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15,000,000  
Packets  
Annual  
Sale



Black,  
Mixed,  
Natural  
Green

There are no teas on sale to-day (bulk or packet) in Canada or out of it that Salada will not readily out-class and out-draw all the way from 25% to 50%.

This is the real secret of its unprecedented popularity and demand.

**SALADA** is controlled and operated by the Largest Handlers of Ceylon Teas (Black and Green) in America. Write for Terms, "Salada," Toronto, Montreal

Established 1852.

**A REPUTATION  
OF 50 YEARS**

backs up the goods we manufacture.  
When we say that

**Gillett's Cream Tartar**

is absolutely pure, you may depend on it. Our reputation is at stake.



**Use Gillett's Cream Tartar.**

PUT UP IN

|                        |                      |
|------------------------|----------------------|
| 1/4-lb., 1/2-lb. pkgs. | 10-lb. wooden boxes. |
| 1/2-lb., 1-lb. and     | 25-lb. wooden pails. |
| 5-lb. cans.            | 100-lb. kegs.        |
|                        | 360-lb. barrels.     |



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

**Canada's Favorite Pickle**

Grocers who sell to their customers

**STERLING**

Brand

**PICKLES**



cultivate a line of customers who will return to them again for the same goods

—Made in Canada's largest  
—pickle factory of best  
—grown Canadian Vegetables

Buy from your Jobber or direct from

**THE T. A. LYTLE CO. Limited**  
TORONTO, CAN.



# WINNIPEG and CALGARY



## TO MANUFACTURERS AND SHIPPERS

DEAR SIRS, -

**IF** you are not already represented in the West, write us. Do not put it off till to-morrow. Western Canada is to-day the **talk** of all large progressive Eastern manufacturers. Get busy, and communicate with us **at once**. It does not matter how small or how large your line is—give your account to **us**—and watch your Western business grow. We are representing some of the best manufacturers in Canada, United States and Europe. **BUT** we are **not too busy** to look after your interests too. We are at all times in touch with the Wholesale grocers at Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), Edmonton (2). We have special facilities for storing and distributing goods of all kinds. Write us for our rates.

**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 point.

We are, Yours truly,

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

Established 1882.

**The Only Demand We Harken to Is the Demand for  
Sterling-Made Canned Goods**

We have no interest in the grocer who is looking for second-rate stuff.

All our interest is centred on the grocer whose watchword is: "Please My Customers Now and Always."

Such a grocer will want

**Riverdale Brand** CANNED  
GOODS

because such a brand as Riverdale will help him live up to his watchword

**Riverdale Brand means More and Satisfied Customers**

Write or wire for particulars.

**The Lakeside Canning Company, Limited**

Wellington, - Ontario

**VALENCIA  
RAISINS**

ASK your Jobber for

**RIERA'S "Maple Leaf" brand**

**D. RATTRAY & SONS**

AGENTS

QUEBEC

Montreal

OTTAWA



**Ideal!**



**Ideal!**

A COMPANY OWNED AND DIRECTED BY THE MEN WHO GROW THE FRUIT AND VEGETABLES.

The Farmers' Canning Co., Limited, is a signal proof of the fact that if you wish to get the best from an industry you must have the component parts of its make-up working con-jointly to a common end.

**FARMER BRAND Canned Goods**

are put up in an excellently situated factory with pure spring water close at hand, and high, dry land all around. The fruit and vegetables are grown in the garden of the Bay of Quinte by the men interested in the company, and the product is brought in fresh from the fields and packed while fresh.

Our 1905 pack is sold right out. If you order from us now we will guarantee 1906 PACK.

**The FARMERS' CANNING COMPANY, Limited**  
BLOOMFIELD, ONT.



**GREIG'S  
WHITE  
SWAN**

**Flavoring Extracts**

Long and successful experience in this department enables us to state with absolute assurance that our flavors will satisfy the most exacting.

**QUALITY**—The keynote throughout.

**THE ROBERT GREIG CO., Limited**  
White Swan Mills, TORONTO

“Cold-Water” Starch Outsells “Hot-Water” Starch From the Fact That it is Not so Burdensome to Use.

You can readily understand this.

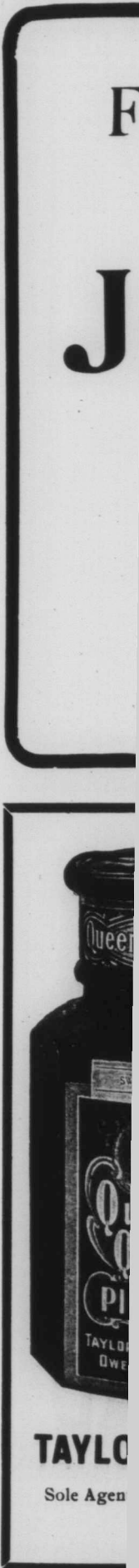
Well, it's because the women understand it, too, that they sent up the sales of

**IVORINE  
STARCH**

The majority of grocers do not have to be reminded to order “Ivorine.”

Are you one of the majority?

**ST. LAWRENCE STARCH CO.**  
LIMITED  
PORT CREDIT, ONT.



Fragrant as Flowers of Spring!

# JAPAN TEAS

Pure, unsophisticated and uncolored.

Free from superfluous tannin so  
noticeable in Imitations.



"If you're careful what  
you eat,  
Try Queen Quality  
Pickles—Sweet."

A grocer told that to  
a "cranky" customer of  
his and was delighted  
with the results.

ONCE  
A  
WEEK

the "crank" came in and  
marched off with six  
bottles of

**Queen Quality  
Sweet Pickles**

She said there were five  
other "cranks" at home.

MORAL — The right  
kind of cranks are profit-  
makers for a grocery  
store.

**TAYLOR & PRINGLE CO., Limited**

Sole Agents for "Perry's Worcestershire Sauce"  
**OWEN SOUND, ONT.**

You will never know how good  
and profitable the sale of OUR  
**MATCHES** will be unless you  
try them—

Place an order with us. The  
trial will make you a satisfied  
and steady customer.

**WRITE FOR PRICE LIST**

Ask your jobber to send you  
matches made by

**The Improved Match Co.,**

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

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



**Manufacturers:—**

Would you like to have your products ably handled in

**ALBERTA?**

We have the connection, organization and experience necessary to gain and hold the market for first-class manufacturers.

Offices and warehouses with A1 railway facilities at  
**Calgary and Edmonton.**

Salesmen cover the province thoroughly.  
Write us.

**DOMINION BROKERAGE CO., Limited**  
**CALGARY and EDMONTON**

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 WHOLESALERS  
**THOS. SYMINGTON & CO. - EDINBURGH**

**STOVE POLISH**

*Always in use, See that you get the best*

**JAMES' DOME BLACK LEAD**

The best for you to handle, gives the best results to your customers.

**Pays well.**

**Sells Well.**

**Works Well.**

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



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For  
We



FIRM ESTABLISHED 1750

# Purnell's PURE MALT VINEGAR

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

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

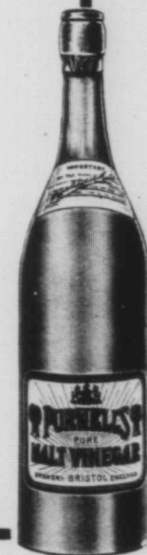
Apply to Agents for further particulars:

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

HALIFAX, N.S.  
ST. JOHN, N.B.  
CHARLOTTETOWN, P.E.I.  
1483 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.



## VALENCIA RAISINS (28-lb., 14-lb., or 7-lb. boxes) SULTANA RAISINS (28-lb. boxes) CURRANTS (In half-cases or barrels)

also Cleaned,  
(In half-cases or 1-lb. Cartons)

For Import—  
We represent Reliable Shippers only.

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



## ST. JOHN EXHIBITION.

Merchants visiting the St John Exhibition are invited to inspect and test our celebrated "**CLUB**" Coffee, which will be demonstrated in the Main Building. The value of the coffee is recognized by judges as without equal. It will prove a good seller and profit maker for you.

Special attention paid to visiting merchants, and information furnished as to our Spices, Grocers' Sundries, etc.

### **S. H. EWING & SONS**

96-104 KING ST., MONTREAL  
Telephone Bell Main 66.  
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.

# Canada's Pride Brand

## CANNED FRUITS and VEGETABLES

are distinguished by the handsome gold embossed labels that enclose the tins.

The care devoted to every detail of the label is characteristic of the care given to every detail of the **growing, handling** and **processing** Canada's Pride-Goods.

You can absolutely depend on them.

Sole Agents for Montreal :

**WM. GALBRAITH & SON,**

Wholesale Grocers

**NAPANEE CANNING CO.**

Napanee, Ont.

## GIVE US A TRIAL

AND YOU WILL BE SATISFIED, SO WILL YOUR CUSTOMERS.

# MELAGAMA OUR PACKAGE TEA

## IS ALWAYS A WINNER

AND WE CARRY A FULL LINE OF BULKS.

ALL TEAS AT ROCK BOTTOM PRICES.

**MINTO BROS. IMPORTERS,**

**F. J. WHITE**  
Manager

**55 Front E., TORONTO.**

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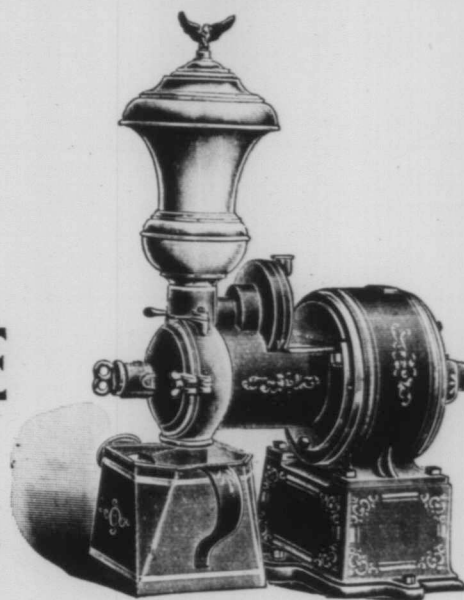
# Here

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.



## "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.**



# \$18.00 SPECIAL

"The Chief End of Man is the One with the Head On."

Therefore, why worry over your accounts? We will be pleased to send you, charges paid, any time during September, 1906, a complete Perpetual Ledger Outfit, including one General Current Ledger (round back), one Transfer Binder, two Indexes and 500 leaves (1,000 pages).

Send us your order to-day, addressed to

**UNIVERSAL SYSTEMS, Limited**

8-10 Adelaide St. West

Toronto, Canada

We have a little booklet on "Desk System" which would interest you.

## COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating

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

Our Grinders Wear Longest



No. 65

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

GRINDING CAPACITY:  
Granulating 2 lbs. per minute.  
Pulverizing 1/2 lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

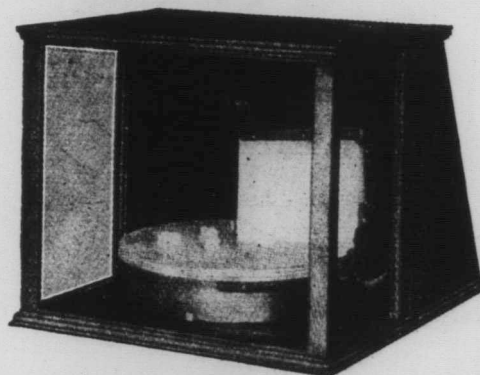
PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman Eckert & Co., London, Ont.

## A Strong Combination in Cheese



**THE STANDARD COMPUTING CHEESE CUTTER**

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

**THE STANDARD CHEESE CABINET**

A Cabinet of the highest quality in every detail.

Write for folder and special price

**The Walker Bin & Store Fixture Co.,**

BERLIN, ONT.

Limited

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

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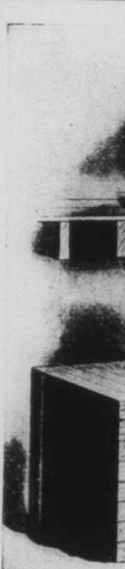
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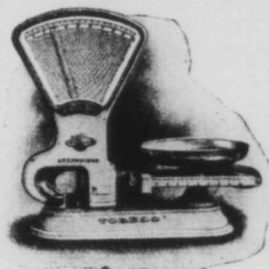


Cut No.  
ONE

530 FR

## 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.

## OAKEY'S 'WELLINGTON' KNIFE POLISH

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

## ... Deceived ...

is the Grocer who imagines that the "one-color" counter check book is the latest thing out.

We make a

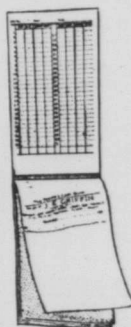
### Counter Check Book

SPECIAL DUPLICATING

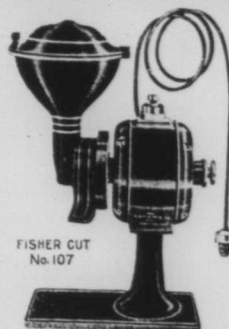
Two Colors of Paper

Shall our Representative Call?

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



## ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with 1/4-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

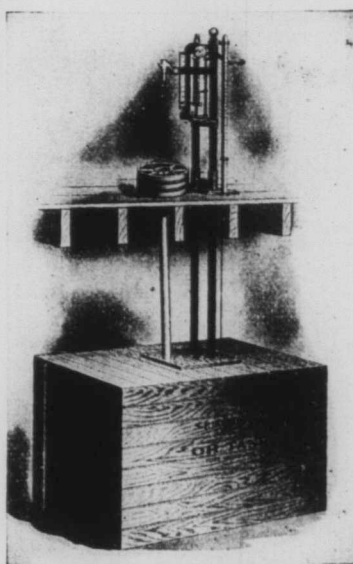
Granulates 2 pounds and pulverizes 1/2 pound per minute.

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

Write for Catalog and prices

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

## Stop and Consider



Cut No. 1.—Cellar Outfit.  
 ONE OF 50 STYLES.

"Retail merchandizing is essentially a business of small things. This is just as true of the great metropolitan store which sells millions of dollars' worth of goods a year, as of the little general store at country crossroads. In either case the individual items which make up the total sales are small and in most cases the margins of profit are also small. Consequently only a little margin of waste in the handling of these goods is necessary in order completely to dissipate that small margin of profit. A little leak here and there is enough to let all the profit ooze out of the cash drawer and leave the merchant with only his labor for his pains—if not with a burden of debt and failure."

Extract from an article in August 11 issue of Saturday Evening Post. This article was written by Harlow N. Higginbotham, for years a partner of Marshall Field, of Chicago. A man who made himself a millionaire by stopping just such losses as are caused by tin tank storage of kerosene and gasoline.

**If Mr. Higginbotham had been a grocer he would have used a Bowser Tank.**

SAVES TIME, MONEY AND MATERIAL;  
 IS CLEAN, NEAT AND CONVENIENT.

SEND FOR CATALOGUE "B."

**S. F. BOWSER & CO., Inc.,**  
 530 FRONT ST. W., - - TORONTO, ONT.

## The Nibble of a Mouse



will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern Allison Coupon System

### 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.

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



OUR OFFICE AND STAFF ARE AT  
THE SERVICE OF OUR CUSTOMERS  
DURING FAIR WEEK

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

**The "BEST" Mop**

unequaled as a profit-maker  
and trade builder.

**AN IDEAL MOP OF EXTREME  
SIMPLICITY, NEATNESS,  
AND DURABILITY**

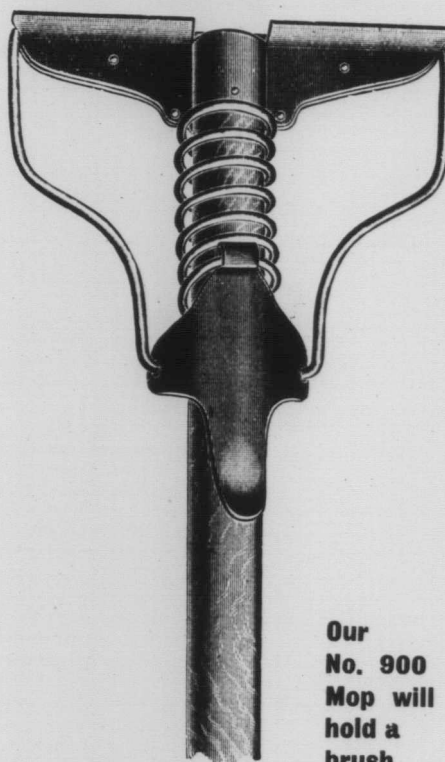
And, Mr. Grocer, if you want to handle a  
reliable and satisfactory Mop, not only ask for it  
from your jobber, but insist on the "BEST."

—MADE BY—

**THE CUMMING MFG. CO.**  
*Limited*  
**RENFREW, ONT**

Western  
Representatives:  
**F. A. Reinhardt  
J. J. Maguire**  
608 Ashdown Bldg.,  
WINNIPEG, Man.

THE "BEST" MOP



Our  
No. 900  
Mop will  
hold a  
brush

TOWEL ROLLERS

CAN OPENERS

WOODENWARE OF ALL KINDS

JUST ARR

We also k

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**BALF**

***A Hearty Invitation***

IS GIVEN OUR CUSTOMERS AND FRIENDS TO CALL ON US AT OUR TORONTO  
OFFICE DURING EXHIBITION

**Thomas Kinnear & Co.**

Branch at  
Peterboro

**49 Front St., East,**

**TORONTO, Ont.**

THE most mode  
hot blast s  
Now in course  
Deliveries and  
Special faciliti  
Lowest rates c  
Customs, Stor  
Less worry for  
For informati

# Tartan BRAND

SIGN OF PURITY

**JUST ARRIVED**

TARTAN Whole Strawberry Beets, 3s, \$1 10

A car of Fancy Oiled Java Rice

Purnell, Webb & Co.'s English Malt Vinegar in bulk.

We also keep the Imperial Vinegar Works' full line of goods. If you do not handle these, try a sample order and you will never be without it.

**When in a hurry for goods phone our long distance No. 596**

**BALFOUR, SMYE & CO., Wholesale Grocers, HAMILTON**



## 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 transshipments 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, Transshipping 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

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# Currants Currants Currants

GREECE'S FINEST PRODUCTIONS:

**HAYCASTLE, OLYMPIC, PARADISE,  
MINERVA, ATHENA**

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about  $\frac{1}{4}$  c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

**W. H. GILLARD & CO.**  
HAMILTON

Wholesale Grocers Importers of Fine Fruits

# Empire Baking Powder

Constantly increasing sales  
tell the tale.

In all sizes from 4 oz. to 5 lbs.

**Ask Our Travellers**

**LUCAS, STEELE & BRISTOL**

Wholesale Grocers,

HAMILTON, - ONT.

—BUY—

# Brand Star

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.

# "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

# BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL  
JOBBERs

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

# "QUEEN BRAND PEAS"

Are The Best Peas Packed in Canada To-day

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

QUINTE GARDEN SIFTED JUNE  
SWEET WRINKLE and GOLD LABEL  
FRENCH PEAS

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

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

**BELLEVILLE CANNING CO.,**  
BELLEVILLE, ONT.



1906

# Canned Fruits AND Vegetables



Now ready for prompt shipment.

New pack **TRIANGLE**

**Red Raspberries, 2's, Light Syrup**  
 " " 2's, Heavy Syrup  
 " " Gallons  
**Gooseberries, 2's, Heavy Syrup**  
**Peas, Standard Beans, Golden Wax**  
 " Early June " Refugee  
 " Sweet Wrinkle " Green  
 " Extra Sifted " Crystal Wax  
 and will have ready in a few days  
**Apples, Gallons**  
**Cherries, Red Pitted, 2's and Gallons**  
 " White Wax Pitted, 2's  
 " Black Pitted, 2's  
**Black Raspberries, 2's**  
**Lawtonberries, 2's**

All the highest production of the canning art.

## JAMES TURNER & CO., HAMILTON, ONT. LIMITED

PHONES 422-1265-1816

WHOLESALE GROCERS



## Essex Tomatoes

While many sections have been complaining of the drought, and its bad effect on the Tomato crop, we have been specially favored with the finest qualities grown in years and a superabundance of the better grades. As a result we're doubling our sales of last year, and are equal to still more business. Our cannery is located in the most favored agricultural section in Canada where the finest vegetables of all sorts reach the highest stages of perfection.

Send for quotations. This is headquarters for the best of everything in canned fruits and vegetables.

### THE ESSEX CANNING AND PRESERVING CO., Limited

Head Office: 8 Wellington St. East, TORONTO

Factory: ESSEX, ONT.



## RAISE STANDARD OF GROCERS

Effect of New Pure Food Law in United States—Address Before New York Association by L. J. Callanan—Must Study Their Business Responsibility for Light Weight and Lower Quality.

At the recent annual meeting of the New York Grocers' Association at Olne, N.Y., L. J. Callanan addressed the convention as follows:

The passage of a pure food law by Congress has simplified matters in the pure food controversy. That it was a necessity there was no question; that it will benefit the grocery trade and raise the standard of the men who carry on the business I believe. Why? Because every man engaged in it must study his business he must acquaint himself with the quality of the goods he sells and not depend on every salesman from whom he purchases them as to their quality, who, while he may believe that he is telling him the truth, is doing his best to make a sale and is prejudiced in their favor.

It will undoubtedly raise the standard of the men who enter the grocery business. It will not do for every Tom, Dick and Harry who saves a few dollars to think that all he has to do to enter the grocery business is to pick up a little stock of groceries here and there, hire a store and commence to make money; he will have to learn the business to comply with the law else he will find himself in trouble.

### Make Grocers Proud.

That is what is needed in the business; it will make the men who are in it proud of it; it will create a spirit of fraternity in the trade and every man who finds himself competent to carry on the business successfully will be glad to join the different associations, he will try to get in touch with his association and help to put it in the position it ought to occupy by reason of its numbers and of the large business it represents.

If it has this effect, and I believe it will, it will be the greatest boon ever conferred on the grocery trade and make the retail grocers associations the greatest power for good in this land.

The passage of this law will undoubtedly compel the various states to pass laws which will not be in conflict with it. The multiplicity of the rules for the regulation of a standard of food products throughout the country is confusing in the extreme; what would pass as healthy food in New York will not pass as healthy in Pennsylvania. This causes confusion which should be remedied at once even if special sessions of the legislature of the different states had to be called to do it.

### Scared for no Reason.

After all these matters are adjusted the people will begin to realize that they have been scared badly with very little reason, that for the quantity of food manufactured in this country it has been shown that a very small proportion of it has been pronounced unhealthy, that some of the meats, particularly potted ham, chicken and other potted

meats, have been cheapened by the addition of corn meal, which of itself is not unhealthy, but selling it for meat is a fraud that should not have been committed by the parties manufacturing the goods named. Every grocer worthy of the name grocer, after he has got rid of his stock of these goods should get a guarantee from the parties manufacturing them that they are made from sound meat—potted ham, tongue, chicken, etc., to be as represented on the label.

The adulteration to these goods is undoubtedly due to catering to cheap trade, the department and the cash stores who are looking for quantity not quality.

### About Light-Weight Goods.

The same can be said of gross or light weight goods. They are put up not on the demand of the retail grocers, but on the demand of the wholesale grocers and the cheap Johns of the trade. The first time I heard of gross weight goods being put up was when Geo. C. Naphey's lard, which was put up in tins, was very popular. I was standing in front of our store when a very good customer of ours stopped and asked me what we were selling Naphey's ten lb. pails of lard for. I told him the price. "Why," said he, "I can go down the street and buy it for 10 cents less." I said it could not be possible as I named him a very close price on it. He said, "I will go and get one." I asked him to show it to me when he was passing. I waited for him. He brought in the can; it was Geo. C. Naphey's can. I thought it looked smaller than what we had. I asked a clerk to bring me a 10-lb. can from our stock. He did. I placed one on each side of the scale. The secret was out; the tin he bought contained only 9 1-4 lbs. of lard, the tin we were selling contained 10 lbs. net. Lard was very high at that time; he and I figured out the difference; we made it 20 cents. He took the can back, got his money and bought one from us with his other goods. E. C. Hazard & Co. were the agents in this city for the lard. I went to them and they told me that the wholesale trade demanded the light weight goods, as they could be sold cheaper.

This was the beginning of the downfall of the reputation of the tins of lard put up by that firm.

### Wholesaler to Blame.

The adulteration of goods sold in the grocery trade is attributed to the demands of the retailer. This is false. It may be that in some instances it is true, but in the great majority of cases the wholesale grocers and distributors are to blame; competition and a desire to cut prices by the salesmen traveling for these houses is the cause. The same cause has resulted in making candles 11 1-2 ounces instead of 16, in putting up

raisins in packages containing only 12 ounces gross, in adulterating cream of tartar, spices, etc., extracts of lemon and vanilla in fraud bottles containing only 1 1-4 ounces instead of two without a drop of lemon or vanilla in them. All these frauds are blamed on the retail grocer, in reality the wholesale grocers and manufacturers are to blame. The pure food law will cure the adulteration. The only way to cure the sale of light weight goods is to be honest and sell them for what they are.

### Test of Canned Goods.

That there is no necessity for using any sort of preservative or bleacher in putting up canned goods has been so clearly demonstrated that it is surprising it is done by reputable manufacturers. When we bought our first stock of canned fruits and vegetables they were higher in price and good in quality and honest quantity. I was very skeptical about their keeping qualities. I determined to test them in my own way. I put a can of corn, tomatoes, peas, pears, peaches and cherries in the cellar and took out a can every six months until all were used. I found all were as good as the day they were put up except the pears and peas which had softened some. The trial established my faith in canned goods. The corn was the Gorham; it was put up solid; it was all corn with its natural flavor, no juice in it, not the bleached, half-filled cans put up now, but filled solidly with corn, and as I have often expressed it, you could fire it out of a gun and you would not burst it. The peaches were Louis McMurray's, of Baltimore, the other brands I do not remember.

Since this controversy about canned goods has come up I have often wished I had kept a diary and entered the result of my experiments at the same time.

I trust the convention will adopt the pure food law, which, while it may not be perfect is a step in the right direction. If the men who are to formulate the rules for its enforcement will adopt a set of rules which will not bear too heavily on any trade yet will comply with the spirit of the law and exert the influence of the national government to have uniform laws passed by all the states then indeed will the enactment of the pure food law be a blessing to the people of this country and a still greater blessing to all who are engaged in the distribution of food products.

### IMPROVEMENTS AT SUGAR REFINERY.

Some improvements to save labor and increase capacity have been installed this Summer at the plant of the Ontario Sugar Co., Berlin, Ont. The capacity of the battery has been increased from 2 1-5 tons to 3 1-2 tons; a storage bin has been put in for the storage of the sugar over night; the combination shed, which heretofore has necessitated a double shovelling, has been transformed so that one handling from the car into the flume is all that is necessary, and a large carrier has been built to convey the pulp about ten feet above ground into the silo instead of on the ground level, saving the labor of a staff of men.

### Sockeye Run Chance-

This has seasons in fishing on the ago the pack it is 200,000 run was a fitable time cured fish, fishing even to for the cann this has been also been a and those w up against l get Sound s than on the ners are try tended so tl and so lessen en place.

Official fig Fraser River lows:

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B.C. Cann  
Gulf of G  
A.B.C. ...  
Steveston  
Royal Pac  
Great We  
Malcolm,  
Burrard C  
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Unique ..  
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The Page at 150,000 200,000 less ing a comb difference.

In respons ers, the tra from August understood; also been e This latter by any mea as they fea ed to be use will have gi them to th Fraser. T year in 191 salm on wer the upper r dam at Que ly seen in th of sockeye's season. In numbers 32 many as in the river un in 1910 the ly small.



## THIS YEAR'S SALMON PACK

**Sockeye Run a Failure—Season Extended to Sept. 15 to Give Trap Owners a Chance—The Catch on the Fraser Traps a Losing Game this Year.**

This has been one of the very small seasons in connection with the salmon fishing on the Pacific Coast. Four years ago the pack was small, but this season it is 200,000 cases less. The sockeye run was a failure. It has meant a profitable time for those fishermen who secured fish, for the prices were high, going even to 40c. per fish, but spells loss for the canners, and in some instances this has been quite serious. Traps have also been a poor investment this year, and those who have operated them are up against heavy deficits. On the Puget Sound side the pack is even less than on the Fraser River, and the canners are trying to have the season extended so that cohoes may be put up, and so lessen the failure which has taken place.

Official figures of the pack of the Fraser River canneries are given as follows:

|                            |         |
|----------------------------|---------|
| B. C. Packers .....        | 51,380  |
| Canadian .....             | 17,754  |
| B.C. Canning Co. ....      | 5,200   |
| Gulf of Georgia .....      | 2,000   |
| A.B.C. ....                | 20,400  |
| Steveston .....            | 2,050   |
| Royal Packing Co. ....     | 5,000   |
| Great Western .....        | 3,900   |
| Malcolm, Cannon Co. ....   | 14,500  |
| Burrard Canning Co. ....   | 3,030   |
| St. Mungo .....            | 8,500   |
| Industrial .....           | 3,433   |
| Unique .....               | 4,380   |
| Eagle Harbor .....         | 4,000   |
| Great Northern .....       | 4,200   |
| Wilson cannery (est'd).... | 2,200   |
| Richmond .....             | 5,900   |
| Nye Cannery .....          | 300     |
|                            | 157,107 |

The Puget Sound pack is estimated at 150,000 cases, which is also about 200,000 less than four years ago, making a combined total of 460,000 cases difference.

In response to the request of the owners, the trap season has been extended from August 25 to Sept. 15, and it is understood also that still net fishing has also been extended to the same date. This latter is not regarded with favor by any means by most of the canners, as they fear that if gill nets are allowed to be used for another month salmon will have great difficulty in getting past them to the spawning grounds up the Fraser. This would mean a ruinous year in 1910. It was in 1902 that the salmon were prevented from reaching the upper reaches of the Fraser by the dam at Quesnel, and the result is plainly seen in the very small number of cases of sockeyes which have been put up this season. In 1902 the pack was in round numbers 327,000 cases, nearly twice as many as in 1906, and with gill nets in the river until Sept. 15, canners say that in 1910 the pack will be correspondingly small.

The extension was asked for by trap owners merely to get cohoes, and it has been stated, though only a rumor, that cannery owners who have no traps made the request for the extension of the gill net fishing.

News from the north does not give any definite returns as yet. The first of the season was marked by a fairly good run, but nothing exceptional has been since recorded. Until the returns are in it is impossible to arrive at any estimate of the pack, as nowhere else is noted the peculiarity of one cannery being crowded, while another perhaps only a short distance away may have very few fish. This is shown in the report from Naas River. The four canneries there on the Canadian side put up 20,000 cases, with a fortnight or so more to operate, while a firm on the American side spent \$6,000 in operating a trap and got 7,745 sockeyes. It will at once be seen that the trap owners will lose considerable. Of the 20,000 cases packed at Naas, which will be augmented by the other two weeks' run, nearly the whole were half-pound tins, these packages being more in demand in the Old Country than any other.

The Fishery Commission has been active for the last month or two. This is composed of Prof. Prince, of Ottawa, chairman; J. P. Baibcock, commissioner of the Provincial Government; Campbell Sweeny, of Vancouver; J. C. Brown, New Westminster; Rev. G. W. Taylor, Nanaimo, inspector, and Richard Hall, M.P.P., Victoria. They have visited all parts of the fishing grounds, taking in the Fraser River from its mouth to the Mission bridge in a steamer, and have paid surprise visits to the canneries. Traps have been inspected both on the Canadian and American sides at different times, and it is expected that when a report is made it will be a very important one. Better opportunity for studying the conditions is afforded in a year like the present, when the catch has been small. After the traps have all been looked over, a conference is to be arranged between the representatives of the State of Washington and this commission to arrive at some understanding regarding the preservation of the salmon fisheries which shall be satisfactory both to Canadians and Americans.

## CURRANTS AND VALENCIAS.

The Produce Markets Review, London, Eng., in a recent number says of currants:

"Confirmation of the previous estimates of the new crop is to hand and there is little likelihood that the yield will exceed 145,000 tons, which is about fifteen per cent. less than the crop of last year. It is pleasing to know that the quality will be, if anything, even better than that of the past two or three seasons. It is most satisfactory

to all concerned that the demand for Sultanas should continue to be so very good at prices which show a considerable increase over those of the past two or three years. The low prices taken for this fruit have, doubtless, done much to popularize it and it is fortunate that there is practically no likelihood of anything like such easy prices for the new crop. Quotations for new crop Valencia raisins are now being made, but the prices, which are about 39s. London for good average fruit in ½-boxes, are apparently too high to attract business. The sellers are adopting a very firm attitude as the crop will in all probability be very much smaller than for some years past. It is to be hoped, however, that the present estimate of the position is somewhat exaggerated as the demand for the fruit would be seriously affected by such very high rates, and the result would no doubt be that the public would have to turn their attention to the cheaper fruit—currants, which may perhaps affect the outlet for the Valencia raisins for some years to come."

## HAMILTON GROCERS MERRY.

**Had a Big Time at Their Annual Outing—Storm on the Lake.**

The Hamilton retail grocers held their annual picnic on Wednesday afternoon of last week. Everyone enjoyed himself to the top of his bent and the aggregate merriment made an impression which only another such can eradicate. It was an affair of jollity and fun from start to finish. Stores, customers, creditors and debtors were all forgotten and only enjoyment was thought of for an afternoon.

The steamer Acacia was chartered for the afternoon and evening, and left the dock shortly after three o'clock with the crowd on board. There was a big line of black clouds rolling up from the west, and when the Acacia had got half way to Oaklands the storm broke. The rain and wind were both heavy, and for a time it looked as if the grocers were in for a stormy picnic. The Acacia steamed out into the lake and back, however, getting to Oaklands about five, by which time the sky had cleared. The games were then run off, resulting as follows:

Pig-a-back race—Berry and Lord, Jackson and Howard.

Sack race—M. Cummins, A. Hobson.

Show race—Hunt, Johnston.

100 yards dash—W. Hunt.

Wheelbarrow race—Hobson and Brown, W. Cummings and Clark.

Three-legged race—Hunt and Cummings; Semmens and Brown.

The Orange Meat contest was won by J. Bews, who got a gold watch, and H. Spicer was second, getting a pair of gold cuff links. These prizes were donated by the Frontenac Cereal Company, of Kingston.

A baseball game between the grocers and travelers of the city resulted in a tie.

After the games, the weather having turned out fine and bright, another sail on the lake was enjoyed. While out on the water the grocers sent up a balloon and set off fireworks. There were songs, speeches, and a general merry time. The Acacia got in about ten o'clock, and landed tired but happy passengers.



## EFFECTIVE ADVERTISING

**A New Ad that is a Winner—Odors that Beat Ads—Some Hints for the Retail Grocer who is His Own Ad Writer.**

The ad of J. Henry Christie, reproduced on this page, is a splendid example of retail "reason why" publicity.

The sentences (with one exception) are clear cut and have a convincing ring to them.

The lay-out of the ad is very striking. Mr. Christie showed excellent judgment in his size of space and amount of matter.

Grocers, read this ad. over. It will give you new ideas for the future.

### LIVE UP TO YOUR ADVERTISING.

The trouble with a whole lot of the small local grocers is that their stores are not up to the level of their advertising.

They employ some ad writer, in one of the cities, to get up their announcements and pay him a more or less reasonable amount for his services.

The ad writer, who has never seen the grocery store, takes it for granted that it is a well conducted, neat, modern grocery.

His announcements are written on that supposition.

The prospective customer who reads those announcements and is attracted by them, goes to the store and finds that it is a dirty, ill-smelling establishment of the old style.

As a consequence, the customer doesn't come back the second time.

The grocer's business doesn't increase and he writes a saucy letter to his ad writer.

Eventually, he stops advertising entirely and joins the ranks of the business pessimists who swear that "advertising doesn't pay."

While talking about grocery stores, I might as well call attention to a physiological fact that every grocer should know.

#### The Olfactory Nerve.

The doctors tell me that the olfactory nerve is the only nerve of sense that goes in a direct line to the cortex, or intellectual brain. (Anyway, it sounded something like that.)

That is to say, the sense of smell acts directly and emphatically on the intelligence and emotions, and being connected by a line, with the animal brain, also exercises considerable influence over the muscles.

This explains why a man or woman who has been attracted to a grocery store by the glowing phraseology of some ad writer, promptly retreats upon meeting the odor of old fish, kerosene oil, or stale cheese.

A well conducted grocery store will have a separate department for articles of this description, which are offensive to the sense of sight or smell.

A good ad writer can exercise a big influence on the purchasing public, but he can't compete with an olfactory nerve.

If there is any merchant who needs to go into any details, to make clinching arguments, and to give convincing facts and figures, that merchant is the grocer.

I refer particularly to the grocer who has aspirations—the grocer with a good store, in a good location, who wants to draw people from all over his town and his vicinity.

It is true that there is a very large number of people who eat regularly.

But it is also true that there are a good many grocers who are ambitious to feed them.

#### Magnetism Needed.

Therefore, when you try to get people to go past several other grocery stores

## Pure Foods

**Nothing demands so much attention as the food we eat. To have it good and pure are matters of**

### First Importance

**Only good foods—pure foods—and these at right prices — leave our counter.**

**Come once and you'll come again**

## China ware

**A finer line of Plain and Fancy China and Crockery ware will be hard to find than**

### Right Here

**Beautifully decorated Toilet Sets, Dinner and Tea Sets, all of latest design, comprise part of this up-to-date stock.**

### Come and See

**J. Henry Christie**

WINGHAM, ONT.

Successor to R. A. Hutchison.

in order to come to yours, you have a very nice little advertising proposition on your hands.

You've got to tell people what you have for them, how good, and pure, and fresh it is, and just how and why you can give them a wider selection of better goods, for less money, than they can get anywhere else in town.

If you do this earnestly, and persistently enough, and if you're telling the truth, you'll get them.

Extensive and continuous prosperity is dependent upon holding customers right along.

And it is worth an occasional sacrifice to satisfy customers.

You should guarantee everything you sell to be perfectly satisfactory, and back up your guarantee with a standing offer to refund money to anyone who may be dissatisfied with his purchase.

#### "Money Back."

Once in a great while you will probably be imposed upon by following this course, but if you try to discriminate against those who appear to be a little unreasonable, you will surely lose more than you will gain.

If your goods are as reliable as they should be, you will very seldom have anything returned, while the "money-back-if-you-want-it" clause in your ads will give people a degree of confidence in you and in your ads that can be obtained in no other way.

You could better afford to hand over a ten dollar bill to a dissatisfied customer and look upon it as "hush money" than to have him go about telling people that you are unreliable and won't deal fairly with people.

And ninety-nine people out of a hundred will express themselves freely, if they think they have any sort of excuse for doing so.—Trade.

#### READ THE ADS.

Give more attention to the perusal of wholesalers' and manufacturers' ads. You may think that because you see the travelers you need not give the "paper talks" more than a cursory glance.

Do you imagine that the wholesaler or the manufacturer would talk to you if there wasn't something to say that had a bearing on your business? It's not likely.

Their ads are always seasonable, always to the point. By reading them regularly you get the news that is newsy.

#### "PAST AND PRESENT"

Take a look at the ads you wrote a year ago. See if your present statements are clearer. Notice if you have eliminated the "generalities" weakness. Size up for typographical arrangement and compare spaces with results.

Be willing to spend money to get money.

Aspire to become the biggest grocer in your town.

If a clerk writes your ads allow him the privilege of looking around.

Don't waste too much old-fashioned time essaying to be new-fashioned.

A. A. B.

#### STORE PLAN WANTED.

A subscriber writes: Would you kindly (or some of your subscribers) send me a plan or description of a general store and dwelling house combined, store 24x30, and dwelling house for small family and not too large, both store and dwelling two storeys high, either frame or brick, and cost of either, situated in village about 150 or 200 population.

## HERE A

Eappenings An

Urbain Roux, wick, Que., is d

The apple crop ure in the Broc

R. N. Finch & B.C., have gone

M. J. Debursy has assigned to

The premises Montreal, Que.,

John Pearson Man., has sold

John A. Norr Yorkton, Sask.,

V. J. Herbert Ont., has assign

David Lozon Ont., has assign

Joseph Saul, has assigned to son.

H. Proctor & Pinewood, Ont. ship.

J. E. Coombs has sold out his bull.

R. W. W. Me Ont., has sold feldt.

J. H. Mantha has sold his b

teau.

William Mage Walton Ice & C dead.

Day & Son, erecting a new store.

Mr. Barry, Provision Co. davs.

Jerry Bonno land, B.C., has partner.

J. & W. I Cape Cove, Qu promise.

The first po wan will be he at Regina.

C. A. Midgle Ont., has sold Hunt & Co.

Smith & S Sperling, Man. Millichamp.

H. Lamarre tor for D. Gau Jacques, Que.

H. S. Bragg brite, Sask., Smith & Bole

The assets c Montreal, Que. on the 24th in

The assets c Montreal, Que on the 24th in

Maranda & St. Jean Chr solved partner

J. L. Rae



## HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to the Pacific— News of Your Brother Grocer in all the Provinces.

Urbain Roux, general merchant, Tingwick, Que., is dead.

The apple crop is reported to be a failure in the Brockville district.

R. N. Finch & Co., bakers, Cranbrook, B.C., have gone out of business.

M. J. Debursy, grocer, Pembroke, Ont. has assigned to John H. Reeves.

The premises of J. Hagan, grocer, Montreal, Que., have been closed.

John Pearson, confectioner, Holland, Man., has sold out to W. N. Wiggins.

John A. Norston, confectioner, etc., Yorkton, Sask., has sold his business.

V. J. Herbert Arthur, grocer, Ottawa, Ont., has assigned to H. W. Sherwood.

David Lozon, confectioner, Petrolia, Ont., has assigned to W. W. Fraser.

Joseph Saul, grocer, Winnipeg, Man., has assigned to Campbell Bros. & Wilson.

H. Proctor & Co., general merchants, Pinewood, Ont., have dissolved partnership.

J. E. Coombs, grocer, Listowel, Ont., has sold out his business to J. A. Turnbull.

R. W. W. Meadows, grocer, Dresden, Ont., has sold out to W. R. Summerfeldt.

J. H. Mantha, grocer, Montreal, Que., has sold his business to Alex. Desmar-teau.

William Magee, member of the Magee-Walton Ice & Coal Co., of Hamilton, is dead.

Day & Son, Fort William, Ont., are erecting a new grocery and provision store.

Mr. Barry, of the Laing Packing & Provision Co. Montreal, is on his holidays.

Jerry Bonneau, confectioner, Rossland, B.C., has admitted Percy Hunt as partner.

J. & W. Baker, general merchants, Cape Cove, Que., have effected a compromise.

The first poultry show in Saskatchewan will be held January 16 and 17 next at Regina.

C. A. Midgley, confectioner, Toronto, Ont., has sold out his business to H. W. Hunt & Co.

Smith & Slaney, general merchants, Sperling, Man., have sold out to W. H. Millichamp.

H. Lamarre has been appointed curator for D. Gaudet, general merchant, St. Jacques, Que.

H. S. Bragg, general merchant, Hal-brite, Sask., has been succeeded by Smith & Boley.

The assets of Wilfrid Lavigne, grocer, Montreal, Que., were advertised for sale on the 24th inst.

The assets of N. P. Daoust, grocer, Montreal, Que., were to have been sold on the 24th inst.

Maranda & Gravel, general merchants, St. Jean Chrysostome, Que., have dissolved partnership.

J. L. Rae & Son, grain merchants,

Oil Springs, Ont., have sold out their business to Hay Bros.

W. J. Wilson, with S. H. Ewing & Sons, Montreal, is spending his vacation at Val Morin, Que.

A meeting of the creditors of M. Carsley, general merchant, St. Scholastique, Que., was held on the 21st inst.

Armand Chaput, of L. Chaput Fils & Cie, Montreal, has returned from a few days holidaying, in the country.

Wilfrid Guay, grocer, St. Joyite, Que., has assigned to E. Lamoureux; meeting of creditors was called for the 23rd inst.

Geo. Stanway, broker, Toronto, is enjoying a couple of weeks vacation on the St. Lawrence and as far as Murray Bay.

Charles Chaput, of L. Chaput Fils & Cie, Montreal, has returned from his vacation, which he spent at Old Orchard Beach.

Jos. M. Clark, miller, Mount Brydges, Ont., is advertising his mill for rent and not for sale, as was formerly reported.

Suckling & Co., Toronto, will sell by auction on September 5 at 2 p.m., 900 cases of 1905 pack Northern River Coho salmon.

L. Brubacher, grocer and flour and feed miller, Elmira, Ont., was in Toronto a couple of days this week visiting the trade.

Robert Martin, Sudbury, has disposed of his general store business to M. F. Stafford, of Markdale. Mr. Martin has been in business there sixteen years.

F. Prud'homme, is making a business trip to Mattawa, Cobalt and other points in Northern Ontario in the interests of his firm, L. Chaput Fils & Cie, Montreal.

Lucas, Steele & Bristol, of Hamilton, have opened a branch in Fort William. Mr. Bristol was recently in Fort William superintending preliminary arrangements.

J. H. Christie has purchased the grocery and crockery business of R. A. Hutchison, Wingham, Ont., and has started in with some live advertising in the local papers.

A correspondent writing of the bean crop in the St. Thomas-Ridgetown district says the early outlook was for a record breaker, but extreme heat had damaged it at least 25 to 30 per cent.

The Simpson Co., wholesale grocers, Guelph, have secured the services of Geo. Brighty, of Galt, and G. A. Griffith, of Hamilton, to represent them on the road in Waterloo and the north country.

Holbrooks, Limited, the makers of the delectable Worcestershire sauce of that name, began its career in 1798 and its progress has been such that it now claims to be the largest sauce manufacturer in the world.

A despatch from Ottawa states that it was decided at the last meeting of the Cabinet that Canada should take part in the exhibition which is to be held in Dublin, Ireland, next May.

The Kakabeka Falls Brewing Co. has been incorporated with headquarters at Fort William, Ont. The provisional directors are T. P. Kelly, W. C. Lillie, and J. P. Doyle, all of Fort William. The share capital is \$100,000.

W. T. Gibson, grocer, Tillsonburg, Ont., has bought the stock of the store at Delmer from Edgar Hicks and will run the store as a branch, Mr. Hicks continuing manager.

Walter R. Langridge, traveler for the C. R. Somerville Co., died at his home in London, Sunday, August 19, of heart disease. He was born in London, Eng., in 1850 and came to Canada a young man.

The town baker of Kamsack, Sask., suddenly decided to go out of business the other day and there was an approach to a famine for a while, showing that the day of home-made bread is about past.

Exeter, Ont., has passed a by-law to lend \$10,000 for the establishment of a canning factory in the town. The loan is to be repaid without interest in ten yearly instalments commencing six years hence. The company is to have a minimum assessment of \$5,000.

The proposition already noted of some Japanese capitalists to purchase 35,000 acres of land in Alberta and settle it with small holders of their own countrymen, is said to have in view the establishment of a beet sugar refinery and possibly other industries.

In the Recorder's Court, Montreal, last week, Walter Dunn, a young man 28 years of age, was charged with having stolen three cans of syrup, some apples, and some bananas from Pierre Racette, a Montreal grocer. Dunn pleaded not guilty and was remanded.

"Potatoes bid fair for a good yield," says the Fredericton, N.B., Gleaner. "In acreage, Carleton County never planted as many in any one year. Should the Toronto market fail, however, the duty will prohibit entering the United States, and that will be a severe blow to our farmers."

Salt springs and marl beds have been located on the north shore of Lake Winnipegosis, on the northern boundary of Manitoba. They are the property of Andrew Strang, president of the Winnipeg Board of Trade. He recently made a trip to look over the property and returned much pleased. He found seven springs yielding brine of 25 to 30 per cent. strength.

In the Recorder's Court, Montreal, this week Joseph Grenier, 33 years of age, was arraigned on a charge of stealing \$300 from a Montreal firm of commission merchants, McCormack Bros. Grenier is alleged to have sold some goods for this firm in Toronto a few months ago, and failed to return part of the money he had collected on the sale. He entered a plea of not guilty, and on a personal bond of \$100 was released to appear next week. Grenier was arrested while buying in Roberval for a Toronto firm.

S. H. Ewing & Sons, Montreal, have put on sale a 5c. package of stick cinnamon, "Fancy Quill." This is a good and seasonable seller.



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.

986. Hay.—Yorkshire hay merchant is open for prices, c.i.f. Bradford, for shipments of Canadian hay. Capacity 5 to 6 tons per week.

992. Timothy hay, etc.—North England firm of fodder merchants are open for prices of Canadian clover and timothy hay, c.i.f. Bradford. 10 to 20 tons per week can be taken. Quotations are also desired for Canadian barley and oats.

993. Butter, etc.—A Yorkshire firm are open to hear from Canadian shippers of butter and hog products.

995. Hog products, etc.—A Halifax (Yorkshire) produce firm desire to get in direct touch with Canadian exporters of hog products, small-size cheese, and first quality butter.

1000. Rye grass—The London agents of a New Zealand firm make inquiry concerning reliable buyers in Canada of rye grass which they are in a position to supply direct at lowest prices.

1001. Tea, cocoa, etc.—A Colombo (Ceylon) firm of general commission merchants interested in tea, cocoa, cinnamon, coconut products, oils, fibres, plumbago, rubber, etc., desire to correspond with Canadian importers.

1002. Evaporated apples, etc.—An Antwerp firm desirous of extending their business relations with Canada, have requested to be furnished with names of Canadian exporters of evaporated apples, apple waste and cereals.

1004. Oatmeal—A Belfast firm is open to represent on commission Canadian manufacturers of oatmeal and similar products.

1007. Butter and cheese—A South African firm of produce importers holding good bank references desires to get into communication with a Canadian exporting firm of high grade butter and cheese.

1008. Meats and poultry—A South African produce importing firm desire to get into communication with a Canadian shipper of meats and poultry (frozen and tinned.)

1009. Flour, etc.—A South African importing merchant desires to get into communication with a Canadian exporter of flour, maize, bran, etc.

1010. Sugar—A South African importing merchant with first class bank references desires to get into communication with a Canadian exporter of sugar.

1012. Raw wool—A Liverpool firm wishes to correspond with Canadian shippers of washed and unwashed raw wool.

1014. Apples—A Manchester firm will buy or handle on commission Canadian apple shipments.

1015. Flour—A Liverpool firm desire samples and prices c.i.f. of Canadian flour.

1017. Apples—A Manchester firm wish to correspond with Canadian shippers of apples.

1022. Raw hides—A Lancashire firm ask for price of raw hides from Canadian shippers of same.

1029. Agency—A London firm of buying agents wish to correspond with Canadian houses requiring the services of practical agents for the shipment of all kinds of manufactures and produce. They are also prepared to undertake the English agency of well established Canadian exporters.

1030. Agent—A well known firm of biscuit manufacturers is desirous of appointing an energetic and reliable firm in Canada to represent them.

1033. Mustard—The manufacturers of a well known brand of mustard are seeking to extend their Canadian connections.

1034. Canadian produce—A London firm buying Canadian produce for South Africa on commission desires to get into communication with exporters in the Dominion.

1037. Oatmeal—A company in Cork will be pleased to hear from Canadian producers of oatmeal of all grades seeking business in their markets.

1040. Grain—A South African grain merchant desires to get into communication with a Canadian exporter of this article.

1044. Hay and oats—A Bradford fodder contractor is open to hear from Canadian shippers of hay; capacity, 15 tons to 20 tons a week. Quotations are also desired for Canadian oats, c.i.f. Bradford.

1045. Hog products—A Yorkshire produce firm ask to be referred to Canadian shippers of hog products, chiefly "Cumberland Cut."

1046. Butter and glycerined eggs—A well known Bradford firm is open for prices from Canadian shippers of first quality butter and glycerined eggs.

1048. Toffee-sweetmeat—A well known British firm manufacturing highly popular toffee-sweetmeat, desire to develop their Canadian trade in this, and invite correspondence.

1049. Wheat, oats, etc.—An old established Yorkshire firm dealing in clover and timothy hay, wheat and oats, will be pleased to hear from Canadian shippers with quotations c.i.f. Halifax.

1051. Wheat—A large old established flour mill in Yorkshire would be interested in receiving quotations from Canadian shippers of wheat.

1052. Hay—A Leeds hay merchant desires to hear from Canadian shippers of hay c.i.f. Leeds.

WILL SALMON DEMAND BE SMALL?

Meat Scandals Have Done Much Harm in Old Country.

In a letter received from London by a prominent brokerage house in New York the depression in the salmon trade is attributed largely to "the recently gross exaggerated reports concerning the tinned goods." The writer estimates that on account of this less than 50 per cent. of the business usual at this season is being done. He further says: "Jobbers report to us that they cannot interest dealers, the latter offering in explanation of their not buying a statement to the effect that they have little call for the goods from the consumers,

and do not want to have more goods in stock than they have hopes of selling.

"In our opinion the meat scandal as it has come to be termed, has done incalculable injury to this year's salmon trade. The various boards of trade in the several markets of the country have taken up the subject, including, of course, the general line of tinned meats, with the view of overcoming the prejudice aroused against canned goods among consumers. This campaign, in our opinion, will be slow, as it is apparent that a good deal of prejudice must be removed."

APPLE-PACKING PROBLEM.

Notwithstanding the strenuous efforts of the fruit division of the Dominion Department of Agriculture to inform apple packers regarding the meaning of the law respecting the various grades defined by the Fruit Marks Act as amended during the last session of Parliament, there seems to be a good deal of misunderstanding as to the proper interpretation of the terms and allowances fixed by statute, says the Toronto Globe. The standards for grading apples recommended by the Dominion conference of fruit-growers and incorporated into the Fruit Marks Act are considerably higher than those that have prevailed heretofore. The first, or "fancy," grade must contain only the most perfect apples. The "No. 1" grade is higher than the old No. 1, but makes an allowance of ten per cent. to cover inadvertencies resulting from rapid work. "No. 2" makes an allowance of similar character amounting to 20 per cent., but all the apples of this grade must be of medium size and include no wormy, scabby, or immature specimens. All other marketable apples may be classed as grade "No. 3." In every case the box or barrel must be marked plainly with the name and address of the owner, and the name of the variety of the fruit.

The Fruit Marks Act was put upon the statute books of Canada in 1901 for the purpose of assisting the fruit-growers of this country in securing a reputation for their apples shipped abroad. With standard grades and greater uniformity in packing, the Canadian apple grower has been rewarded with enhanced prices for his product. The amendments subsequently made to the original act have been framed with a definite view to conforming more nearly to the requirements of British and foreign buyers. As a result Canadian apples are rapidly gaining the recognition they so eminently deserve in the markets of the world.

The greatest need in developing the fruit industry throughout this country is systematic, sympathetic, and hearty co-operation on the part of all concerned in the growing, packing, shipping, and marketing of the fruit. The country's reputation and the ultimate value of the product may be seriously injured by carelessness or willful negligence at any point.

George E. Drummond, Montreal, has returned from Europe.

The Canadian Gro

- Baking Powder.**  
Gillett, E. W., Co., Toronto  
McLaren's, W. D., Mon
- Biscuits, Confectioner**  
Cowan Co., Toronto.  
Jacobs, W. & R., Dublin  
Kingery Mfg. Co., Cinc  
McLauchlan, Sons & C  
Mooney Biscuit & Cane  
Mott, John P., & Co., H  
National Licorice Co.,  
White Candy Co., St.
- Brooms and Brushes.**  
Woods, Walter, & Co.
- Canned Goods.**  
Balfour, Smye & Co., I  
Belleville Canning Co.  
Bloomfield Packing Co.  
Canadian Cannery, Han  
Lakeside Canning Co.,  
Manitoba Canning Co.  
Man.  
Napanee Canning Co.,  
Old Homestead Cannin  
Turner, James & Co., H
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 McLaren's, W. D., Montreal.  
**Biscuits, Confectionery, Gum, Etc.**  
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 Jacobs, W. & R., Dublin, Ireland.  
 Kingery Mfg. Co., Cincinnati.  
 McLaughlin, Sons & Co., Owen Sound.  
 Money Biscuit & Candy Co., Stratford.  
 Mott, John P., & Co., Halifax, N.S.  
 National Licorice Co., Brooklyn, N.Y.  
 White Candy Co., St. John, N.B.

**Brooms and Brushes.**

Woods, Walter, & Co., Hamilton.

**Canned Goods.**

Balfour, Snyde & Co., Hamilton.  
 Belleville Canning Co., Belleville, Ont.  
 Bloomfield Packing Co., Bloomfield, Ont.  
 Canadian Cannery, Hamilton.  
 Lakeside Canning Co., Wellington, Ont.  
 Manitoba Canning Co., Grande Pointe, Man.  
 Napanee Canning Co., Napanee, Ont.  
 Old Homestead Canning Co., Picton.  
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**Cans, Tin.**  
 Acme Can Co., Montreal.

**Cash Registers.**

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

**Cheese Cabinets.**

Walker Bin and Store Fixture Co., Berlin

**Cigars, Tobaccos, Etc.**

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 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.

**Coccos and Chocolates.**

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 Cowan Co., Toronto.  
 Dunn, Wm. H., Montreal.  
 Epps, James, & Co., London, Eng.  
 Lowrey, Walter M., Co., Boston, Mass.  
 Mott, John P., & Co., Halifax, N.S.  
 Peter's Chocolate, Montreal.

**Computing Scales.**

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

**Concentrated Lye.**

Gillett, E. W., Co., Toronto.

**Condensed Milk and Cream.**

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 Truro Condensed Milk Co., Truro, N.S.

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Allison Coupon Co., Indianapolis, Ind.  
 Carter-Crume Co., Toronto.

**Cordials.**

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**Crockery, Glassware and Pottery.**

Gowans, Kent & Co., Toronto

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 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**

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**Fish**

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 Halifax The Fish Co., Halifax, N.S.  
 James, F. T., Co., Toronto.  
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 McWilliam & Everist, Toronto.  
 Millman, W. H., & Sons, Toronto  
 Northrup & Co., Halifax, N.S.  
 Windsor, J. W., Montreal.

**Flavoring Extracts.**

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 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.  
 Gaitkell, J. H., Liverpool, Eng.  
 Gregson, W. C., & Co., Liverpool, Eng.  
 Little, Geo., Manchester, Eng.  
 Murray, Oswald & Co., London, Eng.  
 Rapp, Herman, & Co., Liverpool, Eng.  
 Scott, David, & Co., Liverpool, Eng.  
 Vincentelli, P. & F., Antwerp.  
 Wickes, Hamilton, & Co., London, Eng.

**Fruits—Dried, Green, and Nuts.**

Brown Bros. & Sons, Montreal.  
 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.  
 Hiborn, W. W., Leamington, Ont.  
 James, F. T., Co., Toronto.  
 Kinnear, Thos., & Co., Toronto.  
 Lucas, Steele & Bristol, Hamilton.  
 McWilliam & Everist, Toronto.  
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 Rattray, D., & Son, Montreal.  
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 Tippet, A. P., & Co., Montreal.  
 Turner, James, & Co., Hamilton.  
 Walker, Hugh, & Son, Guelph.  
 Warren Bros. & Co., Toronto.  
 White & Co., Toronto.

**Gelatine.**

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 Nicholson & Brock, Toronto.

**Grain, Flours and Cereals.**

Greig, Robert, Co., Toronto.  
 Hamilton Saratoga Chip Co., Hamilton.  
 Hart, Levi, & Son, Halifax, N.S.  
 Kirouac, Nap. G., & Co., Quebec.  
 Leitch Bros., Oak Lake, Man.  
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 McLeod Milling Co., Stratford, Ont.  
 Nicholson & Bain, Winnipeg.  
 Peterboro' Cereal Co., Peterboro', Ont.  
 Quance Bros., Delhi, Ont.  
 Taogway, Alf. T., & Co., Quebec.  
 Western Canada Flour Mills Co., Toronto  
 Wilson, W. H., Co., Tillsonburg, Ont.  
 Woodstock Cereal Co., Woodstock, Ont.

**Grocers—Wholesale.**

Balfour & Co., Hamilton.  
 Barbour, G. E. Company, St. John, N.B.  
 Battle Creek Health Food Co., Battle Creek, Mich.  
 Bell, Thos. Sons & Co., Montreal.  
 Canada Brokerage Co., Toronto.  
 Codville-Georgeson Co., Winnipeg.  
 Colson, O. E. & Son, Montreal.  
 Davidson & Hay, Toronto.  
 Kby, Blain Co., Toronto.  
 Eckardt, H. P., & Co., Toronto.

Gillard, W. H., & Co., Hamilton.  
 Kinnear, T., & Co., Toronto.  
 Lucas, Steele & Bristol, Hamilton.  
 Turner, James, & Co., Hamilton.  
 Warren Bros. & Co., Toronto.

**Grocers' Grinding and Packing Machinery.**

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

**Infants' Foods.**

Keen, Robinson & Co., London, Eng.

**Interior and Exterior Store Fixings.**

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

**Office Supplies.**

Capeland-Chatterson Co., Toronto.  
 Universal Systems, Toronto.

**Oils.**

Queen City Oil Co., Toronto.

**Oil Tanks.**

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

**Pass Books, Etc.**

Allison Coupon Co., Indianapolis, Ind.

**Pickles, Sauces, Relishes, Etc.**

Capstan Mfg. Co., Toronto.

Douglas, J. M., & Co., Montreal.  
 Gillard's Pickles, London, Eng.  
 Holbrook & Co., London, Eng.  
 Lytle, T. A., Co., Toronto.  
 Paterson's—Rose & Lafamme, Montreal  
 Purnell, Webb & Co., Bristol, Eng.  
 Sutton, G. F., Sons & Condon, Eng.  
 Taylor & Pringle, Owen Sound, Ont.

**Polishes—Metal.**

Oakey, John, & Sons, London, Eng.

**Polishes—Stove.**

Nickel Plate Polish Co., Chicago.  
 James' Dome, W. G. A. Lamb, & Co., Toronto.  
 Morse Bros., Canton, Mass.

**Refrigerators.**

Eureka Refrigerator Co., Toronto.

**Salt.**

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

**Soap.**

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

**Soda—Baking.**

Church & Dwight, Montreal.

**Starch.**

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 Ocean Mills, Montreal.  
 St. Lawrence Starch Co., Port Credit.

**Sugars, Syrups and Molasses.**

Canada Sugar Refining Co., Montreal.  
 Crosby, The Molasses Co., St. John, N.B.  
 Dominion Molasses Co., Halifax, N.S.  
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 Lucas, Steele & Bristol, Hamilton.  
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**Teas, Coffees, and Spices.**

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 Japan Tea Traders' Ass'n.  
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 Warren Bros., Toronto.  
 Wetzell, H. W., & Co., Halifax, N.S.  
 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.

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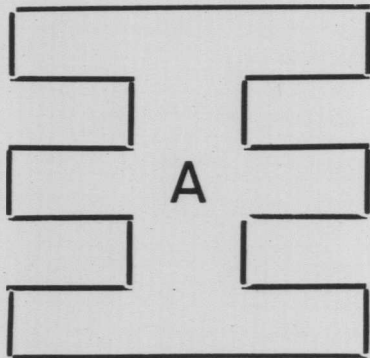
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## INDUSTRIAL AT ITS BEST

Toronto's Great Fair was Never so Good Before—The New Process Building  
—School of Display for Grocers Which None can Afford to Miss.

Toronto's Industrial Exhibition is on again, and nothing is truer than that it is better and bigger than ever. The dominant features of the fair this year are the Second Life Guards Band, the King's horses and the new Process Building. The most lasting impression for the average visitor at least will be the new building. It is at the turn in the roadway leading from the main entrance and its size will be a surprise to every visitor. It is this shape



with an imposing dome over the centre (A). The north wing is given over to stove exhibits, the middle one to agricultural implements and wagons, and only the third wing houses processes of manufacture, but there are more of them than ever before. Among carpet weaving, boot and shoe making, thread making, envelope making, silver plating, typesetting, and other processes, the food stuff industry has not been neglected. Weston, the baker, has an oven there and a house made of loaves, roof and all, and across the aisle the process of making shredded wheat biscuits is demonstrated. It is the intention of the management to increase these processes of manufacture from year to year, and ultimately to fill this great building with this most interesting and instructive class of exhibits.

### Ready, Aye, Ready.

Never before since the exhibition assumed something of its present proportions have the thousands of displays in the great buildings been as far forward on the opening day. When Sir William Mulock touched the button at 2 p.m. on Tuesday practically the entire exhibition was in readiness. This means a good deal to the people who go to the exhibition to learn, to get ideas to help them in their business. There are fewer sightseers there, better opportunity is afforded for examining things of interest and the people whose business it is to give information are better able to do so satisfactorily. Heretofore much of the exhibition has been in a very unprepared state on opening day and there was little encouragement for people to come early. This year there is a decided change for the better in this respect.

### Newly Housed.

Within a year or two the exhibition has taken on a greatly changed appear-

ance. Few of the buildings of only a little while ago remain. In their places are the new Process Building, the Manufactures and Arts Building, the Administration Building, the Dairy Building, the Press Bureau, and two new art galleries. All these are of brick and steel or cement construction and will endure till they are outgrown. The old Main Building, now named the Transportation Building, originally erected on the old exhibition grounds and known thirty years ago as the Crystal Palace, continues as the hall mark of the great fair in the minds of a very recent generation of fair-goers. Machinery Hall still crowns the rise at the north limit of the park, but its accommodation has long been outgrown. The dog show building, the live stock accommodation, the Women's Building and the grand stand are as they were. Most of them are substantial and expensive buildings. The grand stand cost \$100,000 and will seat 17,000 people, while 23,000 have been crowded into it.

### City Puts up Money.

The Exhibition Association consider they have an investment of over a million dollars in their buildings. This all belongs to the City of Toronto, which puts up the money for improvements and takes the annual surplus, which for two or three years has amounted to between \$30,000 and \$40,000. When money is required for improvements the directorate go to the city council, and if council is satisfied that the proposed expenditure is advisable a by-law is submitted to the ratepayers.

### Business is the Basis.

If the exhibition had been what many people think it is, merely an annual entertainment, a yearly show, it could not have succeeded and increased as it has. Primarily and fundamentally it is a business proposition. Everyone will admit that business considerations actuate the exhibitors. To the wise purveyor of food stuffs it is a rich mine of information and suggestion. No progressive grocer in Ontario can afford to disregard it. The outstanding feature of it all is display methods and devices for showing goods. The trade in Canada is not strong in this regard, and for them the exhibition is especially apt.

Throughout the exhibition the first consideration in the thousands of separate displays is cleanliness. Everything shines. Every vegetable and piece of fruit is cleaned, every animal in the stables is curried and scoured, among the machinery and implements it is polished, scrub and dust, and in the great Main Building cleanliness is the first consideration in the morning and the last thing at night. Everybody can clean, but here is a place where everybody does clean.

### Art of Display.

A much more difficult proposition is the art of display, which includes decoration. At the exhibition hundreds of expert minds have been exercised to arrive at the results attained and every

individual has tried to make his lay-out more attractive and tempting than those about him. Surely amid this great array of practiced effort at display the dullest grocer in Canada could not fail to get some ideas for the improvement of his store, and a live man will get ideas to keep him busy till exhibition comes again.

A couple of southern editors were being shown about the fair and reaching the Manufacturers' Building stopped in admiration before the Gowans, Kent & Co.'s array of cut glass, and were astonished when informed it was made in Canada. Cut glass will display itself. Tea won't. The Red Rose tea booth is a good example of decorative effort and another kind of advertising, the practical method of serving the beverage. Tobler's chocolate is another such. Egg-O-See is displayed in a way to furnish some new ideas. W. H. Dunn's display of Borden's condensed milk is also attractive.

The new electric power coffee mills made and exhibited in the Process Building—south-west wing—by the A. D. Fisher Co. should be seen by all members of the trade. They are neat, attractive and up-to-date.

### Factory in Canada.

The Genesee Pure Food Co., of Leroy, N.Y., manufacturers of Gelo desserts and Gelo ice cream powder, have a most attractive exhibit in the Manufacturers' Building, where both products are made and served by competent demonstrators. This company, which has one of the largest factories in the United States, has just taken over the Canadian Gelatine Co. and established a factory in Canada. The trade are invited to visit their exhibit and meet the manager, Mr. Thompson.

A very interesting and instructive exhibit for grocers is that of West Indian products in the Process Building.

Next week's issue will contain a more extended description of the fair with numerous illustrations.

### NOTES.

F. W. Sutton, general merchant, Bala, Ont., has built a fine new store.

W. A. Day, Port Stanley, Ont., has sold his business and is enjoying a trip to the Canadian west.

Commercial travelers on the Northern Ontario route say the tourist business in Muskoka was never before so heavy as this year. Business men throughout the entire district have had a very satisfactory Summer.

B. R. James Norris, one of the men who are making Red Rose tea a household word in Eastern Ontario, will shortly move his family from Kingston to Toronto to take up his residence in the capital city.

A. H. Paffard, manager of Davidson & Hay's sample room, is holidaying in Portland, Maine, and other Atlantic coast points. In his absence his assistant, Geo. Moffatt, is ably discharging the managerial duties.

The American packers of red Alaska salmon on Tuesday issued their prices on this year's pack. It is the same as last year, when the pack and carry-over was 4,900,000 cases, against 2,300,000 cases this year, and 5c. less than dealers expected.

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### ONE THING

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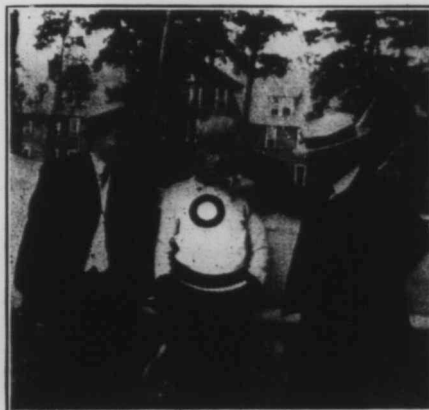
## A TRAVELER'S OUTING

Two Weeks with Nature by Five Grocery Salesmen and a Physician—A Fort-night Vacation in the Temiskaming and Temagami District.

Five grocery travelers, two from Hamilton and three from Toronto, spent their recent two weeks vacation in New Ontario. They didn't quite reach the Height of Land, but they did attain to the height of enjoyment and stayed there the whole two weeks, managing also to cover considerable of the land, lake and river reaches in the Temagami and Temiskaming district. They were: W. McPherson, of Lucas, Steele & Bristol, and Mr. Somerville, of Hamilton; J. W. Shouldice, John W. Charles and Bill Bradley, of H. P. Eckardt & Co., Toronto. They added one other good fellow to their company in the person of Dr. Wickett, of North Bay.

From Toronto they laid their course for Temagami, not a very difficult feat by rail, explored Lake Temagami, cross-

with a new manager. The wholesaler had been very successful and had amassed a good deal of money. Age was creeping upon him and he came to the conclusion that he would make one of his bright young men manager in order that he might be relieved of a great



No. 2—A Good Hand to Draw to.

deal of the detail of the business and that he would have more time for leisure. He gave his manager absolute control.

No sooner was the latter in harness than he began to make sweeping changes. He tore down the partitions in the office and warehouse and put up new ones. He



No. 3—Bill and the Doctor Posing.



No. 1—A Mornings' Catch

ed over to Temiskaming, down the Ottawa River to Mattawa, C.P.R.'d it to North Bay, and Grand Trunked it home.

Their itinerary may not have been in exactly that order; what matter — the fun did not ebb at any stage of it. The accompanying illustrations are pages from a picture record of the trip, a sort of photographic log of the fortnight's goings. They tell more than many reams of manuscript. Here is the roll call in (1) reading from the left: Holding the fish, Shouldice, Charles; sitting, Bradley, Wickett; standing at the back, Somerville, McPherson. In (3), Shouldice and McPherson are on the bridge discussing the situation with the guides. The hotel is in the distance.

### ONE THING HE DIDN'T KNOW.

A good story is going the rounds about a wholesale merchant and his experience

tempered with discretion. Soon old customers began to complain of their treatment and declared that the firm had never done such things before. The result was that the house began to lose prestige and finally, after this state of affairs had been drawn to the attention of the chief several times he called his manager into his office and said: "John, you are a very clever fellow, much more clever than I am, and your cleverness sometimes surprises me, but, John, there is one thing that you don't know that I do know, and that is that you are a darned fool."

### TRADING WITH INDIANS.

R. J. Thomas, of B. W. Thomas, general merchant, Hartford, Ont., is spending a few days in Toronto this week. The firm has been in business in that part of the country about fifty years. In reply to a question Mr. Thomas said that about half their trade was with the Indians.



No. 4—President of the Drummers' "Snack."

"They are peculiar customers," he said. "For example, you do not know when they have finished their purchases. They will often say that is all they want and then buy several parcels of goods afterwards. Then their purchases are nearly always confined to cheap lines of goods. So far as credit is concerned we give them very little, say from 25 cents to \$5. It takes a long time to wait on them, too, on account of the slowness with which they come to a decision of what they require."

Mr. Thomas says that trade in his part of the country is good and that crop prospects are excellent. The hay was saved in good time and recent rains have greatly benefitted root crops.

### RECORD LEMON PRICE.

The record price of lemons in New York was broken last week when some boxes of 300s, choice grades, sold at auction for \$8.50. The general price was 75c. to \$1 above the previous auction.



## LONDON TRADE NOTES

### Grocers' Picnic—New Canning Factory—Scarcity of Baskets—McCormack Mfg. Co's Employees Hold Their Annual Outing at Port Stanley.

London, Ont., Aug. 28, 1906.

The event of the week among the retail grocers of this city is the big picnic at Springbank on Wednesday afternoon. As mentioned last week the idea was to have a special celebration to mark the wind-up of the three months of Summer, during which grocery stores closed on Wednesday afternoons. The Free Press Newsboys' Band was secured and other special attractions were booked for the day, the citizens of London generally being invited to participate. Next week a full account of the picnic will be given.

The grocers all report small importations of fruits. Cantaloupes are report-

of its kind in Canada, were used and gave complete satisfaction. On the opening day the company had about 500 bushels of tomatoes on hand, but that amount was not expected to last long and contracts were being made in many parts of the country for the delivery of large consignments. This week hundreds of bushels are coming in and the company is canning large quantities.

At the North Branch cheese factory, Crumlin, on Friday last a big garden party was held at which 300 guests were entertained by the cheesemaker and owner of the factory, W. H. Dalton.

The McCormick Mfg. Co. held its 36th annual picnic in Port Stanley on

Boys under 15 years (sack race)—1, G. Finch; 2, F. Finch; 3, E. Rodgers.

Girls under 8 years—1, V. Piercey; 2, L. Johnson; 3, V. Marsh.

Girls under 11 years—1, G. Legate; 2, C. McCormick; 3, V. Piercey.

Young ladies' needle race—1, S. Glendale; 2, A. Graham; 3, A. Nixon.

Men's button race—1, Bert Gould; 2, Jack Flemming; 3, Joe Ferguson and Joe Black tie.

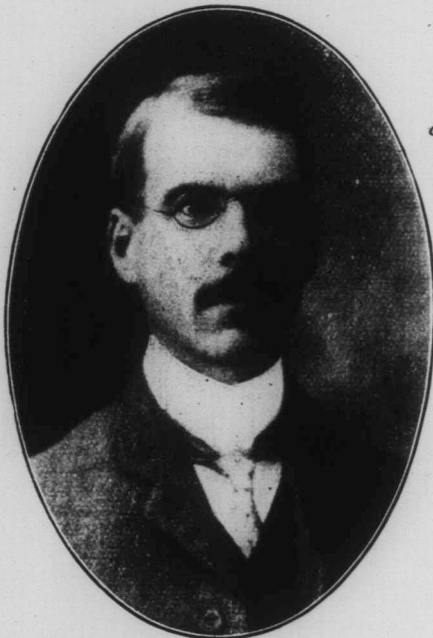
Men over 40 years—1, Jos. Craig; 2, J. Flemming; 3, J. Collins.

Jockey race—1, J. Beach and W. Rothwell; 2, Jos. Craig and G. Waud; 3, John Doneghy and Joe Ferguson.

Wheelbarrow race—1, G. Quick and E. Burgess; 2, Alf. Williams and A. Whittaker; 3, H. Stephens and J. Fleming.

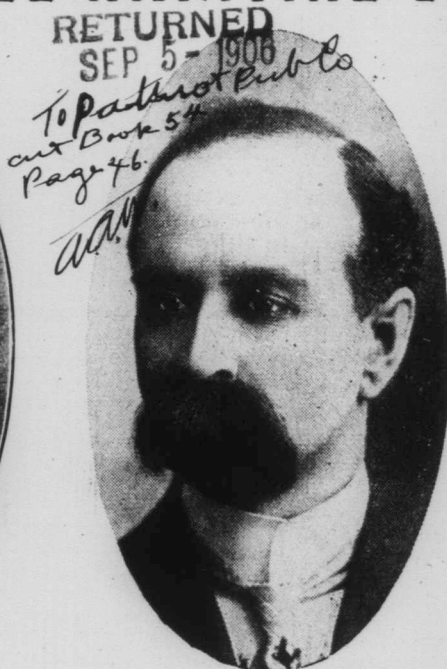
Potato race (for girls of the candy de-

## THREE MARITIME LEADERS



WILLIAM C. CROSS.

Recently elected president of the Maritime Grocers' Guild. He is manager of Hall & Fairweather, St. John, N. B.



HON. GEORGE E. HUGHES.

Vice-President, Maritime Board of Trade, who took a prominent part in the convention at Amherst, N. S.



JOHN McKEEN.

Manager Bank of Nova Scotia and president of the Amherst Board of Trade, who contributed much to the entertainment of the Delegates at recent convention in Amherst.

ed to be plentiful and more popular than ever, and the quality of the peaches offered is exceptionally good. But the plums which usually are sold in very large quantities are coming in very slowly. There seems to be a failure in this year's crop and few are offered.

The new canning factory just erected in this city was opened last week and will soon be running at its full capacity of 60,000 cans per day. The tomato peeling machines, which the company has installed, and which are the only ones

Saturday. Over 500 people attended and spent a thoroughly enjoyable day.

The sports and races were keenly contested for, and the baseball match was one of the fastest ever seen in Port.

The following is a list of the races and their winners:

Open race, 100 yards—1, Bert Gould; 2, J. Ferguson; 3, H. Stephens.

Boys under 8 years—1, L. Finch; 2, E. Vining; 3, A. Craig.

Boys under 11 years—1, R. Hutchin-son; 2, F. Finch; 3, G. Finch.

partment)—1, A. Graham; 2, E. White; 3, E. Norfolk.

Running long jump—1, N. B. Fisher; 2, W. Wasnidge; 3, Joe Black.

Hop, step and jump—1, N. B. Fisher; 2, Bert Gould; 3, Robert Dew.

Throwing baseball (girls)—1, Alice Halbert; 2, Ruby Baker; 3, Viola Bellamy.

The ball game, which was a five-innings one, was won by the office staff by a score of 13 to 9.

## WINI

### Illustration of

“Do you want things in show fitting and show- Grocer represen Sure, and the ac- shows about hal shows, the shelv the rest, except t glass. All the i contained in the company's litera

“The most be case in the worl plate glass and i for door frames. for years for th and at last pres The faults of al away with in th connecting rods, Made of polishe kle corner faster marble base, shi be set up by an; utes. Clear glass plate glass shelv Dimensions: Hei in.; length, 4 to weight, 100 lbs. foot: White Ita marble, \$15; g \$16.”

The modern sl man is one of t fective aids to s though a very h furnishing is not cases. There is design of a To without frames ( the front and to

### WINDOW DRI

Window display portance in the and store manag necessity to obsc make a trim the was when anyth by way of a wi crowd of curious dow was done.

great, dazzling, the merchant's wide, but it wa that the majori tracted to these ty, and went av a moment's con chant's name wh to idle curiosity curiosity brings gaudy and elab and as soon as t they march awa cern about the v if to gather a window is the sc that can be don by placing some man or an anim the effect as a prove as profital

## WINDOW AND STORE DISPLAY

Illustration of a Very Modern Silent Salesman—Some Suggestions in Regard to Very Necessary Store Ventilation.

"Do you want to see the very latest things in show cases?" said a store-fitting and show-case man to a Canadian Grocer representative the other day. Sure, and the accompanying illustration shows about half of it. As the cut shows, the shelving is adjustable, and the rest, except the nickelplate frame, is glass. All the information about it is contained in the following from the company's literature:

"The most beautiful silent salesman case in the world. Made of polished plate glass and marble, wood only used for door frames. We have been waiting for years for the perfect all-glass case and at last present it to our customers. The faults of all other makes are done away with in this. No holes in glass, no connecting rods, no danger of breakage. Made of polished plate glass, with nickel corner fastenings, fitted with 8-in. marble base, shipped knock down, can be set up by any person in fifteen minutes. Clear glass or mirror doors. Three plate glass shelves, 6, 10 and 14 in. wire. Dimensions: Height, 43 in.; width, 26 in.; length, 4 to 10 feet. Approximate weight, 100 lbs. per foot. Price per foot: White Italian or pink Tennessee marble, \$15; green Vermont marble, \$16."

The modern showcase or silent salesman is one of the newest and most effective aids to storekeeping. Even this, though a very handsome piece of store furnishing is not the last word in show-cases. There is a case made after the design of a Toronto men's furnisher, without frames except a base and back, the front and top being entirely of glass.

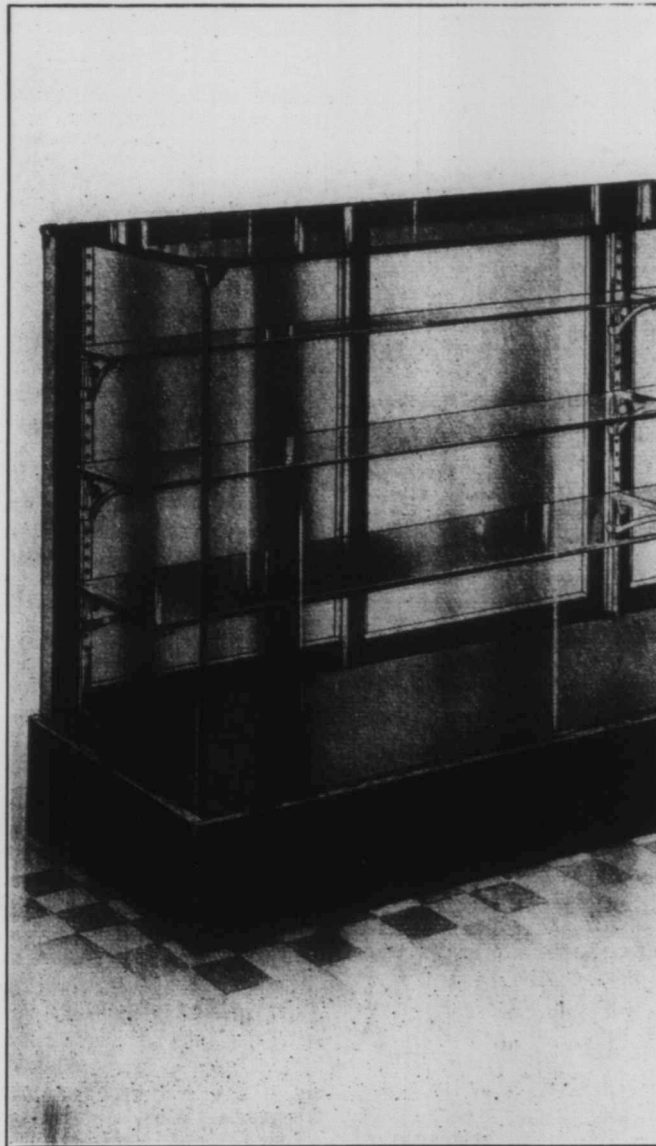
### WINDOW DRESSING AS AN ART.

Window displays have reached an importance in the economy of advertising and store management which makes it a necessity to observe the principles which make a trim the means to an end. Time was when anything that could be done by way of a window trim to bring a crowd of curious people about the window was done. It was thought that great, dazzling, showy windows made the merchant's name known far and wide, but it was gradually found out that the majority of people were attracted to these windows out of curiosity, and went away without ever giving a moment's consideration to the merchant's name who so generously catered to idle curiosity. The same law of idle curiosity brings a crowd about the gaudy and elaborate window display, and as soon as that curiosity is satisfied they march away with no further concern about the window of the merchant. If to gather a crowd about a store window is the sole object of the display, that can be done at much less time and by placing some grotesque figure of a man or an animal in the window, and the effect as a seller of goods would prove as profitable.

The old theory of showy displays has given way to a most modest and useful system of window trims, and the trim that fails to make an impression upon the people of the class of goods presented fails in its purpose. The merchant no longer caters to idle curiosity, but prepares his window trims to bring him

quantity of goods in a window, but the quality that commands most attention. In composite trims, therefore, keep in view the utility, and use such articles only as will accomplish that purpose. — Clothier and Furnisher.

"It is a debatable question," says the American Grocer, "if it pays to carry every article asked for, or whether it is the better policy for a retailer to select his line and educate his trade to take such brands as he can recommend. For instance, one grocer doing \$1,000 per



VERY NEW IN SHOW CASES

customers. It is trade he wants, and his trims must appeal to that class capable of giving him trade. One soon tires of display and beauty that brings no profit. The window display, therefore, must be made a strong advertisement, and that can be done by selecting from a few lines the best and by giving them a strong position in the display. Composite trims offer good advantages, as it frequently happens that allied pieces, though of different lines, greatly help to bring the whole into a strong light with striking effect. It is not the

week business carries seventeen different sorts of breakfast foods. Another doing quite as much business selects the best and most popular brands, has some with his own label, and resists the demand for the poor sellers and the new comers. One has stale stock on his shelves; the other fresh goods. One turns the money invested in breakfast foods frequently; the other seldom."

A. H. Milner, of H. P. Eckardt & Co.'s traveling staff, spent his holidays very pleasantly at the Peterboro lakes.





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**The MacLean Publishing Co.**  
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**JOHN BAYNE MACLEAN** - President

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 Telephone 3726  
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**VANCOUVER** - Geo. S. B. Perry  
 St. JOHN, N.B. - 7 Market Wharf  
 J. Hunter White

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**LONDON** - 88 Fleet Street, E.C.  
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 Cote, Joseph, Quebec, Que.  
 Gibb, W. A. Co., Hamilton, Ont.  
 Graham Bros., Kinmount, Ont.  
 Leitch Bros., Oak Lake, Man.  
 Universal Systems Limited, Toronto.

**BRITISH TRADE.**

The report of the trade of the United Kingdom covering the five years, 1900-5, has been issued. It shows an increasing percentage of food stuffs are drawn from colonies and dependencies, and a large expansion in the total of trade. While total imports have increased, the proportion of them drawn from British possessions shows a larger percentage of increase than that from foreign countries, but in regard to exports that position is reversed. The value of imports from other parts of the Empire in 1901 was \$515,213,790, and in 1905 was \$636,146,912, an increase of nearly 21 per cent. The imports from foreign countries increased only 5 per cent. from \$2,071,118,957 to \$2,174,827,176. The actual increases were from under the flag, \$120,933,122, from foreign markets \$103,708,219

In the increases of imports derived from other parts of the Empire, India comes first, Canada second, New Zealand

**EDITORIAL**

third and Australia fourth. The increases are:

|             |              |
|-------------|--------------|
| India       | \$43,165,872 |
| Canada      | 29,060,533   |
| New Zealand | 13,913,259   |
| Australia   | 13,687,758   |

The imports into Great Britain from these parts of the Empire in 1901 were:

|             |               |
|-------------|---------------|
| India       | \$136,273,877 |
| Canada      | 98,776,561    |
| New Zealand | 52,708,071    |
| Australia   | 120,482,904   |

The principal commodities making up the increase from Canada were cheese, living animals, apples, bacon, lard, and leather, as follows:

|                | 1901         | 1905         |
|----------------|--------------|--------------|
| Cheese         | \$18,395,859 | \$23,900,756 |
| Bacon          | 4,584,508    | 13,689,777   |
| Lard           | 1,179,498    | 3,128,589    |
| Hams           | 1,516,490    | 3,474,854    |
| Living animals | 7,161,742    | 12,363,555   |
| Apples         | 1,522,116    | 3,500,659    |
| Leather        | 763,952      | 1,581,933    |

Grain shows little change, and wood and manufactures of wood a decrease. The increase from India was largely under the head of grain, increasing from \$5,161,314 in 1901 to \$39,217,816 in 1905. The imports of wool nearly doubled and raw cotton increased almost fifty per cent.

New Zealand's principal increase was in wool, but was considerable also in butter, gum and hemp. There was an increase also in fresh mutton, but a considerable falling off, quite half, in dead rabbits.

The most striking feature in the imports from foreign countries is the decrease, \$126,579,008, in those from the United States, from \$710,554,939 in 1901 to \$574,975,931 in 1905, and this notwithstanding that the value of the raw cotton import increased \$29,644,869, from \$160,969,667 in 1901 to \$190,614,536 in 1905. The main shrinkage is, of course, to be found under the head of corn and grain; but all sorts of food stuffs show diminution of \$125,026,531, as indicated by the following figures, which give the value of the imports for 1901 and 1905:

|                     | 1901         | 1905         |
|---------------------|--------------|--------------|
| Wheat               | \$67,040,817 | \$12,206,247 |
| Wheatmeal and flour | 43,273,789   | 14,409,177   |
| Eggs                | 625,074      | 24,552       |
| Lard                | 18,783,800   | 15,078,415   |
| Beef (fresh)        | 33,638,896   | 24,052,190   |
| Bacon               | 46,047,859   | 28,996,251   |
| Hams                | 20,943,840   | 11,989,716   |
| Butter              | 3,428,591    | 1,999,532    |

Decreasing at the rate of \$126,000,000, or over 20 per cent., in four years, the United States will soon become an inconsiderable factor in the food supply of Great Britain.

The Argentine Republic, on the other hand, has increased its sales of wheat to Great Britain during this period from

**The Canadian Grocer**

\$13,285,017 to \$41,204,881. It has nearly doubled its sales of maize and mutton and trebled its sales of fresh beef. The exports from Russia to Great Britain rose nearly 50 per cent., mostly in grain and butter, and Germany and France also show substantial increases.

Great Britain's exports to foreign countries during this quinquennial period increased 24 per cent., and to other parts of the Empire only 8 per cent. The increase to British possessions amounted to \$42,605,851, but there was a decrease in the exports to Australia of \$21,718,273, from \$106,248,543 to \$84,530,270. New Zealand on the other hand increased her imports from the Mother Land from \$27,856,378 to \$31,968,320. The increase of United Kingdom exports to India was \$39,890,851, the largest sum in the increases to British possessions, but on a percentage basis the increase of exports to Canada was very much greater and greatest of all the British possessions. They rose from \$38,732,724 in 1901 to \$59,248,489 in 1905.

**READ THE ADVERTISEMENTS.**

Is it possible that some subscribers to this journal do not read the advertisements?

If there are any such let them call to mind the story in one of the old school readers, the II. or III. book, of the farmer who called on Lawyer Longhead for advice and got "Never put off till tomorrow what you can do to-day." Then when his wife wanted him to leave his hay out over night he told her he wasn't going to pay five dollars for no use and followed the lawyer's advice.

To admit the completeness of this analogy might be to declare the news and editorial department of this paper to have no value. But if a man paid for a suit of clothes and took only the coat and vest he wouldn't be regarded as safe to be at large, would he?

The advertising in this paper is not for the general public any more than the reading matter is. It is all direct talk to the foodstuff trade. A wholesaler said the other day "I read the ads first." He wanted to know what others of the trade were saying to the retailer. Isn't it even more the business of the retailer himself as the man addressed to know that.

Some grocers depend on the travelers to keep them in touch with the market and trade news in general. If they saw all the travelers they might get along in a way, but they see only a few whose

**The Canadian Grocer**

business is the business. In the advertising they have direct communication with all the

**PURE FOOD I**

In the United States a pure food law is in operation. Many of their own food laws are in confusion is anticlimax, and not a grocer, are now regulations be made. Probably the situation is too clear to market stuffs. The Canadian recently as a result to the chief Revenue Department and though too better in detail, he

"While it is true that the Pure Food Act is a distinguished from it does not deprive the municipalities of the power of food inspection. states: 'The county or village more inspectors (cultural fertilizer) shall, for the purpose of all the powers of Inland inspector may analyst to analyze drugs, or agricultural by him, if so collected in accordance of this act

"The amendment (Section 2): Council may on council of any township, or other food examiners to examine such determined by etc.

"The Ontario 1887. chapter 2 that 'Any medicinal inspector time, inspect or carcass, meat, fruit, vegetable: milks exposed f

"The Province believe other provisions. I have before me, but I of Montreal whose duty is t



81. It has near-maize and nut-les of fresh beef. a to Great Brit-cent., mostly in d Germany and tential increases.

orts to foreign inquennial period t., and to other y 8 per cent. The sessions amount- there was a de- to Australia of 2,248,543 to \$84,- and on the other imports from the 1,856,378 to \$31,- of United King- was \$39,890,854, the increases to t on a percentage xports to Canada r and greatest of sions. They rose 01 to \$59,248,489

#### NOTISEMENTS.

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this paper is not any more than the is all direct talk e. A wholesaler read the ads first." what others of the the retailer. Isn't ness of the retailer addressed to know

id on the travelers h with the market ernal. If they saw y might get along e only a few whose

business is the business of their firms. In the advertising columns of The Grocer they have direct weekly communication with all the wholesale houses.

#### PURE FOOD LAW IN CANADA.

In the United States the new national pure food law is about being put into operation. Many of the states have their own food laws and a good deal of confusion is anticipated. Pure food advocates, and notably the associations of grocers, are now urging that state regulations be made the national law. Probably the situation in Canada is not too clear to many purveyors of food-stuffs. The Canadian Grocer representative recently asked A. McGill, assistant to the chief analyst of the Inland Revenue Department, Ottawa, about it and though too busy to go into the matter in detail, he replied:

"While it is true that the Adulteration Act is a national as contradistinguished from a provincial measure, it does not deprive provinces or municipalities of the power to undertake local food inspection. Section 6, explicitly states: 'The council of any city, town, county or village, may appoint one or more inspectors of food, drugs and agricultural fertilizers; and such inspectors shall, for the purposes of this act, have all the powers by this act, vested in officers of Inland Revenue; and any such inspector may require any public analyst to analyze any samples of food, drugs, or agricultural fertilizers collected by him, if such samples have been collected in accordance with the requirements of this act.'

"The amendment of 1890 provides (Section 2): 'The Governor-in-Council may on the nomination of the council of any city, town, county or township, or other municipality, appoint food examiners for such municipality, to examine such articles of food as are determined by the Governor-in-Council, etc.'

"The Ontario Public Health Act, R.S. 1887, chapter 205, section 99, provides that 'Any medical health officer or sanitary inspector may, at all reasonable time, inspect or examine any animal, carcass, meat, poultry, game, flesh, fish, fruit, vegetables, grain, bread, flour or milks exposed for sale, etc.'

"The Province of Quebec, and I believe other provinces, make similar provisions. I have not the acts in question before me, but I am aware that the City of Montreal employs a city analyst, whose duty is to examine foods, etc. I

believe that a large number of towns in Canada, and probably all Canadian cities, make more or less regular examination of milk.

"I have long been of opinion that the water supplies of towns and villages should undergo regular inspection. There can be no doubt that the annual scourage of typhoid and similar fevers, which proves so serious and fatal during later Summer and early Autumn, might be lessened, or entirely prevented by attention to the purity of drinking water. This matter is more easily looked after in cities and large towns, which usually obtain their water supply from a single source, than in the case of villages, where ground water wells are the source. The matter justifies more attention than it has yet received.'

#### BUTTER AND CHEESE.

During the past season there were numerous complaints about the condition in which large quantities of Canadian butter arrived in this country. In boxes, style, packing, quality of parchment paper, and general appearance, the Australian product was much in advance of the Canadian. Moldy butter, so common from Canada, is unknown from the southern colonies. The defects are solely due to the absence of the care and organization which prevail in Australia and New Zealand. The season now in progress shows a distinct improvement in quality packing, and freedom from mold.—Weddel & Company's Colonial Dairy Produce Review for last year.

There is no good reason why Canadian butter should rank behind Danish, Scottish, Irish and Australasian. The creamery men and dairy farmers simply haven't yet learned their business. One of the Canadian commercial agents in England, writing a letter a while ago and complaining of moldy butter, said it was caused by using cases made of green lumber.

The Globe tackles the subject and blames the dairy instructors. It winds up: "It is time that our dairy experts were grappling with this problem." If the experts were magicians as well, they might do more, but, unfortunately, they have only the ordinary equipment. There are many poorly equipped creameries in Canada, but there is a failing back of that to be corrected. Dominion Dairy Commissioner J. A. Ruddick recently visited a noted butter producing district of Scotland, and telling about it described a stable, where a great number of cows were housed and milked, that was clean as a kitchen. It was scrubbed out every day and there wasn't a sign of manure or hint of bad odor

about it. How many cow stables of that kind are there in Canada?

The case of cheese is not very different. The Canadian product holds the first place for quantity and quality of quantity on the English market, but he is a foolish Canadian and no patriot who is satisfied with the quality or quantity of the cheese produced in the Dominion. A buyer visiting a Government cold storage warehouse in Ontario recently saw 400 boxes of cheese from one factory, a month's output, and the older it was the worse was its flavor. The cheesemaker knew it was bad, and knew it was caused by some farmer's milk, but so keen is the competition among factories for patrons that he wouldn't turn the farmer away.

The Governments and their experts are all peering away at the farmer for better milk, and at the creamery man and cheesemaker for better methods and equipment. It is a matter of education and it means millions in the pockets of Canadian people every year. No class is more interested than the retail merchants, and every one of them should constitute himself a propagandist for better methods in the dairy industry.

#### EDITORIAL NOTES.

France has passed a very stringent pure food law to protect legitimate foodstuffs and liquors from imitation.

During the first three months of the year Australian imports increased £1,250,000, and exports £5,961,000. In New Zealand the imports were £367,000 and the exports £611,000. In the case of New Zealand, the increase is almost wholly due to the advanced prices of wool, though the exports of frozen meat during March and April has very largely increased, while there has been a falling off in the exportation of butter, with some little increase in that of cheese.

Ontario provincial health authorities are agitating for legislation making two deliveries of milk daily compulsory upon all milkmen. Dr. Sheard, medical health officer, Toronto, advises a municipal dairy to prevent infant mortality. The doctor is not much of a believer in municipal ownership, either.

The Government of New South Wales, Australia, is about to introduce a bill to deal with the tramp nuisance. Under it a tramp would be sent to an industrial farm and fed on bread and water till he works. His diet would be improved as he works, and finally he would be paid. When he showed a disposition to earn his own living he would be released.







|                |      |      |
|----------------|------|------|
| Tamaica.....   | 0 10 | 0 11 |
| Tava.....      | 0 18 | 0 22 |
| Wocha.....     | 0 19 | 0 22 |
| No. 7.....     | 0 09 | 0 10 |
| Santos.....    | 0 10 | 0 11 |
| Maracaibo..... | 0 11 | 0 13 |

**FOREIGN DRIED FRUITS**—Quotations on new crop Valencia raisins have been given out and they certainly are such as to cause those in the trade to stand still, for the time being at least. The new quotations show a cost of 5c. laid down—a figure so high that none seem interested in the line. This price is particularly high when last year's opening is considered—5c. There is no change noticeable in seeded raisins. In currants the situation presents no new features. The trade are awaiting the new crop. Prices on all nuts are too high to interest buyers at present. The prudent buyers will wait until early next month, by which time prices will have become more reasonable on account of increased offerings. Prices were made on California peaches at the end of last week, but were immediately withdrawn, as what little supply there is has fallen into the hands of speculators. The initial cost of apricots this year will be fully 5 to 6 cents over last year, while peaches are just about the same. Nectarines are in very small supply. California raisins promise well, but have been affected somewhat by the very hot weather. The supply of three and four crowns will be somewhat reduced in consequence. Prunes are unsettled at present, but it is likely that the crop will fall considerably short of the first estimates.

|   |      |      |
|---|------|------|
| Valencia Raisins—                                 |      |      |
| Fine off-stalk, per lb.....                       | 0 05 |      |
| Selected, per lb.....                             | 0 05 |      |
| Layers.....                                       | 0 06 |      |
| Dates—  |      |      |
| Dates, Holloweas, per lb.....                     | 0 05 |      |
| Californian 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.....         | 1 10 |      |
| boxes.....  | 3 50 |      |
| "Excelsior Window Clusters," 1/2-boxes.....       | 4 50 |      |
| boxes.....  | 1 3  |      |
| Californian Raisins—                              |      |      |
| Loose muscatels, 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 06 | 0 08 |
| " " 4 crown.....                                  | 0 06 | 0 08 |
| Prunes—   |      |      |
| 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 | 0 06 |
| Oregon prunes (Italian style), 40-50s.....        | 0 08 | 0 09 |
| " " 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 | 0 05 |
| Currants—   |      |      |
| Filiatras, uncleaned, barrels.....                | 0 05 |      |
| Fine Filiatras, per lb., in cases.....            | 0 06 | 0 06 |
| " " cleaned.....                                  | 0 06 | 0 06 |
| " " in 1-lb. cartons.....                         | 0 06 | 0 06 |
| Finest Vostizzas.....                             | 0 06 | 0 06 |
| Amalias.....                                      | 0 06 | 0 06 |
| Sultana Raisins—                                  |      |      |
| Sultana raisins, per lb.....                      | 0 06 | 0 08 |
| " " 1-lb. carton.....                             | 0 09 | 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 08 |
| Glove boxes, fine quality, per box.....           | 0 10 |      |
| 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 |

**SPICES**—Conditions in the spice market both locally and at primary markets do not show any noticeable change. Reports from spice centres contain very little news of interest, the tenor of those

advice received being that comparative quiet prevails.

|                      |      |      |
|----------------------|------|------|
| Peppers, black.....  | 0 16 | 0 22 |
| " " white.....       | 0 25 | 0 30 |
| Ginger, whole.....   | 0 16 | 0 24 |
| Ginger, Cochin.....  | 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 |

**BEANS**—The bean situation continues uninteresting. Crop reports do not indicate any unusual conditions regarding the new crop. Little trade is passing.

|                         |      |      |
|-------------------------|------|------|
| Choice prime beans..... | 1 60 | 1 65 |
| Lower grades.....       | 1 55 | 1 60 |

**HONEY**—The market this week shows no change. Dealers report some business, but not much.

|                                   |      |      |
|-----------------------------------|------|------|
| White clover comb honey.....      | 0 14 | 0 15 |
| White clover, extracted tins..... | 0 08 | 0 08 |
| Buckwheat.....                    | 0 07 | 0 07 |

**EVAPORATED APPLES**—There is no change in this market since last week. Business is very small in volume, of necessity. Nominal prices remain 15 1-2c. to 16c.

**MAPLE PRODUCTS**—Beyond the fact that preparations are being made for Fall trade, there is no new point to note in this market. Prices are unchanged.

|                                   |      |      |
|-----------------------------------|------|------|
| Maple syrup, in wood, per lb..... | 0 05 | 0 06 |
| " " in large tins.....            | 0 06 | 0 07 |
| Pure Townships sugar, per lb..... | 0 07 | 0 07 |
| Pure Beauce County, per lb.....   | 0 08 | 0 08 |

**RICE AND TAPIOCA**—Conditions in the tapioca market are unchanged this week. Business passing is not large. Prices are steady.

|                                       |      |      |
|---------------------------------------|------|------|
| B rice, in 10 bag lots.....           | 3 15 |      |
| B rice, less than 10 bags.....        | 3 25 |      |
| C rice, in 10 bag lots.....           | 3 15 |      |
| C rice, in less than 10 bag lots..... | 3 25 |      |
| Tapioca, medium pearl.....            | 0 07 | 0 08 |

**LAST MINUTE PROVISION MARKETS.**

Montreal, Thursday, Aug. 30, 1906.

**BUTTER**—Market rather strong under recent advance.

**CHEESE**—Prices a shade higher. Ontarios selling 12c to 13c.

**EGGS**—Steady market. Demand fair at practically unchanged prices.

**PROVISIONS**—No change in the situation. Dressed hogs continue to bring \$10 to \$10.25 per 100 pounds.

**ONTARIO MARKETS.**

**FLUCTUATIONS**—

Sugar very firm.

No new prices in canned goods.

Higher prices for new dried fruits.

Cheese higher.

Business is just fair this week with wholesalers busy entertaining customers here to attend the exhibition or getting the advantage of the low railway fares. Sugar continues strong and the feeling inclines to a further advance. Otherwise the grocery market is quiet. New dried fruits and nuts are engaging the attention of the wholesalers, but retailers are not yet interested. Stocks will

not begin to arrive here till October. The situation in prunes is interesting and a suggestive letter is given below.

**CANNED GOODS**—No new prices have come out this week and prices are unchanged from last week's schedule.

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 | Group |
|-------------------|--|-------|-------|
| This year's pack. |  | No. 1 | No. 2 |

|                             |      |      |
|-----------------------------|------|------|
| Blueberries—                |      |      |
| 2's, standard.....          | 0 92 | 0 90 |
| 2's, preserved.....         | 1 42 | 1 40 |
| Gals., standard.....        | 4 00 | 4 50 |
| Cherries—                   |      |      |
| 2's, red, pitted.....       | 2 25 | 2 22 |
| 2's, " not pitted.....      | 1 75 | 1 72 |
| Gals., red pitted.....      | 8 75 | 7 25 |
| 2's, black, pitted.....     | 2 25 | 2 22 |
| 2's, " not pitted.....      | 1 75 | 1 72 |
| 2's, white, pitted.....     | 2 40 | 2 37 |
| 2's, " not pitted.....      | 1 90 | 1 87 |
| Currants—                   |      |      |
| 2's, red, H.S.....          | 1 80 | 1 77 |
| Gals., red, solid pack..... | 7 25 | 7 25 |
| Gals., red, standard.....   | 5 00 | 5 00 |
| 2's, preserved.....         | 2 00 | 1 97 |
| 2's, black, H.S.....        | 1 90 | 1 87 |
| 2's, preserved.....         | 1 12 | 2 10 |
| Gals., black, standard..... | 5 50 | 5 50 |
| Gals. " solid pack.....     | 3 00 | 3 00 |

|                        |      |      |
|------------------------|------|------|
| Gooseberries—          |      |      |
| 2's, H.S.....          | 2 15 | 2 12 |
| 2's, preserved.....    | 2 37 | 2 35 |
| Gals., standard.....   | 6 50 | 6 50 |
| Gals., solid pack..... | 3 50 | 3 50 |

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

|                                    |      |      |
|------------------------------------|------|------|
| Pineapple—                         |      |      |
| 2's, sliced.....                   | 2 02 | 2 00 |
| 2's, grated.....                   | 2 12 | 2 10 |
| 2 1/2's, whole.....                | 2 82 | 2 80 |
| Florida 2's, sliced or grated..... | 2 60 | 2 60 |
| Singapore, 1 1/2's, sliced.....    | 1 50 | 1 50 |
| 2 1/2's, whole.....                | 2 30 | 2 30 |

|                                 |      |      |
|---------------------------------|------|------|
| Raspberries, Red—               |      |      |
| 2's, L.S. (Shafferberries)..... | 1 50 | 1 50 |
| 2's, H.S.....                   | 1 75 | 1 72 |
| 2's, preserved.....             | 1 95 | 1 92 |
| Gals., standard.....            | 5 50 | 5 50 |
| " solid pack.....               | 3 50 | 3 50 |

|                      |      |      |
|----------------------|------|------|
| Raspberries, Black—  |      |      |
| 2's, black, H.S..... | 1 75 | 1 72 |
| 2's, preserved.....  | 1 90 | 1 87 |
| Gals., standard..... | 5 25 | 5 25 |
| " solid pack.....    | 3 25 | 3 25 |

|                         |      |      |
|-------------------------|------|------|
| Strawberries—           |      |      |
| 2's, heavy syrup.....   | 2 00 | 1 97 |
| 2's, " preserved.....   | 2 15 | 2 12 |
| Gals. " standard.....   | 6 25 | 6 25 |
| Gals. " solid pack..... | 9 00 | 9 00 |

**VEGETABLES.**

|                        |      |      |
|------------------------|------|------|
| Asparagus, California— |      |      |
| 2's.....               | 3 90 | 3 90 |
| 2's, Canadian.....     | 2 75 | 2 75 |

|                                       |      |      |
|---------------------------------------|------|------|
| Beets—                                |      |      |
| 2's, sliced, sugar and blood red..... | 1 00 | 1 00 |
| 2's, whole.....                       | 1 30 | 1 30 |
| 3's, sliced.....                      | 1 20 | 1 20 |
| 3's, whole.....                       | 1 10 | 1 10 |

|                                       |      |      |
|---------------------------------------|------|------|
| Beans—                                |      |      |
| Fancy brands.....                     | 0 85 | 0 82 |
| 2's, golden wax.....                  | 1 30 | 1 27 |
| 3's.....                              | 3 75 | 3 75 |
| Gals. " ".....                        | 0 85 | 0 82 |
| 2's, refugee or Valerine (green)..... | 1 30 | 1 27 |
| 3's (green).....                      | 1 30 | 1 27 |
| Gals.....                             | 0 95 | 0 92 |
| 2's, crystal wax.....                 | 0 95 | 0 92 |

|                             |      |      |
|-----------------------------|------|------|
| Peas—                       |      |      |
| 1's, extra fine sifted..... | 1 00 | 97   |
| 2's, standard.....          | 0 85 | 0 82 |
| 2's, early June.....        | 0 95 | 0 92 |
| 2's, sweet wrinkled.....    | 1 10 | 0 97 |
| 2's extra fine sifted.....  | 1 25 | 1 22 |
| Gals., No. 4.....           | 3 75 | 3 75 |

|                      |      |      |
|----------------------|------|------|
| Rhubarb—             |      |      |
| 2's, preserved.....  | 1 17 | 1 15 |
| 3's.....             | 1 92 | 1 90 |
| Gals., standard..... | 2 65 | 2 62 |

|           |      |      |
|-----------|------|------|
| Spinach—  |      |      |
| 2's.....  | 1 42 | 1 40 |
| 3's.....  | 1 82 | 1 80 |
| Gals..... | 5 02 | 5 00 |

**SAUCE, ETC.**

|                                       |      |       |
|---------------------------------------|------|-------|
| Tomato sauce, 1's.....                | 0 50 | 0 50  |
| " " 2's.....                          | 0 78 | 0 78  |
| " " 3's.....                          | 1 00 | 1 00  |
| Chili sauce same as tomato sauce..... | 0 75 | 0 80  |
| Catsups, tins, 2's.....               | 4 50 | 4 50  |
| " " gal.....                          | 7 70 | 12 00 |
| " jugs.....                           | 7 70 | 12 00 |







4 23  
4 08  
3 98  
han bla.

S—Quota

0 33 0 35  
0 38 0 42  
0 02  
0 02  
0 03  
1 30  
0 90  
1 90  
2 35  
2 25  
2 10

0 30 0 35  
0 30 0 35  
0 40 0 50  
0 45 0 60  
0 30 0 35

0 87  
0 95  
1 00  
0 75  
4 50  
5 10  
5 60  
6 00

L. Watt & yesterday: both in Calced 1-4c. to the past week probability prices, are be equality as the who desire appearance of y have been y low markers of teas l have been for cup

ess has been ving to the es, but im-further cur-s."

et. given to therazil valoriz-ebbed very ho have be-the plan to r actual cof-Willett &

s and con's the market ile the prac-tection onstrated, it e scheme has vledge of its iticism is not very certain, e to condemn t taken the ets. No one il to attempt try and at a buy the pro-actively en-the new law s predict the hile operators l because im-immediately lations as to s. It is only president of thorizing the tern countries

a longer time than this would be needed to complete it. The general lack of knowledge of modern Brazil is perhaps responsible for a great deal of the skepticism as to her capabilities and possibilities. The sound condition of the country, financially, and the high foreign credit of her states, individually, are well attested. Now that the coffee crop is moving in earnest, Europe and the States stand in the markets as free buyers, not from choice, but from sheer necessity. Europe has no coffee in the interior, and in the seaports the smallest stocks known for years. Europe has abstained from buying a very long time, hoping a full Santos crop would mean lower prices, but Brazil held firm and seems determined to strive for a living price when buyers must have the goods and actual consumers daily pay the old scale, year in and year out, as when coffee was double the price of to-day. Europe must continue to buy freely in Brazil, and so must this country. The monthly deliveries average 1,400,000 bags for the two countries, the greater portion of which must be drawn from Brazil for months to come, before any importations can be set by to replenish reserves.

"With early activity of valorization plans and the outlook for the next growing crop already very satisfactory, Brazil can control the markets. Any further unfavorable developments as to the next crop would result in a great rush to secure coffee.

"For several week's the weather has been fine and dry, the trees being reported in a weak condition, without foliage. It is quite significant at this period, when there should be, under ordinary circumstances, some signs of vigor prior to the blossoming periods. We repeat that too much attention cannot be given to this point of itself, as exhausted trees cannot furnish a crop.

**DRIED FRUITS**—With stocks very low and prices high interest centres on the new crops and opening prices. The current market for several weeks past has had a strengthening tendency. The advance during this time has now reached a shilling per cwt. All cables agree that the position is very strong and higher rather than lower prices are looked for. Opening prices are 1-2c. higher than last year's opening.

In regard to Valencia raisins, opening prices are 1 1-2c. higher than a year ago and the new stock will cost the wholesaler considerably more than present prices to the retail trade. Generally speaking, first-class shippers in Spain are not now offering the new stock that is coming to market because the quantity is not sufficient to fill orders actually in hand.

In regard to prunes the situation is very unsettled, but very interesting. There is a very large crop in California and prices opened moderately low, but advanced a 1-4c. this week. As to whether or not the advance will hold, opinion differs. If orders placed by jobbers had stood, the trade would have been pretty well stocked till Christmas, but only yesterday word was received that a good deal of business had not

THE MARKETS—ONTARIO

been confirmed and so the situation is open.

W. G. A. Lambe & Co. received under date Aug. 23, a very interesting letter from C. W. Griffin in part as follows:

"While the market has been weak, there has been a very heavy demand, and the distribution seems to have been very heavy indeed, and we are now receiving inquiries, and selling a good many people who bought quite heavily at the opening prices. The total absence of a carry-over in California, and practically so in all markets in the United States and Canada, means that it will take a very large quantity of prunes to stock up the jobbers and retailers even in a moderate way.

"We thought at one time that the market might get down to the low point of three years ago, but, while the market has been very weak, it seems to be considerably stronger at the present time, and there is practically no one who will part with their prunes to-day even at a price that will permit us to fill orders at a profit, at the same time we, of course, believe that we shall be able to work it out a little later on.

"Drying has commenced all over the Santa Clara Valley and we believe we shall be able to get out a number of cars of prunes in September. Of course, the early cars have to be shipped to points where the assortment fits. It is very, seldom that we have any large prunes out of the first deliveries, but these early prunes will go into distribution very rapidly, and that is likely to strengthen the situation. Of course, very favorable curing weather might insure the curing of a larger quantity than could be put up otherwise, but even with a large crop, the indications are to-day that the market is not far from bottom; but we would like to say right here that this has been a season of unexpected happenings, and about every estimate that has been made on the California crop has been wrong, and if I am making a mistake in this letter, charge it up to the earthquake or whatever seems to have been regulating things in California for the past four months."

Since then the market has advanced 1-4c.

The following quotations do not include any new fruit:

|  |                   |                     |                             |
|--|-------------------|---------------------|-----------------------------|
| <b>Prunes, Santa Clara—</b>                    |                   |                     |                             |
|  | Per lb.           |                     | Per lb.                     |
| 90-100s, 50-lb boxes                           | 0 07              | 60-70s, 50-lb boxes | 0 07 1/2 0 08               |
| 80-90s   | 0 07 1/2          | 50-60s              | 0 08 1/2 0 09               |
| 70-80s   | 0 07 1/2 0 07 1/2 | 40-50s              | 0 09 1/2 0 09 1/2           |
|  |                   | 30-40s              | 0 10 1/2 0 10 1/2           |
| <b>French prunes, 110-120's</b> ..... 0 04 1/2 |                   |                     |                             |
| Note—25 lb. boxes 1/4c. higher.                |                   |                     |                             |
| <b>Candied and Drained Peels—</b>              |                   |                     |                             |
| Lemon  | 0 11              | 0 11 1/2 Citron     | 0 18 0 20                   |
| Orange   | 0 11 1/2          | 0 12 1/2            |                             |
| <b>Figs—</b>                                   |                   |                     |                             |
| Elemeas, per lb.                               | 0 10              | 0 14                |                             |
| Tappets, "                                     |                   | 0 04 1/2            |                             |
| <b>Peaches—</b>                                |                   |                     |                             |
| Californian evaporated, "                      |                   | 0 14                | 0 17                        |
| <b>Pears—</b>                                  |                   |                     |                             |
| Californian evaporated, per lb.                |                   |                     | 0 13                        |
| <b>Currents—</b>                               |                   |                     |                             |
| Fine Filistras                                 | 0 06 1/2          | up                  | Vostizzas 0 07 1/2 0 08 1/2 |
| Patras   | 0 06 1/2          | 0 06 1/2            |                             |
| Cleaned 1/4c. more.                            |                   |                     |                             |
| <b>Raisins—</b>                                |                   |                     |                             |
| Sultana  | 0 05 1/2          | 0 09                |                             |
| " Fancy  | 0 10              | 0 14                |                             |
| " Extra fancy                                  | 0 15              | 0 16                |                             |
| Valencias, selected                            | 0 06              | 0 06 1/2            |                             |
| Seeded, 1-lb packets                           | 0 09              | 0 10 1/2            |                             |
| <b>California, loose muscatels—</b>            |                   |                     |                             |
| 3-crown  |                   | 0 07 1/2            |                             |
| 4-crown  |                   | 0 09                |                             |

The Canadian Grocer

Dates—  
Malloves ..... 0 05  
Sairs ..... 0 04  
Domestic evaporated apples ..... 0 13

**NUTS**—Generally, prices will be very high, particularly for almonds. The present prices show an advance over last year's prices of 33 per cent. In filberts the advance is about 10 per cent., in grenoble walnuts, from 1c. to 2c., pecans about 2c.

|                             |          |      |
|-----------------------------|----------|------|
| Almonds, Tarragona, per lb. | 0 14     | 0 15 |
| " Formigetta                | 0 13 1/2 | 0 14 |
| " shelled Valencias         | 0 28     | 0 30 |
| Walnuts, Grenoble           | 0 14 1/2 | 0 15 |
| " Bordeaux                  | 0 10 1/2 | 0 11 |
| " shelled                   | 0 26     | 0 28 |
| Filberts, per lb.           |          | 0 10 |
| Pecans, per lb.             | 0 14     | 0 17 |
| New Brazils, per lb.        | 0 14 1/2 | 0 15 |

(The following quotations on pecans are for sack lots, green. For roasted add 2c.)

|                         |          |
|-------------------------|----------|
| Selected Spanish        | 0 08 1/2 |
| A 1's, banners and suns | 0 08     |
| Japanese Jumbo's        | 0 08 1/2 |
| Virginia                | 0 10     |

**SPICES**—Quotations are unchanged:

|                              |      |      |
|------------------------------|------|------|
| Peppers, blk                 | 0 16 | 0 29 |
| " white                      | 0 25 | 0 30 |
| Ginger                       | 0 18 | 0 35 |
| Cassia                       | 0 25 | 0 25 |
| Nutmeg                       | 0 45 | 0 75 |
| Cloves, whole                |      | 0 33 |
| Cream of tartar              | 0 22 | 0 28 |
| Allspice                     |      | 0 16 |
| Mace                         |      | 0 25 |
| Mixed pickling spices, whole | 0 15 | 0 20 |

**RICE AND TAPIOCA**—Fair business is doing in these lines and prices are firm.

|                       |                   |          |
|-----------------------|-------------------|----------|
|                       | Per lb.           |          |
| Rice, stand. B.       | 0 03 1/2 0 03 1/2 |          |
| Rangoon               | 0 03 1/2 0 03 1/2 |          |
| Patna                 | 0 05 0 05 1/2     |          |
| Japan                 | 0 06 0 07 1/2     |          |
| Java                  | 0 06 0 07         |          |
| Sago                  |                   | 0 07     |
| Carolina rice         | 0 07 1/2 0 10     |          |
| Tapioca, medium pearl | 0 07 0 07 1/2     |          |
| " double goat         |                   | 0 07 1/2 |

**DRIED FISH**—Prices are unchanged.

|                                      |               |
|--------------------------------------|---------------|
| Boneless fish, per lb.               | 0 05          |
| Cod fish, 1-lb. bricks               | 0 07          |
| Quail-on-toast, per lb.              | 0 05 1/2 0 60 |
| Flitched cod fish, cases of 100 lbs. | 6 50          |

**WOOL AND HIDES**—Cow hides No. 2 are 1-4c. higher and 10c. is off the top price for horse hides.

|                                     |               |
|-------------------------------------|---------------|
| Hides, inspected, steers, No. 1     | 0 12          |
| " " No. 2                           | 0 11 1/2      |
| " " cows, No. 1                     | 0 12 1/2      |
| " " No. 2                           | 0 11 1/2      |
| Country hides, flat, per lb., cured | 0 11 1/2      |
| Calf skins, No. 1, city             | 0 13 1/2      |
| " " No. 1, country                  | 0 12          |
| Lamb skins and pelts                | 0 75          |
| Horse hides, No. 1                  | 3 15 3 50     |
| Rendered tallow, per lb.            | 0 05 0 05 1/2 |
| Pulled wool, super, per lb.         | 0 25          |
| " extra                             | 0 27          |
| Wool, unwashed fleeces              | 0 16 0 17     |
| " washed fleeces                    | 0 26 0 27     |

NOVA SCOTIA MARKETS

Halifax, N.S., August 28.

The only notable change in the grocery markets since last report is an advance in the price of sugar, which has been anticipated for some time. The advance is ten cents per hundred pounds on all grades. The quotations here follow: XXX granulated, \$4.40; Austrian granulated, \$4.30; bright yellow, \$4.20; No. 1 yellow, \$3.90; unbranded, \$3.80. The markets, generally speaking, are in a healthy condition, and trade is good all round. The industrial activity throughout the province causes money to circulate freely, and as a result business in all lines reaps the benefit of the good times.

**MOLASSES**—The market is comparatively quiet at present, the warm weather having had rather a bad effect on business. Prices quoted here are: Fancy Trinidad, 39c.; fancy Porto Rico, 37c.;



THE MARKETS

The Canadian Grocer

extra choice Porto Rico, 37c.; choice Trinidad, 35c. to 36c.; fancy Barbadoes, 30c. to 32c.; Barbadoes, 29c.

**BUTTER, EGGS AND CHEESE** — There is a good demand for butter, but the receipts are not increasing any. Prices are steady. Eggs are unchanged both as regards price and receipts. The quality of some of the stock on the market is very poor. Cheese is firmer and the price has advanced to 13c. Prince Edward Island quotations are now 12c.

**FISH**—The crew of the French hospital ship St. Francois D'Assisi, which has just arrived at Sydney, report that the Grand Bank fishery is almost a total failure this year, at least in so far as the French vessels engaged in it are concerned. As one of the men put it, "When fish were plenty there was no bait and when bait was plenty there was no fish," so that a large number of the vessels have hardly had their bottoms covered with the catch. Another report says that there is a scarcity of bait at Channel, Newfoundland, though herring are on the coast but will not mesh. If bait could be procured there is a prospect of good fishing. The fishing in Bona Vista Bay has been below the average. The best fishing has been done at Indian Arm to King's Cove, where there was about 8,000 quintals landed to date. Competition among the buyers is keen, and it is expected that the price will go up in consequence. Fish is slacking off around the south coast of Newfoundland, and there is very little doing now from Cape St. Francis to Cape Spear. There has been an advance of 50 cents per quintal on dry cod at St. John's, Nfld. From store large cod are quoted here at \$7 and medium at \$6.75. Ex vessel shore cod are quoted at \$4 to \$4.25, and Bank cod the same, the quality of the fish regulating the price in the majority of cases. Shipments of mackerel to the American cities are decreasing, and it is not expected that the movement will revive to any extent until the autumn run of fish sets in. The arrivals of fish this week include the following: Schooners Mizpah, 600 qts. cod, and Alice E. L., 900 qts. cod and 10 barrels of herring, both from Labrador; schooner Sadie E. from Larry's River, 200 qts. cod, 100 barrels of pickled mackerel, 30 barrels of pickled herring, and 11 barrels of fish roes. The schooner Mabel H., from Lunenburg, brought 1,200 qts. cod, 120 drums dry fish, and 33 barrels of herring.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, August 30, 1906.)

For the harvest month business is particularly active. General grocery supplies are in good demand.

**CANNED GOODS** — Sockeye salmon is very scarce this year and there will be scarcely any tall tins on the market. One large local house that packs its own brand was able to get only 1,000 cases in all, only a small fraction of what was wanted. All sizes of new canned lobsters are now in stock. 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 73 | 4 78 |
| red unpitted, " "                  | 3 73 | 3 78 |
| black pitted, " "                  | 4 73 | 4 78 |
| white pitted, " "                  | 5 03 | 5 08 |
| Currants—                          |      |      |
| new, red, 2 doz. cases per case    | 3 83 | 3 88 |
| black                              | 4 03 | 4 08 |
| Gooseberries—                      |      |      |
| new                                | 4 53 | 4 58 |
| 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, 1's                        | 2 13 | 2 08 |
| Lombard, 1's                       | 2 23 | 2 18 |
| Crescage, 1's                      | 2 33 | 2 28 |
| Pumpkins—                          |      |      |
| 3s                                 | 2 09 | 2 04 |
| Pineapples—                        |      |      |
| 2s, sliced, 2 doz. cases, per case | 4 20 |      |
| 2s, whole, " "                     | 3 75 |      |
| 2s, whole, " "                     | 4 60 |      |
| 2s, whole, " "                     | 4 40 |      |
| Raspberries—                       |      |      |
| red (new)                          | 3 73 | 3 78 |
| black (new)                        | 3 73 | 3 78 |
| Strawberries                       | 4 80 | 4 75 |
| gallon, per doz.                   |      | 6 80 |

VEGETABLES.

|                              |      |       |
|------------------------------|------|-------|
| Beans—                       |      |       |
| golden wax, " "              | 1 93 | 1 88  |
| refugee, " "                 | 1 98 | 1 93  |
| Corn—                        |      |       |
| 2s                           | 1 98 | 1 93  |
| Peas—                        |      |       |
| (No. 4) 2s                   | 1 93 | 1 98  |
| (No. 3) 2s                   | 2 13 | 2 18  |
| (No. 2) 2s sweet wrinkle     | 2 23 | 2 28  |
| (No. 1) 2s extra fine sifted | 2 73 | 2 78  |
| Succotash—                   |      |       |
| 2s                           | 2 63 | 2 58  |
| Beets—                       |      |       |
| whole, " "                   | 2 08 |       |
| sliced, " "                  | 2 28 |       |
| whole, 3-lb., " "            | 2 44 |       |
| sliced, " "                  | 2 84 |       |
| Spinach—                     |      |       |
| 2s, per doz.                 | 3 08 | 3 13  |
| gallon, per doz.             | 4 04 | 4 09  |
| Asparagus per doz.           |      | 11 10 |
| Tomatoes—                    |      |       |
| All groups, per case         |      | 2 80  |
| Beans golden wax             | 1 93 | 1 98  |
| refugee                      | 1 93 | 1 98  |
| crystal wax                  | 2 13 | 2 18  |

FISH.

|   |       |
|---|-------|
| Salmon, Fraser River sockeye, per case        | 7 25  |
| " Skeena River, " "                           | 7 10  |
| " River's Inlet, " "                          | 6 85  |
| " Red Spring, " "                             | 6 30  |
| " humpback, " "                               | 4 00  |
| " cohoes, " "                                 | 5 50  |
| (Prices are for delivery in October-November) |       |
| Lobsters (new), 1-lb. flats, per case         | 16 50 |
| " " 1-lb. tails, per case                     | 10 50 |
| " " 1-lb. tails, per case                     | 15 00 |
| " " flats, per case                           | 15 50 |

MEATS

|   |      |
|---|------|
| Pork and beans (V.C.P. Co.), 1's, per doz.          | 1 25 |
| " " 2's, " "  | 1 90 |
| " " 3's, " "  | 2 60 |
| Clark's 1 lb. plain, per case                       | 2 37 |
| " " 2 " " "   | 1 85 |
| " " 3 " " "   | 2 40 |
| " " 1 " tomato sauce, per case                      | 2 30 |
| " " 2 " " "   | 1 85 |
| " " 3 " " "   | 2 40 |
| " " 1 " Chili " "                                   | 2 25 |
| " " 2 " " "   | 1 95 |
| " " 3 " " "   | 2 35 |
| Soups (Van Camp's), per doz.                        | 1 25 |
| Canned chicken (Man. Can. Co.) per doz.             | 3 25 |
| " turkey (Aylmer), per doz                          | 3 30 |
| " chicken (Delhi), per doz                          | 3 20 |
| " turkey (Aylmer), per doz                          | 3 30 |
| " chicken (Delhi), per doz                          | 3 20 |
| " duck (Aylmer), per doz                            | 3 30 |
| " chicken (Delhi), per doz                          | 3 20 |
| Corned beef " 2s " "                                | 2 80 |
| " " 1s " "  | 1 60 |
| " Man. Can. Co. 2's per doz.                        | 2 50 |
| " " 1s " "  | 1 35 |
| Roast beef (Man. Can. Co.), 2s, per doz             | 2 50 |
| " " 1s " "  | 1 35 |
| " (Clark's), 1's, per doz                           | 1 55 |
| " " 2s, " "   | 2 65 |
| Potted meats, 1's, per doz.                         | 0 55 |
| Veal loaf (Libbey's), 1 lb., per doz.               | 1 25 |
| " " 1 lb. " "                                       | 2 50 |
| Ham loaf " 1 lb. " "                                | 1 25 |
| " " 1 lb. " "                                       | 2 50 |
| Chicken loaf " 1 lb. " "                            | 85   |
| " " 1 lb. " "                                       | 3 50 |
| Luncheon (Clark's), 1's, " "                        | 3 45 |
| " (Aylmer), 1's, " "                                | 3 00 |
| Sliced smoked beef (Libbey's), 1-lb. tins, per doz. | 1 80 |
| " " 1-lb. tins, " "                                 | 3 10 |
| " " 1-lb. glass, " "                                | 3 35 |
| Chipped " " 1-lb. glass, " "                        | 1 45 |
| " " " 1-lb. glass, " "                              | 2 40 |
| " " " 1-lb. tins, " "                               | 0 50 |
| 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 steady since the recent advance of 5c. per 100 lbs. We quote:

|                               |      |
|-------------------------------|------|
| Montreal granulated, in bbls. | 4 90 |
| " " in sacks.                 | 4 85 |
| " yellow, in bbls.            | 4 50 |
| " " in sacks.                 | 4 45 |
| Wallaceburg, in bbls.         | 4 80 |
| " " in sacks.                 | 4 75 |
| Berlin, granulated in bbls.   | 4 80 |
| " " sacks.                    | 4 75 |
| icing sugar in bbls.          | 5 50 |
| " " in boxes.                 | 5 70 |
| " " in small quantities.      | 6 10 |
| Powdered sugar, in bbls.      | 5 30 |
| " " in boxes.                 | 5 50 |
| " " in small quantities.      | 5 75 |
| Lump, hard, in bbls.          | 5 60 |
| " " in 1-bbls.                | 5 60 |
| " " in 100-lb cases.          | 5 60 |
| Raw sugar.                    | 4 50 |

SYRUPS AND MOLASSES — Prices continue as follows:

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

**COFFEE**—Prices are steady at the recent advance. We quote:

|   |          |          |
|---|----------|----------|
| Whole green Rio, per lb.                    | 0 11 1/2 | 0 12     |
| roasted " per lb.                           | 0 16 1/2 | 0 16     |
| Ground roasted Rio                          | 0 11     | 0 11     |
| Standard Java in 25-lb. tins, per lb.       | 0 31     | 0 31     |
| Old Government Java in 25 lb. tins, per lb. | 0 32     | 0 32     |
| " Mocha                                     | 0 32     | 0 32     |
| Imperial Java, in 25 lb. tins, per lb.      | 0 29     | 0 29     |
| Pure mocha                                  | 0 25     | 0 25     |
| " Maracaibo                                 | 0 19     | 0 19     |
| Choice Rio                                  | 0 15 1/2 | 0 15 1/2 |
| Pure  | 0 15 1/2 | 0 15 1/2 |
| Seal Brand (C & S) in 2-lb. tins, per lb.   | 0 32     | 0 32     |
| " " 1-lb. " "                               | 0 33     | 0 33     |
| Local Blends:—                              |          |          |
| Mocha and Java in 2-lb. tins, per lb.       | 0 23     | 0 24     |
| " " 1-lb. " "                               | 0 23     | 0 24     |

MATCHES—

|                   | Per case |
|-------------------|----------|
| " Telegraph "     | 4 95     |
| " Telephone "     | 4 85     |
| " King Edward "   | 3 65     |
| " Head Light "    | 4 40     |
| " Rising Star "   | 5 90     |
| " Eagle "         | 2 05     |
| " Victoria "      | 3 25     |
| " Silent, 200's " | 2 30     |
| " " 500's "       | 4 90     |
| " Comet "         | 2 25     |

FOREIGN DRIED FRUITS—

|   |          |
|---|----------|
| Sultana raisins, bulk, per lb.                          | 0 07 1/2 |
| " cleaned, " "  | 0 08 1/2 |
| " 1 lb. pkgs.   | 0 11     |
| Table raisins, Connoisseur clusters, per case.          | 2 60     |
| " extra dessert, " "                                    | 3 40     |
| " Royal Buckingham, " "                                 | 4 00     |
| " Imperial Russian " "                                  | 5 25     |
| " Connoisseur clusters, 1 lb. pkgs. per case (20 pkgs.) | 3 75     |
| " Connoisseur clusters, boxes (5 lb.)                   | 0 80     |
| Valencia raisins, f. o. s.                              | 1 75     |
| " selected  | 1 85     |
| " layers  | 2 10     |

California raisins for November delivery.

|  |          |
|--|----------|
| California raisins, muscatels, 2 crown, per lb.                                    | 0 09     |
| " " 3 " "  | 0 09 1/2 |
| " " 4 " "  | 0 08 1/2 |
| " " choice seeded in 1-lb. packages  | 0 07 1/2 |
| " " per package  | 0 07 1/2 |
| " " fancy seeded in 1-lb. packages   | 0 07 1/2 |
| " " per package  | 0 07 1/2 |
| " " choice seeded in 1-lb. packages  | 0 09 1/2 |
| " " per package  | 0 09 1/2 |
| " " fancy seeded, 1-lb. packages, per package                                      | 0 09 1/2 |
| (Above prices for California raisins and are for present delivery from old stock.) |          |
| California raisins, muscatels, 2 crown, per lb.                                    | 0 07     |
| " " 3 " "  | 0 07 1/2 |
| " " 4 " "  | 0 07 1/2 |
| " " choice seeded in 1-lb. packages  | 0 07 1/2 |
| " " per package  | 0 07 1/2 |
| " " fancy seeded in 1-lb. packages   | 0 07 1/2 |
| " " per package  | 0 07 1/2 |
| " " choice seeded in 1-lb. packages  | 0 08 1/2 |
| " " per package  | 0 08 1/2 |
| " " fancy seeded, 1-lb. packages   | 0 09 1/2 |
| " " per package  | 0 09 1/2 |

Prunes, October delivery.

|                        |          |
|------------------------|----------|
| Prunes 100-120 per lb. | 0 06 1/2 |
| " 90-100 " "           | 0 07 1/2 |
| " 80-90 " "            | 0 08     |
| " 70-80 " "            | 0 08 1/2 |
| Prunes 60-70 " "       | 0 04     |
| " 50-60 " "            | 0 09 1/2 |
| " 100-120 per lb.      | 0 05     |
| " 90-100 " "           | 0 05 1/2 |
| " 80-90 " "            | 0 06 1/2 |
| " 70-80 " "            | 0 06 1/2 |
| " 60-70 " "            | 0 06 1/2 |
| " 50-60 " "            | 0 07 1/2 |
| " 40-50 " "            | 0 07 1/2 |

The Cana

Currants, uncl  
" dry cl  
" wet cl  
" Filiat  
" Vostiz  
Hallowee dates  
Figs, cooking i  
Apricots, choi  
Apricots, stan  
Peaches, choi  
Apricots, choi  
" per lb.  
Apricots, stand  
" 1), per lb.  
Peaches  
Pears, choice (standard)  
Plums, choice (standard)  
Nectarines, ch

CANDI

Lemon, per lb.  
Orange " "  
Citron " "  
Mixed, in 1-lb.

NUTS—

Almonds, per 1 (shell)  
Filberts  
Peanuts  
Jumbos  
Walnuts, new,  
" "  
" "  
Pecans, per lb  
Brazil, per lb.

SPICES

Pepper, black  
" white  
Cayennepepper  
Cloves, in 5 lb.  
Cassia, "  
Allspice, "  
Ginger, in 10-lb.  
Mixed spice, in  
Mace, in 5-lb.

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range from 75c. to \$1 a box. Pears bring \$1 and \$1.25 a box yet, while greengage plums bring 75c. Bradshaws, 60c. to 75c. Crab apples, 35c. to 50c. for 20-lb. boxes. Blackberries are worth \$2 per crate.

California fruits are still coming in fairly well, though the advance of the local season shuts out importations to a considerable extent.

\* \* \*

Vegetable supplies are practically all local now. Celery is on the market in good quantities, bringing 40c. to 50c. a dozen. Green corn sells at 20c. per dozen, cabbage, local, 2c. per lb. Tomatoes are fairly well supplied now from up country sources. They sell at \$1.25 and \$1.50 per crate. Potatoes are plentiful and quotations range in the vicinity of \$15 per ton.

\* \* \*

Thirty-three to thirty-five cents per dozen is the wholesale paying price for fresh ranch eggs, and retailers are selling at 40c. and 45c. per dozen, with the article scarce at the price. Eastern eggs are of doubtful quality at the present moment, yet the price is up to 26c. per dozen for candled stock.

Local butter remains unchanged at 25c. for creamery. Eastern butter is nearly as high. Cheese is from 16c. to 16½c.

### N. B. MARKETS.

St. John, N.B., Aug. 27, 1906.

Business continues good. Values are firmly held. The continued dry weather affects particularly dairy produce. While

it has been fairly warm we have had none of the extreme heat of western cities or even of points inland in this province. Forest fires have done much damage. In New Brunswick lumber is our chief wealth and therefore fire is a most dreaded misfortune. Unfortunately it is often the result of carelessness. Our people are not alive to the need of well devised efforts to prevent these disasters. Personal responsibility should be brought home to those doing anything likely to cause fires. Another important matter is better methods to fight the fires, particularly in their early stages.

Next week will be one of great interest. The exhibition, which promises to be our best, will bring crowds into the city, railway fares being extremely low. Our wholesale houses in particular will see to it that their customers have every attention. It is profitable, as well as pleasant, that outside buyers should see the establishments and meet the proprietors of the houses with which they are doing business.

**OIL**—There is increased business in burning oil. Prices are unchanged. All Fall contracts have been made. In lubricating oils there is active business, dealers report a good season. Gasoline has a very heavy demand. Dealers are unable to get enough to stock. Paint oils unchanged. Just a fair sale. Cod oil has just a steady demand at even prices.

**SALT**—In Liverpool coarse salt the quantity being handled is large; values well maintained. There are continued arrivals. Fine salt, just fair business.

**CANNED GOODS**—Our market has a

fair stock of corn and tomatoes. While full prices rule, values unchanged. Peas firm at the advance. Strawberries held at full figures. Fruits not large sellers here. In gallon apples, local packers supply the market. Prices rather higher than last year. Salmon firm at full prices. Oysters scarce. In domestic fish, sardines expected to be a light pack, and values likely to be higher; haddies and kippered herring unchanged.

**GREEN FRUIT**—Dealers are very busy. Apples keep high, some good stock now arriving. Bananas in full supply. Oranges are scarce and high. Lemons hold at very full prices. Pears are fine stock, prices firm. Californian and eastern Bartlett's offered. Peaches scarce and high. Plums are fine, price unchanged. Melons, just fair business. Grapes in light supply. Sweet potatoes held at full price.

**DRIED FRUIT**—Spot seeded raisins firmer. Futures unchanged. Prices quoted on new Valencias high. There is some sale for seedless California raisins. In prunes, little spot stock. Goods for Fall easy. Apricots and peaches high. Spot currants unchanged, futures firmer. New York cleaned largely bought. Dates, figs and peels are all rather higher than last year. Evaporated apples scarce. New goods expected in about thirty days. This will mean lower prices. Valencia onions freely offered, prices rather higher. Reports of Canadian onions not favorable.

**SUGAR**—The Glasgow steamer of last week landed a large quantity of Scotch granulated. In local market advance of last week firmly held and higher prices expected.

ESTABLISHED IN 1842

## VALENCIA RAISINS

*Are Scarce and Dear.*

WE OFFER IN PLACE

**MALAGA** 3 Crown Loose **RAISINS**  
Muscatel

50-lb. Boxes. Per Box, \$3.50

**ISN'T IT CHEAP?**

**L. CHAPUT, FILS & CIE.**

WHOLESALE GROCERS, and IMPORTERS

**2, 4, 6 and 8 DeBresoles Street, MONTREAL**

**DID IT EVER OCCUR TO YOU**

THAT, THIS YEAR, YOU COULD MAKE MONEY IN

**CANNED SALMON**

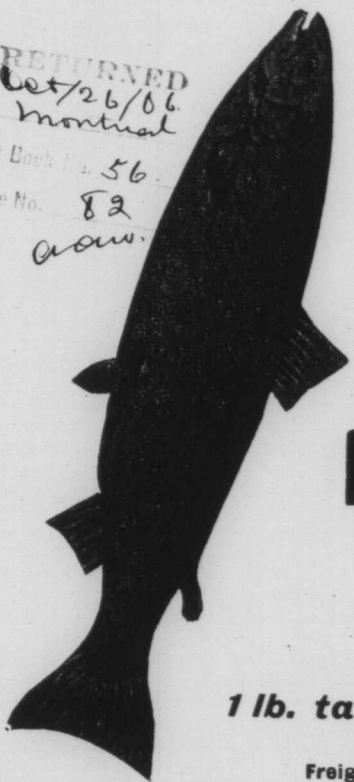
NOTWITHSTANDING THE SHORT PACK AND THE HIGH PRICE?

**GAZELLE**



**BRAND**

RETURNED  
Oct/26/06  
to Montreal  
Cut Book No. 56  
Page No. 82  
a.s.w.



**Fancy  
Fraser River  
Red Sockeye**

will do it for you

**1 lb. talls, cases 4 doz., \$1.70 per doz.**

Freight prepaid in 5 case lots, to any railway stations in  
Quebec and Ontario

RETURNED  
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**HUDON, HEBERT & CO.,**  
MONTREAL LIMITED

THE MOST LIBERALLY MANAGED FIRM IN CANADA.



# Hot Weather

Means a heavy demand for our  
MILD CURED

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

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

WRITE US FOR PRICE LISTS

**THE PARK, BLACKWELL CO.**  
**PORK AND BEEF PACKERS LIMITED**  
**TORONTO**

TELEPHONE M 3960

# LARD

There are two very good reasons why we may expect to see higher prices for Lard.

The weather is getting colder, people use more Lard in cold weather.

Butter is scarce and higher and will be higher yet.

We do not think you can go astray in buying Lard at present prices.

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

Represented by R. G. DeCew, St. John, N.B.



## CORONA PURE LARD

IN 1 LB. BLOCKS  
50 lbs. to Box

**QUALITY GUARANTEED**

A FIRST CLASS ARTICLE IN  
A CLEAN PACKAGE

Send for Trial Orders by Express

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

IT  
COMES  
EASY



The consent of a customer to buy at your store comes easy when the attraction is our label on **Hams** and **Breakfast Bacon**, or our **Butter, Lard, Eggs, Cheese, Sausage, Bologna**, etc.

We have told other grocers the reason and we'll be glad to tell you.

Write for "Reasons."

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

The cheese breaking previous records of new records of production. A prominent authority puts it, "We start with the end of the week thousands of people reluctantly, at present prices, to supply our needs are lower than have bought a spot."

The above is of this year's production is that the country than the market real is higher. Now, how is it mate profit? I where can anyone sell them even of profit?

This great trade "the backbone of the industry," the dairy mismanaged from view. Under the buying on the competition of the business initiative. We have former buy the fit if the market sell for future become "buyers to fill their corners as "short sales sions, grain, etc for future delivery market has inv and prices for lower than spot.

This makes a against the sell when it is cons Great Britain e the quality of is against him prominent household business, and the former legitimate day a dead letter

Statistically very strong one look it seems t forced higher.

Receipts in M 91,763 boxes of ages of butter, cheese and 27,46 the same week since May 1 of and 421,504 packages compared with 1,32: 504,492 packages responding period

Our exports boxes of cheese

# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN

The cheese market still continues breaking previous records and making new records of high prices for the future. A prominent house in Great Britain puts it, "The market is spasmodic. We start with a dull Monday and by the end of the week we find we have sold thousands of boxes of cheese. We buy reluctantly, as we have no confidence in present prices, but we must have goods to supply our trade. The spot prices are lower than the c.i.f. prices, so we have bought a good many cheese on spot."

The above is a very fair illustration of this year's cheese business. The fact is that the country markets are higher than the market in Montreal, and Montreal is higher than British markets. Now, how is it possible to make a legitimate profit? In other words, how or where can anybody buy any goods and sell them even at a very small margin of profit?

This great trade, we might almost say "the backbone of the Dominion of Canada," the dairy industry, seems to be mismanaged from a commercial point of view. Under the keen competition of buying on the one hand, and the keen competition of selling on the other hand, the business has become very speculative. We have "bulls" and "bears"; the former buy the goods in hopes of a profit if the market prices advance, the latter sell for future delivery and then they become "buyers" when the time comes to fill their contracts. Cheese is a most unfortunate article of speculation as far as "short sales" are concerned. Provisions, grain, etc., sell at a higher price for future delivery, while in cheese the market has invariably to be discounted, and prices for future delivery are always lower than spot prices.

This makes a gamble, with the odds against the seller every time, especially when it is considered that the buyer in Great Britain can always find fault with the quality of the goods if the market is against him; yet some of our most prominent houses will do this sort of business, and the consequence is that the former legitimate order business is today a dead letter.

Statistically our situation remains a very strong one and from present outlook it seems that prices may still be forced higher.

Receipts in Montreal last week were 91,763 boxes of cheese and 26,344 packages of butter, against 83,824 boxes of cheese and 27,466 packages of butter for the same week of last year, or a total since May 1 of 1,378,267 boxes of cheese and 421,504 packages of butter, as compared with 1,322,817 boxes of cheese and 504,492 packages of butter for the corresponding period of last year.

Our exports were last week 89,507 boxes of cheese and 26,307 packages of

butter, against 86,896 boxes of cheese and 27,240 packages of butter for the same week of last year, or a total since May 1 of 1,293,463 boxes of cheese and 212,716 packages of butter, as compared with 1,176,643 boxes of cheese and 353,611 packages of butter for the corresponding period of last year.

Up to date we received 55,450 boxes more cheese than last year and we exported 116,820 boxes more, leaving us 61,370 boxes of cheese less in stock than at this time last year. In butter our receipts are 82,988 packages short of last year, and our shipments are 110,895 packages less, leaving a stock of 27,907 packages in excess of the stocks at this time last year.

The season started unfavorably, and the recent weather conditions of extreme heat and drought have not improved matters in the country. The above figures show a considerable falling off in the production of milk, the increase in the receipts of cheese being considerably more than offset by the enormous decrease in the receipts of butter.

Butter, compared with cheese, has been the cheaper article all through the season, but it looks now as though our butter was also wanted in Great Britain, and recent prices show a substantial advance, although they remain still at a discount against prices for cheese, which simply means that farmers will continue to make cheese rather than butter, wherever they are in the position of making either article.

## THE PROVISION SITUATION.

Live hog prices are steadily getting down. This week the packers were paying \$6.40 f.o.b. country points, which means \$6.25 for the farmer. The official bacon figures given out in the Old Country show a decline for last week of 5s. on Danish and 3s. on Canadian. The supposed cause of the decline on the English market is the size of recent American shipments, which have been running from 17,000 to 20,000 boxes, while the normal has been about 15,000. The American packers began to reduce the price of live hogs several weeks ahead of the Canadian, and the latter have a lot of pork in their cellars now on which they will lose several shillings a hundredweight. The price of finished hog products usually follows the live hog market five or six weeks later, and this accounts for the weaker tone in hog products in Canada.

Deliveries of live hogs have been a little lighter of late. The farmers were marketing quite a number of immature animals and the packers reduced the price on that class to induce the growers to keep them a few months longer. The plan has apparently worked all right.

## OUR LONDON LETTER.

Inquiry amongst the trade goes to show that Canadian bacon is selling better than it has done for some while past. This is evidently directly due to the improved quality of arrivals on this market, for there is no shortage of supplies of bacon from other sources. Stocks of Canadian on hand, however, are not very plentiful, and in the absence of advice of heavier arrivals, sellers have adopted a firm attitude. Prices have therefore been advanced from 2s. to 3s. Retailers and distributors are somewhat unwilling to take this advance lying down, for they still contend, as they have been doing for some while back, that the quality of Canadian bacon does not justify the upward movement. However, market conditions are against them, and the fact that they continue to buy whatever is on offer goes to show that they realize the state of affairs. It is confidently hoped that October will see more hogs marketed in Canada and that more plentiful supplies will be available for this market.

The position of the Canadian cheese market here is eminently satisfactory from the sellers point of view and latest advices from across the water go to show that the firm attitude adopted is in every respect warranted. Of course while it is impossible to contradict the statement that Canadian cheese rules this market, it would not, perhaps, be out of place to remind Canadians that any further advance in price on their part would be attended with questionable results. It is true that stocks here, though fair, are not heavy, and it is true that buyers are responding readily to the present high prices asked (60s. and 61s. for choicest colored) but it would be well to bear in mind that there is a limit to the buying capacity of retailers, and that any bullish tendencies on the part of sellers will be vigorously resisted. About 175,000 boxes are now on hand at the warehouses in London, but the amount that has gone into consumption during the past seven days has been above the ordinary. It is quite impossible to account for this. Indeed the consumption of cheese seems to vary without any particular cause, and often in the hottest weather, when the quality is materially affected for the worse by the heat, larger quantities are consumed. There is no New Zealand cheese on offer, and the demand for Dutch is exceedingly poor.

The Canadian butter market does not seem to be developing so rapidly this year as it did last. However, the demand has been better this week for such supplies as have come to hand, and best packages are making 110s.



PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Provisions are practically unchanged since last report. Market conditions are just about the same as prevailed at that time. Export inquiry is becoming more noticeable. Local trade is satisfactory in all lines. Lard, hams and bacon are moving out freely. Although it was thought possible in some quarters that there might be a decline in prices, one has not occurred so far, quotations being steadily maintained.

|   |          |         |
|---|----------|---------|
| Lard, pure tierces                        | 0 12     |         |
| " " " 56-lb. tins                         | 0 12 1/2 |         |
| " " " 20-lb. pails, wood (10 1/2)         | 0 12 1/2 |         |
| " " " cases, 10-lb. tins, 60 lbs. in case | 0 12 1/2 |         |
| " " " 5-lb.                               | 0 12 1/2 |         |
| " " " 3-lb.                               | 0 12 1/2 |         |
| Lard, Boar's Head brand, tierces, per lb. | 0 09     |         |
| " " " 1/2-bbl., per lb.                   | 0 09 1/2 |         |
| " " " tubs                                | 0 09 1/2 |         |
| Cases, 20 3-lb. tins, per lb.             | 0 10     |         |
| " " " 12 5-lb. tins                       | 0 09 1/2 |         |
| " " " 6 10-lb. tins                       | 0 09 1/2 |         |
| 20-lb. wood pails, each                   | 1 90     |         |
| 20-lb. tin pails, each                    | 1 80     |         |
| Wood net, tin packages, 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 15 1/2 |         |
| Hams                                      | 0 14 1/2 | 0 16    |
| Extra plate beef, per bbl.                | 12 50    | 13 00   |

BUTTER—The butter market is once more higher, having advanced in sympathy with the English market, which went up 3-4c. per pound last week. The situation is rather strong and holders seem to have every confidence that they will be making still higher prices during the coming month. Demand from England has been fairly good of late, but whether the advanced price asked will curtail the demand or not remains to be seen. Prices may possibly go up another notch, but if they do demand will doubtless fall off somewhat.

|                         |          |          |
|-------------------------|----------|----------|
| Choicest creamery, salt | 0 23     | 0 23 1/2 |
| Medium creamery         | 0 22 1/2 | 0 23 1/2 |
| Western dairy           | 0 18 1/2 | 0 19     |

CHEESE—Another advance has taken place, but this one is evidently the work of manipulation, some operators trying to raise prices in the country above a basis that can be made on spot, their object being best known to themselves. To the last advance the response from England has been very light. From present appearances it looks as though the market had about reached top at last, although this has been said before. Shipments continue very heavy, so that there is little accumulation on spot.

|           |          |          |
|-----------|----------|----------|
| Ontario   | 0 13     | 0 13 1/2 |
| Townships | 0 12 1/2 | 0 12 1/2 |
| Quebec    | 0 12 1/2 | 0 12 1/2 |

EGGS—Cool weather recently has been the cause of a slight improvement in the quality of the eggs offered, although dealers are still receiving many lots shipped during the hot spell and these are none too satisfactory. Consumption is still rather limited in the city and district, but as receipts are not particularly heavy, this does not affect the situation very much. Since last week there has been practically no change in prices. Quotations give 20c. to 21c. for selects, according to size and quality, and from 17 1-2c. to 18c. for No. 1.

TORONTO MARKETS.

PROVISIONS—The market has scarcely the strength of last week, but there are few quotable changes. Street lot

hogs, however, are down a quarter to three-quarters of a cent, this week's prices being \$9.50 to \$10. Smoked breakfast bacon is also easier, 16c. being the ruling price at present.

|                                 |          |          |
|---------------------------------|----------|----------|
| Long clear bacon, per lb.       | 0 12 1/2 | 0 13     |
| Smoked breakfast bacon, per lb. | 0 16     | 0 17     |
| Roll bacon, per lb.             | 0 12 1/2 | 0 13     |
| Small hams, per lb.             | 0 16     |          |
| Medium hams, per lb.            | 0 16     |          |
| Large hams, per lb.             | 0 15     |          |
| Shoulder hams, per lb.          | 0 11 1/2 |          |
| Backs, plain, per lb.           | 0 17     |          |
| " " " pea meal                  | 0 18     |          |
| Heavy mess pork, per bbl.       | 21 50    |          |
| Short cut, per bbl.             | 24 00    |          |
| Lard, tierces, per lb.          | 0 11 1/2 | 0 11 1/2 |
| " " " pails                     | 0 11 1/2 | 0 11 1/2 |
| " " " compounds, per lb.        | 0 09     |          |
| Plate beef, per 200-lb. bbl.    | 11 00    | 12 00    |
| Ref. hind quarters              | 8 50     | 9 00     |
| " " front quarters              | 4 00     | 5 00     |
| " " choice carcasses            | 6 50     | 7 50     |
| " " common                      | 5 00     | 5 10     |
| Mutton                          | 0 12     | 0 13     |
| Lamb                            | 0 08     | 0 10     |
| Hogs, street lots               | 9 50     | 10 40    |
| Veal                            | 0 07     | 0 10     |

BUTTER—There is some falling off in the supply of butter, consequent upon the pasture getting poorer at this time of year, and prices show a general firmness and a tendency to advance. The present quotations are:

|                      |      |      |
|----------------------|------|------|
| Creamery prints      | 0 23 | 0 24 |
| " " " solids, fresh  | 0 22 | 0 22 |
| Dairy prints, choice | 0 21 | 0 22 |
| " " " tubs, choice   | 0 21 | 0 21 |
| Baker's butter       | 0 16 | 0 18 |

CHEESE—Prices are still high and the market strong. We quote:

|                   |          |
|-------------------|----------|
| New cheese, large | 0 13     |
| " " " twins       | 0 13 1/2 |

EGGS—Eggs are much easier. A good supply is coming in, although the shrinkage is still heavy.

|                 |      |          |
|-----------------|------|----------|
| Eggs (new laid) | 0 18 | 0 18 1/2 |
| " " " bakers'   | 0 16 | 0 16     |

POULTRY—A good demand is experienced with prices unchanged.

|                 |      |      |
|-----------------|------|------|
| Old fowl        | 0 10 | 0 12 |
| Young ducks     | 0 19 | 0 10 |
| Spring chickens | 0 13 | 0 14 |

WINNIPEG MARKETS.

BUTTER—Creamery butter prices are unchanged from last week. Supplies are liberal. We quote:

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

Produce houses are paying 14 1/2c. per pound for good dairy butter.

CHEESE—

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

LARD—

|   |          |
|---|----------|
| Tierce basis, per lb.                         | 0 12 1/2 |
| Small packages take the following advance:    |          |
| 50-lb. tin cans, per lb.                      | 0 00 1/2 |
| 20-lb. tin pails, in 8 1/2-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 18     |
| Bacon, " "   | 0 22 1/2 |
| Backs, " "   | 0 16 1/2 |
| Hams, light, 10 to 13 average                        | 0 17 1/2 |
| " " " medium, 14 to 16 average                       | 0 17     |
| " " " heavy, 20 to 30, for slicing                   | 0 15 1/2 |
| " " " heavy s. in 20 to 30 for slicing               | 0 17     |
| Picnic hams, light, choice, 6 to 8                   | 0 13 1/2 |
| Shoulders light, choice                              | 0 11     |
| Breakfast bacon, clear, bellies, light 8 to 10       | 0 18 1/2 |
| " " " clear bellies 12 to 14                         | 0 17     |
| Clear backs, b bacon light                           | 6 18     |
| " " " b bacon 12 to 14                               | 0 17 1/2 |
| Spiced rolls, long if in stock                       | 0 18     |
| " " " short  | 0 13     |
| Dried beef ham sets                                  | 0 12     |
| Smoked hams boned and roll d. 2. per lb. additional. |          |

DRY SALT MEATS.

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

BARREL PORK.

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

PICKLED GOODS (COOKED).

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

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

ST. JOHN, N.B.

PROVISIONS—In pork there is but a light business. Mess pork is firmer; clear, unchanged. Beef is slightly easier, sale is small at this season. A fair quantity of Canadian lard now offered. While prices are firm, American changes almost daily, up and down. Smoked meats extremely high. Fresh beef is lower, particularly domestic stock; sales light. There is little veal offered. Lamb is held firm, prices high for the season. Mutton low. Pork, light inquiry. Price firm.

|                        |          |          |
|------------------------|----------|----------|
| Mess pork, per bbl.    | \$22 50  | \$23 50  |
| Clear pork, " "        | 20 00    | 23 00    |
| Plate beef, " "        | 13 50    | 14 50    |
| Domestic beef, per lb. | 0 05     | 0 07     |
| Western beef, " "      | 0 07 1/2 | 0 05     |
| Mutton, " "            | 0 05     | 0 06     |
| Veal, " "              | 0 07     | 0 08     |
| Lamb, " "              | 0 09     | 0 10     |
| Pork, " "              | 0 09     | 0 10     |
| Hams, " "              | 0 11     | 0 16     |
| Rolls, " "             | 0 12     | 0 14     |
| Lard, pure, tubs, " "  | 0 12 1/2 | 0 12 1/2 |
| " " " pails, " "       | 0 12 1/2 | 0 13     |
| Refined lard, tubs     | 0 09 1/2 | 0 10 1/2 |
| " " " pails            | 0 09 1/2 | 0 10     |

BUTTER—Market on all grades keeps well cleaned up and full prices obtained. Good stock has active demand.

|                   |      |      |
|-------------------|------|------|
| Creamery butter   | 0 22 | 0 25 |
| Best dairy butter | 0 19 | 0 20 |
| Good dairy tubs   | 0 18 | 0 19 |
| Fair " "          | 0 16 | 0 18 |

EGGS—Just fair receipts; steady sale at firm prices.

|                      |      |      |
|----------------------|------|------|
| Eggs, strictly fresh | 0 20 | 0 25 |
| " " " fresh          | 0 18 | 0 20 |
| " " " case stock     | 0 17 | 0 18 |

CHEESE—Prices again rather higher. Figures are extreme for the season and market firm.

|                 |          |          |
|-----------------|----------|----------|
| Cheese, per lb. | 0 12 1/2 | 0 13 1/2 |
|-----------------|----------|----------|

HOW TO KEEP EGGS.

In reply to a retailer who wanted a reliable process for keeping eggs, the National Provisioner replied:

Water glass (silicate of soda) is one of the best preparations for the preservation of eggs. Water glass can be obtained from your druggist and is a clear, sirupy fluid. Mix one pint in an earthenware or glass with nine pints of boiling water. Do not use metal. This solution should be allowed to cool before being used. See that the eggs are clean and strictly fresh. Pack them in a stone, glass, or wooden vessel that is water tight and perfectly clean. When the container is two-thirds full of eggs pour the cold water glass solution carefully over them, allowing the solution to stand about two inches higher than the topmost layer of eggs. Cover the container tightly and place it in a cool, dry place to be kept there until the

eggs are wanted which the eggs and the air pure you would keep room is too warm be found upon removed. When use they may be tion, dried and p ket. An ordinary tinguish them f case egg. They c for all culinary p but if they are to of the egg sho coarse darning n are liable to bur in this solution f The solution sho each lot of eggs

SOME BU

The following prices in England Co. in their circ teresting:

|                       |        |
|-----------------------|--------|
| Danish . . . per cwt. | 11     |
| Normandy . . . "      | 8      |
| Dutch . . . . . "     | 10 1/2 |
| Canadian, etc. . . "  | 8 1/2  |

It is noticeable for Canadian is low the lowest p

AUSTRA

Australian exp Britain has incr follows:

|           |  |
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| 1903-1904 |  |
| 1904-1905 |  |
| 1905-1906 |  |

Since October been in force, ma year's shipping £92,575.

OPENING FOR

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eggs are wanted for use. The room in which the eggs are kept should be cool and the air pure and sweet, as clean as you would keep a milk room. If the room is too warm a gummy deposit will be found upon the eggs when they are removed. When the eggs are wanted for use they may be taken from the solution, dried and packed in cases for market. An ordinary observer cannot distinguish them from an ordinary fresh case egg. They can be used satisfactorily for all culinary purposes except boiling, but if they are to be boiled the large end of the egg should be pierced with a coarse darning needle. Even then they are liable to burst open. Eggs will keep in this solution from six to ten months. The solution should be made fresh for each lot of eggs packed.

SOME BUTTER PRICES.

The following comparison of butter prices in England by Thos. Nesbitt & Co. in their circular of August 13 is interesting:

|                  | 1904 |     | 1905 |     | 1906 |     |
|------------------|------|-----|------|-----|------|-----|
|                  | s.   | s.  | s.   | s.  | s.   | s.  |
| Danish..per cwt. | 110  | 112 | 120  | 122 | 114  | 116 |
| Normandy.. "     | 80   | 108 | 92   | 308 | 95   | 104 |
| Dutch..... "     | 102  | 108 | 110  | 112 | 104  | 106 |
| Canadian, etc. " | 82   | 94  | 90   | 110 | 82   | 110 |

It is noticeable that the highest price for Canadian is next to Danish but below the lowest price for Danish.

AUSTRALIAN BUTTER.

Australian export of butter to Great Britain has increased in three years as follows:

|                 | Tons.  |
|-----------------|--------|
| 1903-1904 ..... | 19,855 |
| 1904-1905 ..... | 21,368 |
| 1905-1906 ..... | 26,450 |

Since October cheaper freights have been in force, making a reduction in this year's shipping bill from £185,150 to £92,575.

OPENING FOR CANADIAN MEAT.

The Canadian commercial agent in South Africa writes:

"Recent statements in the press regarding the methods of meat packing in Chicago had the effect of seriously injuring the sale of United States of America tinned meats in South Africa, to

the great benefit of Australian canners who have not been slow to take advantage of the opportunity.

"The new tariff is also favorable to the latter, allowing a rebate of 1-2c. per lb. on canned meats of Canadian and Australian origin. Canadian canners would do well at the present juncture to take more interest in the South African market."

WANT CANADIAN EGGS.

Prof. Ed. Brown, assistant director agricultural department, University College, Reading, England, who is now in Canada studying agricultural methods, says:

"Great Britain's main source of supply for poultry and eggs is Northern and Eastern Europe. We paid Russia alone nearly \$15,000,000 last year for poultry products. The best eggs come from Denmark, but on the whole the quality of the products received from foreign sources is not good. Canada can supply a better quality of eggs and a finer type of dressed poultry than any of her competitors. Unfortunately the farmers in the Dominion are at present unable to meet even the home demand, and consequently the exports of these products to Great Britain have been materially reduced. The markets are there, and why cannot the Canadian people supply them?"

In discussing the methods adopted in shipping Canadian eggs to Great Britain Professor Brown expressed a preference for limed eggs over those shipped in cold storage, as the latter had to be consumed immediately after being taken out for they rapidly deteriorated in quality, but limed eggs were fairly safe as a market commodity.

PROVISION NOTES.

Italian importers are seeking Canadian tinned butter as a result of the exhibition at Milan.

The commission business of Williams & Mellis, Victoria, B.C., is being continued by Jas. M. Mellis.

The first cheese factory in British Columbia has been started at Langley Prairie. The capacity is 1,000 pounds of cheese a day.

The annual report of the Danish Butter Price Statistic Office has been issued

You Should Handle

Clark's Sliced Smoked Beef

- Because** every can is guaranteed to be of the first quality.
- Because** of its fine Flavor and Texture.
- Because** it will please your customers and a pleased customer is the best advertisement you can have.
- Because** it is canned by the most perfect and cleanly method known.
- Because** its price is within the reach of all.

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.

O. R. COOPER

TORO TO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



WILSON'S  
Fly Pads

Every country store should stock them, because every housekeeper wants them.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants.

TORONTO.

B ROOMS  
BRUSHES  
BASKETS

WOODEN WARE WILLOW WARE

Paper Bags  
Wrapping Paper  
Grocer's Sundries

Twines

WALTER WOODS & CO  
Hamilton and Winnipeg.



and the average price got for butter sent to Great Britain was Kr 98.41 (\$26.37 1-3) per cwt.

The Dominion Department of Agriculture has received from the military authorities at Malta forms of tender for the supply of fresh meat and live cattle to that district during next year.

Creameries throughout the province are this year enjoying one of the best seasons they ever had. Though cattle are still pasturing, butter has risen to 40 cents a pound, and for a long time remained at the 35-cent figure.—Victoria, B.C., Colonist.

In July of last year there were exported from the United States 5,232,791 pounds of canned and tinned meats, at a total value of \$542,168. Last month the total number of pounds sent abroad was only 1,039,652, and the value \$104,710.

Between July 1 and May 14 following the exports of Australian butter to Great Britain have been for the years 1903-4, 1904-5, 1905-6, as follows: 19,019 cwts., 22,221 cwts., and 24,912 cwts. respectively.

Hon. B. Findlay, Minister of Agriculture for Alberta, feels that there is restriction of trade in the difference between the price paid stock-raisers and the amount which the general public has to pay for dressed meat, and has called a convention of representatives from Alberta, British Columbia, Manitoba and Saskatchewan, to meet at Calgary to consider the cattle and dressed meat industry.

#### RECORD SPEED.

A fine large new engine has recently been installed in record time in the factory of E. W. Gillett Co., Ltd., Toronto. The makers of the engine thought they required two weeks in which to remove the old engine and install the new one and get it into running shape, but the contract was made with the understanding that the work should be done and the new engine running in four days, and this was accomplished by working two gangs of men, night and day.

The business of the Gillett Co. is so heavy that they were obliged to put in an engine which is of more than double the capacity of the old one which they began with in their new factory less than two years ago.

The management attribute the wonderful increase in the demand for their goods to two facts, one being that the goods made by them are first class and the other to the great results obtained from advertising.

#### VALUE OF U.S. FISHERIES.

The value of the water products taken and sold by United States fishermen in 1905 was approximately \$56,250,000, and this sum is exclusive of the very considerable fisheries of insular possessions and the immense quantities of fish taken for home consumption and by sportsmen. The number of persons who make a livelihood in this industry is about

232,000, and the capital invested exceeds \$82,000,000.

The most valuable of all the fishery products is the oyster, in the output of which the United States surpasses all other countries combined. The crop of 1905 may be placed at 32,000,000 bushels, with a market value of \$15,760,000. Virginia has recently assumed the first rank as an oyster producing state, owing chiefly to the more general practice of oyster farming, the state's yield being now upward of 8,500,000 bushels, with a value to the producers of \$3,250,000.

#### NEW AGENT APPOINTED.

A. A. Carrick, until recently the Montreal representative of E. W. Gillett Co., Limited, has been succeeded by W. C. Murray, who has been for some years this company's Maritime Province representative. Mr. Murray is an old Montreal boy and considering his long experience with the company named and the fact that he is generally liked by the trade wherever he has been, he will undoubtedly make a success in his new position.

E. W. Gillett Co., Limited, now carry a stock in Montreal and are prepared to ship goods direct to retailers, when the latter find it impossible to get what they want from their wholesale grocers. The Montreal office of the company is located in the Coristine building.

## "WALKER BINS"

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

Write for illustrated Catalogue  
"Modern Grocery Fixtures."

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



#### 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.



#### DELIGHTED

is the person who has

### NICHOLSON'S MINCE MEAT

served to him. Delighted should be the Grocer when the opportunity is before him to sell it.

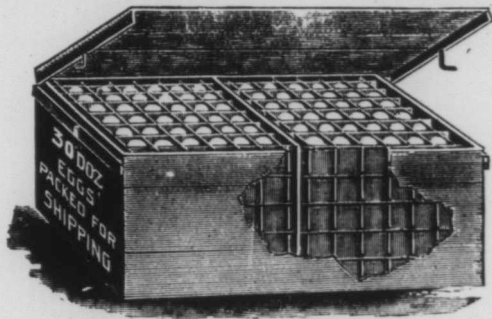
And right here comes the question: "What about your stock of

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

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



## EGG CASE FILLERS



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

*These can be obtained from*  
**The Miller Bros. Co., Limited**

Manufacturers of Egg Case Fillers  
**30-38 DOWD STREET**  
**MONTREAL**

*Board Mills and Filler Factory at GLEN MILLER, ONT.*

## THE Manitoba Canning Co. Ltd.

GUARANTEES

**ALL ITS TINNED MEATS**

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

**YOU RUN NO RISK**

SELLING AGENTS

**Nicholson & Bain, Galloway & Parnell**  
WINNIPEG and CALGARY VANCOUVER

## PRE-EMINENT



**FOR**

**QUALITY**

*The best raw material.  
The best appliances.  
The best methods.  
The best skilled labor.  
The best supervision.*

COMBINE TO PRODUCE  
**THE BEST MILK**

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

## Oval Wood Dishes

**Clean, Strong  
and Inexpensive**

FOR

**BUTTER, LARD, MINCEMEAT,  
PICKLES, and a dozen  
other Grocery Lines.**

Make a clean, neat package. Never leak; never go to pieces.

Your customers will congratulate you on them.

**18,000** now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

**GRAHAM BROS., Kinmount, Ont.**

*Agent for Maritime Provinces*  
**W. S. CLAWSON & CO.**  
11-12 South Wharf St., ST. JOHN, N.B.

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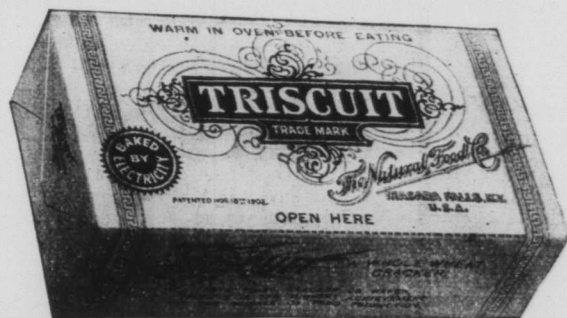
## TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit--except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a "breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house-keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish cookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.



"It's All in the Shreds"

## Come to Toronto Exhibition

and note the displays of the progressive manufacturers of food products. Look up the exhibit of



## Canada Flakes

and make it a point to see the manager and have a chat

with him. You will surely receive some ideas to assist your business. And your suggestions are earnestly desired in return.

Our display aims to impress the "Household" 25c. package. The beautiful china placed in this package is shown to advantage.

Our exhibit shows Canada Flakes to be the purest and best cereal food in Canada, with the additional features of a special aim to advertise direct to your customers, Mr. Grocer.

## Crisp and Tasty

What could be more inviting?  
Then add, **Absolute Purity.**  
Then add, **They're Something**

**New.**

Then you get

**MRS. RORER'S SARATOGA CHIPS.**

If you can imagine an expert chef making you up a delicious dish of fried potatoes you will arrive somewhere near a conception of how fine **Mrs. Rorer's Saratoga Chips** are.

You have customers.  
They like good things.

MADE EXCLUSIVELY BY

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

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

## WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

**MILLS AT**

WINNIPEG  
GODERICH  
BRANDON

**OFFICES**

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

IT PAYS YOU TO PAY FOR QUALITY

**BUY FIVE STARS FLOUR**



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

J. A. McLANDRESS, West Lorne, Ont.  
 WM. McLANDRESS, Dutton, Ont.  
 Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

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

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.

**Six Brands of Flour You Should Sell**  
 McLeod's Special, Hercules, Juliet, Anchor, Classic, Diadem  
 Write or wire for quotations  
**THE McLEOD MILLING CO., LIMITED**  
 Stratford, Ontario

**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.**

**SPILT PEAS POT BARLEY**  
 Quality Guaranteed  
 WRITE FOR QUOTATIONS.  
**THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.**

**TOUGH FIBRE PAPER**  
 FOR GROCERY WRAPPING  
 Strong, Stiff. Will not Break or Crack.  
 SAMPLES AND PRICES GLADLY SENT.  
**CANADA PAPER CO.**  
 TORONTO LIMITED MONTREAL

has left a pleasant and lasting memory and after all expenses were paid \$600 was added to the funds of the town's public library.

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

**Caramel Cereal**  
 The original and best substitute for coffee is put up in one pound cartons, to sell at 15 cents.  
 It is fragrant, rich in color and flavor, and has good body.  
 WRITE FOR STOCK TO  
**The Battle Creek Health Food Company, Limited**  
 Canadian Factory, LONDON, ONT.

**PLEA FOR ORGANIZATION.**

At a recent convention of the New York Grocers' Association, E. A. Stevens, former national organizer, in a plea for organization said:

"It may have been true at one time that competition was the life of trade, but when competition assumes the attitude of opposition it speedily becomes the death of the trade and the ruin of the tradesman. Competition and opposition are easily confounded. In fact, without organization they merely become interchangeable terms.

"The world to-day represents the phenomenal spectacle of innumerable class struggles. In every department of human endeavor, in the realm of labor, in the domain of finance, in the myriad of the world's diversified industries, it is found that all those who follow any one particular pursuit or calling have common interests to maintain, common objects to achieve, common wrongs to redress, and these things can only be accomplished through vigorous, intelligent, united action. The gigantic trusts which embrace every enterprise, commercial, financial, industrial, into which the production and distribution of the world's commodities enter; the great labor organizations which embrace every avocation known to modern industrialism — none of these are dominated by ethical principles; none of them are founded on altruism; not one is based on the Golden Rule enunciated by the great moral teachers, but rather on the reverse of that rule, 'do others or they will do you.'

"Nevertheless, it is a significant fact that out of these great combinations usually evolve or develop an altruism of which the highest ethics need not be ashamed. And the reason is that it is far more rational to love our neighbor as ourself when we realize that his interests are identical with ours and that we can best conserve our own by guarding his, than it was when we considered his existence inimical to ours and his advantage to our detriment."

**BETTER FLOUR**  
 means a better trade for the grocer.  
**Anchor Brand**  
 Flours are the better kind. A trial order will convince you.  
 Mixed cars if you want them.  
**LEITCH BROS.**  
 OAK LAKE, MANITOBA

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## **Fruit, a Short Crop This Year**

### **Jams Will Be a Good Seller**

*It was difficult for us even to get fruit this year, but we are now finishing putting away a good big share of the best berries and fruits that came to Montreal this summer.*

*The enormous increase in population this year means that all these people will have to rely almost altogether on the grocers for their foodstuffs, and taking it into consideration that house-keepers have not been able to get fruits to do their own preserving, the demand for a good line of Jams, Jellies, Marmalades, etc., will be ten times bigger than ever before. We think we have provided for this demand in the best way possible. We have secured from one of the best known English houses their head jam maker and placed him in charge of this department in our factory, and we know that, price for price, we can turn out better goods than any other makers in Canada.*

*As we were early advised of the shortage of berries, our men bought right and left. This gave us a good stock, but we would advise everyone to book their orders as soon as possible as prices are advancing fast.*

*We have a large assortment of packages in glass, running up to 7 lbs., 14 lbs., 30 lbs. ; and barrels and pails for confectioners in any size.*

*Send us an order for Standard Brand Jam in 7-lb. pails (6 to crate), at 5½c. per lb., and we will send you something that will please you. We know by testing that it contains from 15 to 20 per cent. more fruit than any other make at the price, and as we bought sugar pretty cheap there is very little glucose in it, and absolutely no chemical preservative. The goods will show a good profit and prove fast and satisfactory sellers.*

**Do It Now**

**THE OZO COMPANY, Limited, MONTREAL**

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## FRUITS, VEGETABLES AND FISH

Trade Very Active—No Unusual Drift in Prices—Crawford Peaches Will Commence to Arrive Next Week—Fish Trade Picking up Some.

The fruit and vegetable trade continues at high tide. The small fruits are passing, but peaches and pears are just at the gate. The feature of the market this week is the continued stringency in the lemon market. Very little of the fruit is to be had, but a shipment is expected to arrive next week. Large quantities of melons are going into consumption and they are of good quality, but Quebec growers talk of a short season owing to the hot spell. There is a story in the Montreal press of a large grower there who gets \$15 a dozen for his fruit from leading American hotels whose guests indulge in it at the rate of a dollar a slice.

The rain and cooler weather have relieved the vegetable growers of anxiety and supplies are sufficient. Potatoes are cheaper again and the talk of tomato famine has not materialized.

The fish trade is improving and is asking only for cool weather.

### MONTREAL MARKETS.

GREEN FRUITS—Dealers say that during the past couple of weeks business has been first class. Practically all fruits to be offered this season are now on the market, and it must be said that trade has been very brisk in each succeeding line as it was put on the market. Crab apples are offered at 50c. a basket this week, and so far sales have been good. Pears are quoted from \$3.25 to \$3.50. Gooseberries and black currants are now out of the market, while Lawton berries are in scant supply. Lemons have been advanced since last report, the price now being \$7 to \$8 a box.

|                                |           |
|--------------------------------|-----------|
| Late Valencia oranges, per box | 6 00      |
| Dates, per lb.                 | 0 04 1/2  |
| Bananas                        | 1 65 2 00 |
| Cocoanuts, per bag of 100      | 3 60      |
| Pineapples                     | 5 00 5 50 |
| Apples, bbl.                   | 2 00 2 50 |
| New apples, baskets            | 0 25 0 40 |
| Crab apples, per basket        | 0 50      |
| Old lemons, per box            | 3 75      |
| New lemons                     | 7 00 8 00 |
| Limes, 1er hundred             | 2 50      |
| Peaches, per box               | 1 75 2 00 |
| Plums                          | 3 25 3 50 |
| Pears per box                  | 5 00      |
| Cantaloupes, per crate         | 0 30 0 35 |
| Watermelons, each              | 7 00      |
| Spanish Onions, cases          | 2 50      |
| Blueberries, 22 quart boxes    | 0 12 1/2  |
| Lawton berries                 | 6 50      |
| Jamaica grape fruit, box       | 0 60 0 75 |
| Canadian plums, per basket     | 0 40 0 60 |
| " pears                        | 0 30 0 40 |
| " peaches                      | 0 30 0 40 |

VEGETABLES—Trade is good in all lines. Prices have been rather steadily maintained since last report, although there are a few changes to note. Tomatoes are now arriving more freely, coming in mostly in baskets, which are sold at 35c. One line, known as the rose tomato, is selling at 50c. a box. New beets are offered three dozen for 25c. There is considerable business in celery at prices quoted. The stock offered at present is excellent. Potatoes have been fluctuating more or less according to market conditions, and are at present quoted at the same figure as last week—\$1 to \$1.10 per bag. Few lots of green peas are obtainable, but they are still quoted.

Parsley, per doz. bunches..... 0 20 0 25  
Sage, per doz..... 1 00  
Savory, per doz..... 1 00  
Green peppers, per basket..... 0 50  
Montreal cabbage, per doz..... 0 35 0 35  
" tomatoes, basket..... 0 25 0 5 1/2  
New turnips, per doz..... 0 25 0 75  
Water cress, per doz..... 0 15 0 50  
Lettuce, per doz..... 2 00  
Spinach, per bbl..... 0 10 0 15  
Cucumbers, per doz..... 0 25 0 50  
Celery, per doz..... 1 00 1 10  
New potatoes, per bag..... 0 25  
N-w beets 3 doz..... 0 12 1/2  
N-w carrots, per doz..... 0 50 0 60  
Green beans, per bag..... 0 75 1 00  
Green peas, per bag..... 0 07 0 1 1/2  
New corn, per doz.....

|  |          |
|--|----------|
| Fresh haddock, express, per lb               | 0 04 1/2 |
| Fresh steak cod                              | 0 06     |
| " halibut                                    | 0 09     |
| " grass pike                                 | 0 06 1/2 |
| Lake trout                                   | 0 19     |
| Brook trout                                  | 0 22     |
| Whitefish                                    | 0 09     |
| Weakfish                                     | 0 08     |
| Dore, per lb                                 | 0 09     |
| Flounders                                    | 0 19     |
| Small sturgeon                               | 0 08     |
| Gaspe salmon                                 | 0 15     |
| Fresh B.C. salmon                            | 0 14     |
| Fresh mackerel                               | 0 10     |
| Fresh frozen fish—                           |          |
| B.C. salmon, per lb                          | 0 09     |
| Herring, large, per 100 fish                 | 2 00     |
| Smoked fish—                                 |          |
| New haddies, 15-lb. boxes, per lb            | 0 07 1/2 |
| St. John bloaters, 100 in box, per box       | 1 00     |
| Smoked herring, in small boxes, per box      | 0 12     |
| Oysters and Lobsters—                        |          |
| Standards, per imp. gal                      | 1 50     |
| Oyster pails, pints, per 100                 | 0 90     |
| " quarts                                     | 1 25     |
| Prepared fish—                               |          |
| Boneless cod, "Favorite," 1 and 2-lb. bricks | 0 06     |
| " fish, 2-lb. bricks, per lb                 | 0 05 1/2 |
| " fish, 25-lb. boxes, per lb                 | 0 04 1/2 |
| Skinless cod, large, per case                | 5 50     |
| Scotch cured herring, 25 lb. kits            | 1 00     |
| Salt and pickled fish—                       |          |
| No. 1 Labrador herring, per half-bbl         | 3 50     |
| " " per pail                                 | 0 80     |
| " " salmon—                                  |          |
| " " in bbls                                  | 13 00    |
| " " in 1/2 bbls                              | 7 00     |
| " mackerel, per pail                         | 1 75     |
| " green cod, per lb                          | 0 03     |
| Small  | 0 02 1/2 |

FISH—Business is picking up somewhat with the advent of cooler weather, and within the next couple of weeks fish dealers expect considerable improvement in the state of trade. Fresh lake trout and whitefish are coming in freely. Brook trout is quoted this week, the price being 22c. It is probable that there will be a scarcity of dore and pike until about the middle of September. Dealers will overcome the difficulty, however, by offering frozen stock which they have in cold storage. Skinless cod arrivals have been large, and as a result the price is lower. British Columbia salmon, fresh, is scarce, but Gaspe, chilled, is in fair supply.

|                            |          |
|----------------------------|----------|
| Onions, Canadian, per doz  | 0 06     |
| " green, per doz           | 0 06     |
| " Spanish, per doz         | 0 09     |
| " silver skins, per doz    | 0 04 1/2 |
| Cabbage, new Canada        | 0 19     |
| Wax and green beans        | 0 22     |
| Beets, new, per bushel     | 0 09     |
| Carrots, Canadian, per doz | 0 08     |
| Lettuce, per doz. bunch    | 0 08     |
| Radish, per doz.           | 0 19     |
| Cucumbers large, per doz   | 0 08     |
| Mushrooms, 1-lb. boxes     | 0 15     |
| Beans, white, prime, 1     | 0 14     |
| " " hand-pic               | 0 10     |
| " Lima, per lb.            |          |
| Tomatoes, Canadian, 1      |          |
| Rhubarb, 1 doz. bndls      |          |
| Watercress, per doz b      |          |
| Egg plant                  |          |
| Peppers, green, per sin    |          |
| Parsley, per doz           |          |
| Turnips, per bushel        |          |
| Mint, per doz              |          |
| Cauliflower, per doz       |          |
| Celery, Michigan, per      |          |
| " Canadian                 |          |
| Squash per doz             |          |
| Vegetable marrow, per      |          |
| Green corn, per doz        |          |
| Leeks, per doz             |          |

### TORONTO MARKETS.

GREEN FRUIT—The lemon market has made a further advance and it is

## EXHIBITION

During the next two weeks Toronto market will be a large receiver of Canadian basket fruit.

PEACHES, PEARS, PLUMS,  
GRAPES,  
TOMATOES, EGG PLANT,  
MELONS.

We are headquarters. Give us a call when in the city. You can make your own selections.



Car of new Verdelli  
**LEMONS**  
due now.

**ORANGES**  
Late Valencias, Assorted Sizes

**BANANAS**  
Firsts and Eights, Finest Selections  
25-27 Church St. TORONTO  
CANADA

## PEACHES

If you want Peaches of fine quality, write me for prices. All telegrams phoned out to our fruit farm.

**W. W. HILBORN,**  
Phone 83 Leamington, Ont.  
Night service.

## BASKETS

We make them in all shapes and sizes. We have

**Patent Strawboard Berry Box**  
**Grain and Root Baskets,**  
**Clothes Baskets,**  
**Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

**Oakville Basket Co.**  
Oakville, Ont.

## DRIED APPLES

HIGHEST PRICES PAID  
FOR BRIGHT QUARTERS

**THE W. A. GIBB CO.**  
7 and 9 Market Street,  
HAMILTON

not at all imp prices will of stocks are very ments are expe large quantity on the market to \$1.25 per ba up fairly wel 30c. per small coming scarce, tain. Red cur off the market, and bring from are coming in price.

Oranges, late Valencia  
Lemons, Messina, 300's  
Limes, per crate.....  
Apples, new harvest, p  
" Spies XXX, p  
" XX, per  
" Baldwins XX  
" XX  
" other Winter y  
" farmers' pe b  
Bananas, per bunch...  
Red bananas, per bun  
Plums, California, per  
Peaches, " per  
" St. John, per  
Pears, eating, per box  
" per basket...  
Ca adian peaches, per  
" pears, per ca  
Watermelons.....  
Cantaloupes, Canadian  
" Canadian  
" Rockyfor  
Black currants, per bu  
Lawton berries, per bu  
Southern grapes, 6 bgs  
Egg plant fruit.....

VEGETABLE this week, and are good. Bee quoted by the the bunch, whi the season. A toes are on the and cooler wea help along. Wa that is, the go now from 40c. advance of 15c. in well. From the figures ask late corn is loc will bring a hi

New potatoes, Ontario  
Onions, Canadian, per doz  
" green, per doz  
" Spanish, per l  
" silver skins, p  
Cabbage, new Canada  
Wax and green beans  
Beets, new, per bushel  
Carrots, Canadian, per  
Lettuce, per doz. bunc  
Radish, per doz.  
Cucumbers large, per l  
Mushrooms, 1-lb. boxe  
Beans, white, prime, 1  
" " hand-pic  
" Lima, per lb....  
Tomatoes, Canadian, 1  
Rhubarb, 1 doz. bndls  
Watercress, per doz b  
Egg plant  
Peppers, green, per sin  
Parsley, per doz  
Turnips, per bushel...  
Mint, per doz  
Cauliflower, per doz  
Celery, Michigan, per  
" Canadian  
Squash per doz  
Vegetable marrow, per  
Green corn, per doz...  
Leeks, per doz

FISH—There the fish market up a little.

Fresh halibut.....  
Haddock, fresh caught  
Fresh cod, per lb.  
Fresh lobsters, boiled,  
Shrimps per gal.....  
Whitefish, per lb.....  
Salmon trout, per lb...  
Ciscoes, per basket...  
Perch, per lb.....  
Herring, large, per lb.  
" medium per lb.  
Brook trout, per lb...  
Pike, per lb.....  
Blue fish, per lb.....  
Fresh mackerel.....  
Eastern salmon, per lb







**IT'S A GOOD THING  
TO SELL CODFISH**

THE RECOGNIZED BRANDS  
FOR QUALITY ARE—

**HALIFAX and ACADIA  
BRANDS**

Every progressive grocer in Canada carries them in stock—  
from the Atlantic to the Pacific.

**THE ATLANTIC FISH COMPANIES, Limited**

Head Offices: **LUNENBURG, N.S., Can.**

**A. H. BRITTAIN & CO., Agents Quebec and Ontario, Montreal**



**FINNAN HADDIES**

THE FAMOUS  
"BRUNSWICK  
BRAND"

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

Send in your orders while we are packing.

**Gonnors 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





The Idea That English Jams and Marmalades Won't Take in Canada is Erroneous

Yet a number of grocers accept this fetichism and consequently stand in the way of their own progress.

## Southwell's Jams and Marmalades

deserve a trial in your store.

Their excellent reputation, fidelity to "full-value" ideals, cannot be ignored.

Start-the-new-era in-your-store.

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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

In the fore-front of  
**CHOCOLATE**  
stand

## MOTT'S

"DIAMOND" and "ELITE"  
brands—

Made in Canada from the finest  
selected Cacao with best machinery  
and under most hygienic conditions—

PUREST OF THE PURE

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

J. A. TAYLOR  
MONTREAL

SELLING AGENTS:  
R. S. McINDOE  
TORONTO

JOS. E. HUXLEY  
WINNIPEG

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS



**LAMONT, CORLISS & CO.,** Sole Importers  
27 COMMON ST., MONTREAL



## PUT DOWN Shirriff's Extracts

on your order sheet and your  
clerks will be kept busy.

MANUFACTURED BY  
**IMPERIAL EXTRACT CO.**  
TORONTO

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## BISCUITS AND CONFECTIONERY

**Takes a Department to Make a Good Candy Business—Confectioners' Association Out for Pure Goods—Standing Offer of \$100—No Candy Poisoning.**

Every grocer keeps candy but comparatively few have a confectionery department. Now, confectionery is one of the forms in which it pays to sell sugar. It is a specialty that every progressive grocer who is in the business to make money should emphasize. The best way to do that is to make a department for it and that can most successfully be done with a modern show case. It need not be big, but it must be nice. The case itself should attract and enhance the value of the display inside, which again need not be large but must be select and up-to-date

A Philadelphia despatch states:

The Corn Products Refining Company, the subsidiary concern of the Standard Oil Company, which promised the Pennsylvania Food Commission to withdraw from the market all of the deleterious products now in the hands of dealers, began to keep faith yesterday when through representatives it assumed the fines of seven candy manufacturers, aggregating \$300, when they were arraigned before Magistrate Beaton.

There are about 130 warrants out for other candy dealers, the fines of which the Glucose Trust will assume when the warrants have been served and the accused have been arraigned for a hearing. By the latter part of the week it is expected that twenty additional candy men will be arraigned before Magistrate Beaton.

There were half a dozen other hearings of firms charged with selling adulterated table syrups. All waived hearings and gave \$300 bail for court.

Three separate cases charging a big firm in the city with using benzoic acid in their table syrups were, also heard. The firm was fined \$60 and costs in each case.

It is said there are between 400 and 500 cases of dealers who have used the Glucose Trust's products pending in the state. The trust proposes to assume the fines of all, a matter of many thousand dollars.

Dr. Warren, food commissioner, said that he did not have the names and addresses of the seven firms on account of whom a compromise had been made with the Glucose Trust in the matter of paying their fines. An effort was also made to secure the names in the office of the Pure Food Commission, but this was also unsuccessful.

### STANDING OFFER OF \$100.

The candymakers have established a "clean shop" standard. On July 7 and 10 occurred two instances of alleged "candy poisoning." The National Confectioners' Association, in a statement just issued, declares that it has a standing reward of \$100 for evidence that will convict any person of the adulteration of candy with poisonous or injurious substances, and upon learning of these cases in the newspapers retained E. J. Lederle

formerly Commissioner of Health, to make an investigation.

Dr. Lederle found that in the first instance where eight children were said to have been poisoned in Brooklyn the evidence was strong that they were made ill by drinking milk. In the second instance, where a baby in Williamsport was said to have died from the effect of poisonous coloring extract in candy, Dr. Lederle states that the attending physician called the illness diphtheria and the coroner's physician said that the sickness was caused by eating pickles. No mention whatsoever was made of "candy poisoning." In each case the facts were greatly distorted.

The National Confectioners' Association, through H. W. Hoops, vice-president, declares it is making every effort to maintain high standards in the materials used in the candy trade; it condemns the use of all materials which are not pure and wholesome and will spare no expense in prosecuting any tradesmen or manufacturers who use spurious or adulterated goods.—American Grocer.

### CONSUMPTION OF COCOA.

The consumption of cocoa and chocolate has more than doubled in the United States in five years. Less than eight years ago the United States held only fifth place as a manufacturer of cocoa and chocolate, England, Germany, Holland and France taking precedence in about the order named. To-day the States hold first place, both as manufacturers and consumers of cocoa and chocolate, by a comfortable margin, and manufacturers can scarcely keep up with orders. In 1905 the United States consumed nearly four hundred and sixty thousand bags of cocoa, or about one-third of the world's entire crop.

### INVESTIGATE HONEY.

The Pure Food Branch of the Inland Revenue Department, Ottawa, has collected throughout the Dominion 54 samples of honey, analyzed them and stated the results in a bulletin as follows: Pure, 44; adulteration declared on labels, 1; adulterated and not declared, 9. This is about the same result as obtained by an examination in 1903, 81.5 per cent. pure.

### ICE CREAM COMPANY FORMED.

The Imperial Ice Cream Company, with a capital of \$20,000, has been incorporated at Ottawa. The incorporators are: E. G. Roy, F. A. C. Bickerdike, and J. M. Leach, Montreal, and H. G. Wade and Thos. McFarlane, Ottawa. Montreal will be the new company's headquarters.

The uncollected book accounts of the Canada Biscuit Co. estate are advertised for sale by the assignee, Osler Wade, Toronto. They amount to about \$4,000.

## BLESSINGS IN DISGUISE

A man stepped into our factory the other day and said the trouble with our biscuits was they all looked the same and all tasted the same.

We replied: "My good man, that sameness means perfection of method, uniformity of material. It's the ideal all makers try to reach."

Then we showed him the butter and the cream and the flour from which



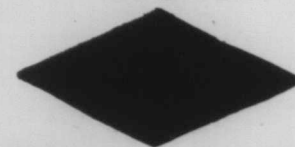
were made, the ovens in which they were baked, the methods by which they were packed.

The visitor was delighted. He had realized what a biscuit virtue "Sameness" is.

He always tells the wife to order "Mooney's."

**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**



**COMPETITION OF PEDDLER.**

The competition encountered by the retailers through mail order houses, chain and department stores, is almost insignificant as compared with that of the peddlers, says the American Grocer. During recent years the selling of tea, coffee, soap, baking powders and other profit-paying goods by parties running wagons and traveling regularly in certain localities has become general.

It has been claimed, and it seems justly, that these wagon peddlers have seriously cut down the regular retailers' sales of tea and coffee. Unfortunately, it

is the exception to find a retailer who keeps a record that will show the increase or decrease in the sale of commodities handled; but recently we came across such a fellow, a retailer of twenty years' experience, and who is making a good net profit. He keeps a stock ledger, from which at a glance may be noted the comparative purchases made one year with another.

When asked as to the sales of tea and coffee, he said: "Here is the record of five years. While the general business is as large as it has ever been, I find that the sales of tea have decreased 90 per cent. in five years; coffee, 25 per cent.; soaps, 25 per cent. I attribute the shrinkage to the peddlers and the prize-giving policy. To overcome this I am forced to push more profitable lines, and make a specialty of fresh fruits, crackers, confectionery, or whatever promises to make good the encroachment of route wagons run by men without a store."

In the west this wagon competition with the retailers is fierce. How to meet this competition is a puzzle. The most promising way seems to be by "fighting fire with fire." Let the retailers run route wagons and canvas near-by or outlying territory. It is just as easy for them to stock a wagon as it is for the exclusive peddler, with the advantages in favor of the store wagon, which can not only sell and deliver on the spot, but can take orders for anything in the food line.

**CEYLON TEA PROPAGANDA.**

In the Tea and Coffee Trade Journal of New York for August Sir Oracle in his correspondence from London says:

"One of the first people I met in London was P. C. Larkin, of Toronto, Can. All the trade in America knows Mr. Larkin. Those who did not know him before he took up the cudgels with the New York Herald last Winter, must have certainly heard of him since then. You will recall that he has been frequently spoken of as the "Tea King of America." There seems but little doubt that, after Sir Thomas Lipton, he has had as much to do with advertising Ceylon tea in the States as almost any other one man. I had a very pleasant chat with Mr. Larkin at the Metropole. He was on his way to the States after a trip through Egypt and Italy with his family. He looked the picture of health and said he was going back prepared to do even better work for Ceylon tea than before. He expressed himself as not being altogether well pleased with the prospect of the Ceylon Association recommendation for the reduction of the tea cess being accepted by the Thirty Committee. Mr. Larkin agrees with many other gentlemen that I have talked with in reference to this matter, in saying that it would be a mistake to 'let up' on the Ceylon tea propaganda."

**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.

**SPRAGUE  
CANNING MACHINERY CO.  
CHICAGO, ILL., U.S.A.**



**IT'S A MONEY MAKER**  
every time, but you will never know it if you never try it. Catalog tells all.  
**KINGERY MFG. CO.**  
106 E. Pearl St., Cincinnati

Cultivate your Biscuit trade by ordering

**McLAUHLAN'S**

**Cream Soda Biscuits**

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



**UPTON'S**

**Jams, Jellies**

and

**Orange**

**Marmalade**

are easy to sell.



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:

C. E. Colson & Son, Montreal  
D. Masson & Co., "  
A. P. Tippet & Co., "

**J. & G. COX,**  
Ltd.  
**Gorgie Mills,**  
**EDINBURGH**

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## FREIGHTS AND CHARTERS

Water in the St. Lawrence at Montreal Still Low Though Rains Have Made Some Improvement—Merchandise Going by Rail to Quebec for Shipment—Early Consignment of Apples.

During the past week there has been good business in shipping circles. Butter and cheese have been active, good round lots going out by the big boats. Meats have been better than for some time past, there being a picking up in the demand from the other side. Ex-

sary to send a great deal of their cargo to Quebec by rail there to be loaded on to their boats, since it was impossible to load the vessels as much as they would wish in Montreal.

There has been a general advance in rates from Montreal to European points.

pite the fact that the crop is not to be an extra large one, according to rumors, the shipping companies expect good export business in this line.

On August 21, the Dahomey, of the Elder-Dempster line, sailed for Cuban and Mexican ports with a general cargo.

The Egwanda, of the Elder-Dempster line, is at present loading 5,000 tons of sugar for Montreal at Demarara and Trinidad. The boat is expected in Montreal around September 1.

The Leyland liner Roman sailed August 24 for Antwerp, via Halifax and London. She carried a general cargo.

### BERTH QUOTATIONS—Montreal.

| Description.  | Liverpool. | London. | Antwerp. | Bristol. | Glasgow. | Manchester. | Belfast. | Dublin. | Leith. | Aberdeen. | Cardiff. | Havre. |
|---|------------|---------|----------|----------|----------|-------------|----------|---------|--------|-----------|----------|--------|
| Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs. .... | 12/4½      | 17/7½   | 17/6     | 18/6     | 15/9     | 12/4½       | 15/      | 16/     | 15/9   | 17/6      | 15/      | 17/6   |
| Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft. ....   | 10/6       | T       | 15/      | 18/6     | 13/1½    | 10/6        | .....    | .....   | 13/1½  | 15/       | 15/      | 15/    |
| Oil, lubricating and other; also Wax; in barrels, 2,240 lbs. ....   | 12/6       | 15/9    | 17/6     | 18/6     | 15/9     | 12/6        | .....    | .....   | 15/9   | 17/6      | .....    | 17/6   |
| Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch, and Grape Sugar, in bags, 2,240 lbs. ....  | 10/        | 12/6    | 12/6     | 13/9     | 10/      | 10/         | 11/3     | 12/6    | 11/3   | 12/6      | 10/      | 12/6   |
| Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs. ....   | 12/6       | 15/9    | 14/      | 16/3     | 12/6     | 11/3        | 13/      | 14/     | 14/3   | 15/9      | .....    | 15/    |
| Rolled Oats and other Cereals, papered, in cases, 40 cb. ft. ....   | 8/9        | 10/6    | 11/9     | 17/6     | 10/6     | 7/6         | .....    | .....   | 10/6   | 11/3      | .....    | 11/3   |
| Glucose and Syrup, in barrels, 2,240 lbs. ....  | 12/6       | 15/9    | 15/9     | 15/      | 15/9     | 10/         | 16/6     | 17/6    | 15/9   | 17/6      | .....    | 15/    |
| Cheese in boxes; also Condensed Milk, 2,240 lbs. ....   | 20/        | 25/     | 25/      | 25/      | 26/3     | 20/         | .....    | 22/6    | 25/    | 25/       | 25/      | 27/6   |
| Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs. ....  | 25/        | 30/     | .....    | 30/      | 31/6     | 25/         | .....    | .....   | 30/    | 30/       | 30/      | 32/6   |
| Seeds, Timothy and Clover, in bags, 2,240 lbs. ....   | 12/6       | 17/6    | 18/9     | 17/6     | 17/6     | 13/9        | 13/      | 14/     | 20/    | .....     | .....    | 20/    |
| " Beans and Peas, in bags, 2,240 lbs. ....  | 11/3       | 10/6    | 11/9     | 13/9     | 10/      | 10/         | 15/      | 14/     | 11/3   | .....     | .....    | 12/6   |
| Apples, Flour and Meal, in barrels, barrel ....   | 2/6        | 2/7½    | 3/       | 2/9      | 3/       | 2/6         | .....    | .....   | 3/     | 3/6       | 2/9      | 3/3    |
| " and other Green Fruit in boxes, 40 cb. ft. ....   | 12/6       | 15/9    | 16/      | 15/      | 15/9     | 12/6        | 15/      | 15/     | 15/9   | 17/6      | 15/      | 16/3   |
| " Evaporated, in barrels or boxes, " ....   | 10/6       | 10/6    | 11/3     | 8/9      | 10/6     | 10/6        | .....    | .....   | 10/6   | 11/3      | .....    | 12/6   |
| " Prunes and other dried fruit n boxes, 2,240 lbs. ....   | 17/6       | 15/9    | 15/9     | 20/      | 21/      | 17/6        | .....    | .....   | 21/    | 21/       | .....    | 20/    |
| Eggs, in cases or barrels, 40 cb. ft. ....  | 12/6       | 15/9    | 17/6     | 15/      | 15/9     | 12/6        | .....    | .....   | 15/9   | 17/6      | .....    | 15/    |
| Grain, in shipper's bags. Quartern. ....  | 2/3        | 2/6     | 2/3      | 2/9      | 2/       | 2/          | .....    | .....   | .....  | .....     | .....    | 2/6    |
| Smalls, of less than ¼ ton weight or measurement. ....  | 10/6       | 10/6    | 10/6     | 10/6     | 10/6     | 10/6        | .....    | .....   | .....  | .....     | .....    | 10/6   |

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of \$4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of \$4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

\* Rates quoted in cents are per 100 lbs.

† Per 2,240 lbs,

No Primage via Montreal.

T For rates see London Tariff.

port inquiry for flour has not been materially increased since last report, but there is still some little business being done.

Low water continues to effect the shipping, but the latter part of last week the river rose a few inches owing to rains which have been long delayed in coming. The few inches, however, has not helped matters much. One of the large shipping companies speaking of the low water stated that they found it neces-

The advance is usual at this season of the year, so that shippers are prepared for it. Glasgow rates, however, are not up, except grain, which has been advanced somewhat.

As already mentioned apples are now being shipped from the port of Montreal. The first shipment of the season was by the Marina, of the Donaldson line, which sailed for Liverpool and Glasgow on August 23. The booking was one of the earliest in years. Des-

#### A CO-OPERATIVE GROCERY.

A co-operative grocery is being organized in West St. John, N.B. It is to have \$4,000 capital in eighty \$50 shares. No person is to have more than one share. The projectors purpose to do a general grocery trade at ordinary prices and sell to stockholders at 10 per cent. above wholesale cost.

Consistency is a jewel that is difficult to counterfeit.

N'S

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sell.

Known and  
Loved for  
SIXTY  
YEARS

ATINE

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ons of all English-  
TH are the watch

J. & G. COX,  
Ltd.  
Gorgie Mills,  
EDINBURGH



# ON SEPTEMBER FIRST

I will have to ask my customers to share with me the extra cost to manufacture Pebble cigars. I will stand the lion's share, will have to suspend all jobbers' discounts and can allow only 3% cash discount instead of 5%.

Everybody knows that all kinds of tobacco for cigar purposes have advanced steadily the past three years and to-day command war prices.

Cigars have remained at same price, except Cuban imported. Manufacturers have been hoping for a large Cuban crop but have been disappointed the past three years. The best of us have holes in our warehouses now. To fill these holes at to-day's prices would cost a heap of money. I can hang out another year on Pharaoh as I calculated on a steady increased consumption, but the phenomenal run on Pebble upset my calculations.

I am now using '04 crop. Cost to manufacture Pebble over \$3.50 per 1,000 more, worth at to-day's prices \$7.00 per 1,000 more.

In October, Cuban farmers will be planting on their house tops, and every available foot of suitable land will be used. I look for normal prices a year hence. In the meantime I will furnish Pebble and Pharaoh smokers with "the best yet."

My 500 assorted guaranteed offer still holds good. Better wire, my expense, for your Autumn supply.

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

T  
O  
B  
A  
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C  
O

A sweet-smoking, sweet-smelling, long-lasting tobacco, combining easy-drawing and easy-puffing qualities fitly describes that Prince of Tobaccos,

**T. & B.**

This tobacco is put up in 10c. size for grocery trade and enjoys a great popularity. Everybody knows about **T. & B.**

WHEN DID YOU ORDER LAST ?

**THE GEO. E. TUCKETT & SON CO., LIMITED**  
Hamilton, - Canada

T  
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Growing in Ont  
Paragraphs

The first men of tobacco from the port records 1849, when six h This is a small e have been grown tity than this would suggest. by W. H. Smith dian Gazetteer' Present and Fut ney through w Western Distric this to say abou bacco in Essex "The soil of Me loam, well adapt bacco, of which tivated. If the sidered a very 1 duce averaging 2 fifteen hundred much as twenty been grown on The price varies it will not comm dred, and during of 1850 it was Montreal, clear ment, etc. Five man can attend however, is one time to bring to ing planted in J off the ground i The cultivation trouble, althoug First the plan then, when of planted out li afterwards requi from weeds, and ding the top is nourishment the the soil may go the leaves. Wh fully grown the pended in the e evaporate the m and cause then They are then where the drying three times du necessary that ed'—that is tha be nipped off. leaves are separ in the Spring t heads and ship varieties of tob

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Speaking of gars and tobacc same year, the Formerly, a quantities of the Western D was said to be but the admissio a low rate of d measure, out of last year, howev

## TOBACCO AND CIGARS

Growing in Ontario Past and Present— The Tariff and a Profitable Industry— Paragraphs from a Writer of Half a Century Ago—Notes of the Trade.

The first mention of the exportation of tobacco from Essex is contained in the port records of Amherstburg for 1849, when six hogsheads were sent out. This is a small consignment, and it must have been grown in much greater quantity than this insignificant shipment would suggest. That this is so is shown by W. H. Smith, author of "The Canadian Gazetteer" and "Canada—Past, Present and Future." He made a journey through what was known as the Western District in 1850 and he has this to say about the cultivation of tobacco in Essex County in that year: "The soil of Mersea is generally a light loam, well adapted for the culture of tobacco, of which large quantities are cultivated. If the price is good it is considered a very profitable crop, the produce averaging generally from twelve to fifteen hundredweight per acre. As much as twenty-two hundredweight has been grown on good and suitable soil. The price varies considerably; sometimes it will not command more than \$5 a hundred, and during the Summer and Fall of 1850 it was worth \$9 a hundred at Montreal, clear of all expenses of shipment, etc. Five acres is as much as one man can attend to properly; the crop, however, is one requiring but a short time to bring to maturity, the land being planted in June and the crop taken off the ground in August or September. The cultivation requires considerable trouble, although the labor is light. First the plants are raised in beds, then, when of sufficient size, they are planted out like Indian corn. They afterwards require hoeing to free them from weeds, and when the plant is budding the top is nipped off, that all the nourishment the plant imbibes from the soil may go to enlarge and improve the leaves. When these are considered fully grown the plant is cut and suspended in the open for a few days to evaporate the moisture from the stalks and cause them to dry more rapidly. They are then removed to the sheds, where the drying is completed. At least three times during the growth it is necessary that they should be 'sprouted'—that is that the side stalks should be nipped off. During the Winter the leaves are separated from the stalks, and in the Spring they are packed in hogsheads and shipped. There are several varieties of tobacco cultivated."

### Important Industry.

Speaking of the manufacture of cigars and tobacco at Fonthill in the same year, the author says:

"Formerly, as already noted, large quantities of tobacco were grown in the Western District, and much of it was said to be of excellent quality, but the admission of foreign tobacco at a low rate of duty threw it in a great measure, out of cultivation. Within the last year, however, the high price of Am-

erican tobacco has tended somewhat to revive the culture."

It is evident from this that the growing of tobacco on the banks of Lake Erie was an important industry a quarter of a century ago. Mersea, mentioned in the foregoing, is the Township of Mersea, Essex County, in which is situated Leamington, the county town. It is regrettable that Mr. Smith did not give the acreage under tobacco or the names of the varieties cultivated, of which he says there were several. The general impression is that there was but one variety grown and that "shag," or what is known to tobacco growers as thickset, the coarse, acid article grown in many parts of Quebec and known as French-Canadian tobacco. Though valued by the Lower Canadians and used largely in the leaf form in the Northwest, this tobacco has nothing in it to commend it to manufacturers of the leaf. This district grows but one variety to-day, the American burley, and it would be interesting to know what the varieties were that Mr. Smith speaks of. It would also be interesting to know what became of the leaf after it reached Montreal, but as to this we are also in the dark. The methods of growth and treatment which he explains differ little from those of to-day, however, and he lets us know the cause of the blight on cultivation that put an end to the industry for many years, viz., the failure of the Government of that day to see that a home industry that is subject to foreign competition demands protection in its own market. "The admission of

# SWEET CAPORAL



## CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all leading Wholesale Houses.

### CLAY PIPES

THE BEST MADE ARE

### McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

### IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and Smokers' Sundries from

### JOS. COTE

Importer of Pipes, Havana Cigars,  
Wholesale Tobacconist

186-188 St. Paul St.  
QUEBEC

Don't forget that this firm is the leader for Leaf Tobacco in Canada.

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

ST

c-ll ed rs st es on al 00

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BEC

TOBACCO



foreign tobacco at a low rate of duty threw it in a great measure out of cultivation." There cause and effect are stated in a single, compact sentence, revealing clearly how progress was curbed by the stupidity of Governments long ago that looked upon free trade as proper policy for a young colony.

#### Lack of Protection.

The Americans, always having a keen eye to their interests, had favored protection since 1835. Their tobacco fields flourished. Being considerably given the Canadian market, the Canadian tobacco plantations were plowed under as no longer necessary. We can imagine what a tobacco country Canada would have been under a little protective care from her governors. The Americans long cultivated the view that tobacco of good quality could not be grown in Canada because of the severity of the climate. Tobacco was a sub-tropical plant that develops its fine qualities only under the sunny skies of the south. But one day, Wisconsin, which is a hyperborean wild compared with this favored land, suddenly stepped into the market as a tobacco producing state, and the climatic argument fell into disuse. But when that far northern state, where there is snow in the woods in July, rose up to be a tobacco competitor with Virginia, North Carolina and Kentucky, standing next these in the value of its product, the climatic argument was sent to the cemetery for concealment. Now they are growing more successfully several grades of tobacco in Wisconsin, but mostly cigar tobacco, Canada does not produce much cigar tobacco simply because she is experimenting with the makers of plug tobaccos. Having mastered that, as she certainly will, then attention will be turned to the cigar tobaccos. Inquiries in this direction are already being made. It is said that they are producing a binder in Wisconsin that cigar manufacturers say is in every way satisfactory. The Ontario Government has sent an expert over to inquire into this because it is held that if a good binder can be grown in Wisconsin it can also be grown in Canada. But what is a binder? Binder is the leaf that lies between the filler and the wrapper in a cigar, and a good binder is said to cover and obliterate a multitude of sins in a cigar which otherwise would smell to heaven. If it hadn't been for the deadly knock the tobacco raising industry sustained at the hands of our wise governors of fifty years ago it is probable that we would not need to go to Wisconsin or any other state in quest of knowledge of varieties or culture, but that these states might be coming to us for knowledge we ourselves might have evolved from intelligent study of the plant, for, notwithstanding that we live half the year in the lee of icebergs, and walrus and polar bears are our intimate associates, we are a smart people when we thaw out and said to grow a thing or two.

#### Elements of Success.

It is not the climate, nor is it the soil, nor is it the treatment that make

tobacco growing successful, but a little of all three. The soil of Mersea, says the old chronicler, is well adapted to the culture of tobacco. This soil is a light, sandy loam, such as is found in many parts of Ontario. It may be that the millions of feet of hardware bush that was burned upon the land by the really horny-handed farmers who cleared it, was the cause of its gratifying fertility, because there is a great deal of potash in hardwood ashes, and tobacco is a perfect gourmand where potash is concerned. But in other parts of the province where the same soil exists, and where it has not been enriched by the ashes of walnut and cherry freely burned upon it by men who did not recognize riches when they met her, the potash necessary for congenial bed and board for the tobacco plant is available at small cost and easily applied. There need be little fear of the business being overdone. Speak to a farmer hereabouts, and if you be susceptible to "con" (correct contraction of "confidence") talk you will be filled up with the assurance that good tobacco can be raised only in Essex County, and there only in Mersea Township, and, to contract the area, the assumption will be insinuated into you that the very best can only be raised on his particular land. Ask him about the condition of the crop and he immediately becomes moody and pessimistic. His crop "is all right," but he shakes his head dolefully over the condition of the crop on the other fellow's place, for every one has it, if not by the acre, then by the foot, and if not by the foot, a few plants in the front garden are popular and ornamental. It is said that the use of tobacco makes a man philosophical, and it is evident from these farmers that constant association with it—hoeing it and pinching it and growing it—tends to make them short-sighted, so that they detect wholesome and vigorous growth only in their own. Of course this is all done to affect the price, but the gentlemen who are at that end of the industry make their own handbooks when the day is yet young. Thus they serve a good and wise purpose in curbing the covetous and evil disposition. There is a disposition in most men who get much easily and speedily grasp more.

Mr. Smith innocently says that five acres are as much as one man can attend to properly. Could he visit the tobacco fields of Essex County to-day he would see fields of ten, fifteen, twenty acres being attended to by one man, and fields of thirty, forty and fifty acres being managed by several. Could he go to Walkerville he would see a plantation of 150 acres, containing hundreds of thousands of plants, being worked as easily as a field of turnips. This is on the land of Mr. Hiram Walker, the distiller, who has the distinction of having in one field the greatest tobacco crop in the world. The practice here and in the tobacco-growing states is to have ten acres here and ten acres there, but Mr. Walker puts his all in one plantation, and has had great success, but he

has the advantage of immense cattle byres to provide the land with manure.

#### A NOVEL TOBACCO PIPE.

Many inventions have been made from time to time, with a view to preventing nicotine from being drawn up through the stem of the tobacco pipe and into the smoker's mouth. The latest invention along this line is a radical departure from all previous designs. The pipe has the appearance of a pear, the bowl being entirely inclosed with the exception of a ventilation opening in the bottom. The body of the pipe is made up of three members which are threaded together. The central member contains the bowl proper or holder. This consists of a sleeve with wire netting over each end. The netting at the lower end is carried in a cap hinged to the tobacco holder. A suitable lining is interposed between the holder and the body of the pipe. In use the bottom section of the pipe body is removed, and the holder is filled with tobacco. The latter is now lighted in the usual manner, and the section screwed on again. The top section of the pipe body is provided with a lining, which will absorb any tainted saliva or nicotine that passes up into the upper section. This lining can be removed at any time and replaced by a new one. As the tobacco is almost completely inclosed, no sparks can pass out, and the pipe is thus rendered perfectly safe in almost any place. A patent on this improved tobacco pipe has been secured by Neal P. Shulin, of Butte, Mont.

#### TOBACCO LEAVES.

The world's tobacco crop of 850,000 tons is grown on 2,250,000 acres.

Tuckett & Son's employes held their third annual picnic at Port Stanley, Ont., Saturday, August 18.

The crop of tobacco in the Leamington, Essex County, district this year is valued at \$500,000 and is said to be a good average.

Because of the rebellion in Cuba American importers are hurrying forward as much tobacco as possible lest the island ports be closed and shipments be impossible.

Seymour Buckingham, of Godfrey Phillip's Sons, English tobacco manufacturers, is at present pushing his firm's trade in Canada. Their brands of tobacco are B.D.V., Marigold, and Grand Cut, all of which are familiar to Canadians who have been in England. B.D.V. is the most extensively advertised brand of tobacco in the English market. Mr. Buckingham is working west from Halifax to the Pacific coast.

Sir William Macdonald, of Montreal, one of the most generous benefactors of the University of McGill College, Montreal, has presented to that institution, in connection with the magnificent agricultural college now in course of erection under his supervision and at his expense at Ste. Anne de Bellevue, near Montreal, an experimental farm, with buildings, plant and stock, to the value of about two million dollars, to which is added a liberal endowment of another two millions.

#### Purchases

In almost no business which trace the cause where in the or a lack of systematic cost of For instance, a that his expense cent., advancing accordingly, over other expenses ning his business, light, face cessitate advancing considerably in origin of profit.

As to the cost prices for ing before fig would depend on the business. obtained from ment of profit less some unust the advance ma sult of past ye

Grand

S.P.

#### Stock

Cards (A) according to the stock, or according to concern of bought, may b giving full info purchased, the present, list pr cost for expense profit, and sell

It might ap these records amount of wo cords are poste the cards ea which the card invaluable in s actual stock o to the shelves purchased with chase invoice, misplaced, and prices based on



# BUSINESS MANAGEMENT

Article V—By Howard R. Wellington

## Purchases and Stock Records.

In almost nine cases out of ten the business which does not succeed may trace the cause to the fact that somewhere in the organization there has been a lack of system in arriving at the actual cost of expense of doing business. For instance, a merchant may calculate that his expense of selling is 10 per cent., advancing his selling prices accordingly, overlooking that there are other expenses in connection with running his business, such as rent, insurance, light, fuel, etc., which would necessitate advancing selling prices considerably in order to assure a fair margin of profit.

As to the correct percentage to add to cost prices for expenses and cost of selling before figuring selling prices, it would depend entirely upon the nature of the business. A fair percentage may be obtained from the previous year's statement of profit and loss account, and unless some unusual item of expense arises the advance may be based upon the result of past years.

Orders may be placed to re-stock lines which have run very low, thus avoiding the loss of sales which so frequently occurs through not having the goods on hand when required, and a good assortment will constantly increase business.

Of course, if the merchant does the selling himself and is able to watch the stock carefully, no record of goods purchased and sold would be necessary, but a record of costs and selling prices would be very useful to every merchant.

In the illustration the merchant in purchasing goods at \$1.60 net and advancing 10 per cent. for expenses and 15 per cent. for profit, and selling at \$2.10, would be making a gross profit of 31 1/4 per cent.

## Stock.

Stock should be taken actually at least once a year, valued at actual cost when goods were purchased, notwithstanding that possible prices have advanced slightly; extended and added for the purpose of closing the books.

It is an excellent plan occasionally to

statements, but unquestionably many districts in Western Ontario have apples where there were practically none a year ago, although the eastern sections show a very great falling off, but possibly 100 per cent. may be more correct than 75 per cent."

Of the U. S. crop he says:

"The largest body of dealers in the United States and Canada cannot form any consensus of opinion from their own statistics; from the most voluminous reports ever gathered, some would put it at about that of a year ago, others would put it less, while others again would put it as more than double. York State, taken as a whole, is placed at 1 1/2 times as many as a year ago, but there is much diversity of opinion about this particular State. The central producing states, Illinois, Missouri, Arkansas, Nebraska and Iowa are quoted 3 1/2 times as many as a year ago, which means a very large increase in their production causing a very much smaller draft of fruit from York State than usually goes to Western markets.

| From Whom | Goods | Bought |      | Sold |      | Balance on Stock | List Price | Net Price | Advance for Expenses 10% | Advance for Profit 15% | Selling Price |
|-----------|-------|--------|------|------|------|------------------|------------|-----------|--------------------------|------------------------|---------------|
|           |       | 1905   | 1906 | 1905 | 1906 |                  |            |           |                          |                        |               |
| S.P.G.    | Silk  | 10     | 50   | 5    | 10   | 40               | 200        | 160       | 176                      | 202                    | 210           |

## Stock and Cost Cards.

Cards (A) alphabetically arranged, according to the various lines carried in stock, or according to the name of the concern from whom the goods were bought, may be used to advantage in giving full information as to the goods purchased, the cost, stock on hand at present, list price, net price, advance on cost for expenses, advance on cost for profit, and selling price.

It might appear at first sight that these records would entail a large amount of work, but if the sales records are posted to the sales column on the cards each day, the information which the cards contain will be simply invaluable in showing at any time the actual stock on hand without referring to the shelves; the cost of each line purchased without referring to the purchase invoice, which has sometimes been misplaced, and also the correct selling prices based on experience of past years.

look over stock which has been on hand for some time, and for which no immediate sale is probable, and mark goods down to promote ready sale, as it is not a good policy to carry "dead stock" from year to year at the original cost of the goods; in fact, when a business is wound up, the stock is usually sold for about 50 or 60 per cent. of its value on the books of the dealer.

A method for looking after purchases for different departments and payment of accounts, with illustration, will be given later.

## THE APPLE OUTLOOK.

Eben James, Toronto, Trenton and Montreal, in a circular on the apple crop, says of the outlook in Canada: "In Ontario and Nova Scotia the crop as a whole is taken to be about the same as last year. My own information regarding Ontario will hardly warrant this

## ALCOHOL FROM CURRANTS.

Mr. Charles S. Wilson, secretary of legation at Athens, has reported to the Imperial Government that the company formed some months ago, which obtained from the Greek Government the monopoly of the growing and trade in dried currants, upon taking over the stock of the former companies, found about 98,000,000 litres of currants in its storehouses, and at the end of this year that amount will be almost doubled. In order to utilize this large supply the company is making experiments in feeding animals with the product after it has been kneaded and made into molds. The company is also about to import a number of automobiles into Greece to be used as public conveyances. The motive power of these machines is to be alcohol extracted from currants. The same alcohol will be used for lighting purposes, and the company is now trying to introduce lamps which burn alcohol.



# MACONOCHIE'S

## Pickles, Sauces, Marmalade, Herrings

are demanded by discriminating consumers—by people who are competent judges of a “good thing”—by connoisseurs who can appreciate true delicacy of flavor—by the economical housekeeper who recognizes good value—by the food crank whose slogan is “purity.” Mr. Grocer, these are the people to get acquainted with—these are the customers who will stay with you, if you use them right. Maconochie's goods will help you—will serve as an introduction to the best families and cement your existing connection with the class of trade that pays. Cheaper lines of poor quality will not serve your purpose—higher priced goods cannot be better than Maconochie's, chances are they are not as good. Merit wins—demand our goods from your jobber, if he is one of the few who have not come out of their trance—try another—but firmly decline to accept a substitute—something said to be as good, or something with a bigger profit on it (for someone else). Nothing will take the place of Maconochie's and on nothing will your profit be as certain.

**Maconochie Bros. Ltd.**  
LONDON, ENGLAND

**MacLaren Imperial Cheese Co., Ltd., Head Office Toronto**

*Agents for Ontario, Quebec, N.W.T. and United States*

SEETON & MITCHELL, HALIFAX,  
J. HUNTER WHITE, ST. JOHN,  
MARTIN & ROBERTSON, Vancouver,

Agents for Nova Scotia  
“ New Brunswick.  
“ British Columbia

Quotation  
The follo  
responsible for  
Grocer, at our

**Baking**

Cook's Friend—  
Size 1, in 2 and 4 doz.  
" 10, in 4 doz. boxes  
" 2, in 6  
" 12, in 6  
" 3, in 4  
Pound tins, 2 doz. in  
12-oz. tins, " "  
5-lb. " " "

W. H. GILL

Diamond—  
1-lb. tins, 2 doz. in cas  
1-lb. tins, 3 " "  
1-lb. tins, 4 " "

IMPERIAL BA

| Cases.      | St |
|-------------|----|
| 4-doz. .... | 10 |
| 3-doz. .... | 8  |
| 1-doz. .... | 12 |
| 3-doz. .... | 12 |
| 1-doz. .... | 2  |
| 1-doz. .... | 5  |

OCEAN

Ocean Baking Powde  
" "  
" "  
Borax, 1/2 lb. pa  
Cornstarch, 40  
Freight paid 5

MAGIC

| Cases  | St |
|--------|----|
| 6 doz. | 4  |
| "      | 4  |
| "      | 4  |
| "      | 4  |
| "      | 4  |
| "      | 4  |
| "      | 2  |
| "      | 1  |
| "      | 1  |
| "      | 2  |
| "      | 1  |
| "      | 1  |

ROYAL BAK  
Sizes.

| Royal—Dime  | St |
|-------------|----|
| 1 lb. ....  | 4  |
| 6 oz. ....  | 4  |
| 1 lb. ....  | 4  |
| 12 oz. .... | 4  |
| 1 lb. ....  | 2  |
| 3 lb. ....  | 1  |
| 5 lb. ....  | 1  |

arrels—When pack  
cent. discount wil

CLEVELAND'S

| Cleveland's—Dime | St |
|------------------|----|
| 1 lb. ....       | 4  |
| 6 oz. ....       | 4  |
| 1 lb. ....       | 4  |
| 12 oz. ....      | 4  |
| 1 lb. ....       | 2  |
| 3 lb. ....       | 1  |
| 5 lb. ....       | 1  |

Barrels—When pack  
cent. discount wil

T. KINNE

Crown Brand—  
1 lb. tins, 2 doz. in cas  
1/2 lb. " 2 " "  
1/2 lb. " 4 " "

E

Keen's Oxford, per lb  
In 10-box lots or  
Reckitt's Square Blue  
Reckitt's Square Blue  
Gillett's Mammoth, 1/2  
Nixey's "Cervus," in  
" " in  
" according to siz

## QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 30, 1906.

### Baking Powder.

| Brand                              | Per doz. |
|------------------------------------|----------|
| Cook's Friend—                     |          |
| Size 1, in 2 and 4 doz. boxes..... | \$2 40   |
| " 10, in 4 doz. boxes.....         | 2 10     |
| " 2, in 6 ".....                   | 0 80     |
| " 12, in 6 ".....                  | 0 70     |
| " 3, in 4 ".....                   | 0 45     |
| Pound tins, 2 doz. in case.....    | 3 00     |
| 12-oz. tins, ".....                | 2 40     |
| 5-lb. " ".....                     | 14 00    |

W. H. GILLARD & CO.

| Brand                           | Per doz. |
|---------------------------------|----------|
| Diamond—                        |          |
| 1-lb. tins, 2 doz. in case..... | \$2 00   |
| 1-lb. tins, 3 ".....            | 1 25     |
| 1-lb. tins, 4 ".....            | 0 75     |

### IMPERIAL BAKING POWDER.

| Cases.     | Sizes. | Per doz. |
|------------|--------|----------|
| 4-doz..... | 10c.   | \$0 85   |
| 3-doz..... | 6-oz.  | 1 75     |
| 1-doz..... | 12-oz. | 3 50     |
| 3-doz..... | 12-oz. | 3 40     |
| 1-doz..... | 3lb.   | 10 50    |
| 1-doz..... | 5lb.   | 19 75    |

### OCEAN MILLS.

| Brand                                  | Per doz. |
|--|----------|
| Ocean Baking Powder, 1 lb., 4 doz..... | \$0 45   |
| " " 1 lb., 5 doz.....                  | 0 90     |
| " " 1 lb., 3 doz.....                  | 1 25     |
| Borax, 1 lb. packages, 4 doz.....      | 0 40     |
| Cornstarch, 40 pks. in a case..        | 0 78     |

Freight paid 5 p.c. 30 days.

### MAGIC BAKING POWDER.

| Cases.     | Sizes.    | Per doz. |
|------------|-----------|----------|
| 6 doz..... | 5c.       | \$0 40   |
| 4 ".....   | 4-oz.     | 0 60     |
| 4 ".....   | 5 ".....  | 0 75     |
| 4 ".....   | 8 ".....  | 0 95     |
| 2 ".....   | 12 "..... | 1 40     |
| 2 ".....   | 12 "..... | 1 45     |
| 4 ".....   | 16 "..... | 1 65     |
| 2 ".....   | 16 "..... | 1 70     |
| 1 ".....   | 24-lb.    | 4 10     |
| 1 ".....   | 5 ".....  | 7 30     |
| 1 ".....   | 6 oz.     | Per case |
| 1 ".....   | 12 "..... | \$4 55   |
| 1 ".....   | 12 "..... |          |

### ROYAL BAKING POWDER.

| Sizes.          | Per Doz. |
|-----------------|----------|
| Royal-Dime..... | \$ 0 95  |
| " 1 lb.....     | 1 41     |
| " 8 oz.....     | 1 93     |
| " 6 oz.....     | 2 55     |
| " 1 lb.....     | 3 85     |
| " 1 lb.....     | 4 90     |
| " 3 lb.....     | 13 60    |
| " 5 lb.....     | 22 35    |

Barrels—When packed in barrels one per cent. discount will be allowed.

### CLEVELAND'S BAKING POWDER.

| Sizes.                | Per Doz. |
|-----------------------|----------|
| Cleveland's—Dime..... | \$ 0 93  |
| " 1 lb.....           | 1 33     |
| " 8 oz.....           | 1 90     |
| " 1 lb.....           | 2 45     |
| " 12 oz.....          | 3 70     |
| " 1 lb.....           | 4 65     |
| " 3 lb.....           | 13 20    |
| " 5 lb.....           | 21 65    |

Barrels—When packed in barrels one per cent. discount will be allowed.

### T. KINNEAR & CO.

| Brand                          | Per doz. |
|--------------------------------|----------|
| Crown Brand—                   |          |
| 1 lb tins, 2 doz. in case..... | \$1 20   |
| 1 lb. " 2 ".....               | 0 80     |
| 1 lb. " 4 ".....               | 0 45     |

### Blue.

|  |           |
|--|-----------|
| Keen's Oxford, per lb.....               | \$0 17    |
| In 10-box lots or case.....              | 0 16      |
| Reckitt's Square Blue, 12-lb. box.....   | 0 17      |
| Reckitt's Square Blue, 5 box lots.....   | 0 16      |
| Gillett's Mammoth, 1 gross box.....      | 2 00      |
| Nixey's "Cervus" in squares, per lb..... | 0 15      |
| " " in bags, per gross.....              | 1 25      |
| " " in pepper boxes.....                 | 1 25      |
| according to size.....                   | 0 02 0 10 |

### Black Lead.

|   |         |
|---|---------|
| Reckitt's, per box.....                             | \$1 15  |
| Box contains either 1 gross, 1 oz. size;            |         |
| 1 gross, 2 oz., or 1 gross, 4 oz.                   |         |
| Reckitt's Zebra paste, 1-gro. boxes, per gross..... | \$10 20 |

### JAMES' DOME BLACK LEAD.

|              | Per gross. |
|--------------|------------|
| 5a size..... | \$2 40     |
| 2a size..... | 2 50       |

AMERICAN PURE FOOD COMPANY.

### Borax "Queen."

|                         |      |
|-------------------------|------|
| 40-oz. case, 4 doz..... | 0 40 |
| 8-oz. " 4 ".....        | 0 50 |

Lot 7 cases, freight paid. Conditions—2 per cent. 10 days; net 30 days.

### Cereals

|                                     |      |
|-------------------------------------|------|
| Wheat OS, 2-lb. pkgs., per pkg..... | 0 05 |
| " 7-lb. cotton bags, per bag.....   |      |



### PETERBOROUGH CEREAL CO.

|   |        |
|---|--------|
| Canada Flakes, "Standard" case, 36 15's.....  | \$1 40 |
| 5-case lots, 4 30.....                        |        |
| Canada Flakes, "Jumbo" case, 21 25's.....     | 4 90   |
| Canada Flakes, "Jumbo" 5-case lots, 4 50..... |        |

Freight prepaid.

### Chocolates and Cocos.

THE COWAN CO., LIMITED

|  |        |
|--|--------|
| Cocoa—                                       |        |
| Perfection, 1-lb., per doz.....              | \$2 40 |
| " 1 lb., ".....                              | 1 20   |
| " 10c. size.....                             | 0 90   |
| 5-lb. tins per lb.....                       | 0 37   |
| Soluble, No 1.5 and 10-lb. tins, per lb..... | 0 20   |
| No. 2, 5 and 10-lb. tins.....                | 0 18   |

Special quotations for cocoa in bbls, kegs, etc.

|   |       |
|---|-------|
| Chocolate—                                |       |
| Queen's Dessert, 1/2 and 1/4, per lb..... | 40 40 |
| Parisian 8s per lb.....                   | 0 30  |

The following sweetened for household purposes:

|                                      |        |
|--------------------------------------|--------|
| Royal Navy, 1/2 and 1/4, per lb..... | \$0 30 |
| Diamond, ".....                      | 0 25   |
| Special Diamond, 1/2, ".....         | 0 22   |
| " 3/4, ".....                        | 0 22   |
| " 8s, ".....                         | 0 30   |

The following unsweetened:

|                              |      |
|------------------------------|------|
| Perfection, 1/2, per lb..... | 0 30 |
| " Flat cakes per lb.....     | 0 30 |

### Icings for cake—

|  |      |
|--|------|
| Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., per doz..... | 0 91 |
| Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz..... | 1 75 |

### Confections—

|                                     | Per doz. |
|-------------------------------------|----------|
| Cream bars, 60 in box, per box..... | 1 81     |
| 6 in box, per doz. boxes.....       | 2 25     |

|   |      |
|---|------|
| Chocolate ginger, per lb.....                             | 0 30 |
| " 1/2 lbs., per doz.....                                  | 2 25 |
| Crystallized " 1/2, per doz. boxes.....                   | 2 25 |
| Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb..... | 0 30 |
| Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....         | 0 25 |
| Milk chocolate, 36 in box, per box.....                   | 1 35 |
| " 36 in box, per doz. cakes.....                          | 0 35 |

### FRY'S

| Chocolate—                                | per lb. |
|---|---------|
| Caracac, 1/2, 6-lb. boxes.....            | \$0 42  |
| Vanilla, 1/2, ".....                      | 0 42    |
| "Gold Medal" sweet, 1/2, 6-lb. boxes..... | 0 21    |
| Pure, unsweetened, 1/2, 6-lb. boxes.....  | 0 42    |
| Fry's "Diamond," 1/2, 14-lb. boxes.....   | 0 24    |
| Fry's "Monogram," 1/2, 14-lb. boxes.....  | 0 24    |

### Cocoa—

|                                       | Per doz. |
|---------------------------------------|----------|
| Concentrated, 1/2, 1 doz. in box..... | 2 40     |
| " 1/2, ".....                         | 4 50     |
| " 1-lb. ".....                        | 8 25     |
| Homoeopathic, 1/2, 14-lb. boxes.....  |          |
| " 1/2, 12-lb. boxes.....              |          |

### EPPS'S

|  |      |
|--|------|
| Agents, C. E. Colson & Son, Montreal.            |      |
| In 1/2 and 1-lb. tins, 14-lb. boxes, per lb..... | 0 35 |
| Smaller quantities.....                          | 0 37 |

### BENSODORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

|                                |                 |
|--------------------------------|-----------------|
| 1 lb tins, 4 doz. to case..... | per doz., \$ 90 |
| " " 4 " ".....                 | 2 40            |
| " " 2 " ".....                 | 4 75            |
| " " 1 " ".....                 | 9 00            |

### JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.



|   | Per lb. |
|---|---------|
| Elite, 1/2.....                         | \$0 30  |
| Prepared cocoa, 1/2 to 1/4.....         | 0 28    |
| Mott's breakfast cocoa, 1/2.....        | 0 38    |
| " " 1/2.....                            | 0 35    |
| " No. 1 chocolate, 1/2.....             | 0 30    |
| " Navy, ".....                          | 0 27    |
| " Vanilla sticks, per gross.....        | 1 00    |
| " Diamond chocolate, 1/2 and 6's.....   | 0 23    |
| " Confe Honory chocolate, 2-lb. to 0 31 |         |
| " Sweet chocolate liquors, 20c. to 0 34 |         |

### WALTER BAKER & CO., LIMITED.

|  | Per lb. |
|--|---------|
| Premium No. 1 chocolate, 12-lb. boxes..... | \$0 35  |
| Vanilla chocolate, 6-lb. boxes.....        | 0 47    |
| German sweet, 6-lb. boxes.....             | 0 26    |

### Breakfast cocoa—

|  | Per lb. |
|--|---------|
| Breakfast cocoa, 1/2, 1 and 5-lb. tins.....          | 0 40    |
| Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes.....      | 0 33    |
| Caracac sweet chocolate, 6-lb. boxes.....            | 0 37    |
| Caracac tablets, 100 bundles, tied 5s, per box.....  | 3 00    |
| Soluble chocolate (hot or cold soda) 1-lb. cans..... | 0 42    |
| Vanilla chocolate wafers, 48 to box, per box.....    | 1 56    |

The above quotations are f.o.b. Montreal.

### WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

### Breakfast cocoa—

|  | Per lb. |
|--|---------|
| 5-lb. screw top cans, 10 cans in case, 36c.      |         |
| 12-lb. boxes, 6 boxes in case, 1-lb. tins.....   | 36c.    |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins.....   | 36c.    |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins.....   | 36c.    |
| 6-lb. boxes, 12 boxes in case, 1-5-lb. tins..... | 40c.    |

### Sweet chocolate powder—

|  |      |
|--|------|
| 5-lb. tins, 10 tins in case.....               | 25c. |
| 12-lb. boxes, 6 boxes in case, 1-lb. tins..... | 26c. |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins..... | 26c. |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins..... | 28c. |

### Premium chocolate—

|   |      |
|---|------|
| 6-lb. box, 12 box. in case, 1-lb. pkgs..... | 30c. |
| 6-lb. box, 12 box. in case, 1-lb. pkgs..... | 30c. |

### Milk chocolate—

|   |        |
|---|--------|
| 4-lb. box, 12 box. in case, 1-lb. pkgs..... | 28c.   |
| 100 2-cent pieces in box, each.....         | \$1 25 |

### Vanilla sweet chocolate—

|   |        |
|---|--------|
| 100 2-cent. pieces in box.....              | \$1 25 |
| 4-lb. box, 12 box. in case, 1-lb. tins..... | 26c.   |
| 6-lb. box, 12 box. in case, 1-lb. tins..... | 25c.   |
| 6-lb. box, 12 box. in case, 1-lb. pkgs..... | 25c.   |

### Diamond sweet chocolate—

|  |      |
|--|------|
| 6-lb. boxes, 12 box. in case, 1-lb. pkgs.....  | 22c. |
| 12-lb. boxes, 6 boxes in case, 1-lb. pkgs..... | 22c. |
| 6-lb. " 12 " ".....                            | 22c. |

### Gold Medal chocolate powder—

|                                   |      |
|-----------------------------------|------|
| 5-lb. tins, 10 tins in case.....  | 35c. |
| 10-lb. tins, 10 tins in case..... | 33c. |

### XXXX chocolate powder

|                                   |      |
|-----------------------------------|------|
| 5-lb. tins, 10 tins in case.....  | 35c. |
| 10-lb. tins, 10 tins in case..... | 25c. |

### TOBLER'S MILK CHOCOLATE.

|                                      |      |
|--------------------------------------|------|
| 5c. sticks, per box (40 sticks)..... | 1 50 |
| 10c. tablets or croquettes (20)..... | 1 50 |
| 20c. " (20).....                     | 2 42 |

### Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

|                                   | Cases. | Doz.   |
|-----------------------------------|--------|--------|
| "Eagle" brand (4 doz.).....       | \$6 00 | \$1 50 |
| "Gold Seal" brand (4 doz.).....   | 5 00   | 1 25   |
| "Challenge" brand (4 doz.).....   | 4 00   | 1 10   |
| Evaporated cream—                 |        |        |
| "Peerless" brand evap. cream..... | 4 75   | 1 20   |
| hotel size.....                   | 4 90   | 2 45   |



### TIROU CONDENSED MILK CO., LIMITED.

|  |        |
|--|--------|
| "Jersey" brand evaporated cream per case (4 doz.)..... | \$4 65 |
| "Reindeer" brand per case (4 doz.).....                | 5 60   |



### Coffees.

JAMES TURNER & CO.

|                    | Per lb. |
|--------------------|---------|
| Mocca.....         | \$0 32  |
| Damascus.....      | 0 28    |
| Calro.....         | 0 20    |
| Sirdar.....        | 0 17    |
| Old Dutch Rio..... | 0 12    |

E. D. MAROEAU, Montreal.

|  | Per lb. |
|--|---------|
| "Old Crow" Java.....                                       | \$0 35  |
| Mocha.....   | 0 27    |
| "Condor" Java.....   | 0 30    |
| Arabian, Mocha.....  | 0 30    |
| 15-year-old Mandheling Java and hand-picked Mocha.....     | 0 50    |
| 1-lb. fancy tins choice pure coffee, 48 tins per case..... | 0 30    |
| Madam Huot's coffee, 1-lb. tins.....                       | 0 32    |
| " " 2-lb. tins.....  | 0 62    |
| 100 lb. delivered in Ontario and Quebec.                   |         |
| Rio No. 1.....   | 0 15    |
| Condor I, 40-lb  |         |





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It costs us more every year to make RISING SUN Stove Polish and SUN PASTE Stove Polish up to "Morse Brothers' Standard." Our increasing sales enable us to maintain the standard without raising the price. We are constantly improving our facilities for the manufacture of our goods on a

larger and larger scale and we never allow anything but the best materials to be used in our processes. That is why our goods please the trade and consumer. RISING SUN and SUN PASTE are right every time you sell them.

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



"EAGLE" CONDENSED MILK

## BORDEN'S BRANDS

The two brands whose sale speaks for the confidence of the consumer—Borden's brands are made with greatest care as to purity and cleanliness—The best trade, ask for them.



"PEERLESS" (UNSWEETENED) EVAPORATED CREAM

**WILLIAM H. DUNN, Montreal and Toronto**

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

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Best attendance on consignments. HIGHEST BANK REFERENCES

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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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\$1.00 to \$3.00 books  
5 00 books . . . . .  
10 00 " . . . . .  
15 00 " . . . . .  
20 00 " . . . . .  
25 00 " . . . . .  
50 00 " . . . . .



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Bode's Brands  
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Bode's Menthal  
5-cent 1 kgs. to th  
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pkgs. to the box  
Bode's Pepsin Gum  
the box . . . . .  
Bode's Chulets in 1  
teed 200 to the pe  
Bode's Chulets, 60  
cartoon . . . . .

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BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

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Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

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\$1, \$2, \$3, \$5, \$10 and \$20 books.

|  |     |     |
|--|-----|-----|
| In lots of less than 100 books, 1 kind assorted. | 4c. | 4c. |
| 100 to 500 books                                 | 3c. | 4c. |
| 100 to 1,000 books                               | 3c. | 3c. |

Allison's Coupon Pass Book.

|                        |              |
|------------------------|--------------|
| \$1 00 to \$3 00 books | 3 cents each |
| 5 00 books             | 4 "          |
| 10 00 "                | 5 "          |
| 15 00 "                | 6 "          |
| 20 00 "                | 7 "          |
| 25 00 "                | 8 "          |
| 50 00 "                | 12 "         |

Cleaner.

|                        |          |
|------------------------|----------|
| BRUNSWICK'S EASYBRIGHT | Per doz. |
| 4-oz cans              | \$ 0 90  |
| 6-oz "                 | 1 35     |
| 10-oz "                | 1 85     |
| Quart "                | 3 75     |
| Gallon "               | 10 00    |

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

|  |
|--|
| Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 pr box, or three boxes for \$8.4c. |
|--|

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

|  |                |
|--|----------------|
| Bode's Mental "Pepsin" Gum, 40 5-cent pkgs. to the box     | \$1 5          |
| 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 4            |
| Bode's Chulets, 60 5-cent. pkgs. to the cartoon            | per cartoon 10 |

Infants' Food.

|                                     |        |
|-------------------------------------|--------|
| Robinson's patent barley 1-lb. tins | \$1 25 |
| " " 1-lb. tins                      | 2 25   |
| " " groats 1-lb. tins               | 1 95   |
| " " 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 "                | 1 75   |
| 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, per lb.           | 0 07 1/2         |
| 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 06 1/2 |
| 30-lb. wood pails                             | " 0 06 1/2       |
| Compound Fruit Jellies—                       |                  |
| 12-oz. glass jars, 2 doz. in case, per doz.   | 1 00             |
| 2-lb. tins, 2 doz. in case per lb.            | 0 07 1/2         |
| 7 and 14-lb. wood pails, 6 pails in crate     | per lb. 0 07     |
| 30-lb. wood pails                             | 0 06 1/2         |
| Home Made Jams—absolutely pure—               |                  |
| 1-lb. glass jars (18-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 08 1/2 |
| 1-lb. tins                  | 0 29 1/2   |
| Tubs                        | 0 09 1/2   |
| Cases, 3-lb. tins           | 0 09 1/2   |
| " 5-lb. "                   | 0 09 1/2   |
| " 10-lb. "                  | 0 09       |
| 20-lb. wooden pails         | 1 83       |
| 20-lb. tin pails            | 1 73       |
| Wood net, tin gross weight. |            |

Licorice.

|  |                |
|--|----------------|
| NATIONAL LICORICE CO.                    |                |
| 5-lb. boxes, wood or paper               | per lb. \$0 40 |
| Fancy boxes (36 or 50 sticks)            | per box 1 25   |
| " Ringed " 5-lb. boxes                   | per lb. 0 40   |
| " Acme " pellets, 5-lb. cans             | per can 2 00   |
| " " (fancy boxes 40) per box             | 1 50           |
| Tar licorice and Tolu wafers, 5-lb. cans | per can 2 00   |
| Licorice lozenges, 5-lb. glass jars      | 1 75           |
| " " 30 5-lb. cans                        | 1 50           |
| " Purity " licorice 10 sticks            | 1 45           |
| " " 100 sticks                           | 0 75           |
| Dulce large cent sticks, 100 in box      | 0 75           |

Lye (Concentrated).

|                              |        |
|------------------------------|--------|
| GILLET'S PERFUMED. Per case. |        |
| 1 case of 4 doz.             | \$3 60 |
| 3 cases of 4 doz.            | \$3 50 |
| 5 cases or more              | 3 40   |

Mince Meat.

|                                    |         |
|------------------------------------|---------|
| Wetthey's condensed, per gross net | \$12 00 |
| per case of doz. net               | 3 00    |

Mustard.

|                     |                 |
|---------------------|-----------------|
| COLMAN'S OR KEEN'S. |                 |
| D.S.F., 1-lb. tins  | per doz. \$1 40 |
| " 1-lb. tins        | 2 50            |
| " 1-lb. tins        | 5 00            |
| Durham 4-lb. jar    | per jar. 0 75   |
| " 1-lb. jar         | 0 25            |
| F. D., 1-lb. tins   | per doz. 0 85   |
| " 1-lb. tins        | 1 45            |

E. D. MARCEAU, Montreal.

|                          |                |
|--------------------------|----------------|
| "Condor," 12-lb. boxes—  |                |
| 1-lb. tins               | per lb. \$0 35 |
| 1-lb. tins               | " 0 35         |
| 1-lb. tins               | " 0 32 1/2     |
| 4-lb. jars               | per jar 1 20   |
| 1-lb. jars               | 0 35           |
| Old Crow," 12-lb. boxes— |                |
| 1-lb. tins               | per lb. 25     |
| 1-lb. tins               | " 25           |
| 1-lb. tins               | " 0 22 1/2     |
| 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. ROBER'S SARATOGA CHIPS.               |        |
| 36 large size pkgs., per case              | \$5 40 |
| 72 small "                                 | 5 40   |
| Assorted 15's and 36's                     | 5 40   |
| In bulk Bbls., 50-lb., per lb.             | 0 25   |
| " 4 bbls., 25-lb. "                        | 0 25   |
| Terms 30 days net, or 1 per cent. 10 days. |        |

Sauces.

|   |        |
|---|--------|
| Worcestershire, Holbrook's, small,            |        |
| per doz.                                      | \$2 15 |
| Worcestershire, Holbrook's, large,            |        |
| per doz.                                      | 3 00   |
| Less than case lots, 10c. and 15c. doz. extra |        |

Soda.

COW BRAND.

|  |        |
|--|--------|
| DWIGHT'S BAKING SODA   |        |
| Case of 1-lb. containing 60 packages per box                             | \$3 00 |
| Case of 1-lb. (containing 120 pkgs. per box)                             | \$3 00 |
| Case of 1-lb. and 1-lb. (containing 50 1-lb. and 80 1-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-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 30 |
| " black              | 15 30             |
| Oricle soap          | " 10 30           |
| Gloriola soap        | " 13 00           |
| Straw hat polish     | " 10 30           |



THE CANADIAN GROCER

In this hot weather the Grocer is a very important member of the community. People look to him for much of their material comfort and enjoyment.

"A kind and gentle heart he had to comfort friends and foes."  
Such a well-meaning man, armed with a package of WOOD'S



"PRIMROSE" CEYLON TEA

(the ideal principal for a most delicious iced beverage) is an honored mentor in any neighborhood.

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. carton.    | \$ 0 05 |
| No. 1 " " 3-lb. " "                   | 0 05    |
| Canada laundry, 6-lb. drawlid boxes.  | 0 07    |
| Silver gloss, 6-lb. tin canisters.    | 0 07    |
| Edward's silver gloss, 1-lb. pkg.     | 0 07    |
| Kega silver gloss, large crystal.     | 0 06    |
| Benson's satin, 1-lb. cartons.        | 0 07    |
| No. 1 white, bbla. and kegs.          | 0 05    |
| Canada White Gloss, 1-lb. pkgs.       | 0 05    |
| Benson's enamel, per box 1 25 to 2 50 |         |

Oulinary Starches—

|                               |      |
|-------------------------------|------|
| Benson & Co.'s Prepared Corn. | 0 07 |
| Canada Pure Corn              | 0 05 |

Rice Starch—

|                                     |      |
|-------------------------------------|------|
| Edwardsburg No. 1 white, 1-lb. car. | 0 10 |
|-------------------------------------|------|

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

|                            |        |
|----------------------------|--------|
| Case                       | \$5 00 |
| 1 case, 5 doz.             | 4 85   |
| 5 " " 5                    |        |
| Lot 5 cases, freight paid. |        |

CORN STARCH "ROYALTY."

|                             |      |
|-----------------------------|------|
| 12-oz. case, 4 doz.         | 0 50 |
| Lot 10 cases, freight paid. |      |

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

|                                  |        |
|----------------------------------|--------|
| Canada Laundry, boxes of 40-lb.  | \$0 05 |
| Acme Gloss Starch—               |        |
| 1-lb. cartons, boxes of 40 lb.   | 0 05   |
| Finest Quality White Laundry—    |        |
| 3-lb. Canisters, cases of 48 lb. | 0 05   |
| Barrels, 200 lb.                 | 0 05   |
| Kegs, 100 lb.                    | 0 05   |

Lily White Gloss—

|   |      |
|---|------|
| 1-lb. fancy cartons, cases 30 lb.         | 0 07 |
| 6-lb. toy trunks, 8 in case.              | 0 07 |
| 6-lb. enamelled tin canisters, 8 in case. | 0 07 |
| Kegs, ex. crystals, 200 lb.               | 0 06 |

Brantford Gloss—

|                                 |        |
|---------------------------------|--------|
| 1-lb. fancy boxes, cases 36 lb. | \$0 07 |
|---------------------------------|--------|

Canadian Electric Starch—

|                                   |      |
|-----------------------------------|------|
| Boxes of 40 fancy pkgs., per case | 2 50 |
|-----------------------------------|------|

Celluloid Starch—

|                                |      |
|--------------------------------|------|
| Boxes of 45 cartons, per case. | 3 50 |
|--------------------------------|------|

Oulinary Starches—

|                                |      |
|--------------------------------|------|
| Challenge Prepared Corn—       |      |
| 1-lb. packages, boxes 40 lb.   | 0 06 |
| No. 1 Brantford Prepared Corn— |      |
| 1-lb. packages, boxes 40 lb.   | 0 07 |
| Crystal Maize Corn Starch—     |      |
| 1-lb. packages, boxes 40 lb.   | 0 07 |

SAN TOY STARCH.

|                               |      |
|-------------------------------|------|
| pkgs. cases 5 doz., per case. | 4 75 |
|-------------------------------|------|

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Oulinary Starches—

|                                  |      |
|----------------------------------|------|
| St. Lawrence corn starch, 40 lb. | 0 07 |
| Durham corn starch, 40 lb.       | 0 05 |

Laundry Starches—

|                                      |      |
|--------------------------------------|------|
| No. 1 White, 4-lb. cartons, 48 lb.   | 0 05 |
| " " 3-lb. cartons, 36 lb.            | 0 05 |
| " " 200-lb. bbl.                     | 0 05 |
| " " 100-lb. kegs.                    | 0 05 |
| Canada Laundry, 40 to 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, 28 lb.   | 0 07 |
| Akron Gloss, 1-lb. packages, 40-lb   | 0 05 |



OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

|  |         |
|--|---------|
| Packed in cases of 56 lbs. each (cases free) |         |
| No. 1, London —                              |         |
| In papers of 4 to 5 lbs.                     | Per lb. |
| Blue, white or assorted.                     | 6c.     |

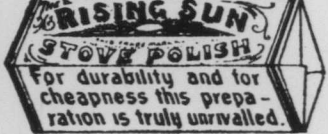
In Pictorial Cardboard Boxes—

|                    |      |
|--------------------|------|
| 4 lbs. net weight. | 8c.  |
| 1 lb. gross weight | 8c.  |
| 1 lb. gross weight | 9c.  |
| 1 lb. gross weight | 10c. |

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

|                    |     |
|--------------------|-----|
| 1 lb. gross weight | 9c. |
|--------------------|-----|

Stove Polish.



Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50

|                                      |       |
|--------------------------------------|-------|
| Rising Sun, 3-oz. cakes, gross boxes | 4 50  |
| Sun Paste, 10x. size, 1-gross boxes  | 10 00 |
| Sun Paste, 5x. size, 1-gross boxes   | 5 00  |

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

|   |                 |
|---|-----------------|
| Enamelled tins, 2 doz. in case          | Per case \$2 40 |
| Plain tins, with label—                 |                 |
| 2 lb. tins, 2 doz. in case.             | 1 90            |
| 5 " " " " " " " "                       | 2 35            |
| 10 " " " " " " " "                      | 2 35            |
| 20 " " " " " " " "                      | 2 10            |
| (10 and 20 lb. tins have wire handles.) |                 |

SMALL'S BRAND—Standard.

|                       |      |
|-----------------------|------|
| 5 gal. tins, per can. | 4 40 |
| 1 " " per case.       | 4 90 |
| " " " " " " " "       | 5 45 |
| " " " " " " " "       | 5 70 |



Teas.

SALADA CEYLON.

| Wholesale.                              |        | Retail |
|---|--------|--------|
| Brown Label, 1's.                       | \$0 20 | \$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, 1/4's and 1/8's | 0 30   | 0 40   |
| Red Label, 1's and 1/2's                | 0 35   | 0 50   |
| Gold Label, 1/4's                       | 0 44   | 0 60   |



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

| Wholesale.                  |        | Retail |
|-----------------------------|--------|--------|
| Blue Label, 1's.            | \$0 18 | \$0 25 |
| Blue Label, 1/2's.          | 0 19   | 0 25   |
| Orange Label, 1's and 1/2's | 0 21   | 0 30   |
| Brown Label, 1's and 1/2's  | 0 28   | 0 40   |
| Brown Label, 1/2's          | 0 30   | 0 40   |
| Green Label, 1's and 1/2's  | 0 35   | 0 50   |
| Red Label, 1's.             | 0 40   | 0 60   |



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 lb. & 1/2 lbs.       | 0 30 | 0 40    |
| " " 1 lb. & 1/2 lbs.       | 0 28 | 0 40    |
| " " 1 lb. & 1/2 lbs.       | 0 35 | 0 50    |
| " " 1 lb. & 1/2 lbs.       | 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 22   |
| Green Label, " " " "               | 0 28   |
| Red Label, " " " "                 | 0 35   |
| Orange Label, " " " "              | 0 42   |
| Gold Label, " " " "                | 0 55   |



Head Office, St. John, N.E. Toronto Office, 3 Wellington E.

| Wholesale.                  |      | Retail. |
|-----------------------------|------|---------|
| Brown Label, 1's and 1/2's. | 0 20 | 0 25    |
| Crimson " " " " " " " "     | 0 22 | 0 30    |
| Green " " " " " " " "       | 0 25 | 0 35    |
| Blue " " " " " " " "        | 0 30 | 0 40    |
| Bronze " " " " " " " "      | 0 36 | 0 50    |
| Gold " " " " " " " "        | 0 44 | 0 60    |

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

| Wholesale.                         |      | Retail. |
|------------------------------------|------|---------|
| Yellow Label, 1's and 1/2's.       | 0 20 | 0 25    |
| Green Label, 1's and 1/2's.        | 0 22 | 0 30    |
| Blue Label, 1's and 1/2's.         | 0 25 | 0 35    |
| Red Label, 1's, 1/2's and 1/4's.   | 0 30 | 0 40    |
| White Label, 1's, 1/2's and 1/4's. | 0 35 | 0 50    |
| Gold Label, 1's and 1/2's.         | 0 42 | 0 60    |
| Purple Label, 1's and 1/2's.       | 0 55 | 0 80    |
| Embossed, 1's and 1/2's.           | 0 70 | 1 00    |



Cases, each 60 1-lb. \$0 35

|                |      |
|----------------|------|
| " " 60 1-lb. } | 0 35 |
| " " 30 1-lb. } | 0 35 |
| " " 120 1-lb.  | 0 35 |

"CROWN" BRAND

| Wholesale.                   |        | Retail |
|------------------------------|--------|--------|
| Red Label, 1-lb. and 1/2's.  | \$0 35 | \$0 50 |
| Blue Label, 1-lb. and 1/2's. | 0 38   | 0 40   |
| Green Label, 1-lb.           | 0 19   | 0 25   |
| Green Label, 1/2's           | 0 30   | 0 35   |
| Japan, 1's                   | 0 19   | 0 25   |

E. D. MARCEAU, Montreal.

Japan Teas—

|  |       |
|--|-------|
| "Condor" I 40-lb. boxes.               | \$... |
| " " II 40-lb. boxes.                   | ...   |
| " " III 80-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.                 | ...   |
| " " XXXX 30-lb. " "                    | ...   |
| " " XXX 80-lb. " "                     | ...   |
| " " XXX 30-lb. " "                     | ...   |
| " " XX 80-lb. " "                      | ...   |
| " " XX 30-lb. " "                      | ...   |
| " " LX 60-lb. per case, lead 0 27      | ...   |

"Condor" Ceylon black tea in lead packets

|                               |                |
|-------------------------------|----------------|
| Green Label, 1/2, 1/2 and 1/4 | retail at 0 27 |
| 60-lb. cases                  | retail at 0 27 |
| Grey Label, 1/2, 1/2 and 1/4  | retail at 0 30 |
| 60-lb. cases                  | retail at 0 30 |
| Yellow Label, 1/2 and 1/4     | retail at 0 35 |
| 60-lb. cases                  | retail at 0 35 |
| Blue Label, 1/2, 1/2 and 1/4  | retail at 0 40 |
| 60-lb. cases                  | retail at 0 40 |
| Red Label, 1/2, 1/2 and 1/4   | retail at 0 50 |
| 60-lb. cases                  | retail at 0 50 |
| White Label, 1/2, 1/2 and 1/4 | retail at 0 60 |
| 60-lb. cases                  | retail at 0 60 |

Black Teas—"Old Crow" blend—

|                                       |              |
|---------------------------------------|--------------|
| Bronzed tins of 10, 25, 50 and 80-lb. |              |
| No. 1                                 | per lb. 0 35 |
| No. 2                                 | 0 30         |
| No. 3                                 | 0 25         |
| No. 4                                 | 0 20         |
| No. 5                                 | 0 17         |

Tobacco

THE EMERALD TOBACCO CO., LIMITED.

|                                 |        |
|---------------------------------|--------|
| Smoking—Empire, 4s, 6s and 12s. | \$0 45 |
| " " Amber, 8s. and 3s.          | 0 60   |
| " " Ivy, 7s.                    | 0 50   |
| " " Rosebud, 7s.                | 0 51   |
| Chewing—Currency, 12s. and 6s.  | 0 46   |
| " " Old Fox, 12s.               | 0 48   |
| " " Snowshoe, 6s.               | 0 51   |
| " " Pay Roll, 7s.               | 0 56   |
| " " Stag, 10 oz.                | 0 45   |
| " " Hobe, 8s. and 12s.          | 0 45   |
| " " 10 oz. bars, 6s.            | 0 45   |
| " " Fair Play, 8s. and 13s.     | 0 53   |
| " " Club, 6s. and 12s.          | 0 46   |
| " " Universal, 13s.             | 0 47   |
| " " Dixie, 7s.                  | 0 56   |

Vinegars.

E. D. MARCEAU, Montreal. Per gal

|                                       |        |
|---------------------------------------|--------|
| EMD, pure distilled, highest quality. | \$0 32 |
| Condor, pure distilled.               | 0 37   |
| Old Crow.                             | 0 35   |

Special prices to buyers of large quantities.

Yeast.

|  |        |
|--|--------|
| Royal yeast, 3 doz. 5c. pkgs.          | \$1 65 |
| Gillett's cream yeast, 3 doz. in case. | 1 05   |



When your Customers ask for  
**Baking Soda** you are always  
safe and just to them when  
you tell them that

**"GOW BRAND"**



**BAKING SODA**

*is the Best to Use—*

**CHURCH & DWIGHT, Limited**

Manufacturers  
**MONTREAL**



**"GLOBE," with Percolator.**

This pot speaks for itself. When tea  
is drawn take the Percolator out and tea  
remains free from tannin.

We make seven sizes of this, also  
The Champion Tea Pot. Send for price  
list.

**R. CAMPBELL'S SONS**

HAMILTON POTTERY  
**HAMILTON, - ONTARIO**

**TEA HINTS  
FOR RETAILERS**

By **JOHN H. BLAKE**

YOU should get a copy of this book  
to-day—it tells all there is to  
tell about Tea.

HOW TO TEST TEAS.  
WHERE TO BUY TEAS.  
BULK Y. PACKAGE TEAS.  
HOW TO ESTABLISH A TEA TRADE.  
TEA BLENDING, ETC., ETC.

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**THE CANADIAN GROCER**  
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**JAMAICA**

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

**KINGSTON  
"GLENER"**

might bring inquiries. Better  
write for rates to

**I. G. STEWART, Halifax.**

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Is Honest Goods and  
just the Thing on Which  
to Make or Extend a  
Business.



The Best Grocers make  
a point of keeping it  
always in Stock.

TEA

MONTREAL.



Wholesale. Retail  
\$0 35 \$0 50  
0 28 0 40  
0 19 0 25  
0 20 0 25  
0 19 0 25

boxes.....\$.....  
boxes.....  
b. boxes.....  
lb " at.....  
Japan, 70 lbs., ..  
30-lb. boxes.....  
1-lb. " ..  
1-lb. " ..  
per case, lead 0 27  
51's and 70's)  
r tea in lead packets  
and lb, 0 27 at 0  
and lb, ..  
retail 0 30 at 0 23  
and lb, ..  
retail 0 35 at 0 26  
and lb, ..  
retail 0 40 at 0 30  
and lb, ..  
retail 0 50 at 0 34  
and lb, ..  
retail at 0 40  
r blend—  
5, 50 and 80-lb.  
per lb. 0 35  
0 30  
0 25  
0 30  
0 17

000 CO., LIMITED.  
6c and 12c... \$0 46  
and 3c... 0 60  
0 50  
0 51  
and 6c... 0 48  
0 48  
0 51  
0 56  
0 45  
1 12c... 0 45  
bars, 6c... 0 45  
and 13c... 0 53  
1 12c... 0 45  
3c... 0 47  
0 56

pkgs. .... \$1 05  
doz. in case... 1 05



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**PREMIUMS**

In between our usual weekly talk to the retailer we would like to remind the manufacturer and wholesaler that we are headquarters for attractive goods to be used as "Premiums."

We arrange to confine each line exclusively to purchaser and so can hardly particularize here; but we are at present supplying some of the largest users of Premium goods. It pays them and will pay you.

Open Correspondence Now.

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Crockery and Glassware, Importers and Mfrs.

**TORONTO**

We want you to sell

**WETHEY'S**  
**Condensed Mince Meat**

It has been tried in every particular for twenty years and  
**NEVER FOUND WANTING**

**3 doz. in a case. Sold by Every Jobber**

**J. H. WETHEY,**

LIMITED

**ST. CATHARINES, - - CANADA**

**C. & B.**

**Crosse & Blackwell's Marmalade**

*1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.*

**Crosse & Blackwell's Fresh Fruit Jams**

*1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.*

Agents :

**C. E. COLSON & SON**

**10 St. John St., MONTREAL**

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VOL. XX.

Frank

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Ed

EDW

33 Front St. East,  
TORONTO, Ont.