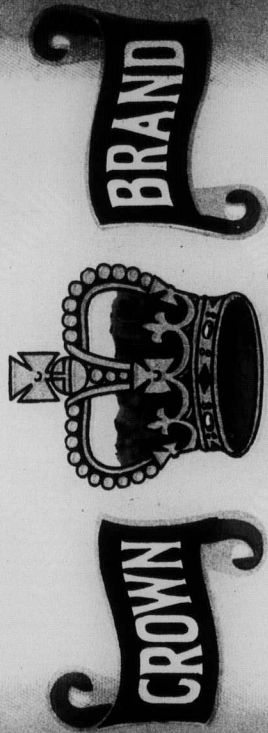


MANUFACTURED BY THE
EDWARDSBURG STARCH CO.
CARDINAL, ONT.

20 lbs. NET
EDWARDSBURG



REGISTERED

PURE
TABLE SYRUP

WE GUARANTEE THIS
TABLE SYRUP
TO BE PURE AND WHOLESOME.

R U J R R /

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
and Food Stuffs Trades of Canada.

VOL. XIX

MONTREAL AND TORONTO, JULY 14, 1905.

NO. 28.

Keen's Oxford Blue



Should SELL
Everywhere
in Canada

Are you selling
The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

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

HAVE YOU TRIED OUR

STRATHCONA ?

A hard, sweet, square biscuit. Quality
good. Price within reach of all.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL,

Limited

R
H
To
R
P
C

Brunner Mond & Co.'s WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland Montreal

SOLE AGENTS FOR CANADA



The Call

is for

PEACOCK BRAND MINCE MEAT

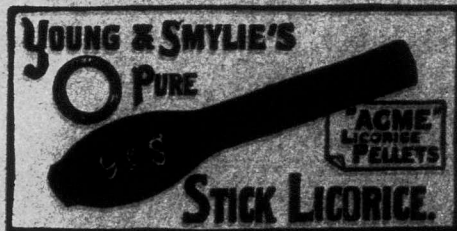
No other Mince Meat better.

No other Mince Meat cheaper.

Peacock Brand Mince Meat
for you.

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

National Licorice Co.



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

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request



BORDEAUX RELISH

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

GOLDEN DATES

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

The Merchants' Mfg. & Supply Co.

58 Colborne Street, TORONTO

Increase Their Faith!

“Price” is an argument for trade, but “quality” goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell standard goods and you increase the faith your customers have in the service of your store. It pays to “increase their faith”

By Selling These Goods.

Scotch Fish

Kippered Herring, Herring in Tomato
 Fresh Herring Herring Roes
Packed by Specialists at North
 Shields, G.B.
 Once tried always used

Griffin & Skelley's Dried Fruits

“The pick of the pack” from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. “Increase their faith” by selling them.

Order Now

“Thistle” Brand Haddies

Parchment Lined Full Weight
Always the Best
 Not the Lowest Price, but *Cheapest* to
 use

“Shell” Brand Castile Soap

Containing 67 per cent. of pure oil, instead of the usual 60 per cent. of ordinary brands. Packed by Couret Frere of Marseilles. In 1 pound bars and upwards and in pressed cakes also.



“SHELL BRAND”
 (LA COQUILLE)

SOLD BY LEADING WHOLESALERS

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

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BARBADOES, B.W.I.

Travelling Representative, MR. J. F. HUTSON.
The Bologna Lime Works Co.
 and Mercantile Agency, BARBADOES, B.W.I.

Proprietors, Manufacturers and General Commission Merchants. Open to represent in the West Indies reliable Canadian firms. Consignments handled. Correspondence invited. References furnished. Through our medium the manufacturer is brought into direct touch with the dealer throughout the West Indies.

BRANDON, MAN.

GROCERIES FOR THE WEST

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

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

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
 Brandon, Man.

CALGARY.

The Best Salesman

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

Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON,

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

NICHOLSON & BAIN, WINNIPEG, MAN.

MONTREAL

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street
 MONTREAL.

Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

JNO. A. MOIR

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

6 St. Sacrament St., - MONTREAL

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

J. T. ADAMSON & CO.

Customs Brokers
 and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

TORONTO.

W. G. A. LAMBE & CO.
 TORONTO.

Grocery Brokers and
 Agents.

Established 1885

C. E. KYLE

WHOLESALE GROCERY BROKER
 and MANUFACTURERS' AGENT
 27 FRONT ST. E., - TORONTO
 Highest references. Commissions solicited.

W. G. Patrick & Co.
 Manufacturers' Agents
 and

Importers.

29 Melinda St., TORONTO

VANCOUVER, B. C.

J. McA. CAMERON

Manufacturers and Commission Agent

More lines desired.

Travellers on the road.

VANCOUVER, B. C. P.O. Box 912
 Phone A1955

The Vancouver Warehouses, Limited
 STORAGE

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

Consign your cars to us.
 Correspondence invited.

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

VICTORIA, B.C.

Radiger & Janion

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and
 COMMISSION BROKERS

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

WOLSELEY, ASSA.

G. C. Warren

Wolseley, Assa.

Direct Importer and Distributer of Teas and Jellies. Manufacturers' Agent. More lines desired.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

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

J. W. LEAKE, - SCARBOROUGH
 30 BARWICK STREET
 Tel. Ad. "Leake, Scarborough."

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
 COMMISSION BROKERS.
 Excellent Storage Accommodation.
 Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT and
 WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence Solicited
WINNIPEG, MAN.

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers' Agent
 Member Western Wholesale Brokers' Association
 Union Bank Block, Rooms 722 and 723
Winnipeg, Man.

Open for good
 Canned Goods Agency

Correspondence
 Solicited

Stuart Watson

Manufacturers' Agent and Wholesale
 Commission Broker.

WINNIPEG, MAN.

Highest References. Correspondence Solicited.

GEORGE ADAM & CO.

Wholesale Grocery Brokers and
 Commission Merchants,

WINNIPEG, - - MANITOBA.

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

Members Western Wholesale Brokers' Association,

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All EYES are

turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in
 CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
 Wholesale Commission Merchants and Brokers.

HAMILTON, ONT.

Long Distance Phones

OFFICE 715

HOUSE No. 1556

Norman D. McPhie

BROKER and
 Commission Merchant

OFFICE:
 158 KING ST. E.

HAMILTON, ONT.

SALT

== Haying Season at Hand ==

Do you require any Salt for it?
 Full Stocks, Prompt Shipment—All Lines.

VERRET, STEWART & CO.
 MONTREAL



Heinz Pure Food Products Stand All Tests

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

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

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

No better selling article
 for Summer trade than

STERLING BRAND PICKLES

In constant call for picnic and outing parties.

Buy from your jobber, or direct from the manufacturers.

THE T. A. LYTLE CO., LIMITED
 124-128 Richmond St. West
 TORONTO, CANADA



CEREBOS TABLE SALT

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

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

Sold wholesale by the following firms:

- | | | | |
|-----------------------------|---------------------------------|------------------------------|------------------------------------|
| Quebec: Whitehead & Turner. | Ottawa: H. N. Bate & Sons, Ltd. | Toronto: W. G. Patrick & Co. | Winnipeg: The Kenneth Mackenzie Co |
| Montreal: D. H. Rennoldson. | Kingston: Geo. Robertson & Son. | Hamilton: James Turner & Co. | Victoria: R. P. Rithet & Co., Ltd. |
| | | | Vancouver: Kelly, Douglas & Co. |

Facts for Tea Buyers

1. Japan Teas are the purest and cleanest teas produced.
2. Japan Teas have a distinct character and flavor that is not imitable.
3. Japan Teas are always the same and hold an unblemished reputation.
4. Japan Teas require no bolstering up with other teas.
5. Japan Teas are not injurious to the most delicate constitution.
6. Japan Teas always please the consumer.
7. Japan Teas pay you well.

JAPAN TEAS ARE ALWAYS RIGHT

SPEAKING OF SAUCES

Do you know of any other sauce that is as much in demand and yet gives the grocer as good a margin as

Paterson's Worcester Sauce?

Honestly now, do you? We don't.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.



Flett's

A Pickle Pointer

You have horse sense. Then don't be a donkey. Sell reliable, high-grade pickles — pickles of the "come-back-and-get-another" kind. Not the kind that you have to work hard to make every sale and then your customer isn't satisfied. Sell **Flett's Pickles** — the pickle of quality.

ROSE & LAFLAMME

Agents, MONTREAL

MHS



"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.

NO DOUBT ABOUT IT!

There is no doubt that wherever good judgment prevails **Ceylon Teas** prevail. It would be an impolitic, substance-for-shadow move to substitute Japan, or China Teas for **Ceylon Teas** when there is **no cause** for rejecting **Ceylon Teas**. Your business will not permit of much experimenting. You cannot afford to risk sales. Tea consumption is big. **Ceylon Teas** lead in amount consumed. If you lose your **Ceylon Tea** trade by an unwise move, where will you be? Keep close to **Ceylon Teas** and you keep close to trade. **Ceylon Teas** are here to stay—**be sure of that.**

ATTENTION!
 We will send you a sample of a perfect Metal Polish

YORK

if you will send us your name and address. If you get a sample, you'll want a supply.

ANGLO-CANADIAN SUPPLY CO.
 3 Wellington St. E., TORONTO

REFRIGERATORS



FOR
**Butchers
 and
 Grocers**

Any Size. All Guaranteed to do the work.

Write for Catalogue and Prices.

Eureka Refrigerator Co. Limited
 54 and 56 Noble St., TORONTO - - CANADA

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

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

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

THE STANDARD COMPUTING CHEESE CUTTER

is a fixture that no merchant who believes in up-to-date money-saving devices can afford to be without.

It is perfect in its operation and in every detail of its construction.

It cuts to weight and to money value, at any price per pound, in one operation.

It stops losses on cheese by preventing waste, crumbling and sampling, while it protects the cheese from dirt, mould and drying out.

The customer gets just the amount of cheese asked for in one perfect cut.

It will save the three to five pounds you are losing on each cheese cut.

Terms and Prices Right. Write for Folder.
 516 Board of Trade Building TORONTO

THE WALKER PIVOTED PIN & STORE FIXTURE CO.,

ARE YOU SELLING
 anything nearly as good as

**SYRUP OF MALT
 EXTRACT OF MALT**

Why not sell the best and make the most?

SAMPLES ON REQUEST.

GEO. SLEEMAN, Guelph, Ont.

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.

COMMON SENSE

KILLS { Roaches and Bed-Bugs
 Rats and Mice

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

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

Make Your Own Sales

If there is a woman who has never used

The Tarbox Mop Cloth

she certainly would not long be a non-user if she knew how much energy would be saved in mopping.

Awaken to your opportunity for sales.

Your Jobber Sells Them.

TARBOX BROS., Toronto

SALT SALT

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

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

R
10
To
R
R
A

Butchers, Merchants and Hide Buyers

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



They Cost Something, Of Course.

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

IF A MAN WANTS CREDIT

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

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

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

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QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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

Purnell's
B.V. Sauce

Shows a good profit.

Is the Best Value on the Market

Order to-day from our agents.

PURNELL, WEBB & CO, LTD.
BRISTOL, ENGLAND

Special Offer in Brooms

A Chance For You to Make a Little Extra.

NOTE THESE POINTS REGARDING THE NEW

"PERFECTION"
BROOM (PATENT)



- 1.—It costs no more than the ordinary broom.
- 2.—It will not, like the ordinary broom, work loose at the shoulder. The cut shows how perfect rigidity is obtained by the special handle and crosswire.

3.—It will last longer and give better satisfaction than any other broom on the market.

OUR PROPOSITION: Send us a sample order for 6 dozen and we will prepay freight to the extent of 30 cents per hundred. If the goods are not satisfactory you may return them at our expense.

PRICES, 3 STRING \$2.30, 4 STRING \$2.75

SOLD EXCLUSIVELY BY

LIND, KERRIGAN & CO.
Wholesale Grocers, London, Ont.

Madam Huot's Coffee

"Condor"
Ceylon Black Tea in
Lead Packages

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

1 lb. Tins - - 31c.

2 lb. Tins - - 60c.



Pure, Rich,
Delicious

This Coffee has been over five years on the market and the increasing demand proves its worth.

Its well-known merits put it above all others, and the extensive publicity in daily papers and reviews of Canada helps the retailer to sell it.

It has the qualities to please the lovers of good Coffee, and leaves you a good margin of profit. **Keep it in stock.**

New Teas in Stock

- 50 Half Chests Condor V. Japan May Tea, Second Lot, at 25c.
- 25 Half Chests Condor XXX. Japan May Tea, at 20c.
- 25 Half Chests Condor No. 29 Japan May Fanning, at 8½c.

All Choice Liquoring Teas

- 25 Chests Ceylon Green Tea, Natural Leaf, Hyson No. 1, at 16½c.
- 25 Half Chests Ceylon Green Tea, Natural Leaf, Yg. Hyson, at 17½c.
- 50 Half Chests Ceylon Green Tea, Fancy Finished Leaf, Yg. Hyson, at 18½c.
- 66 Boxes 50 lbs. each, Ceylon Green Pinhead Gun Powder, Very
Fancy Leaf, at 22½c.

Ask for Samples. It pays.

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

E. D. MARCEAU

281-285 St. Paul St., MONTREAL

"CONDOR"
Baking Powder, Vinegar,
Spices, Cocoa

"OLD CROW"
Baking Powder, Vinegar,
Spices, Cocoa

BEWARE!!!

That I was **FOUR YEARS** in **EUROPE** studying and choosing the very best representations in

Wines, Liquors and Alimentary Products

The following firms speak for themselves:

P. GARNIER. All kinds fine-liquors.
 THE UNITED VINEYARD CO. Salamander Medicinal Brandy and other fine brands.
 L. CHANDON. Regal and First Champagne.
 DIEZ HERMANOS. All kinds of Genuine Spanish Wines.
 BOUCHOT-LUDOT. All kinds of Genuine Burgundy Wines.
 J. LATRILLESON. All kinds of Genuine Bordeaux Wines.
 C. LABOUR. All kinds of Genuine French White and Red Clarets.
 MACLEAY DUFF & CO. All kinds and sizes in Scotch Whiskies.
 ALFRED CHANCERELLE. French Imported Sardines.
 BUSCHETTO BROS. Vermicellis, Macaronis and Nouillettes.
 BOY PERE & SON. French Olive Oil for Table Use.
 HARTMANN & CO. All kinds of Foreign Liquors.
 H. JANSEN. Pure Holland Gin, distillation under control.
 GRANDE SAVONNERIE MARSEILLAISE. All kinds of Castile Soap.
 MASSARDIER & GRANJON. (QUINA EXCELSIOR) Famous Apperitive and Strengthening Ozonified Wine.
 CHOCOLATERIE DE L'UNIVERS. Lyon.
 EDUARDO HEREDIA. Tarragona Wines.
 PABLO DELOR. Raisins, Fruits and Mediterranean Products.
 F. LECOURT. French Peas and Beans.
 ROMAN SPRINGS. French Mineral Water.

Sub Agents Wanted

B. O. BELAND

1684 Notre Dame St., MONTREAL

HALIFAX, N.S. OTTAWA, ONT. VANCOUVER, B.C. QUEBEC, P.Q.

We're Strong on Teas.

If you want something in bulk Teas that will startle your opposition, write us for samples. Just now we can show values that are really extraordinary—teas that will improve your trade. Would like to do some mail order business with you.

TORONTO JOHN SLOAN & CO. BELLEVILLE

MAPLE SYRUP



PRODUCT OF



Telfer Bros., brokers, Winnipeg, took 3 cars in month of Jan., 1905.
Wm. Maitland & Co. (retail) took 1428 packages in 1903, and 2614 in 1904.

Small's Brand Maple Syrup and Confections have highest awards from all quarters of world. Every package bears guarantee and analyst certificate.

If your Syrup Trade is Stagnant, Why?

All Jobbers.

Head Office, Montreal.



Canned Goods

The Grocer who has not placed his order with us made a mistake—Our price for Peas, order taken before June 30:

Old Church Peas 55c.

Jersey " 57½c.

Nothing better packed in this grade.

Delivered in car lots.

Less quantities F.O.B. Hamilton

Do not tell any one, but if you write promptly you may be able to get a few.

Strawberries \$1.55

Raspberries \$1.45

Let us hear from you. Our prices will be right for corn and tomatoes.

Standard Canning Co., - Hamilton, Ont.

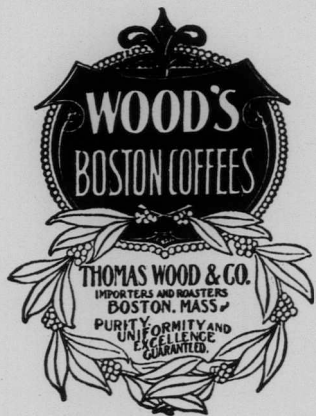
RED FEATHER

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

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

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

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



GLADSTONE

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

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

WOOD'S COFFEES

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

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

Preference

is given by all storekeepers to articles which are well known to the people and that have a reputation behind them.

MATHIEU'S NERVINE POWDERS

are not only well in the public mind, but they have a reputation as the most reliable and safest cure for all Nerve Pains, Headaches, etc.

Unlike most extensively advertised articles there is a good profit on their sale; they sell rapidly and the profit soon accumulates. It is to your interest to display some of the boxes in a conspicuous place. They sell at sight.

Some short-sighted dealers let their stock run out of

MATHIEU'S SYRUP of Tar and Cod Liver Oil

because they think it is exclusively a winter preparation. Even through summer many people are troubled with cough, colds, etc., and many will ask for "MATHIEU'S SYRUP OF TAR AND COD LIVER OIL."

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

Canned Peas

Place your order early for the Popular Standard Brands.

Prices for 2-pound Tins, 60c. and 62½c. per dozen.

Guaranteed New Pack

Delivery in a few weeks.

Best Goods
Lowest Prices

Most Attractive Labels
Satisfaction Guaranteed

Warren Bros. & Co.

35 and 37 Front Street East, - Toronto

Winnipeg as a Wholesale Centre

It is a commonplace to indulge in high-flown generalities concerning the wonderful growth of Winnipeg during recent years as a wholesale distributing centre for Western Canada, and it is not the intention of the present article to repeat a multitude of platitudes and generalities which are now as an oft-told tale. At this day no one doubts the prosperous present and still more roseate future of Winnipeg and the great fertile prairie country lying west of the lakes. It is no longer fashionable to doubt it; the westerner is outdone in his praises of the newer Canada by the eastern man, who probably knows the country only by hearsay. Business men in all parts of Canada are looking to the west for the expansion of their trade, and the interests of the country west of the lakes occupy about three-quarters of the time of the Dominion Parliament. It is not necessary to occupy any valuable space explaining in a general way the wealth and potentialities of the west.

But, while no one now is brave enough to cast any doubts upon the prosperity and bright prospects of Winnipeg, it is nevertheless the case that very few visitors on their first arrival in Winnipeg are prepared to see the immense warehouses in which the merchant princes of the western city transact their business. The man from Montreal or Toronto who pays his first visit to Winnipeg is not prepared to find warehouses as large as those he has known in the large eastern cities and many that are larger. He is not prepared to find in a city of about 80,000 inhabitants serving a country whose population is not much in excess of one half million, warehouses larger than he has known in eastern cities of larger population serving a constituency with a much larger population. But this is exactly what he finds. In spite of all that he has heard the reality surprises him.

Aim of This Article.

This article attempts to sketch the history of the leading jobbing and manufacturing firms of Winnipeg, and to show by illustrations to what proportions the Winnipeg firms have grown. Winnipeg's business history is yet in the making and there are few firms here which have been in business in Winnipeg for twenty years. The number who have commenced doing business in Winnipeg or have built large warehouses during the last four or five years is astonishing. New establishments are being opened out with astonishing rapidity, and the number of eastern firms sending representatives to Winnipeg and establishing branch warehouses and sample rooms to cater to the western trade is legion.

Nevertheless there are few indications of a boom; the rapid growth of Winnipeg as a commercial and distributing centre rests upon solid foundations. It

is true that a number of firms have built beyond their present requirements, but he is a foolish business man in Winnipeg who does not provide for future expansion. At the present moment Winnipeg is the undisputed distributing centre for the people of the most fertile and largest continuous wheat belt in the world. It is true that only a small portion of this wheat area is yet under cultivation, but immigrants are pouring in by the thousands every season to take up free Government lands and every new arrival means a new customer to be supplied from Winnipeg or the east. Undoubtedly there will be other jobbing centres in the west, but Winnipeg, having been first in the field, should maintain the first place. Her relative importance as a commercial centre is shown by the fact that she ranks third in Canadian cities in clearing-house returns.

Few Manufacturing Industries.

A glance through the pages that follow will show that there are as yet very few manufacturing industries in Winnipeg. The prairie city is, as yet, essentially a distributing centre, handling the manufactured products of eastern cities and outside countries. That this will always be the case no person believes, and already there are a number of prosperous manufacturing plants. The chief drawback is the absence of cheap power. Power generated from coal costs relatively so much more in Winnipeg than in the east that manufacturers hesitate to locate here. At the present time the city council and the most enterprising business men are looking for a solution of the difficulty in the water power available at the Winnipeg River, between sixty and seventy miles distant from Winnipeg. It is urged by those who have studied the situation that, contrary to the popular opinion, Winnipeg occupies one of the most commanding positions of any manufacturing centre in the country, and that it will be the fault of Winnipeg's citizens if the advantages of cheap water power are not realized.

Water Power.

In a paper by Mr. Chas. Esplin, who has made a personal examination of the Winnipeg River and has given the whole power question a careful study, the situation is reviewed at length. The commonly accepted data show the elevation of the Lake of the Woods to be 1,042 feet. The elevation of Lake Winnipeg is 710 feet, and the total fall of the Winnipeg River from the Lake of the Woods is consequently 332 feet. The portion of the river in which Winnipeg business men are most keenly interested because of its potentialities as a source of cheap power is near the Big Bonnet Falls. In a distance of less than six and one half miles from the head of the Big Bonnet Falls to the foot of Silver Falls the river drops over 94 feet and in that distance there are three principal groups

of falls. The first is Big Bonnet Falls, with a drop of over 35 feet; the second is White Mud or Electra Falls, with a drop of 13½ feet, and the third is Silver Falls, with a drop of over 22 feet.

It is estimated by power experts that the Big Bonnet Falls will easily yield 390,000 horse-power, that the Electra Falls will yield 227,000 horse-power, and that the Silver Falls, if improved, will yield additional 227,000 horse-power, or a total of 884,000 horse-power within 6½ miles.

That is, within 65 miles of Winnipeg, an enormous amount of water power is going to waste and is available for use in Winnipeg if advantage be taken of the situation of the city. It is estimated that this amount of power is equal to that which can be obtained from 7,000,000 tons of coal per year.

The river at the points in question is about half a mile wide. It contains not only the water from the region drained by the Lake of the Woods and its tributaries, but also another volume of water about twice as great, from the region drained by the English River and its tributaries. Sixty feet is not an uncommon depth and the volume of water is not less than 7,000,000 cubic feet per second. While several hundred thousand horse-power can be developed there, the total amount of horse-power used in the manufactures of Toronto is about 150,000 horse-power.

It is unnecessary to dwell upon the possibilities which access to such power opens to Winnipeg industries. The development of the water power of the Winnipeg River and of the St. Andrew's Rapids on the Red will mean a revolution in the industries of Winnipeg. In addition to being the distributing centre for the west Winnipeg will also be its manufacturing centre.

Gordon, Ironside & Fares.

This is a firm with a more than national reputation, and, although its beginnings were in the west and the west is still the source of its supplies, yet with stockyards in Montreal, with facilities for handling their own cattle in Liverpool and Birkenhead and with cold storage plants in various Canadian towns, Gordon, Ironside & Fares are much more than an ordinary Winnipeg firm. It is, however, in the packing facilities and packing house business of the firm that readers of The Canadian Grocer will be most interested, and that is a Winnipeg industry.

In 1891 the firm were known as Gordon & Ironside, and headquarters were in Manitou and Pilot Mound. In 1896 Mr. Fares was admitted to partnership and the firm became known under its present name. Two years later the present extensive plant was built in Winnipeg, and the history of the firm since then has been one of rapid progress. Branches with cold storage plants have been established in Rainy River, Kenora (Rat Portage), Fort William, Port Arthur and Sault Ste.

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Marie. These are all supplied with dressed and cured meats from the central establishment in Winnipeg.

The Winnipeg plant is one of the most complete and up-to-date in Canada and the products of the firm are sold in all parts of the country.

The rapid growth of this firm is a splendid example of what may be accomplished by push, energy and capital in the Canadian west. Although a new firm, Foley, Lock & Larson occupy a foremost place among the wholesale grocery firms of the west. They have

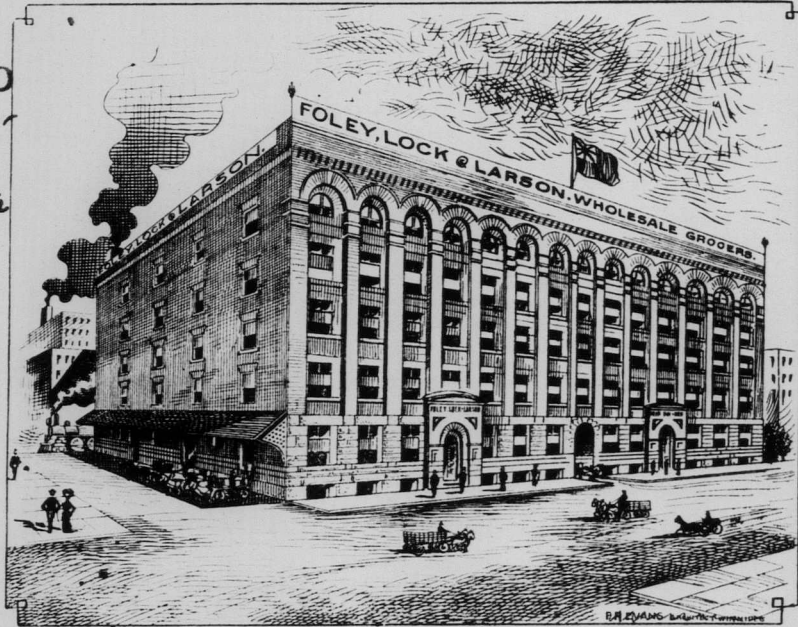
when the company erected a new pork packing plant with a daily capacity of 250 hogs, and in this plant the company made their first use of ice for chilling and storage rooms.

The steady growth of the west was the underlying reason for the growth of this pioneer packing industry and the year 1898 saw a big expansion while the intervening years have been one continued story of rapid growth. In 1898 the plant was doubled in size and the daily capacity was now 500 hogs. Mechanical refrigeration was installed for the chill rooms and butter, egg and cheese rooms. Branches were also established in that year in Vancouver and Nelson, B.C. In 1902 the plant was again enlarged making the daily possible capacity 1,000 hogs. The use of ice was discontinued and the mechanical refrigeration system was extended throughout all the storerooms. In 1904 a branch was established at Calgary and the killing of cattle and sheep at the Winnipeg plant was commenced.

At the present time further extensions are contemplated to be made next year which will nearly double the present plant. Distributing warehouses will also be established in the near future at Rat Portage (or as it must now be known, Kenora), Fort William, Rainy River and Sault Ste. Marie. Evidently the history of the company is still to be one of rapid growth.

Nicholson & Bain.

Nicholson & Bain are the successors of Henderson & Bull, a firm of commission merchants who will be remembered by those who have been in the trade a few years. Mr. Nicholson came to Winnipeg in the days of "the boom" in 1882, and commenced to work for Henderson & Bull. Mr. Bull retired in 1888, the firm then becoming W. F. Henderson & Co., and Mr. Nicholson retained his connection with it. When Mr. Henderson died in 1896, Mr. Nicholson succeeded to the business, and in January, 1903, when



Warehouse Foley, Lock & Larson.

Foley, Lock & Larson.

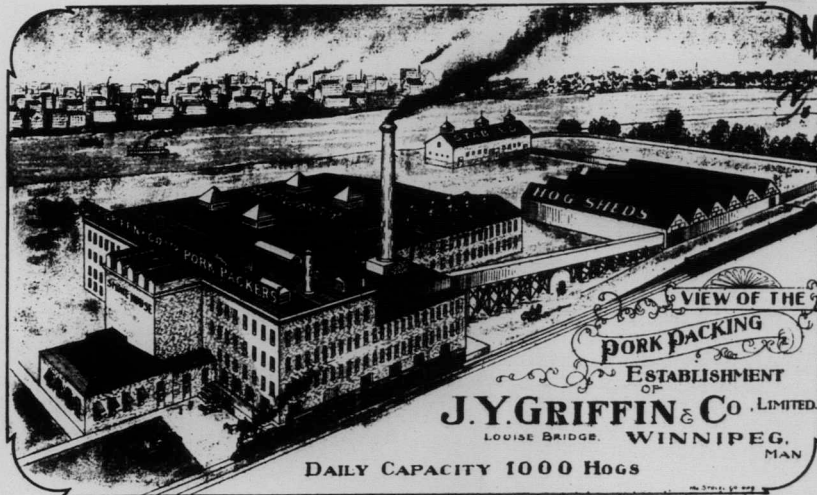
It is hard to realize that the firm of Foley, Lock & Larson date their existence only since January 1, 1903; hard because of the immense warehouse in which they carry their stock, and hard because of the ramifications of their business throughout the entire west. Foley, Lock & Larson are the successors of Lock Bros., who for two or three years before the formation of the present firm carried on a fruit and produce business. Lock Bros. started in a small way in the Oddfellows' Block, on Princess street, conducting a fruit and produce trade. From there they moved to Bannatyne street east, where they remained until a move was made into their present quarters. In the meantime the firm of Foley, Lock & Larson was formed, its members being Foley Bros., St. Paul railway contractors and wholesale grocers; T. H. Lock, J. A. Lock, W. G. Lock, A. S. Lock and Peter Larson, railway contractor, of Helena Mont.

The present building on Market street was built in 1903 and the firm moved into it in October of that year. At the present time they are building immediately to the east of their warehouse a big confectionery and biscuit plant which will be completed, it is hoped, before the snow flies. The building will have a frontage of 216 feet, a depth of 100 feet, and will be five storeys high with a basement. The combined warehouse and confectionery plant will probably be the largest building of its kind in Canada. The firm are also building on James street a warehouse 50x100 feet for the storage of heavy goods, such as salt, sugar and syrups.

ten travelers in the country and four in the city.

J. Y. Griffin & Co., Limited.

It was in 1880 that this firm established the first pork packing business in the Canadian west. At that time dressed hogs only were handled and there was no system of refrigeration or cold



Packing Plant J. Y. Griffin & Co., Limited.

storage. Methods were not then what they are now and appliances in general use and employed by this firm now were primitive when compared with the plant now in operation. Hog products, butter, eggs and cheese were all handled in one ordinary warehouse.

In 1886 a step in advance was made

took Mr. Bain into partnership, the firm became known under its present name of Nicholson & Bain.

In 1904 the first step in a policy of expansion was taken by the opening of a branch in Calgary under the name of Nicholson, Bain & Johnson, the firm holding the same agencies at that point

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as in Winnipeg. Property has been secured in Calgary and a large, modern warehouse will be built there this year. It is the intention of the firm to start a branch in Vancouver, and they are also considering the advisability of opening in Montreal.

Campbell Bros. & Wilson.

Campbell Bros. & Wilson are the successors of Sutherland & Campbell, who commenced a wholesale grocery business in Winnipeg in the "boom" days of 1882, from which so many Winnipeg firms date

firm and its brand of "Royal Shield" goods are no strangers to the western trade from Winnipeg to the coast.

Western Packing Co. of Canada, Limited

This large packing house firm was organized in 1902, and in that year their large and up-to-date plant was built. They are situated on Logan avenue west, not far from the new C.P.R. shops, and they have excellent track facilities for the prompt shipment of their output. The packing house plant is up to date in every respect, being equipped with an excellent refrigerator system and all the latest conveniences.

H. V. Kobold is president of the company, and R. M. McLeod is secretary-treasurer.

Bright & Johnston.

The wholesale fruit firm of Bright & Johnston was formed in 1896 by the partnership of A. Bright and K. J. Johnston. Mr. Bright was formerly a wholesale grocer and Mr. Johnston was a city traveler. The business was opened on Princess street and two years later in 1898 the firm bought the block in which they are now located. In 1903 they built a large new block adjoining their present premises into which they have not yet moved. The firm do a large wholesale business in fruits, and have a good connection throughout the west.

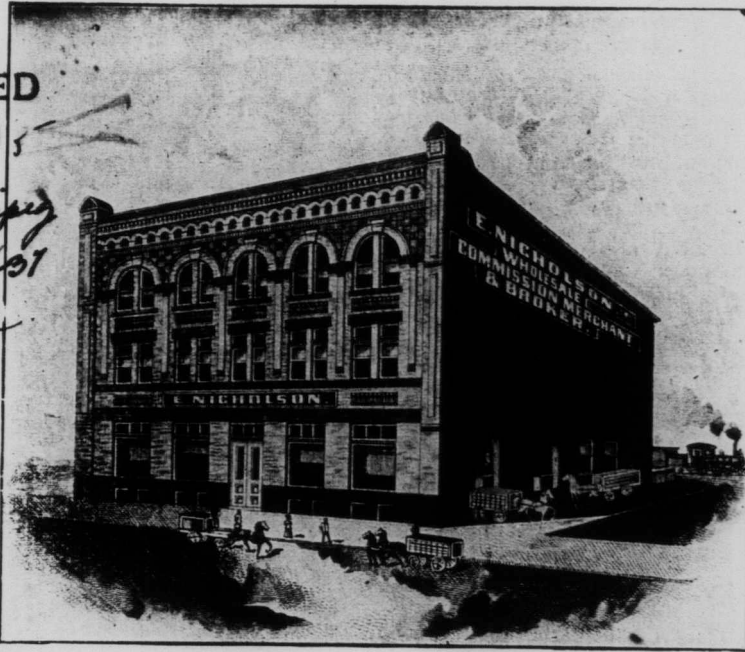
Gallagher, Holman, La France Co.

This is a new packing firm formed by the amalgamation of a number of other firms whose names have been well known in the west for many years. Perhaps what may be called the parent firm was founded in the Spring of 1880 and it was known as P. Gallagher & Son. In 1902 this firm were incorporated, and in 1904 they amalgamated with the Holman Meat Co., and the firm name was changed to Gallagher, Holman, LaFrance Co. Although the original firms have been in business for many years, the firm is

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Warehouse Nicholson & Bain.

The large Winnipeg warehouse, which was built in 1898, affords accommodation for an extensive stock. It is a three-storey building with a basement, the dimensions being 66x72.

It would be impossible within the limits of available space to enumerate all the agencies of this firm, but the following are among the firms whom they represent: Canada Jute Co., Limited, Montreal, bags, twine, Hessians; Edwardsburg Starch Co., Cardinal, Ont., starches, syrups, glucose; Truro Condensed Milk and Canning Co., Truro, N.S., condensed milk, evaporated cream; Rosenberg Bros. & Co., San Francisco, California dried fruits; Anglo-British Columbia Packing Co., Vancouver, canned salmon; Flavelle Limited, Lindsay, honey, eggs, cheese, butter; Diamond Elevator and Milling Co., Minneapolis, cornmeal, rye flour, etc.; Dow & Curry, Pilot Mound, Man., rolled oats, pot and pearl barley; Wallaceburg Sugar Co., Limited, Wallaceburg, Ont., sugars; John Sealy, St. John, N.B., canned, smoked and dried fish; Funston Dried Fruits and Nuts Co., St. Louis, nuts; Postum Cereal Co., Battle Creek, Mich., "Grape Nuts" and "Postum"; Peek Bros. & Co., London, Eng., teas and spices; J. B. Stringer & Co., Chatham, beans; Mahler Bros., Chatham, evaporated apples; California Fruit Cannery Association, San Francisco, dried and canned fruits; Campbell Fruit Growers' Union, San Jose, Cal., dried fruits; Manitoba Canning Co., Limited, canned meats; Sugars Limited, Montreal, maple sugar and maple syrup; New York Coffee Co., London, roasted coffees; Evans, Coleman & Evans, Vancouver, canned salmon; Cudahy Packing Co., South Omaha, canned meats, smoked meats, lard; F. W. Fairman Co., Limited, Hamilton, meats and lard.

their early beginnings. The firm were then located on Princess street, on the corner immediately north of their present building. Jas. Sutherland died in 1885, but the business was still conducted under the old name of Sutherland & Campbell until 1900, when R. R. Wilson was admitted to the firm and the name then became Campbell Bros. &



Warehouse Campbell Bros. & Wilson.

Wilson. The members of the firm as at present constituted are R. J. Campbell, W. J. Campbell and R. R. Wilson.

The present commodious and handsome warehouse illustrated herewith was built in 1903, and within recent years a branch has been opened in Calgary. The

practically a new one and the up-to-date packing establishment which has been erected is only now in shape to run at its full capacity. The plant is situated on Logan avenue west, not far from the C.P.R. shops, and the management have spared no efforts to equip it with the

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latest appliances. The cured meats branch of the business has only been commenced. An abattoir was built about three years ago and operated for one year. Then big extensions were decided upon and the new plant is scarcely completed yet. With its own refrigerating plant and all the most modern devices of a packing house, the firm are in position to do an increasing business if the Northwest farmers will supply the necessary hogs.

Macnab & Roberts.

Development is an old story in the west, but a good example is furnished by the growth of the firm of Macnab & Roberts, who commenced as commission merchants and are now doing a large and rapidly-increasing business as a wholesale house. J. C. Macnab commenced in 1897 as a commission agent for grocers' and confectioners' specialties, and two years later was joined by

When Mr. Peter retired from active business two years ago, the firm became Scott, Bathgate & Co., its members being A. E. Scott and J. L. Bathgate. The best evidence of the growth of their business is the fact that they have decided to erect a five-storey building on the corner of Notre Dame avenue and Victoria street. Their present location is on Princess street.

Dingle & Stewart.

Dingle & Stewart commenced business in Winnipeg six years ago, their first location being on Market street. From Market street they removed to Portage avenue and in 1903 they built their present substantial warehouse on Stanley street. This is a solid brick structure two storeys in height, dimensions 50x100. They have excellent track facilities on the premises and hence are able to handle large quantities of goods with ease. They do a storage business for

business on strictly cash principles. All accounts must be settled with the A. Macdonald Co. within 30 days; in a country where the credit system is so prominent and harmful they manage to do a large business without extending any credit. They communicate with the trade by means of fortnightly price lists which are sent to all western grocers. The business was commenced 17 years ago, and has grown steadily, large branch warehouses being now established in Kenora (Rat Portage), Ont.; Edmonton, N.W.T.; and Vancouver and Nelson, B.C.

Park Packing Houses.

Only one thing prevents a much greater development of the pork packing industry of Winnipeg than has yet been attained and that is the scarcity of the necessary hog. The western farmer is devoting nearly all his attention to wheat and is neglecting the growth of the packers' necessary raw material. The present packing plants could handle many more hogs than at present they can obtain in the west and, were the supply greater than the present facilities of the packers could take care of, their plants could easily be extended. There is no trouble in finding a market as the export demand is greater than the supply. There has been, however, a marked improvement during the last three or four years in the situation described. The hog supply is increasing and the quality is better.

Porter & Co.

Porter & Co. have a large wholesale glass and crockery establishment at 368 and 370 Main street. They do a large business in the west.

Kenneth, McKenzie & Co.

Kenneth McKenzie & Co. can date the beginnings of their business from the year 1870, as they are the successors of W. H. Lyon, who in that year commenced a retail grocery business in Winnipeg. In 1877 the business was changed from retail to wholesale, and about that time became known as Lyon, McKenzie & Powis. In the intervening years it was known as McKenzie, Powis & Co., and finally as Kenneth McKenzie & Co. The firm were at one time located at the corner of Main and McDermott on the site of the present C.P. R. ticket office. Later they were in business in the building which has recently been vacated by the Manitoba Free Press. They have been in their present location some 10 or 12 years.

Kenneth McKenzie & Co. have a reputation among the western trade for sane conservative business methods.

Herbert J. Boyd.

Herbert J. Boyd transacts a general import commission and manufacturers' agency business at 137 Bannatyne avenue. His principal line is wholesale crockery.

Mason & Hickey.

This is one of the younger firms, dating its existence since October 1, 1904. Its members are: H. J. Hickey and L. P. Mason, and each of these gentlemen has had a long experience in the grocery business. Mr. Mason was for a number of years with F. F. Dalley & Co., of Hamilton, Ont., and for 14 years Mr. Hickey traveled for Lucas, Steele & Bristol. The firm represent a number of strong eastern concerns and carry a



Warehouse MacNab & Roberts.

William Roberts. Business was commenced on Main street and later premises were rented from Bright & Johnson on Bannatyne avenue. From there the firm moved to the old Balfour Block on Rorie street, but the increasing demands of their business made larger quarters necessary, and in 1903 the contract was let for the present building. Removal was hastened by a fire in the Summer of 1903.

Their present warehouse is five storeys high and its dimensions 40x105 feet. Recently the commission part of the business has been dropped and the firm now buy their goods outright and do a jobbing business in grocers' specialties.

Scott, Bathgate & Co.

Scott, Bathgate & Co. are the successors of Scott, Peter & Co., who commenced a general manufacturers' agency business in Winnipeg eight years ago.

eastern manufacturers and recently have undertaken to act as distributors for eastern firms. For example, a traveler for an eastern house comes west and sells a great many small lots of goods. His firm make up a carload and ship to Dingle & Stewart who distribute the small orders among a great many customers.

Dingle & Stewart are exclusive western agents for the following firms: McCormick Mfg. Co., London, Ont.; Pure Gold Mfg. Co., Toronto, Ont.; Chase & Sanborn, Montreal, Que.

The A. Macdonald Co.

A wholesale grocery business unique in the character of its business methods is the A. Macdonald Co. Probably there is no other wholesale house in Canada conducting its business by the same methods. This house employs no commercial travelers and conducts its busi-

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stock for them in their commodious warehouse on Princess street. The following are the firms which they represent: Brantford Starch Co., Brantford; E. D. Smith, Winona; Gorman, Eckert & Co., London; Ingersoll Packing Co., Ingersoll; Diamond Crystal Salt Co., St. Clair, Mich.

Codville & Co.

One of the oldest wholesale grocery houses in Winnipeg is that of Codville & Co. The firm was organized in 1870 in the City of Quebec and was known then as Thompson, Codville & Co., its members being Jas. Thompson and J. J. Codville. The west did not offer the same inducements to business men that are found to-day, but this Quebec firm had faith in the future of the Canadian prairie country at a time when it was not the fashion to indulge in optimistic transports over the possibilities of a country that was then an unknown wil-

have built one of the handsomest warehouses in the west.

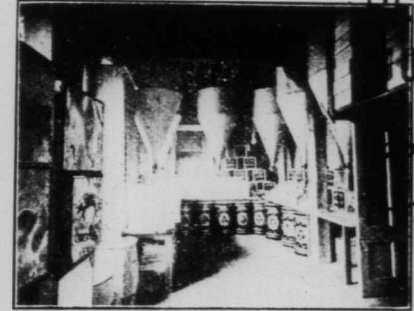
Ogilvie Flour Mills Co., Limited.

Closely associated with the history of Western Canada is the Ogilvie Flour Mills Co., Limited, which have played such a prominent part in the handling and disposing of the western crop. To say nothing of their immense interests in other parts of Canada, the Ogilvie Flour Mills Co. have a mammoth mill in Winnipeg on Higgins avenue. Their offices are at 267 Alexander avenue. Wm. A. Black is western manager of the company; Thos. Williamson is local manager, and William Campbell is assistant manager.

Lake of the Woods Milling Co., Limited.

The Lake of the Woods Milling Co. have offices in Winnipeg at 212 McDermot avenue, and from these offices they handle their western business. Geo. V.

Their factory is situated on Higgins avenue, one of the busiest of Winnipeg's business thoroughfares. The president and manager of the company is David J. Dyson; vice-president, J. D. Windrum; treasurer, Thos. Jeffreys.



Coffee Packing Room, Codville & Co.

Crook, Brown & Co.

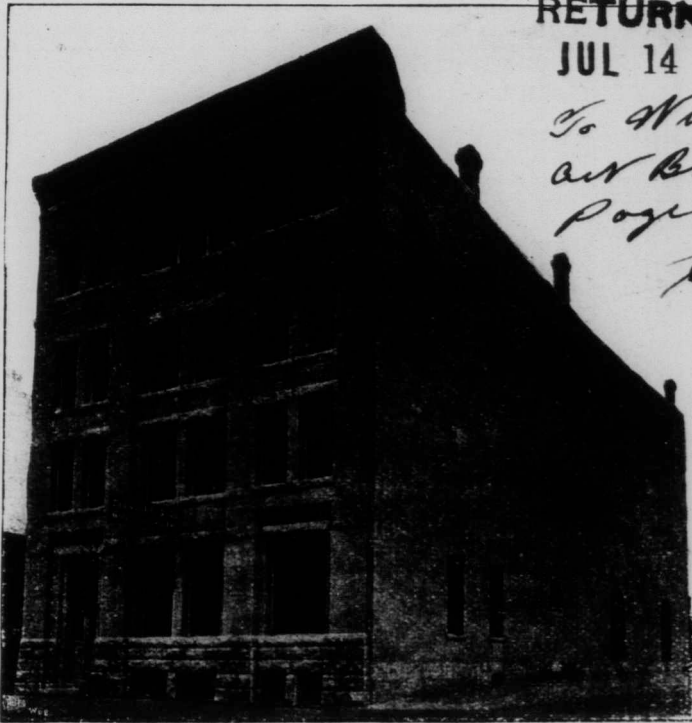
Crook, Brown & Co. commenced a wholesale tea business in Winnipeg one year ago. The members of the firm, H. E. Crook and A. G. Brown, have been engaged in the tea business in England for a number of years, and Mr. Brown was at one time buyer in Colombo for a leading English house. Their place of business in Winnipeg is at the corner of Princess street and McDermot avenue.

Blackwoods, Limited.

Blackwoods Limited are one of the oldest manufacturing firms in the west, as their business was founded in 1882. At that time the business was confined to soda water manufacture, but since that date it has expanded to include a large pickling and vinegar plant. Pickles and vinegar are sold by this firm throughout the entire west, and their soda water goes as far east as Montreal. Sauces, fruit syrups and aerated waters of this firm's manufacture are sold in the east as well as in the country west of the lakes. Wm. Blackwood is president of the company and N. W. Bradstock is secretary.

E. H. Briggs & Co.

E. H. Briggs & Co. are a wholesale jobbing firm in woodenware and grocers' sundries. They are manufacturers of brooms, brushes and whisks. Their



Warehouse Codville & Co.

derness. The western market was not very large, but in 1880 Thompson, Codville & Co. opened a branch in Winnipeg, and their foresight has been rewarded by a steady growth in their business. The firm continued under the name of Thompson, Codville & Co. until 1899 when, on the death of Jas. Thompson, the name was changed to Codville & Co. the members being J. J. Codville and William Georgeson.

In 1900 the firm moved to their present commodious premises on Bannatyne avenue, which are illustrated herewith, and two years later they built a large coffee and spice factory and gave it an up-to-date equipment. It has since become one of the most important factors of their business.

The firm now employ about 100 hands in their Winnipeg warehouse and factory and they have established branches at Brandon and Calgary, thus being in an exceptionally good position to handle the western trade. At Calgary they

Hastings is general superintendent and manager at Winnipeg.

The White Star Manufacturing Co.

This firm, which is the successor of the Dyson-Gibson Co., was the outcome of the first milling baking powder plant in the Canadian west. It does a large business in baking powder, spices, coffees, jellies and jams, and makes a specialty of pickles made from vegetables grown in the west. Last year 180,000 lbs. of cauliflower were used in the manufacture of pickles and two lbs. of cucumbers were used to one of cauliflower. R. Kay is president of the company.

The Dyson Co.

The Dyson Co., which succeeded the Dyson-Gibson Co., was formed in March, 1902. This company are manufacturers of "Red Cross" baking powder, flavoring extracts, pickles, vinegar and jobbers of many lines of spices, coffees, etc.



Corner in Laboratory, Codville & Co.'s Spice Factory.

place of business is at 312-320 McDermot avenue, where they will be glad to welcome visitors during the Exhibition.

J. Brown & Co.

J. Brown & Co. commenced their packing business in Winnipeg in 1888,

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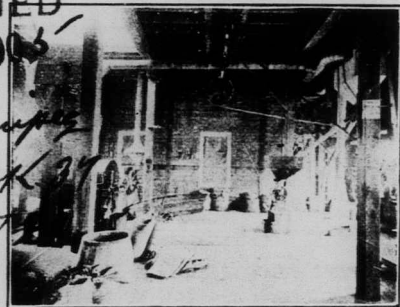
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their first warehouse being in the building which is now the Winnipeg Opera House. Their new premises on Princess street, into which they have recently moved from their location on Alexander avenue, are well adapted to the requirements of an up-to-date packing business. As is the case with the other packing

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Coffee Roasting Plant in Codville & Co.'s Spice Factory.

houses, no difficulty is found in marketing the product.

The W. J. Guest Fish Co.

It was in 1890 that W. J. Guest commenced his fish business, and until the Spring of this year he conducted a wholesale and retail business on Main street. A couple of months ago he sold out the retail end of his business and decided to devote all his attention to the wholesale department. A new four-storey building is to be erected at the foot of Alexander street, where the best shipping facilities can be secured. Mr. Guest's connection with the Northern Fish Co. puts him in a good position to secure ample supplies of the best fish.

Telfer Brothers.

The story of this firm illustrates the common experience of eastern business houses which find their western business fast overtaking in importance the parent business in the east. For perhaps 20 years travelers sold biscuits in the Northwest for Telfer Bros., of Collingwood, Ont., but it was not until the

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Factory and Warehouse, Telfer Bros.

Spring of 1902 that an office was opened in Winnipeg and a stock carried in a warehouse on Elgin avenue. In 1904 the present five-storey building was erected, in itself an evidence of the growth of the company's western business.

F. F. Telfer and H. T. Telfer are the members of the firm.

G. F. & J. Galt.

The name of G. F. and J. Galt is connected with "Blue Ribbon" teas, baking powder and spices and also with a general grocery business. It was in the early days of the city in 1882 that a general wholesale business was established in Winnipeg by G. F. and J. Galt. They were first located in the old Gerry Block and later they moved to Princess street. There present building was erected in 1887 and enlarged in 1904. In addition to their grocery warehouse they have a large spice mill and manufacturing department on King street. Branches of the business have been established in Calgary and Prince Albert, and there are tea packing establishments in Winnipeg, Vancouver and Calgary, in addition to the Blue Ribbon Tea Co.'s plant in Toronto.

Paulin-Chambers Co., Limited.

A biscuit and confectionery firm which dates its existence since 1876 is among the oldest of the business establishments of the Prairie City. The present firm of Paulin-Chambers Co., Limited, is the successor of the old-time firm of Chambers Bros., who in 1876 commenced the biscuit business in premises on Main street nearly opposite the present Strathcona Block. The western market was limited in its buying capacity in those early days and it required courage and enterprise to induce men to invest their money in an enterprise of the kind. As the west grew slowly the business kept pace with its progress, and in 1882 a frame building was erected on Ross street, not far from the present site of the company. About a year later the business of Chambers Bros. was acquired by the Paulin-Chambers Co., but it was not until 1899 that the present joint stock company was formed. In that year also the present large factory was built and the history of the company in the years of plenty and prosperity which have followed has been one of steady growth and material progress.

The president of the company is J. H. Chambers; the vice-president, W. H. Paulin, and the secretary and general manager is L. C. Macintyre, who for so many years has acted as treasurer of the Northwest Commercial Travelers' Association.

John Marrin Co., Limited.

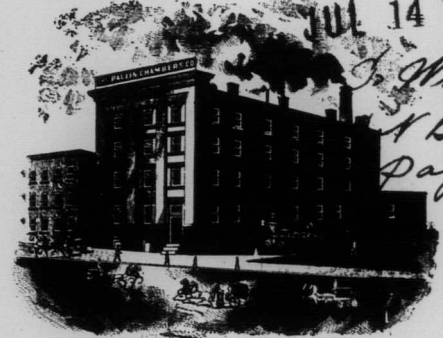
In Western Canada there are few old firms, but the name of this firm is familiar to the old-timers, who remember a retail grocery business of the name which was conducted at the corner of Main and St. Mary streets. The wholesale business was founded in 1899 by Philip Marrin, Thos. Jobin and J. J. Tomlinson. With the expansion of the west this firm of wholesalers, who have developed a retail business to the wholesale stage, are receiving a good share of the growing western demand.

Manufacturers' Agents.

To attempt to enumerate all the manufacturers' agents in Winnipeg is a task beyond the scope of this article. Their name is legion, for almost every house of any importance in Eastern Canada, if it has not a branch in Winnipeg, is at least represented by an agent. In addition a great number of American houses and a few English are represented in Winnipeg by manufacturers' agents. In addition to the agents named already a few others might be mentioned:

Buchanan & Gordon, Chas. Duncan, Jos. Carman, Ashley & Thompson, Jno. M. Scott, Geo. Adam & Co., Jos. E. Huxley, H. P. Peunock & Co., Bell & Armytage, W. L. McKenzie & Co., Stuart Watson, Reginald Lawson, R. B. Wiseman, C. J. Scandrett and J. A. Cheyne are all leading manufacturers'

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Paulin-Chambers Co., Limited.

agents representing leading eastern and foreign houses.

Teese & Persse, Limited.

Teese & Persse Limited are one of the leading commission and brokerage houses in the grocery business in Winnipeg. The members of the firm are James Teese and John B. Persse, each of whom has had a long experience in the grocery business. They have a very strong list of agencies, some of the firms represented by them being the St. Lawrence Starch Co., the Tuckett Cigar Co., John Dwight & Co., E. B. Eddy & Co., and Upton's. They have offices in the Union Bank Building.

F. F. Dalley Co., Limited.

This Hamilton firm have had a branch in Winnipeg for some time. As manufacturers of grocers' sundries their name is familiar to the trade in all parts of Canada. Their place of business in Winnipeg is 141-143 Bannantyne avenue. Frederick F. Dalley is manager.

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Warehouse of Jobin Marrin Co., Limited.

R. A. Rogers & Co., Limited.

The present fruit and produce firm of R. A. Rogers & Co., Limited, is the lineal descendant of the Parsons Produce Co., of which R. A. Rogers was for many years the general manager. This firm was established in 1885, and has grown up with the country. In 1901 it was incorporated as R. A.

IF YOU BUY RIGHT

SUNLIGHT SOAP

yields you a profit of 47°.

and yields your customers 100% of satisfaction.

THESE ARE OUR PRICES. F.O.B. WINNIPEG:

1 case parcels	-	\$4.75	—	per case of 100 bars
5 " "	-	4.65	—	" " 100 "
25 " "	-	4.25	—	" " 100 "

Push the line that pays, especially when you are sure of its sterling quality, and are positive it will give satisfaction.

All Old Country settlers demand Sunlight Soap.
If your wholesaler won't supply you we will.

LEVER BROTHERS LIMITED :: :: TORONTO

WINNIPEG AGENTS : MESSRS. TEES & PERSSE.

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Rogers & Co., Limited, and R. A. Rogers has continued to act as general manager, while J. Herbert Roach has been his assistant manager.

In connection with their business this firm operate the Crescent Creamery Co. of which J. M. Carruthers is the manager. During the Summer they will build for the Crescent Creamery Co. an addition to the present building on Lombard street. The accompanying cut shows the premises of R. A. Rogers & Co., Limited, and of the Crescent Creamery Co. as they will appear when the building operations are completed.

Gowans, Kent & Co.

Gowans, Kent & Co., of Toronto, have a large western branch in Winnipeg at 358 Main street. The western business is under the management of John J. Ritchie. The crockery and glassware of this firm are sold in all parts of Canada.

Fruit is sold by this firm to the trade by auction.

Winnipeg Fish Co.

The Winnipeg Fish Co. do a large wholesale business in fresh and frozen lake fish, oysters and poultry. Their place of business is 259 Portage avenue. G. D. Ellis is general manager.

Royal Crown, Limited.

As stated in the introduction, Winnipeg has few manufacturing industries, but at least one company, the Royal Crown Limited, have made for themselves a name in all parts of Canada. This big soap plant dates its existence from 1889, when it was started in a small way in a building 40x80 by Mr. M. Bull, the present president of the company. In course of time the present joint stock company was formed and as the business grew the plant was extended, more land being purchased and addi-

which sell in the country east of the lakes, but the Royal Crown Limited is one whose products are used in all parts of Canada.

The president of the company is Mr. M. Bull; the vice-president is Mr. J. A. Mitchell; and the secretary-treasurer is Mr. Chas. L. Marks.

Walter Woods & Co.

The Winnipeg branch of this Hamilton firm was opened five years ago under the management of Geo. N. Jackson. They have a warehouse on Bannatyne avenue east.

Imperial Fruit and Produce Co., Ltd.

The Imperial Fruit and Produce Co., Limited, have offices and warehouse at 330 Elgin avenue. E. Sinclair is manager of the business.

A. E. Parsons & Co.

A. E. Parsons & Co. are a firm of wholesale produce and commission mer-



Winnipeg, Looking North.

D. S. Perrin & Co., Limited.

This London biscuit and confectionery firm have a branch on Notre Dame street under the management of Charles Grundy. They are considering the advisability of erecting a large branch warehouse and factory in this city.

Macpherson Fruit Co., Limited.

The Macpherson Fruit Co., Limited, one of the oldest and best established fruit houses of the west, have offices and warehouse at 493 Main street. A. C. Macpherson is president of the company and Robert R. Scott is secretary-treasurer and manager.

Ottawa Fruit and Produce Exchange.

This is a branch of an Ottawa firm of which G. W. Hunt is proprietor. C. Brooks, the resident manager, opened the Winnipeg branch in February, 1905.

tional buildings being erected. At the present time the company occupy more than an acre of ground and have more than two acres floor space. A new three-storey brick building with a basement, dimensions 145x70 feet, is now almost completed and an expensive glycerine plant is being installed. The company are also adding to their equipment a new 80 h.p. boiler.

It has been the aim of the management to have a plant that is complete in all departments, and they therefore have their own printing plant and paper box factory, and manufacture all their own wooden boxes. Employment is given to about 100 hands in the factory.

"Royal Crown" soap is an article familiar to the western trade, and the company's "Witch Hazel" toilet soap and perfumes are being sold in all parts of the Dominion. Winnipeg has few manufacturing industries and fewer still

chants. Their place of business is 147 Bannatyne avenue. A. E. Parsons is manager.

The Wm. Paterson & Sons Co., Limited.

A branch of this Brantford biscuit and confectionery business is established in Winnipeg at 177 McDermot avenue. It is under the management of Donald McPhail.

THE WINNIPEG EXHIBITION.

WHILE it is possible that Western Canada's Great Industrial Fair may not attain to the same height of excellence and importance as last year, when it was conducted as a Dominion Exhibition, it will nevertheless be worthy of the attention and patronage of Western Canada. It is the great fair of the west, and as such is the best representative of the resources

Established 1852.

GILLETT'S GOODS ARE THE BEST!

Magic Baking Powder.	Gillett's Mammoth Blue.
Gillett's Perfumed Lye.	Imperial Baking Powder.
Magic Baking Soda.	Gillett's Cream Tartar.
Gillett's Washing Crystal.	Royal Yeast Cakes.



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 To Owner
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 (Signature)

Quality Always Wins. The sale of Gillett's Goods has more than doubled in two years and is increasing every month.

Order Direct From Us. If unable to get what you want from your Wholesale Grocer order from us direct, and shipment will be made promptly.

E. W. GILLETT COMPANY LIMITED

Chicago, Ill.

TORONTO, ONT.

London, Eng.

Awarded Highest Honors at all Expositions.

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN **CAKES** IN **TINS**
WELL KNOWN AND RELIABLE. DUSTLESS, LABOR SAVING, BEST IN THE WORLD. GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

and industries of the greater Canada lying west of the lakes. Each year it attracts thousands of visitors from all parts of the west, and hence it is that manufacturers from all parts of Canada are accustomed to make exhibits at the Winnipeg Fair. What the Toronto Exhibition is in the east the Winnipeg Exhibition is in the west, and the industrial section this year promises to be fully as large as was the case last year when the occasion was the Dominion Exhibition.

The Programme.

The Fair opens on July 20th and closes July 28th. The following is the programme for the different days:



Mr. George Lindsay.

- Thursday, July 20—Preparation day.
- Friday, July 21—Opening and children's day.
- Saturday, July 22—Ladies' day.
- Monday, July 24—Farmers' day.
- Tuesday, July 25—Americans' day.
- Wednesday, July 26—Citizen's day.
- Thursday, July 27—Industrial day.
- Friday, July 28—Closing day.

Herringshaw & Swain, flour and feed merchants, Portage la Prairie, have dissolved partnership; Swain & Co. continue.

TWO POPULAR WESTERN TRAVELERS.

Mr. Geo. Lindsay.

MR. GEORGE LINDSAY, western representative for Hudon, Hebert & Cie, Montreal, whose portrait is published herewith, has now represented the house since September 20th, 1898, and during that time has covered the Prairie Province thoroughly and well. Mr. Lindsay, whose physique and constitution is one of the best seen on the road, has had the training of a healthy, outdoor life, having for many years tilled the soil in the west. He left the wheat lands and opened up a general store in Griswold, Manitoba, in which town he was postmaster for thirteen years. Being a man of active habits and a hustling disposition, he applied for and obtained in 1898 the position of traveler in Manitoba for Hudon, Hebert & Cie. Mr. Lindsay is acquainted with every foot and every town of the great wheat-growing province, and knowing the conditions of the land, its people and its requirements, he has secured to his firm a goodly share of the trade. Of a genial disposition and a hearty, friendly manner, he is a welcome salesman in all parts. His confidence in the future of his province is inspiring, and imbues one with the idea that things must be all right, because "George Lindsay says so."

Mr. Hugo Rohde.

Mr. Hugo Rohde, whose portrait appears herewith, is traveling representative for Hudon, Hebert & Cie, wholesale grocers Montreal, in the Northwest Territories and British Columbia. Mr. Rohde joined the staff of Hudon, Hebert & Cie in 1890, and has the distinction of being the first traveling salesman employed by the house. When Mr. Rohde took his samples out he was given "carte blanche" to go where he liked—to go out for orders. He opened up the ground in the Province of Quebec, then the Maritime Provinces, Ontario, Manitoba, and finally, some years ago, his present territory. As each new territory was in shape another salesman was put on the ground, until now some twenty-five travelers have followed in

the footsteps of this grocery missionary.

In the strictest sense of the word, Mr. Rohde may be termed one of Canada's commercial missionaries, and it is due to his tact, his knowledge of the goods, and in a large measure to his linguistic abilities, that he has been able to successfully carry his firm's banner and motto "The most liberally managed house in Canada," from one end of Canada to the other. From a physical standpoint, Mr. Rohde can be judged as a worthy pioneer, tall, rugged, and well set up, with a quiet, unassuming though determined manner—his is a personality



Mr. Hugo Rohde.

that appeals to a dealer's consideration. Mr. Rohde is a German and has his countrymen's characteristic working abilities. Master of five languages—English, French, German, Dutch and Danish—and equally at home in all of them, he is withal an unassuming gentleman, who has retained the respect and confidence, not only of his principals and associates, but his numerous customers, and it is safe to say that in his fifteen years on the road he has made many lasting friendships and customers.

GUARANTEED PURE
E. D. SMITH'S
JAMS, JELLIES AND
PRESERVES

Made from Choice Fruit and Granulated Sugar

STOCK CARRIED BY

MASON & HICKEY

Telephone 3576

WINNIPEG

108 Princess Street

Telephone 3576

MASON & HICKEY

Manufacturers' Agents

108 Princess St., Winnipeg

AGENTS FOR

BRANTFORD STARCH CO., BRANTFORD

E. D. SMITH, WINONA

Pure Fruit, Jams, Jellies and Bottled Fruits

GORMAN, ECKERT & CO., LIMITED, LONDON

High Grade Coffees, Spices and Extracts. Olives of all kinds a specialty.

INGERSOLL PACKING CO., INGERSOLL

Choice Bacon, Hams, Lard, Cheese, etc.

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.

Manufacturers of "Salt that's all Salt."

ALL GOODS CARRIED IN STOCK AT 108 PRINCESS ST., WINNIPEG

R.
J.
To
the
R.
A.



"PRINCE OF WALES"
Mocha and Java Coffee

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

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills,

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



The "**MADE IN CANADA**" idea is a good one when the goods so branded are worthy the buyers' money.

"BLUEOL" the only "**Never Streak**" Laundry Blue is not only "**Made in Canada**" but is the **Best Laundry Blue** made in this or any other country.

It pays the grocer better than any other Blue—there are more packages to the box.

J. M. DOUGLAS & CO.,
MONTREAL.

A post card will bring you our **PREMIUM LIST.**

TODHUNTER, MITCHELL & CO.,

Direct Importers & Manufacturers

Coffees

Cocoa

Spices

Chocolate

Flavoring Extracts, Etc., Etc.

WINNIPEG

TORONTO

156 Lombard Street.

7 Front Street East.

MAKE A SPECIALTY OF CAPSTAN BRAND GOODS

*They give
you a
good profit.*



Capstan Brand Baking Powder, put up in 1/4 oz., 1/2 oz., 14 oz., 1 lb. and 5 lb. tins.

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JUL 17 1905



Capstan Brand Flavoring Extracts, put up in 2 1/2 oz., 4 oz., 8 oz., 16 oz. bottles.

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JUL 17 1905



Capstan Brand English Worcestershire Sauce, put up in 1/2 and 1 pint bottles.

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JUL 14 1905



Capstan Brand Catsup, put up in 10 and 20 oz. bottles.

*To Owner
cut book
Page 53*

We guarantee the above lines to give perfect satisfaction.

Once sold always asked for.

All goods bearing the Trade-Mark "Capstan" are guaranteed pure.

THE CAPSTAN MANUFACTURING COMPANY, - - TORONTO, ONT., CAN.

It will pay you to sit down
now and write for our

"NEW IDEAS"



for 20th Century Advertisers. Our Catalogues and Price Lists of the latest and best that the world offers. Advertising Novelties with Merit. Aluminum, Celluloid, Wood and Cardboard, Waterproof Card.

Thermometers a Specialty

Signs, Tin and Wood Signs, Store and Office Fixtures and Display Necessaries, Shaw's Show Cases.

Our New Method of Rectifying the Evils of the Credit System and Easy Method of Book-keeping are worth looking into. Write at once for what you want.

The Cranston Novelty Company of Toronto, Canada

Medical Council Building, 157 Bay St., Toronto.

N. S. Markets.

Halifax, N.S., July 10, 1905.

BUSINESS continues satisfactory, and a fair jobbing trade is being done in all lines. Prices are still well maintained, and collections are up to expectations. The fine weather during the week has added stimulus to



T. Tweed, Medicine Hat, N.W.T.
President N.W. Boards of Trade.

business, and dealers are well satisfied with the outlook. Canned goods are selling freely, and stocks on hand are running low. Smoked meats continue very scarce, and there is only a limited supply of good stock on hand. Hams are quoted at 15 cents, roll bacon at 10 1-2 to 11c., and sides at 14 to 15c. The local supply of smoked meats is not sufficient for the demand. Receipts of butter are improving some, but they are far below the average for this season of the year. The local demand continues good, and considerable is being exported. Prices rule high. Creamery prints are quoted at 22 to 23c., creamery in boxes and tubs at 21 to 22c., and dairy tubs at 19 to 20c. Choice dairy butter on P. E. Island is quoted at 20 to 21 cents.

There has been a slight decrease in the receipts of eggs, and as a result the price keeps up. The demand continues good. Shipments from P. E. Island are falling off. In Halifax the price is firm at 18 cents, and on the Island they are quoted at 15 to 16 cents. It was thought that with the hot weather the price would decline, but such has not proved to be the case. Good sales of cheese are reported. There is very little of the local make on the market as yet, the milk being made into butter. Prices are steady at 11 1-2 to 12c.

Nova Scotia berries are coming in more freely, and they are crowding out the Ontario fruit. The price is declining with the increased receipts, Nova Scotia berries being quoted at 16 cents

wholesale. Though the berry crop is reported to be short, a further decline in prices is looked for.

Good fruit finds ready sale. The market is still supplied with all seasonable kinds. Oranges are scarce, and the price high. Peaches are quoted at \$2.25, plums from \$2 to \$2.75, bananas \$2 to \$2.50, and watermelons 50 cents. All the vegetables on the market are imported. Cabbage of poor quality is \$2 a crate, new potatoes \$3 per barrel, beans \$1.75 per bushel, and tomatoes \$1.50 per box.

Large stocks of molasses are still on hand, but the price is unchanged. Sugar continues firm, though there is a prospect of a slight decline in sympathy with the Montreal markets. Net prices here follows: Bright yellow (barrels), \$4.85; XXX granulated, \$5.05; Austrian granulated (bags), \$4.95; No. 1 yellow (barrels), \$4.55; unbranded yellow (barrels), \$4.40. Flour and rolled oats



Hon. T. H. McGuire, Ex-Chief Justice, N.W.T.
2nd Vice-President N.W. Boards of Trade.

are steady. The former is in good demand, but sales of rolled oats are dropping off.

According to advices received here, the farmers and gardeners of St. John's, Newfoundland, who this year went extensively into the cultivation of berries and other fruits, will meet with heavy losses, owing to the heavy frosts. Not one-half of the trees will bear fruit, owing to the exceptionally cold weather conditions in the month of June.

The demand for fish is light, and very little is being exported at the present time. The Lunenburg Spring bank catch has not yet been placed on the market, owing to unfavorable weather for curing. Advices to dealers here are to the effect that the markets of Brazil, Portugal, Porto Rico and Cuba are very much depressed. Quotations here are: Large shore cod, \$5.75; medium, \$5.25; haddock, \$4.25, and pollock, \$4. While the

Newfoundland catch will be far below the average, the Norwegian catch is reported to be unusually heavy, and in view of this dealers are anticipating that prices will decline.

MONTREAL NEWS.

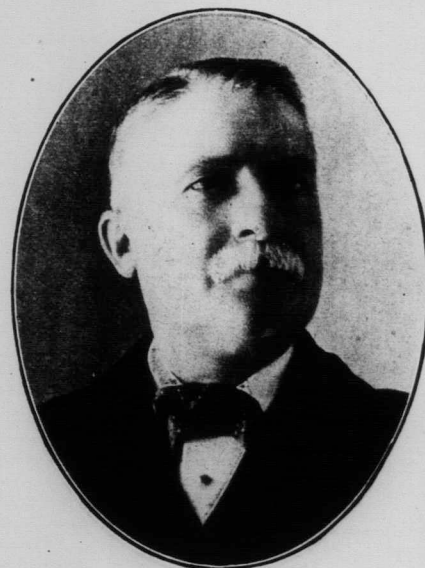
Mr. E. T. Hart, who for the past five years has been connected with the Canada Paper Co., has resigned his position to enter into business with his brother in the old-established wholesale fruit business of Hart & Tuckwell.

The bill-posters are holding their annual convention in Montreal. It was opened on Tuesday and will last until Friday. The business sessions took place on Wednesday and Thursday. They have a fine exhibit in the Drill Hall, where crowds meet to see the really artistic posters.

Sugars Limited have canned large quantities of cherries and strawberries in gallon size cans for hotel and restaurant trade. They have also contracted for 50 acres of raspberries, and will pack the fruit as soon as the season opens. They intend to do a large packing in tomatoes this Fall. They intend to only pack first-class goods.

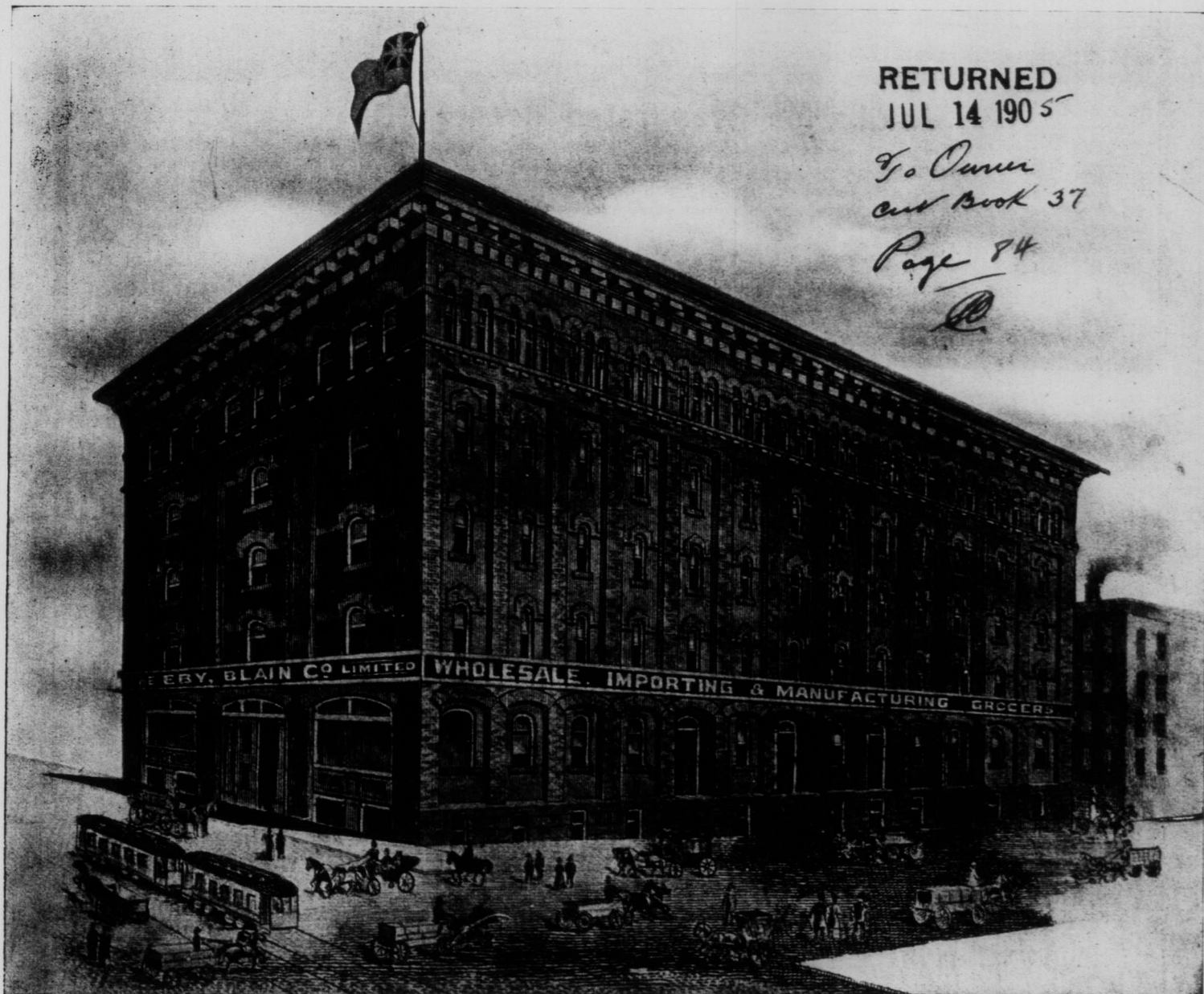
The Canada Hay Co. have just been incorporated by the Governor-General in Council for the purpose of carrying on the purchase and sale of hay and other farm products. The company takes over the business now conducted by Napoleon Allard, of St. Alexis, in Montcalm County. The capital stock is \$499,900, divided into shares of \$100 each.

The Master Bakers' Association have sent a circular letter to the city council



William Trant.
Secretary N.W. Boards of Trade.

asking the aldermen to oppose the amendment which aims to change the label that is in present use. The bakers claim it is quite satisfactory and not at all harmful to health. It is also a guarantee of the honesty of bakers as to weight and quality of the bread they make. The request has been signed by 92 of the principal bakers of the city.



"The largest exclusively Wholesale Grocery House in Canada"

PACKERS OF THE WELL KNOWN BRANDS :

"KOLONA" Pure Ceylon Tea.
 "MAY-TECKS" Pure Indian Tea.

"GOLD MEDAL"
 COFFEE.

"ANCHOR" brand
 Canned Fruits, Vegetables
 and Salmon.

WE MAKE A SPECIALTY OF WESTERN TRADE.

This branch of our business receives special attention. With our completely assorted stock, we can give prompt shipment of car orders.

IT PAYS TO BUY MOST LINES IN THE EAST—AND IT PAYS TO BUY THOSE LINES FROM US.

Our Mr. Baker will soon be calling on you with new lines for Fall trade. WAIT FOR HIM.

THE EBY, BLAIN CO., LIMITED, Toronto, Canada

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Forging ahead

The sale of

St. Charles Evaporated Cream

has grown to an enormous extent since introduced to the trade and public a few years ago. This preference is solely due to the **guaranteed superiority** of the Cream over all other similar goods.

Valuable premiums given to the trade—Coupons in every case.

Write us for particulars and premium list.

Montreal Agents: **S. H. EWING & SONS**

96-104 KING ST., MONTREAL

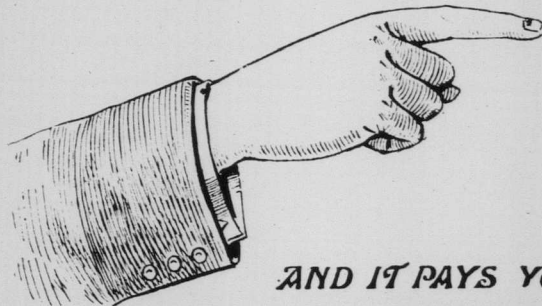
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET

Telephone Main 3171.

Telephone orders receive prompt attention.

**JUST—HOLBROOK'S SAUCE.
JUST—THE BEST.**



Samples and prices from
H. GILBERT NOBBS,
496 SPADINA AVE., TORONTO

AND IT PAYS YOU WELL.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

JAMES MARSHALL, ABERDEEN, - SCOTLAND. Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

This space \$15 per year.

DAVID SCOTT & CO., Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of **CANNED GOODS.** T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL, Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. **WRITE US.** 133 REDCLIFFE ST., BRISTOL, ENG.

This space \$15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO. PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield.

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

E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England. CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acrition, Liverpool." Code, A. B. C., 4th Ed.

HAMBURG. Kaiser Wilhelmstrasse 74-78. **Neubeck & Schipmann,** Commission Agents and Merchants.

HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - ENGLAND European representatives and distributors, Earl Fruit Co., California, U. S. A. SPECIALTIES, FRESH, DRIED AND CANNED FRUITS T. A., Emulate. Codes, A. B. C. and Lieber's.

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

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England

We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.

We sell cost, freight and insurance. Western Union Code. LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E. C., London, Eng.

IMPORTERS OF CANADIAN CHEESE, BUTTER, EGGS AND POULTRY. Reference, London City and Midland Bank, West Smithfield. We buy outright.

Vinegars

The Pickling Season is approaching—
have our prices, they will pay you.

Salmon

We are quoting for future delivery—
prices and delivery guaranteed.

Canadian Pickles

A large stock in bottles, pails and
kegs at low prices to reduce stock.

Raisins and Currants

Have a few more boxes left at 4c.—
good stock. It is no trouble to quote
prices. We are reliable.

S. J. MAJOR, LIMITED
OTTAWA, CANADA

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To
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In Matters of Doubt

stock up the Tea that other Grocers stock up—

Blue Ribbon Ceylon Tea

Doubt then changes to **certainty**—certainty of **Quality** and **Sales**. The Tea that is the **same** “yesterday, to-day and forever,” and was **good** ‘yesterday,’ is the **Tea** that is **used** as well as **talked about**—**Blue Ribbon Tea**. Other teas may be the **same** “yesterday, to-day and forever,” but they were not **the Tea** “yesterday.” The **Red Label** line at 40c. sells **readily**. It would sell at 50c. It's **worth** it.

Make Change Without Loss

Mistakes that occur in making change are avoided by system. A customer gave this reason why she trades with Mr. Hardy:

“Mr. Hardy's National Cash Register counts the money that is taken in, and if a mistake is made in making change you can always have it corrected.

“I once made a 10-cent purchase and handed the clerk \$5. He handed me 90 cents. I did not notice the error until I reached home. I called Mr. Hardy's attention to it and he opened his National Cash Register and balanced his cash. It showed that there were four dollars more in the drawer than called for by the sales record.”

A National Cash Register accurately records each transaction, whether cash, credit, money received on account, money paid or money changed, and shows the clerk's initial.

Let our representative call and explain our system to you.



Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

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

Name

Address

No. clerks

A Few More

Beefsteak and Onions,	Scollops,	Crabs,
Boston Codfish Balls,	Norwegian Fish Balls,	
Rennet Tablets,	Rennet Wine,	
Lipton's Jelly Tablets		

*Quick Delivery
Guaranteed*

LUCAS, STEELE & BRISTOL, HAMILTON

Winnipeg Fair

During the Winnipeg Fair our Representative

MR. H. E. TOMS

will be at his Sample Room

No. 324 McINTYRE BLOCK

where he will be on the lookout for all his customers and other friends who are visiting the Fair.

JAMES TURNER & CO., - HAMILTON, ONT.

MINTO BROS.,

Telephone Main 353

F. J. WHITE,
Manager and Proprietor.

DIRECT TEA IMPORTERS AND BLENDEES
55 Front St. East, TORONTO, Ont.



We are practical Tea blenders and have given our Mela-Gama packet Tea our special study and can suit the most fastidious tastes. Put up in lead foil, 25, 30, 40, 50 and 60c. We put up halves in all lines, and quarters in 40, 50 and 60c.

Send for samples of new Japans now in store, and let us send you a sample order of Mela-Gama.

QUEEN CITY VINEGAR

Have you placed your order for Vinegar? If not, let us have it immediately. We are filling all orders with the **Best Vinegar Manufactured.** Ask for **Queen City** ta'e no other.

THOMAS KINNEAR & CO.

WHOLESALE
GROCERS

= TORONTO and PETERBORO

CHEESE

We can quote
you on the best

**CHEDDARS
FLATS
STILTONS**

F.O.B. Factories, or
Toronto, any quan-
tity, but only one
quality.

THE
QUALITY

You can rely on as
being only the
highest.

Write or wire us
for quotations now,
in car lots or less.

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

Business Changes

Ontario.

MADDOCKS BROS., cigar manufac-
turers, Toronto, have assigned to
J. P. Langley; meeting of credit-
ors was held on the 7th inst.

James Titterington, grocer, Toronto,
is dead.

W. D. Sheldon, liquor dealer, Chatham,
is selling out.

James Spears, grocer, Ottawa, has re-
tired from business.

A. J. Smith, grocer, Brantford, has
sold out to E. A. James.

Albert Sheen, tobacconist, London,
has sold stock to Harry Ryan.

W. H. Burgess, grocer, Wallaceburg,
has sold out to T. W. Burgess.

The Hoepkner Refining Co., Limited,
Hamilton, have been burned out.

Watts & Obeay, grocers and boot and
shoe merchants, Thamesville, have sold
out.

G. H. Thompson, general merchant,
Renwick, has advertised his business for
sale.

M. MacLennan & Co., general mer-
chants, MacLennan, have assigned to W.
H. Plummer.

Trussler Bros., general merchants and
lumber dealers, Trout Creek, have sold
their store business.

The assets of Jos. Laferriere, general
merchant and blacksmith, Glen Robert-
son, have been sold.

Watt & Watson, flour and feed dealers,
Toronto Junction, have been succeeded
by the Watt Milling & Feed Co.

John Redmond & Co., general mer-
chants, Mattawa, have dissolved part-
nership; John P. Redmond continues
alone.

Quebec.

B. Duchesneau, general merchant, St.
Tite, has compromised.

The assets of Louis Deslandes, general
merchant, Granby, have been sold.

The assets of Jos. Lacoste, grocer,
Montreal, have been sold by bailiff.

The assets of L. H. Chouinard & Co.,
general merchants, Matane, have been
sold.

The Bouchette Trading Co., general
merchants, Bouchette, have obtained a
charter.

Moise Bedard, grocer, Quebec, has
made a voluntary assignment to V. E.
Paradis.

The assets of Louis Deslandes, general
merchant, Granby, were to have been
sold on the 7th inst.

Murphy Bros., grocers and liquor
dealers, Montreal, have dissolved part-
nership; new registration.

Olier Payette and Jos. Payette have
registered under the style of Payette
Freres, grocers, Montreal.

A. Raoul Pare and Edouard Pare have
registered under the style of A. R. Pare
& Frere, general merchants, Napierville.

Jos. E. Racicot and George Racicot
have registered under the style of Raci-
cot & Racicot, grocers and butchers,
Montreal.

Alfred Brault and Rosanna Brault have
registered under the style of Alfred
Brault & Cie., grocers, Montreal (St.
Cunegonde).

C. S. Lockwell, J. Douville and Fred.
Douville have registered under the style
of the Spot Cash Combination Cigar
Factory, Quebec.

The assets of Armstrong & Dickson
Mfg. Co., biscuit makers and confection-
ers, Montreal, were to have been sold
on the 10th inst.

A. E. Mallette & Cie., commission
wine merchants and canned goods im-
porters, have dissolved, and Arthur E.
Mallette has registered under the style
of A. E. Mallette & Co., commission
wine merchants and canned goods im-
porters, Montreal.

Manitoba and N.W.T.

Nils Schmidt, liquor dealer, Wetaski-
win, has sold out.

Steeves, Read & Co., grocers, Winni-
peg, are dissolving partnership.

Thomas Manning, confectioner, Mani-
touw, has sold out to D. C. Rae.

D. Mitchell, general merchant, Francis,
has sold out to W. C. Jennings.

J. O'Hare, grocer, Winnipeg, has been
succeeded by O'Hare & Neelands.

W. D. Nix, general merchant, Kan-
sack, has sold out to Harold Harvey.

H. G. Hammond, general merchant,
Harding, has sold out to F. C. Dundas.

R. D. Martin, of the R. D. Martin
Co., Limited, grain exporters, Winnipeg,
is dead.

The Collin Co., Limited, general mer-
chants, St. Pierre, have sold out to E.
Tetraul.

Green, Bragg & Co., grocers, Winni-
peg, have been succeeded by L. J.
Green & Son.

United Fruit & Produce Co., Limited,
Winnipeg, have sold all their stock (ex-
cept tobacco) to Wilson Commission Co.
at 59½c. on the dollar.

VINEGAR

Proof : Extra Pickling : White Wine and Cider : Full Strength : Perfect Color and Flavor.

"IMPERIAL"

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

A. E. Parsons & Co., wholesale produce dealers, Winnipeg, have dissolved partnership; J. F. Hunter retires and A. E. Parsons continues.

New Brunswick.

R. H. Cother, grocer, St. John, has assigned.

D. L. Goguen, general merchant, Cognac, has assigned.

Wm. Wilson, general merchant, McAdam Junction, is offering to compromise at 25 per cent.

Nova Scotia.

J. W. Gorham & Co., grocers, Halifax, have dissolved partnership.

British Columbia.

Eholt Trading Co., general merchants, Eholt, are opening a branch at Midway. Mrs. Wm. Baker, confectioner, etc., New Westminster, has been succeeded by D. W. Turnbull.

THE C.M.A. AT BIRMINGHAM.

(By Our Own Correspondent.)

Birmingham, 29th June, 1905.

THE visit of the Canadian Manufacturers' Association to Birmingham excited the keenest interest, and both our visitors and the large number of leading citizens that gathered to entertain them seemed to be most favorably impressed with one another. The visitors were formally welcomed by the Lord Mayor (Alderman Beale) in the Council House, but the great event of the day was the luncheon given by the Birmingham Chamber of Commerce at the Grand Hotel, in the course of which Mr. Chamberlain delivered a most inspiring forty minutes' speech upon Imperial interests and obligations. The right hon. member for the western division of the city was in his happiest mood. While pre-eminently a business address, urging, as few like Mr. Chamberlain can urge, the duty of Imperial commercial intercourse and mutual concessions for the general weal, it was interspersed with the happiest banter as to British parochialism, and the need for thinking imperially upon international questions affecting the commercial relations of Canada and England. "Let us buy of one another" was the phrase Mr. Chamberlain submitted as an appro-

appropriate motto for his hearers, and the great British commercial communities on either side the water. Mr. McNaught made an admirable response, and his aspiration that the day was not far distant when trade would be reciprocal as well as preferential between Great Britain and the colonies, was received with great applause.

Mr. W. Kerr George, as president of the Canadian Manufacturers' Association, made a most spirited reply in response to the Lord Mayor's words of welcome in the Council House, and almost created a furore by the statement that those in whose name he spoke would co-operate in trying to work out some plan which might strengthen and make permanent for all time the bonds of sentiment that bound the widely-scattered portions of the Empire together, rather than build up and develop commercially antagonistic countries. That, he believed, was Mr. Chamberlain's policy, and if that was his aim, he thought he was safe in saying that he could offer to Mr. Chamberlain the practically unanimous support of the Canadian people.

When your countrymen return I think their visit to Birmingham will be found to be not the least pleasing of their recollections of their visit to the Motherland. Birmingham was certainly delighted with her Canadian guests.

The gradual absorption of the unemployed into the ranks of the workers shows that gradually, and it must be confessed only very gradually, is the trade of the district recovering itself. The memorable feature of this year's trading in the Midlands is certainly so far the expansion of the bicycle industry. The reduction of the standard price of good machines to eight pounds has been followed by an enormous demand, and it is anticipated that the balance sheets of the leading firms in Coventry, Birmingham, Redditch and Wolverhampton will prove most satisfactory reading for their very numerous and very patient shareholders.

To-day's iron market displays no new features.



UPTON

was the first man
to manufacture

Orange Marmalade

in Canada.

Many have imitated but none have equalled the old reliable brand.

INDEPENDENT PACKERS NOT IN THE COMBINE

Certain self-styled "independent" packers of canned goods seek to gain your sympathy, Mr. Grocer, and at the same time prejudice you against goods packed by the Canadian Cannery, Limited, by advertising that they're "independent" packers and "not in the combine."

Now, what is a combine? Popularly defined it is a union formed to advance prices. A careful comparison of prices since the formation of the Canadian Cannery with those ruling previous to that period, will show that the Canadian Cannery's prices are materially lower on nearly every line, which is simply the following out of their policy, which has been, is and will be highest quality at lowest prices.

As a matter of fact, is it not the self-styled "independent" packers who are the advocates of high prices? Is not that the trend of their advertising in the CANADIAN GROCER? Is not that paper filled with their wailings because of the Canadian Cannery's very low prices? The only possible deduction, therefore, is that the self-styled "independent" packers are really the combine, because it is

they who advocate high prices; also as they depend on the Canadian Cannery for their prices, they are the dependent packers. The Canadian Cannery are the only independent packers.

Don't forget this important fact when ordering your canned goods, that you have low prices solely because the Canadian Cannery make them.

The name Canadian Cannery is a synonym for low prices.

The Canadian Cannery not only make the prices but they set the standard of quality.

The name Canadian Cannery is a synonym for quality.

Quality is the motto emblazoned in the process rooms of each of the thirty-five factories of the Canadian Cannery, Limited.

The General Manager of the Canadian Cannery is the man who has made the Aylmer Brand famous by reason of superior quality. He will devote all of his time during the packing season to visiting the various factories preaching and teaching quality.

The reputation of the Canadian Cannery, Limited, the largest packers in the world of canned fruits and vegetables, is behind AYLMER, LOG CABIN, LITTLE CHIEF, HORSESHOE, AUTO, GRAND RIVER, KENT, LION, LYNN VALLEY, MAPLE LEAF, THISTLE, LAKEPORT BRANDS.

The seal of the Canadian Cannery, Limited, appears on every label as a guarantee of quality.

If you wish to encourage highest quality and lowest prices in canned goods, confine your purchases exclusively to the products of the Canadian Cannery.

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Pickarel	0 05
Jackfish	0 03 1/2
Finnan haddie	0 09
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " " " 20-1's	0 09
"Bluenose" " " " " 20-1's	0 07
"Acadia" " " " " 2-lb. boxes	0 09
" " " " " " 4-lb. "	0 09
" " " " " " shredded, 24 cartons per bx.	2 00
" " " " " " bulk, in 15-lb. boxes	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " " " " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12 1/2
Finnan haddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth blotters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviar, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz.	0 40

Evaporated Apples—Prices are still as follows:

Evaporated apples (choice), 50-lb. case	0 07 1/2
" " (fancy), " " "	0 07 1/2
" " (choice), 25-lb. case	0 07 1/2
" " (fancy), " " "	0 07 1/2

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

Butter Tubs—The range of prices is as follows:

Tubs, wooden hoops, 2 in nest, per nest	0 40	0 45
" " " " " " " " "	0 70	0 73
" " " " " " " " "	0 60	0 63
" " " " " " " " "	0 90	1 00

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

Breakfast Cereals—As noted above, there has been a big increase in the duty on rolled oats, a 20 per cent. ad valorem duty having been replaced by a 60c. per cwt. specific duty. This will effectually shut out the American goods. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 10
" " " " " " " " "	2 15
" " " " " " " " "	2 20
" " " " " " " " "	2 50
Cornmeal, in sacks, per cwt	1 80
" " " " " " " " "	1 85

Maple Products—New maple syrup from the Eastern Township in Quebec Province is selling at \$5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at \$3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " " " " " " " "	0 50
" " " " " " " " "	1 00
" " " " " " " " "	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " " " " " "	4 75

Eggs—Buyers are now paying 15 cents per dozen for eggs delivered in Winnipeg. Prices are proportionately less at country points.

N. B. Markets.

St. John, N.B., July 10, 1905.

ST. JOHN is having some splendid weather. The complaint is, it is almost too cool. For the tourist, however, coming from the hot inland cities, it must be delightful. The half-holiday is in full swing, so that not only is there no wholesale business, but there is little retail business on Saturday after one o'clock. The retail grocers have not, however, seen their way to join the movement. Business is quite active; it is, however, somewhat between seasons. There has been a falling off in the price of lumber, which is unfortunate; our province has such large lumber interests. Prices show very little change, except in some few lines. The market is fairly firm. Except in sugar the past six months have shown rather profitable business. Rice is

rather firmer. The somewhat higher prices have tended to cause cheaper grades to come on the market. This is unfortunate, as the price is still low, and the best is not too good. It also makes a rather unfair competition. Cream of tartar is perhaps easier.

Oil—There is but a limited output of burning oil at this season. The low price has, however, caused quite a lot of future business to be booked. In lubricating oils sales have been well maintained. Paint oil shows little change. Local price of linseed has been held lower than one would expect considering import price. Of late there has been some change in turpentine, but now full figures are asked. Receipts of cod oil so far very light. Prices, however, quite low. Some whale oil is offered.

Salt—There are quite full stocks of Liverpool coarse salt and more regular arrivals than usual at this season, particularly of late years. The price is firmly held. Demand is quite active. There is a large sale to near-by State of Maine ports, where there is a large business in the coming of herring and the packing of sardines. In fine salt the sale is largely for Canadian. As is usual, buyers are put to much disappointment by the delay in getting orders filled, particularly in cheese salt. The fact that there is now no competition does not improve the condition.

Canned Goods—Spot business is not large. While corn and tomatoes are firm, there is no change, and they seem to be more freely offered. The extreme low price at which new peas are quoted is somewhat discouraging to the trade, who are carrying quite a large stock of old goods. While new salmon will cost lower than present stocks, holders are not anxious, as there is a good, steady sale. Lobsters very high. New strawberries are quoted high. Meats unchanged. Domestic sardines will be a full pack, other lines as haddies and kippers light.

Dried Fruit—There is a light business. Except seeded, raisins are quite scarce. Loose muscatels hard to replace. Prunes are a light stock. New goods will set well above last year's figures. Evaporated apricots will be lower. Raisins except Valencias, not yet quoted. These are quite low for early shipment. Currants have a steady sale. Market supplied from New York. In peels, figs and dates orders for Fall have been largely placed. Figs lower than last year. Citron peel is higher. Evaporated apples more firmly held. In onions prices are low, particularly for Egyptian and Bermudas. New Valencias soon expected.

Sugar—The old stocks are getting well cleaned up. It has been chiefly a losing game since the first of the year. Dealers do not feel matters are yet settled, though it is thought there will be no immediate change.

Molasses—There are further arrivals of Porto Rico molasses, and there is quite a good stock now in store of new goods, as well as some old that was car-

ried over. Prices quite low. The situation is one of some interest, and will be watched closely for the next few weeks. Barbadoes rather light stock.

Fish—The catch of salmon has continued good, and full prices have ruled. It has been a good season. Boston is our market for this line. All these fish are sold fresh. Fresh cod scarce, but a fair supply of haddock, which are preferred. Halibut are offered; mackerel are scarce. Dry cod continue very high. Very few pollock are seen. In boneless fish this is a quiet time, and dealers not anxious to push sales. New pickled herring offered, price high. Smoked still low.

Flour, Meal and Feed—In flour, just fair business; market quite firm; trade here limited to a few brands. Feed has light demand. Oats are high and hard to get. Market stocked in oatmeal, bought low. Present selling price about the same as millers' figures. At some points in the province they are less. Cornmeal unchanged. Beans are dull and prices rather lower. Peas and barley have but a limited sale.

FISH IN FANCY BOXES.

A REPRESENTATIVE of the Maritime Merchant has been writing up Lunenburg County, its people and its industries. Among others he speaks of the new factory established by Black Brothers at Getson's Cove. "Perhaps some of the old-timers may scoff at the idea of fish being done up in boxes and fancy paper cartons, and no doubt they think it absurd to have the bones pulled out before selling it. But this factory is going to change the ideas of the old-timers. The Lunenburg fishermen have been making their fish to feed a lot of white, colored and black people in the tropics, while many of our own Canadian people have lived and died without even having once tasted the cod—a fish far too good to send away for consumption, frequently by the poorest populations of the earth—at least, until we have a surplus after our own people have had all they should take for their own purposes.

"Going through the factory above mentioned the other day Mr. Troop pointed out a package of prepared cod-fish which is sold at retail for five cents. It was not one of the firm's better grades of fish manifestly, and not one of their best sellers; but the package contained enough fairly good fish to make a breakfast for a small family. When you come to think of all the people in Canada who would be glad to get a good breakfast for five cents, to say nothing of the millions of people elsewhere, you begin to realize something of the possibilities for the Lunenburg fishing industry. It doesn't require a great deal of imagination to picture, not one, but a dozen such factories as that of Black Brothers, doing a thriving business, within the next ten years."

John Sayre, general merchant, Buc-touche, has offered to compromise and is closing business.

Conceit and Ability

ARE as far apart as the poles. Conceit promises much without the ability to fulfil. Allow us to demonstrate our ability to produce the best line of goods in America. Peas are now receiving particular attention. It is a ten to one shot many dealers will load up with old stock, no need to say what that quality is. We have installed the most modern machinery in the world for canning peas and we know how to operate the same. Now, with a technical knowledge and practical experience of more than 25 years' canning peas, does it not stand to reason that we are able to produce the nicest canned green peas in this or any country. No section of the world is so specially adapted to the growing of delicious peas as Canada; and by our special process we know that the consumer will buy 10 cans of "**Autumn Leaf Brand**" Frankford canned peas to one of any other if you have them in stock. We put up six grades of peas and label every grade true to name. It is very important to know what you are buying. Cut the tins, see the clear appearance of the syrup, taste the peas; note they are young and tender, canned the same day as picked. No need to wash or rinse our peas, but warm them up in the same syrup they are canned in and you will have as delicious a pea as is possible to get picked in your own garden. Again, we say, it is to both your own and customer's benefit that you should demonstrate the facts mentioned above. If your Jobber does not handle our goods get on the line with us.'

RESPECTFULLY YOURS,

The Frankford Canning & Packing Co., Limited

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager

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

The Largest Stock. The Greatest Variety.

OUR POLICY.

**Low Prices. Quick Turnover.
Big Business.**

A few trial orders will convince you of

OUR RELIABILITY.

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

Hudon, Hebert & Cie.

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada.

Baking Powder.
Dyson Co., Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Greig, Robert Co., Toronto.
Hunt, Harry W., Toronto.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Perrin, D. S., & Co., London, Ont.
Stewart Co., Toronto.

Brooms and Brushes.
Lind, Kerrigan & Co., London, Ont.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Cannery, Limited, Hamilton.
Ely, Blain Co., Toronto.
Frankford Canning and Packing Co.,
Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.
Standard Canning Co., Hamilton.
Warren Bros. & Co., Toronto.

Cans.
Acme Can Works, Montreal.

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

Cheating Gram.
Little Bode's Slot Machine Co., Montreal.

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

Cocoa.
Downey, W. P., Montreal.

Coccos and Chocolates.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
Todhunter, Mitchell & Co., Toronto.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Dean & McLeod, Hamilton.

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

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H., & Sons, Montreal.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk and Canning Co.,
Truro, N.S.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Reid, W. J., & Co., London, Ont.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Bates Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fairbanks, N. K., Co., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co.,
Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rose & Laflamme, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Guest, W. J., Fish Co., Winnipeg.
James, F. T., Co., Toronto.
Pacific Selling Co., New York.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and
Vancouver.
Todd, J. H., & Son, Victoria, B.C.
Winnipeg Fish Co., Winnipeg, Man.

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

Fly Pads and Paper.
Kay Bros. Limited, Stockport, Eng.
Powell & Davis Co., Chatham, Ont.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
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Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

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Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
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James, F. T., Co., Toronto.
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Leak, J. W., Scarborough.
Major, S. J., Ottawa.
McWilliam & Everist, Toronto.
Psimenos, Th. J., London, Eng.
Smith, E. D., Winona, Ont.
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Hides.
Page, C. S., Hyde Park, Vt.

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Common Sense Mfg. Co., Toronto.

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couver, B.C.
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Tarbox Bros., Toronto.

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Lucas, Steele & Bristol, Hamilton.
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Edwardsburg Starch Co., Cardinal, Ont.
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Ewing, S. H. & Sons, Montreal.
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Japan Tea Traders' Ass'n.
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Isn't it a pleasure to recommend anything that you are sure will "make good"—Celluloid Starch for instance.

We're all alike in our desire to have people pleased with us, with what we sell and with our way of doing business.

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It's profitable, too.

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Never Sticks—Needs no Cooking

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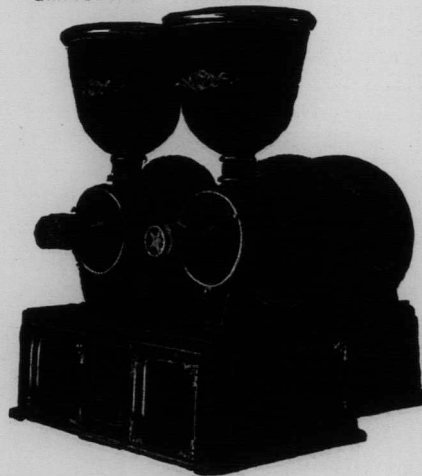
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NEW ADVERTISEMENTS:

Cranston Novelty Co., Toronto.
Dyson Co., The, Winnipeg, Man.
Guest, W. J., Fish Co., Winnipeg, Man.
Mason & Hickey, Winnipeg, Man.
Perria, D. S. & Co., London, Ont.
Psimenos, Th. J., London, E.C.
Reid, W. J. & Co., London, Ont.

CANNED GOODS IN ENGLAND.

There is a splendid opening for Canadian canned goods in the United Kingdom. This is probably known to all, but the industry is too small and young to justify experiments which, while they may lead to success, may also prove a failure. The first object must be to create as big a demand as possible; to widen the channels as much as possible; and to cater to the demands of buyers in every respect. When a firm footing has been obtained and sales have developed, then is the time to begin experiments. But when a set of men, no matter in what branch of trade they are interested, are seeking to develop abroad, they can scarcely do better than look around for some successful concern,

whose working methods they may take as an example. Such examples are not wanting to Canadian canners.

As far as Canadian canned goods are concerned, the British dealers may be divided into two classes, those who hesitate to stock the goods because they are comparatively unknown, and those who object to being compelled to purchase from a combination, on the ground that when they buy from individual concerns they are able to make use of a healthy competition. The objections of the first class could be overcome more expeditiously if they all received goods packed as they require. The objections of the second class are characteristic of a country in which combines play no very great or popular part. It may be urged that there are United States combinations on the British market, but here we have combination set against combination, not to mention several individual concerns of long standing, so that the dealer (jobber) has a good choice and competition is strong, although, be it said, grumbles have been heard that the quality of those United States concerns which have gone into combination, have since deteriorated. There is a feeling, not altogether uncommon, amongst the trade over here combinations are not conducive to improvement in the quality of goods manufactured. The fact that there are very few Canadian canning concerns outside the combination doing business on the British market, is thus considered by some a detriment to the growth of Canada's export trade.

REMOVE THE OBSTACLES.

During the past three or four weeks the rural militia and part of the city militia of Canada have been undergoing their annual training in the camps of instruction. This year the camps have been very successful and a large number of men went under canvas and were put through the drills

While we do not wish to disparage our citizen soldiery, yet we cannot help but feel that the best men are not obtained by the various Canadian regiments. The cream of Canada's young manhood is not to be found in the ranks of the militia. Why is this?

There are various reasons to be adduced, but we wish to direct our readers' attention to one cause, for which some of them are themselves responsible. We refer to the obstacles placed by employers of labor in the way of their employes, preventing them from entering the militia. A certain length of time is required each Summer for the camps. How many employers absolutely refuse to let their men off for the ten days or two weeks during which the camps last? This is a most serious obstacle, which

proves a stumbling-block to many a young man's aspirations.

The way should certainly be made easier for the best of our young men to devote some of their time to a military training. There is no telling what lies before this young country and, as a protection against future dangers, it would be as well to develop and train every youth who has a desire to become proficient in the handling of arms.

ENGLISH PACKED "PETIT POIS."

The reputation of the French packers of peas is of the highest and the narrow brass label which adorns the tins of the Bordeaux and Nantes packers is known to every grocer catering to the better class of trade. The signification of the words "Woyens," "Petit Pois," "Chaix," "Fins," etc., has been a source of no little worry at times to many a grocery clerk throughout this country, with the possible exception of the French Canadian clerks. The superior reputation enjoyed by the French goods and the special manner of preparation had obtained for the packers a singular distinction and control of a practically exclusive trade. This field is, however, in danger of being invaded by English packers, and already a good business is being done in the English pack "Petit Pois." The trade is growing rapidly, not only on account of the preferential duty and the lowness of freight from London as compared with French ports, but also on account of the quality of the peas. This is now claimed equal in every respect to the finest French brands. The packers in England have evidently made a deep study to perfect these goods and the results are apparent in the increased quantities that have been received in this market during the past two years. Advance samples of the present season's pack in the hands of agents show no falling off in excellence of quality, but, on the contrary, are, if anything, superior to anything put up in France up to the present. The peas are packed in the well-known heavy white tin with the good old-fashioned brass label, with contents designated in French and are absolutely undistinguishable from the Bordeaux and other French pack. The unchangeable and conservative English packers are apparently taking a leaf out of the German manufacturers' book and putting up goods as people want them and not as they "should be made to buy them," and in respect to this imitation of the French packers' products, are bound to cut into the latter's trade. This is particularly so in the case of Canada where the preferential duties and lower freight rates give the English packer a decided ad-

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vantage. With the lower prices at which the English-packed French peas can be sold to the retailer, self-interest will induce that distributor to push them, and when consumers express themselves as highly pleased with the flavor and general excellence of the English pack, it will not be many years before a very large trade will develop.

RETAIL MERCHANTS' CONVENTION.

AS announced in this paper, after the last meeting in Winnipeg of the executive of the Retail Merchants' Association of Western Canada, that organization purpose holding a general convention in Winnipeg during the exhibition.

It is satisfactory to note that since the convention in Winnipeg last February the association has made substantial progress, and is now a body much stronger numerically than at the time of the last meeting. A few weeks ago W. A. A. Coulson was appointed secretary and organizer, and he has met with considerable success in his efforts to interest the retail trade. In the few weeks since he commenced work he has covered the Souris, Estevan and Pembina branches of the C.P.R., as well as the Brandon and Hartney branches of the C.N.R. Results have been gratifying, but, of course, the work has only commenced.

The coming convention is for the purpose of perfecting the organization work, of obtaining an expression of opinion on various topics, and of redressing grievances of the trade. If the retail merchants of the West give the association proper support its success is assured.

THE BUDGET CHANGES.

MR. FIELDING'S budget, which was presented to the House last week, presents few changes of any particular moment. The most important is the increase in duty on rolled oats to 60 cents per hundred pounds, which places the duty on the manufactured article on a parity with the duty on the raw material. At present, owing to the high price of oats in Canada and the low price in the United States, there will be little change in market conditions. The American millers can still ship their goods into this market and compete with the Canadian millers. But in time a change will be felt, which will be beneficial to the home industry.

For the ten months ending April 30, Canadian importations of oatmeal from the United States totalled 174,619 lbs.

Contrast this with the importations of the fiscal year 1904, which only amounted to 2,326 lbs., and it will be seen how dependent we are at present on the United States for oatmeal.

A paragraph announces that beet sugar will be continued on the free list until July 1, 1906.

Another paragraph states that molasses importations from the British West Indies, via Newfoundland, will be treated as direct importations.

BOOM IT ALONG.

EVERY traveler, in Ontario at least, should make it a point to be in Hamilton Friday and Saturday of this week. There will be "gay doins" in the Ambitious City, which will cheer up the hearts of the drummers for a whole twelve months.

The programme includes a concert on Friday evening, a grand procession on Saturday morning and a monster celebration at the Brant House, Burlington, on Saturday afternoon and evening. The parade of the travelers will be especially interesting as the drummers will all be dressed uniformly in white trousers and white hats. There will be a baseball match and other sports at the picnic. Let every traveler cast cares to the wind and be on hand for the fun.

REPUTATION.

A GOOD reputation is a splendid asset for any business man. It costs little to procure; it is worth much to retain. Any merchant can gain it, if he starts soon enough. All that is necessary is persistence. Once the standard of excellence is set, a continuous adherence to it inevitably brings a good reputation sooner or later.

Take a list of the stores in any town and it will be found that the places of business of which the townspeople are proud, are the stores with good reputations. Why is it that in the larger cities there are a few stores left, which have not succumbed to the inroads of the department stores? It is because they have been sustained by their good reputations.

It is true that human nature likes variety. This is the reason for the restless rushing from store to store. Still it will be found that this frenzied rush is merely for novelties. The staple necessities of life are usually procured from one or other store of repute. The housewife comes to realize that she can rely on a certain merchant for her supply of a certain line of goods, and she sticks to him through thick and thin. If he prove unreliable the connection breaks. The continuance of the relationship depends on the maintenance of a good reputation on the merchant's part.

A REAL GRIEVANCE.

A CORRESPONDENT in British Columbia writes to us about a matter which is a very real grievance in the west, and requests us to give it some publicity in our columns. The correspondent says:

"We think that the time has arrived when manufacturers in the east should pay more attention to the amount of stock they carry in the larger towns of British Columbia. For retail men and their customers to have to wait three to five weeks for anything that is required very often means that the customer will do without, or, if possible, will send to the States.

"The City of Vancouver is now of such a size that manufacturers need no longer hesitate to keep a large supply of all the standard and staple goods in daily use throughout the province. We hear complaints on all sides of this long delay for even the common requirements of every-day life. In the Western States of America it is the usual custom for manufacturers of the Eastern States and elsewhere to keep a complete stock, which can be drawn upon by the wholesale men to replenish their stock. The natural result is that traders, in Vancouver especially, draw from the nearest points in the States where these stocks are kept, with, of course, loss of trade to Eastern Canada and to the gain of the United States; and for this reason, because they can be supplied in so much shorter time. Hence the necessity for Eastern Canada to understand the conditions as they appear to-day in British Columbia.

"The warehousing accommodation of Vancouver is good. Consignors of goods hand to the warehouse man a list of his clients from whom he may accept orders for delivery of merchandise in hand, and the warehouse man in turn immediately advises the consignor of such delivery for invoicing purposes. Monthly stock sheets are sent, and every facility placed ready for consignors.

"The great thing for manufacturers to remember is the great advantage it will be to their clients and the consequent advantage to both buyer and seller. There is no reason why the now large and increasing population of Vancouver and British Columbia should be under any disability. They are calling for an alteration which can easily be remedied. There is also the question of business men at these distant points being compelled to buy car lots so as to get a cheaper freight. This can be remedied by consigning a car lot to the warehouse man, who will supply the quantity sold and hold the rest for other customers."

TORONTO RETAIL GROCERS CELEBRATE

LOWERING skies had no terror for the grocers of Toronto on Wednesday morning, and their nineteenth annual excursion to Niagara Falls and Buffalo was an unqualified success. Shortly after seven a.m. the crowd began to converge towards the Yonge

second, "How many tins of 2-in-1 polish were sold in Canada in 1904?" A heavy vote was polled. The first was won in a walk by J. A. Jones, of the J. J. Dalley Mfg. Co., although several other representatives showed unmistakable marks of genius in the same direction. We refrain from making invidious comparisons. Earl Casey, a little girl, won the second guess, the number being 1,871,762. Fans were distributed by the representatives of Todhunter, Mitchell & Co., and gaily-colored butterflies by the Edwardsburg Starch Co. Everyone was decorated with a souvenir badge presented by The Canadian Grocer.

The occasion was graced by the presence of a big contingent of travelers. Among those seen were: W. J. Parks, C. Wilson, representing Todhunter, Mitchell & Co.; Tom Holman, Jas. Mortimer (Christie, Brown Co.), Flem. Hayes (Perkins, Ince & Co.); Ernest Hustwill, J. A. Wright (A. F. MacLaren Imperial Cheese Co.); B. Cope (Gunn Bros.); J. Sharp (McCalls); W. Booth (Doyle Fish Co.); Frank Crowley, Fred Gallow (The Pure Gold Manufacturing Co.); M.

parade of the Elks, who were in convention there, was an interesting feature of the day's doings. After it was over the crowd broke up into little groups and each sought out what appealed most to it.

Those who did not go to Buffalo took the Gorge Route cars at Lewiston and enjoyed the picturesque ride up to the Falls. Having arrived there they had no trouble in finding places to go. At noon the skies cleared and all the vantage points whence views of the Falls could be had were thronged with eager crowds.

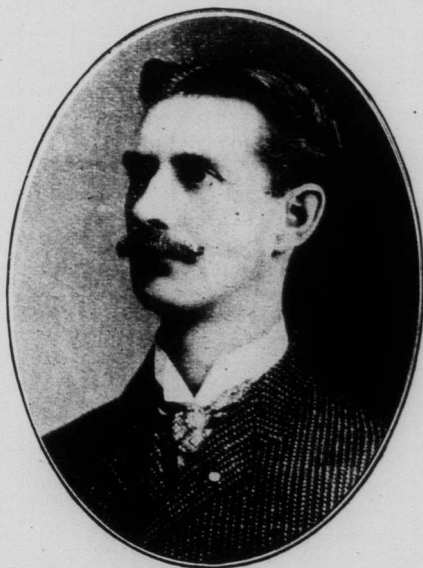
Both parties met again on the Corona in the evening and a delightful sail home in the moonlight followed. The lights of Toronto gradually began to twinkle in the distance and at 10.30 the weary but happy crowd left the boat once more. The 1905 excursion of the grocers will long be remembered by all whose good fortune it was to be present.

REMOVING TO TORONTO.

THE Cranston Novelty Co., late of Galt, manufacturers of advertising novelties in the shape of aluminum devices, rubber stamps and other store and office specialties, are removing to Toronto where the business will be carried on in future.

Mr. Cranston, head of the firm, has been a resident of Galt for over 21 years, previous to which he was in business in Woodstock. The Galt Reformer speaking in reference to Mr. Cranston's removal says:

"He has always taken an active interest in the affairs of the town, and was elected alderman in 1899. During the past four years he has conducted the business of the Cranston Novelty Co., which has grown from a very modest little business into one of increasing proportions, until now it extends over a very large part of the Dominion.



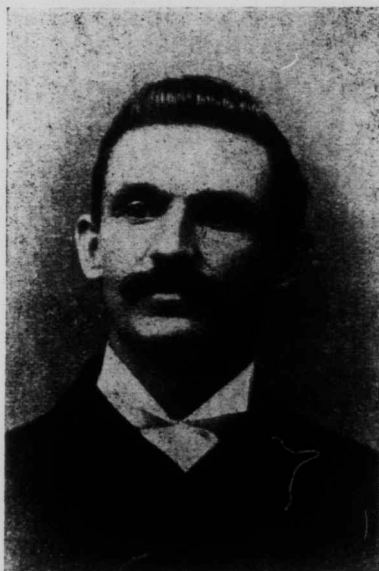
H. D. Kelly, President Toronto Retail Grocers' Association.

street wharf, and by the time of the departure of the Chippewa at 7.30 the retail trade with their wives and families and a big delegation of travelers and wholesale representatives were present in full force.

It was a remarkably good-natured crowd of pleasure seekers which was on board. Everybody knew that it was going to clear up and everybody knew that this was going to be the best excursion ever planned by the Toronto grocers. And it was. It may be said fairly that no crowd of excursionists has ever had a more pleasant and enjoyable day than had the guests of the Retail Grocers' Association on this year's trip.

Perfect arrangements prevailed for securing the comfort of the pleasure seekers. The association is to be congratulated on the efficiency and painstaking efforts of its officers and committee. The officers and committee in charge of the present outing were: President, H. B. Kelly; secretary, Ben. Panter; treasurer, J. S. Bond; Committee, F. W. Johnson, past president; D. Bell, R. Vanloam, J. McLean, R. B. Snow, R. Davies, R. H. Stewart, T. Clark, F. Thorn, Chas. Cootes, and Jas. Rae. In the crowd before embarkation, on the boat, and at the end of the line, these gentlemen were indefatigable in their attentions. The great success of this year's outing was in no small measure attributable to them. There were no dull moments when President Kelly was around, and the whole committee and the travelers vied with each other in making good fellows of themselves.

The boat was just well under way when the Dalley representatives sprang a guessing competition. Its success was phenomenal. Each person was entitled to a guess on two questions: First, "Who was the biggest liar on the boat?"



B. Panter, Secretary Toronto Retail Grocers' Association.

Murphy (Rutherford & Marshall); J. Anderson (Ogilvie Milling Co.); J. A. Jones (J. J. Dalley Mfg. Co.); O. W. Wrinkler (Warren Bros.); Herb. Moore (Comfort Soap); J. Lumbers (Jas. Lumbers); G. A. Manning, E. B. Nettlefield (Dalton Bros & Co.); M. A. Muldrew, Dan. Casey, J. A. Taylor, T. S. Grant (Eby, Blain & Co.); Frank Brittain (Imperial Extract Co.); Sam. Qua (Dayidson & Hay); Ed. Hawes (Edward Hawes & Co.); A. C. Maxwell (Maxwell Fruit Jelly Co.); A. C. McIvor (McIvor Cooked Meats); W. H. Maxwell, J. M. Brett (Jas. Sloan & Co.); J. R. Mansen (White & Co.); W. J. McCleary, A. E. Singleton (Salada Tea); R. J. McNicol, — Collins (Blue Ribbon Tea).

Fifty men were present from McLaughlin's, this being by far the biggest representation from any one house.

At Niagara-on-the-Lake a large number of the excursionists disembarked and boarded a Michigan Central train for Buffalo, where the rest of the day was spent in seeing the sights. The monster



J. Bond, Treasurer Toronto Retail Grocers' Association.

"The office of the company is being moved from Galt to the Medical Buildings, corner of Bay and Richmond streets. Toronto is more central for such a business, and agents will be appointed at different points.

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The First Six Months of 1905 Has Expired

and our books show that the **increase** in the consumption of

"SALADA" Ceylon Tea

over the corresponding six months of 1904 amounted to **256,686 lbs.**, and that the **increase** in the Toronto branch alone (established 15 years), amounted to **108,853 lbs.**

Our **increase alone** in 6 months amounts to as much tea as was consumed during the same period by all the inhabitants of all the cities and towns on the G. T. R., between Toronto and Montreal, including Pickering, Whitby, Oshawa, Bowmanville, Newcastle, Port Hope, Peterboro, Grafton, Colborne, Brighton, Trenton, Belleville, Napanee, Kingston, Brockville, Prescott, Cardinal, Iroquois, Morrisburg, Cornwall, Lancaster, Coteau Jct., Vaudreuil. This is worked out on a basis of a consumption of five-pounds of tea per head per annum, or say, one-half-pound per week per family of five.

What Does This Show?

That we serve the public well,

and that we continue to increase from year to year. Why not be with us in this gain in trade, and not only stock "**Salada**" but **push it**. The only firm, retail, or wholesale who succeeds, is the one who **serves the public well**, and you serve them **best** when you serve them with "**SALADA**" Ceylon Tea, **Black or Green**.

Branches in Toronto, Montreal, New York, Chicago, Boston, Buffalo, Detroit.

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, July 14, 1905.

DURING the week the grocery jobbing trade have been busy filling their sugar orders. Country merchants who have been holding off pending something settled in sugar prices have been obliged to order their earlier wants. The arrival of so much small fruit has been followed by heavy sugar demands. Refiners report very large business, in fact greater than last year. The weakness in the foreign beet market continues, and a decline of 1 1-2d was noted in the early part of week. In teas the trade appear to be also prepared to jump in and buy. Markets are firm all around, and crop conditions would indicate it opportune time to buy. Low-grade blacks and green Ceylons have firmed up, and London houses have turned down their local brokers' offers in many cases for prices which some few weeks ago would have been readily taken. Japans are also hard, the enormous shortage, something like 9,000,000 lbs., according to latest cable advices at hand, inducing dealers to consider buying. In canned goods there is little doing. Orders have been pretty well all placed for new pack. Canned salmon orders have also been pretty well closed. Molasses and syrups do not show much life, the hot weather always affecting the consumption. Spices are strong and show strong upward tendency. California dried fruits, particularly prunes and apricots, are stronger, the reports indicating extensive damage by the late spell of extreme heat. In Spanish dried fruits there is nothing new. Crop indications point to large stock in Malaga and Denia. Despite the warm weather, fish dealers report good week in fresh lake trout, white fish and haddies. Maple products, beans and evaporated apples are firm, but little doing. Flour, which advanced 10c. per barrel last week, holds the advance. Feed is quiet and prices easier. Rolled oats is as yet unaffected by the recent change in the tariff, but the trade is looking forward to an advance. Butter and cheese are both being freely exported. English dealers who had held off for a long time, finding themselves compelled through short home stocks and good demand, to come to shippers' demands on this side. Eggs unchanged but firm. Provisions fairly active, though supplies are none too heavy.

Sugar—Orders are heavy, and business is in full swing. Refiners report business heavier than last season, and jobbers say that country merchants are buying well. The preserving of early

fruits has forced purchasing, though the tendency has been to hold off on account of the unsettled market. Beets declined again, and it is difficult to judge when the easing-off will stop. Explanations are hard to obtain and still harder to credit.

Granulated, obls.	50 00
" 1-bbls.	4 95
" bags.	4 95
Paris lump, boxes and bbls.	5 50
" 1-boxes and 1 1/2-bbls.	5 60
Extra ground, bbls.	5 35
" 50-lb. boxes	5 55
" 25-lb. boxes	5 65
Powdered, bbls.	5 15
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2 "	4 60
No. 1 " bbls.	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses—Business in molasses is dull, little doing in any direction. It is hardly the season for heavy trading in this article. Corn syrups are also particularly at a standstill.

Barbadoes, in puncheons.	0 37
" in barrels	0 39 1/2
" in half-barrels	0 40 1/2
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
" 1-bbls.	0 03
" 1-bbls.	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case.	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " 1 doz. "	2 25
" 20-lb. " 1 doz. "	2 10

Tea—A better business is being done in all grades of tea this week. The firmness of teas generally has awakened buyers' interests, and the very strong reports as to shortage of crops in some countries has tended to still further improve the trade. In Ceylon greens a good demand obtains, and blacks are quoted firmer—particularly low grades. Japans are strong, and it is thought will still further advance. Low grade China greens, as well as Pan Yongs and Ping Suey gunpowders also are higher.

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 18
Common	0 12 1/2 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Indian—Pekoe Souchong	0 15 0 20
Ceylon greens—Young Hysons	0 16 0 18
" Hysons	0 14 1/2 0 15
Gunpowders	0 13 1/2 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 17 0 20
Packing boxes	0 12 0 14

Coffee—Coffee market unchanged. New York market has not shown any features calculated to affect local conditions. Business is only fair.

Good Cocutaa	0 10 0 10 1/2
Choice "	0 11 1/2 0 12 1/2
Jamaica coffee	0 10 1/2 0 11
Java	0 18 0 22
Mocha	0 17 0 20
Eto	0 09 1/2 0 11

Spices—Spice market continues firm, peppers, cloves and nutmegs being principal lines, showing a tendency or likelihood of an unavoidable advance. Spice grinders report business quiet,

and they do not look forward to any activity until about end of August or beginning of September.

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

Canned Goods—Business is quiet. Fresh fruits and vegetables have affected the sale of canned goods very much. As this is always expected at this season of the year, jobbers offer no complaints. It was reported that some heavy sales of salmon had been made at prices of \$4.25 for sockeye for coast, but as far as is traceable nothing was put through under \$4.65 f.o.b. coast for sockeye fish. It is reported that packers of Rivers Inlet fish have withdrawn all offers. With the present feeling among the canners there is no possibility of any concessions from present prices.

Wholesale limited selling prices in salmon for 1905:

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

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

Corn, 2-lb. tins	Per doz.
" 2-lb. sucotash	\$1 20
Gallon corn	1 25
Tomatoes, 3-lb. tins	5 00
Gallon tins	1 30
Sugar beets	3 60
2s Asparagus Tips	\$0 85 0 95
2s Beans, Golden Wax	2 50
2s " Refugee or Valentine	0 80
2s " Crystal Wax	0 82 1/2
2s Peas, No. 4 "Standards"	0 82 1/2
2s " No. 3 "Early Junce"	0 85
2s " No. 2 "Sweet Wrinkled"	0 95
2s " No. 1 "Extra Fine Sifted"	1 30
2s Table Spinach	1 40
Pears—Flemish Beauty, Bartletts and pie in	
2, 2 1/2 and 3's	\$1 15 \$2 20
Peaches—White, yellow and pie, 1 1/2's, 2's, 2 1/2's, 3's	1 25 2 82 1/2
Gallon pears	3 15 3 67 1/2
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72 1/2
" gal.	2 50
3-lb. squash	2 20
2s Cherries, red, pitted	1 00
2s " red, not pitted	1 75
2s " black, pitted	2 20
2s " black, not pitted	1 75
2s " white, pitted	2 40
2s " white, not pitted	2 00
2s Currants, red, heavy syrup	1 57 1/2
2s " red, preserved	1 77 1/2
Gals. " red standard	4 75
Gals. " red, solid pack	7 00
2s " black, heavy syrup	1 75
2s " black, preserved	2 05
Gals. " black, standard	4 00
Gals. " black, solid pack	8 00
2s Gooseberries, heavy syrup	1 62 1/2
2s " preserved	1 85
Gals. " standard	7 25
2s Lawtonberries, heavy syrup	1 57 1/2
2s " preserved	1 85
Gals. " standard	4 87 1/2
2s Pineapple, sliced	2 25

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2s	"	grated	2 35
3s	"	whole	2 50
2s	Plums, Damson	light syrup	1 00
2s	"	heavy syrup	1 20
2 1/2 s	"	"	1 50
3s	"	"	1 85
3s	"	"	2 95
Gals.	"	standard	1 05
2s	"	Lombard, light syrup	1 35
2s	"	heavy syrup	1 62 1/2
2 1/2 s	"	"	1 90
3s	"	"	3 15
Gals.	"	standard	1 15
2s	"	Green Gage, light syrup	1 47 1/2
2s	"	heavy syrup	1 72 1/2
2 1/2 s	"	"	2 00
3s	"	"	3 45
Gals.	"	standard	1 52 1/2
2s	"	Egg, heavy syrup	1 80
2 1/2 s	"	"	2 10
3s	"	"	3 40
2s	Raspberries, red	heavy syrup	1 40
2s	"	preserved	1 60
Gals.	"	standard	5 00
Gals.	"	solid pack	8 00
2s	"	black, heavy syrup	1 50
2s	"	preserved	4 75
Gals.	"	standard	1 15
2s	Rhubarb, preserved	"	1 90
3s	"	"	2 62 1/2
Gals.	"	standard	1 47 1/2
2s	Strawberries, heavy syrup	1903 pack	1 69
2s	"	1904 pack	1 89
2s	"	preserved	1 75
Gals.	"	standard	5 50
Gals.	"	solid pack	3 50

New Canned Goods for 1905 :

Strawberries.			
	Group	Group	
	No.1	Nos. 2 & 3	
2's—Heavy syrup	91.52 1/2		\$1.50
2's—Preserved	1.67 1/2		1.65
Gallons—Standard	5.27 1/2		5.25

Cherries.			
2's—Red, pitted	2.02 1/2		2.00
2's—Red, not pitted	1.57 1/2		1.55
2's—Black, pitted	2.02 1/2		2.00
2's—Black, not pitted	1.57 1/2		1.55
2's—White, pitted	2.22 1/2		2.20
2's—White, not pitted	1.82 1/2		1.80

Rhubarb.			
2's—Preserved	1.17 1/2		1.15
3's—Preserved	1.92		1.90
Gallons—Standard	2.65		2.62

Asparagus.			
2's—Tips	2.52 1/2		2.50

Peas.			
2's—Standard (No. 4)	.62 1/2		.60
2's—Early June (No. 3)	.70		.67 1/2
2's—Sweet Wrinkled (No. 2)	.82 1/2		.80
2's—Extra fine sifted (No. 1)	1.22 1/2		1.20

Spinach.			
2's—Table	1.42 1/2		1.40
3's—Table	1.82 1/2		1.80
Gallons—Table	5.02 1/2		5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Fish—The trade continues to be in a very fine condition, and this week has seen an improved demand in fresh fish. The season for gaspe and restigouche salmon is nearly over, and higher prices are expected for the coming week. Lake fish, such as trout and white fish, as well as haddies, arrive in good order; prices are low and quality is extra fine. There is a general scarcity of dore, but there will be a better supply shortly. In consequence price is a little higher this week. Fresh mackerel is coming in small lots; it is not plentiful. Halibut is in at low price for this season; it is

also arriving freely. Brook trout is scarce.

Salt and prepared fish is in fair demand for this hot weather. Stocks of skinless cod are light; in fact, there is not enough to supply requirements as yet. What there is of it sells at quotations. Boneless cod obtains the usual demand for this time of the year. But few new salt herrings are coming in and sell readily at high figures. B.C. salmon is practically out of the market, and there will not be any more before one month or six weeks. There is on the market some Labrador salmon of last year's stock. It is in prime condition and sells well.

Black bass	0 10
Fresh mackerel, per lb.	0 09
Gaspe salmon, per lb.	0 13
Sturgeon	0 09
Boiled lobsters	0 13
Dore, fresh	0 09
Fresh white fish	0 08
Lake trout	0 08
Brook trout	0 13
Choice select bulk oysters, per gal	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddock, per lb.	0 04
Fresh pike	0 06 1/2
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20 lb. pails	0 80
" " " half bbl.	3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, per half bbl.	6 50
" " " per keg	1 00
Holland herring, per keg	0 65
No. 1 salt mackerel, pail of 20 lbs.	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish, loose, in 25-lb. boxes	0 04 1/2
Labrador salmon, half bbl.	9 00
" (200 lbs.) bbls.	17 00
" (300 lbs.)	24 00
Lake trout, salt, 100 lbs.	4 50
Sea trout in bbls, 200 lbs.	10 00
" half bbls.	5 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz.	1 30
Candied cove oysters, No. 2 size, per doz.	2 25

Rice and Tapioca—Business fair and steady is about all one can learn. Jobbers say usual amount of trade. No changes in prices.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Foreign Dried Fruits—Meagre reports obtainable. Reports from Smyrna as to Sultana raisins say that all good qualities are entirely exhausted, and very little of lower grades remaining. The new crop is reported to be doing well, and if nothing happens to disturb present favorable conditions there will probably be about 50,000 tons, which is about 28,000 tons more than last year, and while some growers have reported that the Peronosporus has made its appearance, up to the present it is not considered serious. Currants show no serious fluctuations though demand has slightly improved. In Malaga raisins there is nothing definite as to quantity, but speculators have made opening prices at slightly lower than last year. No change in shelled walnuts or almonds, and business is quiet.

Valencia Raisins—			
Fine off-stalk, per lb.	0 05	0 06	
Selected, per lb.		0 06 1/2	
Layers	0 07	0 07 1/2	
Dates—			
Dates, Holloween, per lb.	0 04	0 04 1/2	
Californian Evaporated Fruits—			
Apricots, per lb.	0 13 1/2		
Peaches, "	0 10 1/2		
Pears, "	0 13		

Malaga Raisins—			
London layers			2 00
"Connoisseur Clusters"			2 50
" " " 1-boxes			0 80
"Royal Buckingham Clusters," 1-boxes			1 10
" " " 2-boxes			3 50
"Excelsior Window Clusters," 1-s.			4 50
" " " 2-s.			1 35

Californian Raisins—			
Loose muscatels, per lb.	0 07 1/2	0 08	
" " seeded, in 1-lb. packages	0 08	0 09	
" " 2 crown		0 06	
" " 3 crown		0 06 1/2	
" " 4 crown		0 08	

Prunes—			
30-40s			0 08 1/2
40-50s			0 08
50-60s			0 07
60-70s			0 06
70-80s			0 05
80-90s			0 05
90-100s			0 05
Oregon prunes (Italian style), 40-50s			0 08
" " " 50-60s			0 07
Oregon prunes (French style), 60-70s			0 06
" " " 90-100s			0 04
" " " 100-120s			0 04

Currants—			
Filiatras, uncleaned			0 04 1/2
Fine Filiatras, per lb., in cases	0 04 1/2	0 05	
" " " cleaned	0 04 1/2	0 05 1/2	
" " " in 1-lb. cartons	0 05 1/2	0 06 1/2	
Finest Vostizzas	0 06 1/2	0 07 1/2	
Amalias			0 06

Sultana Raisins—			
Sultana raisins, per lb.	0 06 1/2	0 08	
" " " 1-lb. carton			0 00

Eleme Table Figs—			
Six crown, extra fancy, 40-lb. boxes			0 13
Four crown, fancy, 10-lb. boxes			0 09
Three crown	0 07	0 07 1/2	
Glove boxes, fine quality, per box			0 11
Fancy washed figs, in baskets, per basket			0 20
" " " pulled figs, in boxes, per box			0 22
" " " stuffed figs			0 28
12-oz. boxes	0 06 1/2	0 07	

Country Produce.

Maple Products—There is nothing new to report on maple products. Sales are small, but they still enjoy a fair demand. Hot weather helps to curtail demand. However, at this time of the year there is never much doing in this trade. No change in prices.

Maple syrup, in wood, per lb.	0 06	0 06 1/2
" " " in large tins	0 07 1/2	0 07 1/2
Pure new sugar, per lb.		0 10
Pure Beauce County, per lb.	0 06	0 07

Honey—Stocks are so light that sales, though small they be, help a great deal to reduce stocks still more. Dealers are expecting some new honey in a very few weeks. Practically only inferior goods are left in stock.

White clover, extracted tins	0 07	0 07 1/2
" " kegs	0 07 1/2	0 07 1/2
" " comb.	0 13	0 13 1/2
Buckwheat	0 06	0 06 1/2

Beans—Demand for beans is fair this week. The market is high and very firm, owing to a general scarcity. In fact an unusual uneasiness prevails. The prices are as below:

Choice prime beans	1 65	1 70
Lower grades	1 40	1 50

Hops—Hops are practically dead. No improvement is looked for before the new crop arrives, and even then dealers do not expect to see much better prices nor easier markets. No change in prices to report.

B.C.	0 36	0 38
Choice Canadian	0 25	0 30
Fair to good	0 24	0 26

Evaporated Apples—The trade, as usual, is very dull. Stocks move very slowly. Evaporated apples are in such a poor demand that dealers do not hope for any near improvement. Prices are firm at 6 1-4 to 6 1-2. If there is any tendency to change, however, it will be to jump to higher figures. Dried apples dead at 3 to 3 1-2c.

To the Trade

We are still taking orders for future delivery of New Pack Canned Goods, following lines and brands:

Tomatoes

Auto
Aylmer
Little Chief
Log Cabins
Bowlby's
Boulter Lion
Simcoe
Delhi
Kent
Lakeport

Corn

Log Cabin
Little Chief
Aylmer
Auto
Bowlby
Boulter Lion
Simcoe
Delhi
Kent
Lakeport

Succotash

Log Cabin

Pumpkins

Simcoe

Baked Beans

Red Cross
Log Cabin
Little Chief
Plain, Tomatoe Sauce, Chili
Sauce, Is. 2s., 3s.

Asparagus

Simcoe 2 lbs. 2

Spinach

Simcoe 2 lbs.
Simcoe 3 lbs.

String Beans

Log Cabin Wax
Log Cabin Refugee
Little Chief Wax
Little Chief Refugee
Simcoe Wax
Simcoe Refugee
Lakeport Wax
Lakeport Refugee

Peas

Little Chief Extra Faultless
Little Chief Early June
Little Chief Standard
Auto Early June
Auto Standard
Log Cabin Little Gem
Log Cabin Early June
Log Cabin Standard
Aylmer Early June
Aylmer Standard
Simcoe French 1 lb.
Simcoe Early June
Simcoe English Garden
Kent Early June
Kent Standard
Boulter French
Boulter Special Sifted June
Delhi Marrowfat
Delhi Early June
Lakeport Early June
Lakeport Standard

Blueberries

Eagle, 2 lbs.
Daisy, 2 lbs.

Peaches

Bowlby Yellow 3 lbs.
Bowlby Yellow 2 lbs.
Simcoe 3 lbs.
Simcoe 2 lbs.
Schenck Pie Gallon
Lowry Pie Gallon
Lowry Pie 2½ lbs.

Strawberries

Bowlby, 2 lbs., heavy syrup
Simcoe, 2 lbs., heavy syrup.

Pineapples

Simcoe 2 lbs. Sliced
Simcoe 2 lbs. Grated
Simcoe 2 lbs. Whole

Plums

I. C. B. Lombard in Syrup 2 lbs.
Lowrey Pie Gallon
Greengages
Bowlby 2 lbs. in Syrup
Simcoe 2 lbs. in Syrup

Ketchup in Tin

Simcoe 2 lbs.

Cherries

Bowlby White Pitted
Bowlby Red Pitted

Raspberries Red

Bowlby 2 lbs. in Syrup
Simcoe 2 lbs. in Syrup

Apples

Bowlby Gallon
Bowlby 3 lbs.
Simcoe Gallon
Simcoe 3 lbs.

Gooseberries

Bowlby 2 lbs.

Lawtonberries

Simcoe 2 lbs.
I. C. B., 2 lbs.

Pears

Bowlby Bartlett 3 lbs.
Bowlby Bartlett 2 lbs.
Simcoe Bartlett 3 lbs.
Simcoe Bartlett 2½ lbs.
Simcoe Bartlett 2 lbs.
Schenck Pie Gallon
Lowry Pie Gallon
Lowry Pie 2½ lbs.

SALMON

Victoria
Oweekayno
R. R. R.
Swan

Carnation
United Service
Horse Shoe 1 lb. tall
Horse Shoe 1 lb. flat

Horse Shoe ½ lb. flat
Clover Leaf 1 lb. tall
Glover Leaf 1 lb. flat

A car of 550 cases assorted brands Salmon delivered at any railway station in Ontario and Quebec.

Orders promptly attended to—Quality guaranteed.

Laporte, Martin & Co'y, Limited

70, 72, 74, 76, 78, 80 St. Peter Street,
9, 11, 13 St. Helen Street,

MONTREAL.

Frenzied Business

Grocers of The West—and East.

Prices are now out on peas, and nobody can say that the gentlemen in Hamilton have not put them low enough. Whether this illegitimate cut-throat—less than cost—price is any advantage to the retail trade we very much doubt. In issuing these prices we believe they have overshot the mark and it will fail to accomplish its purpose, as it must be apparent to every retail grocer that they were not sent out for philanthropy, for the benefit of the retail trade, for the consumer's benefit, or in a legitimate business sense, but solely to drive out, buy out, or fire out the canners working independent of the consolidation. Whether this is to the interest of the retail trade of the Dominion we leave them to judge, as they are the gentlemen who in the end have to settle these controversies. Understand, we are not appealing for sympathy, but we consider it a legitimate matter for both personal and business discussion in the trade papers of the country. At the same time we are not going further into the matter now, and hand it over to the retail trade for their dissection.

Believing that these low prices will increase the sale of peas enormously, we have made arrangements to increase our pack accordingly so as to fully protect our customers in their increased requirements. The trade will also remember, that, unlike some of our competitors, one in particular, who are currently reported to be holding one hundred thousand cases of old peas, we have not a case of old goods in stock, all this year's pack, fresh and new, and every indication of being the best pack in quality we ever packed; the cool, moist weather we have been having maturing the raw material in perfect condition.

THE PACKERS OF QUAKER CANNED GOODS

any immediate prospect of a revival. Quotations are:

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

Selected Spanish	0 08½
A 1's, banners and suns	0 08½
Japanese Jumbo's	0 08½
Virginia	0 10
For sack lots roasted add 1c. to above quotations. For small, 2c.	
Almonds, Tarragona, per lb.	0 12 0 12½
Walnuts, Grenoble,	0 12½
" Bordeaux,	0 09 0 10
Filberts, per lb.	0 13 0 15
Pecans, per lb.	0 13 0 14
New Brazils, per lb.	4 50
Cocoanuts, Jamaica, per sack.	0 08
Italian Chestnuts, per lb.	0 08

Dried and Cured Fish—The general apathy which rules the whole market holds this branch too. There is absolutely nothing of interest to be recorded. Movements are light. We quote:

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

Country Produce.

Eggs—The general provision market is firm, but there is a tendency towards lower prices in eggs. The quality is not so good as earlier in the season. In the hot weather so many spoil that the price must be low to make a fair profit on the good stock possible. The packers' season is over, and reports indicate a fair season. Shipments have been well up to the average. We quote:

New laid eggs, per doz.	0 16 0 17
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Beans—Nothing of special interest has taken place during the past week in beans. Only a small movement is taking place. We quote:

Beans, handpicked, per bush.	1 80 1 85
prime, No. 1	1 65 1 79
prime, No. 2	1 50 1 60
Lima, per lb.	0 07 0 07½

Evaporated Apples—The market continues firm with some stock moving. No change is recorded in price since last week. We quote:

Evaporated apples	0 07 0 07½
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Honey—The demand for honey is very limited, and the market quiet. The present Summer's yield should be large, but it will be some time before the market is aroused. Quotations are as follows:

Honey, extracted clover, per lb.	0 07½ 0 08
" sections, No. 1, per doz.	1 90 2 00
" No. 2	1 65
" Buckwheat, per lb.	0 05 0 06
" sections per doz.	0 75 1 00

Maple Products—Interest is lacking in this market. Prices continue the same with practically no demand. We quote:

Maple sugar, 1 lb. cakes, per lb.	0 09 0 10
large cakes in tubs, per lb.	0 08
Maple syrup, per imperial gal.	0 90
" wine gal.	0 65
" imperial quarts.	0 25
New maple syrup, per imperial gal.	1 50
per wine gal.	0 85

Fresh Fish—Business in fresh fish continues fair, and prices are being maintained. We quote:

Fresh halibut, per lb.	0 09
" haddock "	0 07
" trout "	0 07½ 0 08
" cod steak, per lb.	0 07½
" lobsters, boiled, each.	0 15
" B.C. salmon, per lb.	0 20
Shrimps, per gal.	1 15 1 25
White fish, per lb.	0 08

Grain, Flour and Breakfast Foods.

Grain—Manitoba wheat has advanced a cent and a half on No. 1 and a cent on

No. 2 since last week. Red and white are easier by a cent. We quote as follows:

All on track Toronto.	
Manitoba wheat, Northern No. 1	1 15
" " " No. 2	1 10 1 11
" " " No. 3	0 95
Red, per bushel	0 99 1 00
White "	0 99 1 00
Barley "	0 50 0 52
Oats "	0 48 0 48½
Peas " nominal	0 77 0 78
Buckwheat " nominal	0 63 0 64
Rye, per bushel, "	0 66 0 67

Flour—Conditions remain normal. There are rumors of price cutting in the Maritime Provinces, but not to any serious extent. We quote:

Manitoba wheat patents, per bbl. in bags	5 00 5 50
Strong bakers "	4 80 5 20
Ontario wheat patents "	4 70 4 90
Straight roller "	4 70 4 80

Breakfast Foods—Demand still continues fair, notwithstanding the warm weather. There are no changes in price to record. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 30
Rolled wheat in boxes, 100 lbs.	2 90
50 lbs.	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " in wood	5 00
" " " " for broken lots	5 00
Rolled wheat, per 100-lb. bbl.	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" " in wood	4 25

Hides, Skins, Tallow and Wool

The general advance in wool has been reflected in the local market. All wools have remained firm, with an increase of 2 cents in wool-washed fleeces. Lamb skins have advanced ten cents during the week. The market is devoid of special features apart from these changes. We quote as follows:

Hides, No. 1 green steers, per lb.	0 10
" " " " "	0 09
" No. 1 green, per lb.	0 09½
" " " " "	0 08½
Country hides, flats, per lb.	0 08½ 0 08
Calf skins, No. 1, selected	0 10
" No. 2	0 08
Deacons (dairies), each	0 80
Sheep skins	1 25
Lamb skins, each	0 55
Shorn pelts	0 45
Rendered tallow, per lb.	0 04 0 04½
Unwashed wool, new clip, per lb.	0 15
Wool-washed fleece	0 25
Pulled wools, super, per lb.	0 21 0 23
extra "	0 22 0 24

B. C. Markets.

THE special commodity freight rate of ten per cent. from regular tariff rates, given by the White Pass & Yukon Railway for six weeks from July 1 to August 15, is this year having a stimulating effect on shippers, the same as last. The experiment, first tried in order to prevent so great a freight blockade at the end of the season as had been several times the case, worked so well that the White Pass people have made it an institution. The inducement is sufficient to make it very well worth the while of any shipper to see that his goods get forward in time to take advantage of the rate.

With large portions of the regular shipments, staple lines which can as well be stocked in one month as another and which are sure to be needed for the winter, the saving is in many cases a very agreeable addition to the profit made. With nearly all lines, except perishable goods or goods not available until a certain season, it is as much to the advantage of the shippers as that of the railway company to get them for-

ward before the last of the season. Late shipments are often caught by the freeze-up. Every steamer going north now has its full cargo capacity taken up, and receipts at the C.P.R. wharves for northern shipment continue heavy.

Further news from the north increases possibilities of a new gold field up the Hootalinqua. The Kalsheena River, a tributary of the Hoatalinqua has been prospected several seasons, coarse gold being found, but the proposition is more a hydraulic than ordinary placer diggings.

The Alesk, a district nearer White Horse, and much boomed last year, is not developing fast, though arrivals from there assert that the trouble is lack of transport, 30c. per lb. being the price of packing all supplied from White Horse, most of the distance having to be made by a rough pack trail. The character of the diggings, too, necessitates machinery to keep the water out of shafts, and work cannot be done in winter as in the Klondike camp. J. McLean, an old Vancouverite, says that in his opinion the district is now ahead of what the Tanana was three years ago, yet this year for the first time the Tanana has produced \$6,000,000.

Though advices from Ottawa are to the effect that the obnoxious \$500 tax on eastern commercial men will be removed by the veto of the Dominion Government, if not by voluntary act of the provincial authorities, little attention is paid to the statement, as it would involve the disallowance of the whole of the Assessment Act, which would cause tremendous disturbance in the province. The Commercial Travelers' Association argues that the Act is in violation of the B.N.A. Act, which leaves regulation of trade matters affecting the whole Dominion in the hands of the Federal Government. But it is doubtful if the Government at Ottawa would disallow the whole Assessment Act because of this obnoxious clause.

The Vancouver Board of Trade is out with a unique proposal, which would retire the travelers' license, in return for the imposition by the Dominion Government of a tariff on lumber. At the monthly meeting of the Vancouver Board a resolution was passed expressing the opinion that if the Dominion Government asks the Provincial Government to repeal the travelers' tax, the latter should refuse unless or until the Dominion Government shall have imposed a duty on lumber and shingles, as the present state of "admitting lumber and shingles free of duty is an unjust discrimination against the interests of this province."

An important era in the local development of the lower mainland of British Columbia is undoubtedly marked by the electrifying of the Lulu Island railway, running sixteen miles from Vancouver to Steveston, the cannery town at the mouth of the Fraser River. This line, owned and hitherto operated by the C. P.R., has been leased to the B.C. Electric Railway Co., which has over 30,000 horse-power of electric energy developed by water-power available for extension of electrical enterprises. The line runs through the rich delta land of Lulu and

Old Ideas!

When Windsor Salt is ready for the market it has passed the most critical examination of the largest and most progressive Salt Factory in Canada. There are no old foggy ideas in force at the Canadian Salt Co.'s Works. Where Windsor Salt is made, everything is up-to-date.

We believe in progression. Old-fashioned ideas were well enough in their day and so was the candle light, but the world moves and you must be up and doing if you would keep in touch with it.

Old foggy ideas have no part in the making of Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

Not found in
**Windsor
Salt**



Chinese Starch is put up in 1-lb. packages, heavier than any other package on the market.

Chinese Starch is a selling "Trade Mark."

Chinese Starch is of unrivalled quality.

Chinese Starch put up in attractive striking label.

Chinese Starch gives you a **Carriage Umbrella FREE** with every 5-case order. Freight paid to any railway station in Canada.

Write for Particulars and Price.

Ocean Mills, :: :: Montreal

RECEIVED INTO STORE THIS WEEK

ONE CARLOAD "CALIFORNIA"

1500 Boxes "G. & S." and "EASTER" Brand Santa Clara Prunes

40/50, 50/60, 60/70, 70/80, 90/100, 100/120

25-lb. Boxes

Choice Goods

"THE MOST UP-TO-DATE FIRM"

Right Prices

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors

Sea Islands, and a fine district on the mainland between the city and the north arm of the Fraser River. It is the intention to promote the settlement of this area in small holdings, similar to the manner in which the land between Vancouver and New Westminster has been developed. There is an immense difference in conditions, however. The latter had to be cleared from the solid bush, while the Lulu Island land is in large part already under cultivation, and has been highly prolific for years. It will be high in price, but the immediate increase of production by extensive cultivation will be at once felt in the increase of local supply of farm and dairy produce available for marketing in Vancouver. It is another indication of the

plentiful. They are from \$1.25 to 91.50 a box, and peaches somewhat less.

New potatoes are now in good supply, covering all demands of the market. California shipments have ceased for the year, and old stock is done. The price is about 1 1/2 c. per lb. wholesale.

In dairy and farm products, eggs of strictly fresh description are in demand, and scarce at 25c. wholesale.

Dairy butter is still very plentiful and brings from 23 to 25c. wholesale, according to the source of supply. Some dairies in the Fraser valley are well equipped, ranking with small creameries. The supply of creamery butter is also plentiful and holds firm at 25c. to the trade.

Sugar prices hold firm since last qu-

Russett, 20,000 barrels; Nonpareil, 40,000 barrels; all other varieties, 50,000 barrels; total, 250,000 barrels. Plums, pears and small fruits may give an average crop for home consumption."

EXTENDING.

The "Salada" Tea Co. are now doing business in every large city, town and village in the United States, as well as in Canada. Besides their own establishments in Toronto and Montreal they have warehouses in New York, Chicago, Buffalo, Detroit, Pittsburg, Boston, St. Louis, and many other points.

"Salada" tea is now as easily gotten in Jacksonville, Fla., Richmond, Va., or Washington, as it is in Toronto or Hamilton, and as easily purchased in Omaha, San Francisco, Salt Lake City or Denver as it is in Montreal or Quebec. In the City of New York alone over 4,000 retail, and all wholesale grocers, handle "Salada." This shows the right kind of enterprise in a Canadian firm.

ADVANCE IN CEYLONS.

Just as we are going to press a cable from London announces an active market with an advance of from 1/2 to 1d in flavory Ceylon teas.

CHINESE STARCH IN BOSTON.

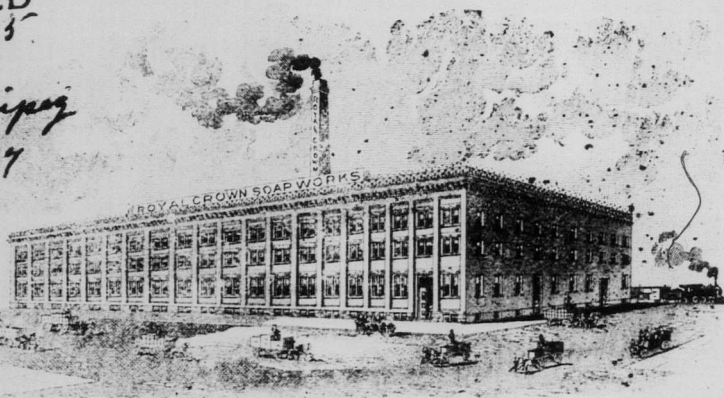
Mr. O. Lefebvre, proprietor of Ocean Mills, Montreal, has returned from a short trip to Boston, where he has arranged for opening up a branch factory. The trade has developed so largely that in order to overcome duty and to place the famous "Chinese Starch" before the American public as he has done in Canada, he has elected Boston as a distributing centre. Ocean Mills, manufacturers of "Chinese Starch," have a paper mache Chinaman which proves a good line for any retail store window display. The figure is 3 feet high and is in colors, as a Chinaman, and is a facsimile of their well-known trade mark.

QUEBEC CIGAR FACTORY.

Camilleu Joseph Lockwell, Joseph Donville and Ferdinand Donville, all of the City of Quebec, manufacturers of tobacco and cigars, have formed a partnership to do business in Quebec under the name of "The Spot Cash Combination Cigar Factory."

RETURNED
JUL 14 1905

To Winnipeg
N Book 97
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Warehouse Royal Crown, Limited, Winnipeg.

possibilities of agricultural development in this province.

Fruit receipts from local sources are beginning to show an increase. Strawberries are pretty well out, and the season is over, but cherries are now very plentiful and raspberries are coming in in large quantities. The supply of cherries, both sweet and preserving varieties, never was greater. Prices run from 5 to 10c. per lb., according to variety. The sweet cherries are cheaper than the preserving varieties. Raspberries sell at from \$1.50 per crate of 24 lbs. up.

Apricots and peaches are coming in freely from California and the stock is better matured than first arrivals. Plums from the same source are very

tations, when a shading of 1/2 c. per lb. was noted.

APPLE CROP OF NOVA SCOTIA.

Mr. J. W. Bigelow, Wolfville, N.S., reports: "I have received discouraging reports of apple crop from nearly all the fruit-growing sections of Nova Scotia. Late frosts followed by cold, wet weather in June was unfavorable for polinisation and growth. Judging from present appearances there will not be over half an average crop for export, say two hundred and fifty thousand barrels, roughly estimated, of the following varieties: Gravenstones, 10,000 barrels; Ribson Pippin, 40,000 barrels; King, 50,000 barrels; Baldwin, 40,000 barrels; Golden

PERSONAL MENTION.

Mr. W. H. Halford, Montreal, is visiting Toronto, Hamilton and London.

Mr. A. A. McKay, of Blue Ribbon Tea Co., Toronto, was noticed in Montreal this week.

Mr. A. H. Scott, of Watt, Scott & Goodacre, Montreal, is in Halifax and St. John this week.

Mr. Aemilius Jarvis, of Toronto, is inspecting the canneries of the British Columbia Packers' Association at present.

Mr. C. P. Hebert, of Hudon, Hebert & Cie., Montreal, is spending the Summer at his country residence at Riviere du Loup, Que.

Mr. L. E. Geoffrion, of L. Chaput, Fils & Cie., and Mrs. Geoffrion, have just returned from a short trip to Buffalo, Niagara, Toronto and Kingston.

Mr. A. H. Ewing, of S. H. Ewing & Sons, Montreal, is spending a few weeks' vacation with his family at their Summer residence at Little Metis, P.Q.

Mr. J. H. Maiden, Montreal, is away this week on a business trip to the principal towns of the province, taking in St. Hyacinthe, Three Rivers and Sorel.

Mr. Geo. Forbes, of Forbes Bros., Montreal, has been spending a few days at his old home near Cornwall. Mrs. Forbes and family will spend the Summer there.

Mr. Wm. Dobie, general manager E. W. Gillett Co., Limited, and party, recently made a 300-mile trip through Western Ontario in his automobile, and are now on their way east to Cornwall and Montreal.

Mr. S. W. Ewing, of S. H. Ewing & Son, Montreal, spent several days among the trade in Ottawa this week. Mr. C. H. Cowles, of the St. Charles Condensing Co., Ingersoll, is also in Ottawa, working west on his return trip from the eastern provinces and Newfoundland.

Mr. A. E. Sterling, of the T. A. Lytle Co., Limited, Toronto, is calling upon the trade in Quebec and Montreal this week. To The Grocer he stated that business was good; in fact, growing ahead of their out-town capacity and larger premises have been secured for the manufacturing of his firm's well-known grocers' specialties. It won't be "Teddy's" fault if larger premises still will not have to be secured in a few years.

Mr. C. D. Cowles, representing the St. Charles Condensing Co., who has been making an extended trip through the Maritime Provinces and Newfoundland, passed through Montreal this week, homeward bound. Reports as to business are good and with such an enthusiastic advocate of the merits of his company's goods the St. Charles brands cannot help but be well introduced. While in Montreal, Mr. Cowles made his business headquarters with S. H. Ewing & Sons, who are local agents for St. Charles Condensing Co., Ingersoll, Ont.

HINTS TO BUYERS.

Laporte, Martin & Cie call the attention of buyers to the low prices in peas. There are good values and opportunities to buy now.

A shipment of British Columbia fresh

**EVERYBODY LIKES
Clark's Beefsteak and Onions**

**They retail at 20c. a Tin.
Profit for you 33 1/3 per cent.**

This line is a ready seller, and, considering the present high price of beef, is remarkably cheap.

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS COCOA

WHITE DOVE COCOANUT



WHOLESALE GROCERS:

Compare the Quality with other brands.
You will then buy no other.

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

FIBRE WRAPPING PAPER
STRONG, TOUGH AND STIFF
Will Carry All Kinds of Packages Safely to Destination

CANADA PAPER Co.
TORONTO LIMITED MONTREAL

WRITE US FOR SAMPLES AND PRICES.

 This design a guarantee of quality.

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

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

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

herring arrived this week for H. P. Eckardt & Co.

L. Chaput, Fils & Cie., have just received into store one carload of California prunes, all sizes, in 25 lb. boxes. Shipped by Griffin & Skelly.

H. P. Eckardt & Co. are selling Fard dates at a low price.

Minto Brothers, Toronto, have just received their first shipments of May-picked Japan teas. Write for samples

R
J
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O
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P
A

ASSIGNEE'S SALE

OF

The Manufacturing Plant, Building, Real Estate
and Stock-in-Trade of

The Canada Biscuit Company, LIMITED

situated on the south-east corner of King
and Bathurst Streets, and known as 665
King Street West, Toronto.

TENDERS will be received, addressed to Osler Wade, Esquire, Assignee, Canada Biscuit Co., Limited, 67 1/2 Bay Street, Toronto, up to 12 o'clock noon, of the 24th day of July, 1905; said tenders may be either for the entire plant, en bloc, or in three separate lots, as follows:—

1—Merchandise, consisting of Manufactured Biscuit, Confectionery, Jam, Flour, Office Furniture, etc.:	
At Toronto.....	\$25,389 72
At Hamilton.....	432 36
At Winnipeg.....	2,644 77
	\$29,076 93
2—Machinery and Plant.....	41,376 83
3—Real Estate and Fixtures.....	56,648 82

This company has only been in business about four years, so that everything is practically new and in first-class condition; in addition to this, the business has not been closed down since the assignment, but, instead, salesmen have been kept on the road, soliciting orders, and shipments have been made as usual, so that the valuable connection of the company has not been impaired.

The stock sheet and detailed schedule of assets of the company can be seen on the premises, or at the office of the Assignee, 67 1/2 Bay Street, Toronto.

TERMS OF SALE—Ten per cent. down, and the balance in cash when the inventories are checked off, or in three, six, nine and twelve months, satisfactorily secured, with interest at 6 per cent. per annum.

Tenders will be opened at the office of the Assignee, on Monday, the 24th day of July, A.D. 1905, at 4 p.m., and in the presence of the inspectors of the estate.

Tenders must be marked "Tender," and accompanied by a marked cheque for 5 per cent. of the amount, payable to the Assignee, which will be returned if the Tender is not accepted.

The highest or any tender not necessarily accepted.

The other conditions of the sale are the standing conditions of the High Court so far as applicable.

Purchasers of Real Estate will have ten days to examine title at their own expense, and if any objection is raised, which the vendor is unable or unwilling to remove, deposit may be returned without interest, and sale shall be void. For further particulars and conditions, apply to the Assignee.

OSLER WADE, Chartered Accountant,
Assignee.

MACDONNELL, McMASTER & GEARY,
Solicitors for Assignee.

**POULTRY,
FISH
GAME
AND
OYSTERS.**

WINNIPEG FISH CO.
PHONE 1480.

259 PORTAGE AVE.

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

and quotations; they are fine flavor and reasonable.

L. Chaput, Fils & Cie., are offering a lot of their special brand of Ceylon green tea, "Nolanda," at very attractive prices. Try a sample.

When requiring a first-class package of tea inquire of Minto Brothers, 55 Front street east, Toronto, for samples and prices, which are unequalled. They are giving their popular Mela-Gama special attention.

A WARNING.

Editor Canadian Grocer,—Just a line to warn our merchants in the country and also to put our decent travelers on the "qui vive" that a fellow representing an eastern house and who calls on his customers every six months, has lately been showing copies of orders to people here and there that he had taken from So-and-So and So-and-So; also with the lying story that Mr. — had been buying from —, but he could not get any tea to suit him and had to return it. It is needless to say that most of these were imaginary orders and in some cases where the merchant was away from home the request was left not to say anything about the order he was going to send on to him without the man's permission until he saw him the next time—probably in six months. Where would the country merchant be then? There is too much of this dirty work going on among the traveling men. There is not the same honorable feeling existing among them which did years ago, say, for instance, among the lot of men about whom an article in your paper was written last week; fellows doing this sort of business at that time were ostracised by the other travelers and had, I can assure you, a pretty poor time of it.

Thanking you for your courtesy,
"WATCHDOG."

PICKED UP ON THE ROAD.

Personal Impressions of The Grocer's
Traveling Representative in the
Maritime Provinces.

THE City of St. John, N.B., is noted for its fine grocery stores. The store of Walter Gilbert is a sample of the kind of stores they have there. It has a nice situation at the corner of Princess and Charlotte streets, and has five large plateglass windows, which show up the interior to advantage, the windows themselves being very neatly dressed.

Mr. Gilbert came from Chatham, N.B., about 8 months ago, and fitted up his new store with all modern fixtures. He has a nice tile flooring with rubber mats leading to the counters. The ceiling is of marble, and the shelving and counters cherry. It has all the most modern facilities for doing business, and is lighted at night with electric arc lights, and a more attractive store would be hard to find. Mr. Gilbert keeps in stock only first-class goods, and has built up a large trade in a short time, which speaks much for his business ability, and shows that the public will always patronize a store where the goods and prices are right. This establishment has also worked up a nice country trade. Each out-of-town customer is supplied with post cards, already printed, with space left to fill in article required, making it easy to order by mail.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, so. a word first insertion; so. a word each subsequent insertion.

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

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

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

FOR SALE

A "SAVAGE" TEA-MILLER, with hopper, to hold about 100 lbs., fitted with fast and loose pulleys, for engine-power or hand-power, in perfect working order; in use right up to the present; only reason for selling not large enough for present requirements; further particulars and prices on request. Vim Tea Co., St. John, N.B. (29)

WANTED.

REPRESENTATIVE wanted for manufacturing concern, doing large business; young man of good appearance and address for west of Toronto; would require to take three thousand dollars interest; salary to start twenty dollars per week; an exceptionally good opening for the right man. Box 262, CANADIAN GROCER, Toronto. (29)

AGENCIES WANTED.

ENGLAND. London agent, doing regular business with the largest firms all over the country, is open to represent Canadian shippers for butter, cheese, bacon, etc. Address Davis, 29 Tooley St., London, Eng. (28)

TRAVELERS WANTED.

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

SIGNS AND SHOW CARDS

Have you ever realized the advertising value in your Show Windows, and that you could talk to the thousands of people passing your Store with bright, attractive Show Cards? We can supply Show Cards and Price Tickets at low prices. Write for our Catalogue which shows you as well hundreds of other styles of Signs.

The Martel-Stewart Co. Ltd.

681-683-685 Craig Street, Montreal, Canada

“IS GOOD TEA”

GOOD AS GOLD

Have you noticed the change that has taken place in the tea trade of Canada during the past twelve years? How is

RED ROSE TEA

standing the test? Read the following:

In a recent letter a correspondent informs me that a merchant in western Nova Scotia, having decided to go west, is selling his entire stock, with the exception of Red Rose Tea, at a cut rate. Asked why he does not cut the price on Red Rose Tea, he replied:

“Quality sells RED ROSE TEA without cutting the price.”

This is what I call standing the test. Don't you?

Order now. Samples sent upon request.

T. H. ESTABROOKS

Tea Importer and Blender, - ST. JOHN, N.B.

BRANCHES: TORONTO AND WINNIPEG.

R
J
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A

Milk for everybody, at all times and in all seasons—
milk that is pure, thoroughly sterilized and reliable.

BORDEN'S

Brands

**"Eagle"
Condensed Milk**



**"Peerless"
Evaporated Cream**



Money Makers for Every
Live Merchant.

Particularly suitable for **Manitoba and North-West Territory** merchants to handle.

For Sale by Every Jobber or Write

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO

ERB & RANKIN,
Halifax, N.S.

SCOTT, BATHGATE & CO.,
Winnipeg, Man.

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

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

YES
Eggs AND Butter

THAT'S WHAT WE WANT
IN ANY QUANTITY
and at ALL TIMES

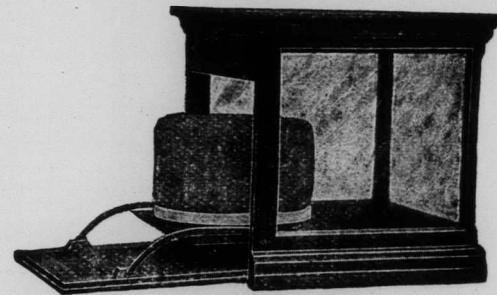
The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

PROFITS IN CHEESE



Mice, Insects, Dirt, Shrinkage, Samplers
The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

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

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

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

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

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON

Head Office, TORONTO

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

SPECIAL CHEESE AND BUTTER BULLETIN

Montreal, July 13, 1905.

THE situation on cheese seems to be slightly less strained; country markets have recently been a shade easier, while British markets have come nearer to our level of prices, reluctantly; but they have gradually realized that if they needed supplies they had to advance their bids to get them. There seems to be no doubt that they do need cheese. Last year's make is about exhausted, and so far there is no accumulation of stocks either in Great Britain or in Canada. In fact, our cold storage companies complain of getting hardly any cheese for storage. Our stocks are generally estimated at about 100,000 boxes, which is no more than one week's shipments, and certainly a great deal less than at this time last year. The make in Canada has been reported as enormous; the fact, however, seems to be that our make of cheese is really short of last year, while there is an undoubted increase in the make of butter and, all things considered, it is difficult to believe that prices will be any lower this season. The weather has been extremely hot, and already we get reports of shrinkage in the flow of milk. Flies are doing their share in this respect also, and we are commencing to get various arguments that the situation is safe against any serious decline in prices, although there are as yet no arguments strong enough to predict any immediate advance, and the best we can expect at present is a steady market.

The trade in Great Britain generally is totally different to our trade here. In the former country goods are wanted at a popular retail price, which is generally six pence per pound for cheese and one shilling per pound for butter. Here we go to the grocer, ask for a pound of cheese or a pound of butter and pay the price our dealer asks. In Great Britain the dealers want to sell as much as possible all the year round at a uniform price.

Now, for "Shilling Butter" the Siberian product has of late years filled most of the demand. This year, on account of the reign of anarchy in Russia, the British merchants are afraid to send money or letters of credit into Russia, and the result is that Siberian supplies of butter are very much less and there is a stronger demand for the product of other countries, principally of Canada, and naturally our prices were advanced under the increased demand, but they are now at a point where it is almost impossible to retail our butter in Great Britain at one shilling per pound, and we can hardly expect a further advance in prices unless the supplies should fall so far short of the demand, that the retailer must advance his price to, say, 14 pence per pound.

To sum up, both cheese and butter

seem high for the popular demand in Great Britain and, while we may have no decline in prices, the chances for a further advance are very remote at present.

THE BUTTER SUPREMACY.

The race for the supremacy in the butter business of England is daily becoming more keen, writes the Canadian Government Commercial Agent, in Manchester, England, in a letter received at the Trade and Commerce Department recently. For years past Danish butter has held first place but now Sweden, Finland, Siberia, Argentina, Australia, New Zealand, and Irish creameries have entered the contest. Swedish and Finnish butter on account of their bulk commanded a large share of attention at present and are coming to the front.

From the first of July last, until the middle of May the imports of butter from Australia was 20,000 tons in excess of the same period two years ago, and of New Zealand nearly 5,000 tons.

The imports of butter from Canada for the eleven months from the 30th June, 1904, to 27th of May, 1905, totalled 25,740,700 pounds. From New Zealand during the same time 29,244,000 pounds. Total from all countries 100,595,500 pounds. During the same time the previous year the total imports were 82,521,600 pounds.

According to reports there continues to be an increasing demand for Canadian cheese. The May import from Canada amounted to 33,353 cwts. Dealers in England are reported as being well pleased with the way in which Canadian shippers put up their product.

BETTER BOXES REQUIRED.

THE following letter has been sent in to the editor of The Grocer, and will no doubt be of interest to our readers:

"To the Editor The Canadian Grocer: As a subscriber to your valuable paper I should like to call the attention of Canadian butter shippers to the necessity, and I use it in the strongest sense of the word, of packing the butter in the proper square boxes with nailed sides and ends instead of the present flimsy boxes with what I call semi-dovetailed sides and loose movable heads. These have no strength, and the slightest knocking about loosens them. The sides come apart, and it is only by the canvas bags that the whole is held together. The package has a bad appearance when turned out, and loss of weight in the butter is the inevitable result. South African buyers have set their face against the Canadian boxes, and this is one of the reasons why Canadian butter has not found favor in the South African market.

"Many years ago when Mr. Pond of New Zealand produced his excellent box (before the use of grease-proof paper) the invention was welcomed and hailed with satisfaction. The Australians improved on the shape, and made them as they are now, exactly square and strongly nailed. These boxes will travel anywhere and always hold well together even with rough usage. Why cannot the Canadians use the same class of box?"

"I claim to be the first to introduce some years ago the square boxes into Canada, as well as into the Argentine Republic. I think that at that time Canadian shippers in their wildest moments did not contemplate drifting into the use of the present style of boxes.

"Mr. Ruddick, who has done such excellent work in New Zealand by improving the quality of the butter of that country as well as the packing, knows what is required in packages for this country, and he should impress upon the Government to use their strongest arguments to induce the butter makers to pack their butter in the strong nailed boxes which are suitable and find favor on this market.

"I am, sir,

"Your obedient servant,
"ARTHUR C. DOUGHTY,
"A. C. Doughty & Co.)"

CONNECTIONS WANTED.

A firm of merchants and commission agents in Hamburg, Germany, is making inquiry for a line of canned lobster for that market. They feel confident there is a good opening in their own territory, and they will be glad to hear from Canadian packers. Inquiry at any of The Grocer's offices will receive prompt attention.

A firm of dried fruit merchants in London, England, with specialties to offer to the Canadian trade, wish to appoint agents in Montreal, Winnipeg and Vancouver. Particulars at any office of The Grocer.

OPENING BRANCH IN TORONTO.

Mr. R. L. Millward, who with Mr. Geo. H. Bradwell has had charge of the Canadian agency for Sutcliffe & Bingham, Manchester, Eng., manufacturers of "Kkovah" jellies and table specialties, left for Toronto last Wednesday to open a branch office in that city. Since Mr. Millward has been identified with the Kkovah goods a larger appreciation of these goods has been evident in the trade, and with the same enthusiasm and push in the Queen City, a large trade should develop. Mr. Geo. H. Bradwell, who has been associated with Mr. Millward since his arrival in Canada some months ago, will continue in charge of the Montreal branch at 17 St. John street.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—In response to the continued strength of the market, prices have remained firm or have advanced. Bacon, both long clear and smoked breakfast, has advanced a quarter of a cent. The remaining quotations are the same as last week's, with no sign of weakening. We quote for this week:

Long clear bacon, per lb.	\$0 10 1/2
Smoked breakfast bacon, per lb.	0 13
Roll bacon, per lb.	0 10 1/2
Small hams, per lb.	0 13 1/2
Medium hams, per lb.	0 12 1/2
Large hams, per lb.	0 12
Shoulder hams, per lb.	0 10
Backs, per lb.	0 15 1/2
Heavy mess pork, per bbl.	16 00
Short cut, per bbl.	20 00
Shoulder mess pork, per bbl.	14 50
Lard, tierces, per lb.	0 09 1/2
" tubs	0 10
" pails	0 10 1/2
" compounds, per lb.	0 07 1/2
Plate beef, per 200-lb. bbl.	11 00
Beef, hind quarters	9 00
" front quarters	5 50
" choice carcasses	7 00
" medium	7 00
" common	6 00
Mutton	0 08
Spring lamb	0 14
Veal	0 07
Hogs, street lots	8 75

Butter—Receipts continue large and quality good. Weather conditions have been propitious for pasturages and the result has been beneficial to butter. Export trade is reported good, which probably accounts for the strengthening in price. We quote:

Creamery prints	0 19	0 21
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 17
" in tubs	0 15	0 16

Cheese—The top prices of last week's quotations are now established as a minimum. The demand is very fair and this has caused a stiffening of the price all round. Apart from this there are no changes in the conditions governing this product. Quality is still reported good. We quote:

Cheese, large	Per lb.
" twins	0 10 0 10 1/2

Cheese Board Report.

The greater strength which was developed in last week's prices was maintained this week. The quantities offered on the various boards have been fully up to the average

(For week ending July 10.)

Board.	Boxes.	Price.
Brockville	7,795	0 09 1/2
Watertown, N.Y.	7,800	0 09
South Finch	1,500	0 09 1/2
Cornwall	1,115	0 09 1/2
Belleville	3,917	0 09 1/2
Napanee	2,445	0 09 1/2
Kemptville	1,709	0 09 3/5
Perth	2,600	0 09 1/2

MONTREAL.

Provisions—There are no changes to note in the provision line. Prices are firm and supplies of live hogs only about equal to packers' requirements. Fresh-killed abattoir hogs quoted \$9.25 to \$9.50. Hams and bacon in good demand.

Canadian short cut mess pork	\$19 00	\$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Bacon, per lb	0 12	0 14
Hams	0 11 1/2	0 13

Extra plate beef, per bbl.	11 50	12 00
Lard, Boar's Head brand, tierces, per lb.	0 06 1/2	0 07
" " 4-tierces, per lb.	0 07	0 07
" " 80-lb. fancy tubs.	0 07	0 07 1/2
Cases, 20 3-lb. tins, per lb.	0 07 1/2	0 07 1/2
" 12 5-lb. tins	0 07 1/2	0 07 1/2
" 6 10-lb. tins	0 07 1/2	0 07 1/2
20-lb. wood pails, each	1 45	1 45
20-lb. tin pails, each	1 35	1 35
Wood net, tin gross weight—		
Wood. Tin.	2 10	2 20
Pure lard, pails	0 10	0 10 1/2
" cases (6 10 1/2-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08 1/2	0 09 1/2
" cases (24 3-lb. tins)	0 08 1/2	0 09 1/2

Butter—Butter market is firm and active. Heavy orders from abroad have stiffened up prices for both salted and unsalted creamery. Supplies are not any too heavy for the demand, and this keeps prices up strong. Holders as 21c. for fancy, 20 3-4c. for choice and good to fine 20c. to 20 1-2c.

Finest creamery	0 19 1/2	0 20
Fine	0 19 1/2	0 19 1/2
Medium	0 18 1/2	0 19
Fresh rolls	0 17	0 18
Fresh dairy tubs	0 16 1/2	0 17

Cheese—Cheese is high, and the feeling prevails that the top of the market has been reached. Holders are, however not anxious to get rid of stocks. Easterns quoted at 9 5-8 to 9 7-8c. and Westerns 9 7-8 to 10 1-8c., though some shading is said to have been done by a few holders anxious to realize. Stocks are light in the United Kingdom, and shipments are being taken up quickly. It is expected that the bareness of the English market will force importers to pay Canadian asked prices.

Eggs—Market quiet and steady with receipts light. Prices hold firm, and 15c. to 15 1-2c. for straight gathered ap-



GREIG'S
White Swan
Cake Icings

True in flavor and suited for
the most exacting housewife.

—

THE ROBERT GREIG CO., LIMITED
WHITE SWAN MILLS
TORONTO

WE ARE DAILY BUYERS OF

EGGS AND
BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR
TELEPHONE US WHEN
YOU HAVE ANY TO
OFFER.

THE PARK, BLACKWELL CO.
TORONTO
LIMITED

TELEPHONE M 3960

The Oldest Established Packing House ⁱⁿ Canada

FOR over 50 years we have been making Hams, Bacon and Lard. To-day we ship our products from St. John, Newfoundland, to Vancouver, British Columbia. We make a specialty of Sugar-cured "Three Star" Hams and English Breakfast Bacon. There are no finer goods on the market. We also handle this List. If our salesmen do not call on you we shall be glad to hear from you direct.

Hams	Bacon	Lard
Backs	Rolls	Shoulders
Dried Beef	Long Clears	Short Cut Pork
Bolognas	Sausages	Brawn
Cooked Hams	Potted Tongues	Feet
Lard Compound	Cheese	Butter
Cooked Corned Beef	Sliced Dried Beef	
Honey	Beans	Onions

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

R.
J.U.
To
By
P.

DRIED APPLES

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

THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

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

'WELLINGTON' KNIFE POLISH

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

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

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

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.



LET THE BABY SLEEP
USE WILSON'S FLY PADS

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

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW

WALTER WOODS & CO.
Hamilton and Winnipeg.



All Grocers Should Stock
THE STAVANGER PRESERVING CO'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins



Fresh and Frozen
Lake and Sea Fish
Oysters and Poultry

WHOLESALE ONLY. TRY A LETTER ORDER. WE SHIP QUICK.

THE W. J. GUEST FISH CO., - WINNIPEG, MAN.

pears to be about the range. Country buyers find strong feeling against selling under 15c., and this is holding up. In some instances buyers report having bought at 14 1-2c., though this price is rare.

ST. JOHN.

Provisions — Barrel pork is dull. Light stocks held. Local packers out of the market. It is thought rather higher prices will rule. Barrel beef is somewhat higher; it is not freely offered. There is, however, but little sale. Smoked meats continue high. Pure lard is high. Refined unchanged and has a fair demand. Fresh beef is dull, and importers of western stock find it hard to sell at a profit. Domestic is low. Quality rather poor. Lamb is still small. Price well maintained. Mutton cheap. Veal holds at good figures. Pork has a light sale.

Meas pork, per bbl.	\$17 00	\$18 00
Clear pork "	17 00	19 00
Plate beef "	13 50	15 00
Domestic beef, per lb.	0 06	0 07 1/2
Western beef "	0 08	0 09
Mutton "	0 05	0 07
Veal "	0 06	0 08
Lamb, each "	3 10	4 12
Pork "	0 07	0 08
Hams "	0 15	0 14 1/2
Rolls "	0 10	0 13
Lard, pure, tubs "	0 10 1/2	0 10 1/2
" " pails "	0 10 1/2	0 11
Refined lard, tubs "	0 08	0 08 1/2
" " pails "	0 08 1/2	0 09

Butter—Prices unchanged. Quality of stock now received is fairly good. To sell quickly at full figures quality must be the best. Much money is lost through bad butter.

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

Eggs—Receipts not large. We have to depend to a considerable extent on Prince Edward Island. Full prices rule.

Eggs, hennery	0 20	0 22
case stock	0 16	0 17

Cheese—Local prices seem lower than prices west. Twins are demanded. The outlook is for a small output.

Cheese, per lb.	0 10 1/2	0 11
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WINNIPEG.

Creamery Butter—The price has been further reduced owing to increased supplies. The selling price to the retail trade is now as follows:

Finest fresh creamery, in 56-lb. boxes	0 18
" " in 28-lb. boxes	0 18
" " in 14-lb. boxes	0 18
" " in 1-lb. bricks	0 19

Dairy Butter—Buyers have reduced their prices owing to the increased supplies. They are now paying 13 cents for assorted packages selected and 12 cents for round lots.

Cheese—Prices are as follows:

Finest Ontario, large	0 11 1/2
" Manitoba, large	0 11
" " twins	0 11 1/2
" " small	0 11 1/2

Lard—We quote unchanged prices as follows:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 15
" 5-lb. tins, per case 60 lbs.	6 70
" 5-lb. " " "	6 00
" 10-lb. " " "	6 50
Pure lard in bbls, per lb	0 10 1/2

Cured Meats—Prices are unchanged since last week. See last week's Grocer.

**LARGEST SALE
IN THE WORLD**



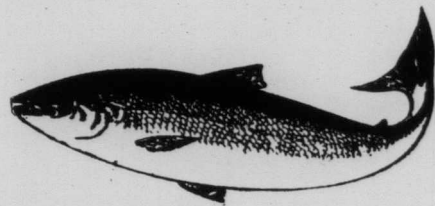
KING OSCAR SARDINES

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

THEY ARE THE STANDARD

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

SOCKEYE SALMON



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

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Season 1905

HORSE SHOE SALMON



ALSO

SPRING SALMON—"Columbia" Brand.

COHOES—"Tiger" Brand.

PINKS—"Sunflower" Brand.

"Jacques Cartier" Brand.

PACKED BY

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

Wholesale buyers can obtain quotations from

Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. G. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

Fresh and Cured Fish

FRENCH SARDINE INDUSTRY.

A PARISIAN journal of recent date contains an account of the condition of the sardine fisheries of France, which throws interesting light on the situation. The article explains that the sardine industry in France supports nearly 30,000 sailors and a considerable number of workmen and workingwomen in factories, in all over 40,000 families, comprising at least a population of 200,000 individuals, scattered mostly along the southern coast of Brittany and upon the littoral of Vendee.

Sardines have been scarce for the last few years, the cause being less an epidemic spoken of in scientific circles a few months ago than an intense exploitation of the reserved bottoms of the territory by means of drags, and to the lack of protection to the larvae and small fry, captured or decimated before having attained full growth and edible size.

The national industry has been subjected to a hard trial, and for two years the manufacturers had to close down or work at a loss, owing to exceptional prices due to the scarcity of the fish. If France has preserved her reputation for the superiority of the quality of the sardines over the world, it is at the price of very heavy sacrifices, and thanks to the care taken in their preparation and the quality of the fish and oil. The competition heretofore by Spanish and Portuguese manufacturers would amount to nothing if the most shameless fraud practiced by certain concerns was suppressed.

Happily the French manufacturers have bestirred themselves. A large number of them, owners of 120 factories, have met at Lorient and have requested that the most energetic measures be taken to prevent such frauds in the future. During the meeting the bill projected by Mr. Georges Le Bail, deputy of Finistere, for the protection of the French industry of preserved sardines against the fraud called "depoting" was very much discussed. We will give the gist of a conversation with Mr. Le Bail:

"It is high time," says Mr. Le Bail, "that a law should intervene to place a high duty upon the entry into France of foreign sardines. The Spaniards and the Portuguese ship into France large boxes containing 140 to 150 sardines. These receptacles are subjected to the operation of 'depoting'—that is, they are divided into boxes of smaller size, which are then sold as French products.

"This substitution brings the fish into contact with the air, and causes the need of reboiling, which diminishes still more the value of a foreign product already inferior. This commerce has assumed very disturbing proportions. The imports, which in 1897 were 2,476,425 pounds, reached 13,545,180 pounds in 1904.

"These sardines are sold more cheaply than ours, which are nearly always of first quality, the reasons for the cheapness being that foreign workmen are paid less than in France, and that in Spain and Portugal the fishing lasts all the year, while here fishing is only profitable during two months. Further-

more, these two countries remit upon exportation from their territory the duties upon the oil and the tin boxes.

"Those benefiting from 'depoting' pretended that during bad fishing years it was indispensable to practice this operation in order to retain customers, and they have particularly invoked the interest of the poorer classes, pretending that the 'depoting' permitted the purchase of the sardines at retail very cheap.

"It has been demonstrated from careful study at different points in France, through the chambers of commerce, etc., that the large boxes have been nearly everywhere abandoned, and that the smaller sizes give to the customers sardines in much better condition at 30 centimes (5.79 cents) a box, that is 5 centimes (0.0965 cent) each. There are even boxes containing four or two sardines.

"Consequently, I come back to this: That it is urgent to prohibit the entry into France of the large packages weighing 1 kilo (2.2 pounds) or over. Boxes weighing less than 1 kilo will not suffer from the bill I have proposed. These boxes, containing from 40 to 45 sardines, will permit keepers of restaurants, boarding houses, grocers, and butchers to satisfy their customers; the sales being renewed oftener and sardines exposed to the air during fewer days will suffer less. Furthermore, our French products will be enabled to compete advantageously as to price and quality. Now, let me speak to you of the frauds, with the proofs in my hands."

Mr. Le Bail passed into his workroom and brought back into the salon a large case filled with boxes of sardines of all sizes.

"Look at this," said he, pulling out the boxes one after the other. Upon all the boxes we read in large letters: "French sardines. Extra fine oil. Manufactured upon the fishing sites."

"You naturally think that you are looking upon excellent sardines, manufactured in France with good, wholesome fresh oil. You are mistaken. All of these sardines are of foreign extraction. You may be regularly eating them, and how many others likewise. Take this magnifying glass and look carefully at the boxes."

We looked at them with the glass. Ridiculously small, as if ashamed to exhibit itself upon the tin or upon the band surrounding the box, we read the foreign name of the country of their manufacture. But who is going to use a magnifying glass when purchasing sardines?

"You see, this is what the public are made to swallow for fish from our coasts. It is not astonishing that after having tasted these products one begins to detest sardines. There is too much of this fraud, which ruins our national industry, and which causes us to lose, little by little, the reputation which has cost us half a century of repeated effort and of sacrifice. In order to suppress all these odious deceptions there is but one means. It is necessary that in future foreign preserves have stamped in the centre of the cover of each receptacle, either in relief or cut in, in good-sized

Latin letters of at least 4 millimeters (0.16 inch) height the name of the country of origin."

PROSPECTIVE SALMON PACK.

ADVANCE sheets of the Trade Register contain a review of the salmon situation, embracing a comparative statement of the pack during the past four years and the prospective pack this year, prepared by Samuel M. Irwin, auditor of the Pacific Packing & Navigation Co., as follows:

Cases.
Total pack of cheap fish for 4 years 2,789,439
Shipped to Japan, "about"..... 389,439
Total domestic sales 4 years. 2,400,000
Average per year 600,000

Prospective Pack for 1905.

Alaska	190,000
British Columbia	35,000
Puget Sound	175,000
Columbia River	20,000
Outside rivers	30,000
Total	450,000
Annual consumption.....	600,000
Pack for year 1905	450,000

Shortage 150,000

"By referring to above tables, it will be seen that the total pack of pinks and chums for four years amounted to the grand total of 2,789,439 cases, out of which there were shipped in the neighborhood of 375,000 cases to Japan, or, in order to arrive at even figures, say there were shipped 389,439 cases, which will come pretty close to the actual number," says Mr. Irwin. "This would go to show that there was consumed in the domestic market for the past four years 2,400,000 cases, or an average of 600,000 cases per year. The prospective pack for the year 1905 will go to show the pack to be about 450,000 cases. It will certainly not be over this figure. Taking for granted, therefore, that there will be no demand from Japan, this would leave a shortage of 150,000 cases for the domestic market, which is taking more salmon each year. It is pretty certain, therefore, that the packers will not be in a hurry to sell their pack at a low price. We will venture to say that a year from now there will not be a case of cheap salmon to be bought on the Pacific coast, and as all the buyers will want to purchase cheap salmon in the Summer of 1906 to replenish their stocks, the packers will, no doubt, keep their price up to the closing price of the pack of 1905. Thus it will be seen that there will be no cheap fish at any rate for two years."

FISH GOSSIP.

Dominion Fisheries Inspector C. B. Sword, deposited 30,000 salmon fry in the Nanaimo Lakes lately.

The Vancouver World hazards the opinion that no matter how freely the salmon ascend the Fraser this year, the total pack will be about 25 per cent. less than it was in 1901, the year of the last big run.

David Grierson & Co., manufacturers of Wee McGregor Oat Cakes, have been appointed agents for Canada for Skipper sardines and will demonstrate the sardines with their oat cakes throughout the country. Mr. Grierson reports that oat cakes and sardines are considered a great delicacy in Scotland.

R. J. To R. R.

The Best Food for Warm Days
is ACADIA PREPARED CODFISH,

because it is much more easily digested than meats and ever so much more wholesome. Every grocer should for his own benefit be both a consumer and a seller of this foodstuff. It won't be hard to push it in the summer time if you can speak from your own experience and get a few of your customers to give it a trial also. It has a good reputation that grows rapidly better as it becomes more widely known.

BLACK BROS. & CO., Limited

AGENCIES:

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

HALIFAX AND LaHAVE,
N. S.



SEASON OF 1905

"CLOVER LEAF"
BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

"ARROW" RIVERS INLET
SALMON
BRAND

THE BEST
 MEDIUM-PRICED
 SALMON OFFERED
 TO THE JOBBER

BROKERS

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

CALIFORNIA FRUIT

This Week's Arrivals

TWO CARS

Consisting of

Bartlett **PEARS**, Tragedy **PRUNES**,
Abundance Wickson, Burbank
Ogon and Satsuma **PLUMS**.

St. John and Crawford **PEACHES**.

McWILLIAM

Mc. AND E.
EVERIST

TORONTO, ONT.

Late Valencia Oranges

Only the finest brands.
Prices higher, but stock is extra.

Car New Lemons

Have also full line of Domestic Fruits.
Send in Your Orders.

TOM SMITH

Fruit Broker

63 Front E.,
TORONTO

I know
the Fruit
I select to fill your
orders will please you
and make you money.

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FOR JULY'S HOT WEATHER

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

HUGH WALKER & SON, - - GUELPH, ONT.

W. H. MILLMAN & SONS

TORONTO.

**Largest Brokers of Canned Fruits and
Vegetables in Canada.**

ASK US FOR PRICES and PARTICULARS. WE CAN OFFER YOU THE BEST GOODS PACKED.

**GREEN FRUITS
AND VEGETABLES**

ENGLISH FRUIT LETTER.

London, July 1, 1905.

THE English fruit letter, which appeared in The Canadian Grocer of June 16th, was, perhaps, too brief to fully explain the position of Canadian canned goods on the British market, and room for considerable contention and discussion was left. Further inquiry, however, only serves to show that there is a very strong feeling amongst the trade in London, England; that, as far as Canadian canned goods are concerned, all is not well, and that the outlook is by no means as bright as it might be. Amongst jobbers and brokers alike there is a conviction that far greater business could be done if the bulk of Canadian canners, instead of distributing through a single house, were to allow the middlemen a greater share of the trade. But there is another difficulty which is as great as, if not greater, than this. It is the question of transport from the canneries to the port of shipment and from the port of shipment to the British markets.

One firm, when discussing the question of transport, looked at the matter in this light: The earliest date at which the bulk of canned fruit can be delivered in the United Kingdom is about the middle of September. There are, of

course, shipments in previous months, but about 80 per cent. is sent over after September, which is too late for the selling season here, the Winter months being the time for dried fruits. The selling season commences about April and ends about September. This means that the cost of keep from September to April has to be taken into consideration, which, together with interest, insurance and depreciation, would work out at about 9s. per ton. It is surmised that the cost of transport from the canneries in Western Ontario to the port of shipment in Canada is about 10s., and the cost of freight from Canada to the British port about 15s. per ton, which makes a total of 34s. per ton. Although this figure may not be exact, it serves to show that the cost of getting Canadian goods on the British market is very high in comparison with these of California or New York packers. Californian packers do not, as a general rule, ship by steamer, but send their consignments per sailing vessel during the months of September, October, November and early December, so that the shipments arrive in the United Kingdom during the period between February and June. The freight thus includes 4½ to 5½ months of storage, so that there is no extra cost either to the producer or buyer. Then there remains the question of suitable packages, grading and kinds of fruit required for the British markets.

RIPE TOMATOES

No. 1—\$1.50 per basket.
No. 2—\$1.25 "

RIDGE HALL FRUIT FARMS

E. E. ADAMS, Leamington.

When this problem is solved, the matter of distribution still remains to be dealt with. It was stated at the foot of the fruit letter of June 16, that the Canadian Canners Limited, did not sell to the retail trade. As far as can be found out, no Canadian canned goods do pass direct from canners to retailers, and a wrong interpretation was evidently put upon the word "dealers," the American word for which is "jobber." Those canning concerns, which remain outside the combine, are displaying no very great interest in the British market, their attention being given to trade nearer home. No doubt in course of time they will be able to give more serious consideration to this market and will look around for the best methods of placing their goods at a profit. On the question of remuneration to brokers and agents handling produce of this class, where the value of the case of goods is under 20s., it is difficult to see how the packers can pay less than 2½ per cent., which is the minimum paid by Californian packers to their representatives in the United Kingdom.

It may be that a combination, such as exists amongst Canadian canners, securing as it does great economy in production and in the purchase of materials, not to mention the saving of money in advertising and office expenses, is beneficial for selling at a minimum cost, but there is also to be taken into consideration the buyers' view, which in the majority of cases is adverse to purchasing

a number of different articles from one concern through one channel. It means that the buyer will have to go out on his way very often or else pay something to the broker who can get no commission from the canners. If the canners wish to remain in combination, some scheme should be thought out by which goods can be distributed through various channels, without being unprofitable or inconvenient to any party, although the orders may all go to the one fountain head.

ONTARIO MARKETS.
Green Fruit.

Toronto, July 14, 1905.

FRUIT is the chief item of interest in grocery circles just now. California fruits still are monopolising attention, but raspberries are now finding their way to the market in increasing quantities. Shipments of strawberries have been light, only a few cases having reached the Toronto Market during the present week. Lack of sufficient sunlight was responsible for the crop being much lighter than was anticipated. Raspberries are being shipped in and they are so far of a good quality. The coming week should see a considerable movement in them. Cherries, too, are shown of a superior quality. Lemons have taken another advance and the end is not yet. Valencia oranges and bananas are in good demand with an abundant supply. We quote:

Pines, Florida, per case.....	3 50	4 00
Oranges, late Valencia.....	4 75	5 00
Lemons, Messina.....	4 50	5 50
" " " ".....	4 50	4 75
Bananas, large bunches, crated.....	2 00	2 25
Bananas, 8's, per bunch, crated.....	1 40	1 75
Bananas, 7-hand bunches, off track.....	0 75	0 90
Bananas, red, per bunch.....	2 25	3 50
Strawberries, per quart.....	0 07	0 10
Apricots, California per crate.....	1 25	1 50
Peaches, " ".....	1 00	1 25
Plums, " ".....	1 25	2 50
Cantaloupes, Rockafords, per crate.....	4 00	4 50
Watermelons, each.....	0 25	0 35
Gooseberries, per box.....	0 06	0 08
Cherries, per basket.....	1 00	1 50
Red raspberries, per box.....	0 15	0 17
Black " ".....	0 12	1 12

Vegetables.

Vegetables are now appearing in greater quantities. With the introduction of domestic goods the prices are beginning to sink. New beets have dropped 5c. per dozen bunches, carrots 10c., and cucumbers have dropped to \$1 per hamper. Considerable activity is shown in sales. New potatoes are now coming in regularly. Our quotations are:

Potatoes, carlots on track Toronto, per bag.....	0 55	0 65
" " " ".....	0 85	0 85
" " " ".....	2 50	2 75
Onions, Bermuda, per crate.....	1 00	1 00
" " " ".....	2 50	2 50
" " " ".....	0 15	0 15
Cabbage, per doz.....	0 50	1 00
" " " ".....	0 40	0 50
" " " ".....	1 50	1 75
Cauliflowers, domestic.....	0 75	1 50
Tomatoes, Mississippi and Texas, per case.....	0 20	0 20
Beets, per doz. bunches.....	0 20	0 20
New radishes, per doz. bunches.....	0 20	0 20
Carrots, per doz. bunches.....	0 20	0 20
Cucumbers, per hamper.....	1 00	1 00
Outdoor lettuce, per doz. bunches.....	0 20	0 20
Squash, per doz.....	3 50	3 50
Green peas, per bush.....	1 00	1 00
" " " ".....	0 25	0 40
Waxed beans, per bush. box.....	1 00	1 00
Spinach, per bush.....	0 35	0 35
Water Cress, per doz.....	0 25	0 25
Parsley, " ".....	0 20	0 20
Mint, per doz. bunches.....	0 20	0 20
Sage, per doz.....	0 20	0 20
Savoury, per doz.....	0 20	0 20
Rhubarb, per doz. bunches.....	0 20	0 20

QUEBEC MARKETS.
Green Fruits.

The trade continues steady but somewhat featureless. In fact about the only new attraction in the market is

IT IS PLEASANT TO TALK FRUIT

MORE SO TO EAT IT DURING THIS HOT WEATHER

During the quiet spell which every grocer experiences during the hot months, he can become **BUSY** and make good money by pushing the

Fruit Department in his Business.

We aim to keep regular supplies coming at all times. Our very large outlet enables us to buy right, take advantage of all cash deals, and, most important, deliver the goods **FRESH.**

LOOK INTO THESE LINES and send for Weekly Price List.

CALIFORNIA AND ELBERTA PEACHES
PLUMS AND PEARS
NEW LEMONS VALENCIA ORANGES
TOMATOES PINEAPPLES BANANAS WATERMELONS

WHITE & CO., LIMITED

Hamilton Branch } 34 York St. **TORONTO**
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MAGNIFICENT

indeed is the quality of the Watermelons our people are shipping. Every Jobber should have a car come along now—it will make him money.

W. B. STRINGER & CO. - **WHOLESALE FRUIT BROKERS.**
61 Front Street East, TORONTO.

CANADIAN RASPBERRIES

Keep in touch with us as regards **CANADIAN RASPBERRIES.** We can supply the berries at prices which will suit you. Phone us about any fruit.

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

WATERMELONS

We have several carloads this week. Fancy stock. Just the melons that will sell. Get our quotations.

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

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.
Headquarters: **TORONTO**

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

SPECIAL THIS WEEK

RASPBERRIES

Best Berries. Cheapest Price.

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Sixty Years of Popularity

COX'S GELATINE should be used in every Canadian household, because:

- (1). It is **STRONG**.
- (2). It is **CLEAR**.
- (3). It is **PURE**.

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

RASPBERRIES

"CROWN" BRAND

I can ship you fresh **Raspberries** quickly and at close prices. I can also supply you with **Canning Cherries, Currants, etc.**

Write or wire for quotations.

E. L. JEMMETT
 Grower, Packer, Shipper, "Crown" Brand Fruits.
BEAMSVILLE, ONT.

DIAMOND BRAND

MAPLE SYRUP

IS NOT A COMPOUND

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

All Jobbers.

Sugars Ltd., - Montreal

NO

matter how large a stock you may have it is not complete without

SAN-TOY STARCH

The starch that always gives satisfaction Ask your jobber for it or write direct to

J. H MAIDEN
 MONTREAL

the arrival of a small lot of California pears. At an auction on Monday morning five cars of California fruits were sold as follows: Peaches, from 80c. to \$1.25; red plums, \$1 to \$1.45; blue plums, \$1.60 to \$1.75; pears \$3.60. The latter it is believed, will be scarce, and thus high and firm. All this new fruit is of the very finest.

Receipt of bananas for this week are also under the average; only 25 cars came in. Most of this new stock is in green condition. After next week it is expected that larger and better lots will arrive. Lemons owing to hot weather, enjoy a larger sale than any other line. Oranges are very scarce; most stocks are exhausted. Watermelons, in good lots, sell well at from 28c. to 35c. each.

Pineapples sell better on account of strawberries coming to an end. Limes are scarce, and only in limited demand. They sell \$10 barrel.

Latest reports on crops across the border are unfavorable from Western New York, where fruits fall badly owing to constant heavy rains. Prospects in the Hudson River Valley, however, are more encouraging.

The lemon situation in New York is not easy. They have reached the highest prices this season and are holding firm. This is due to the hot weather, which has prevailed in the producing countries. In Italy the heat has been excessive, and in consequence the home demand has greatly increased and badly curtailed shipments.

Apples have suffered in England and are scarce in France, while in other parts of the continent they promise a good yield. Gooseberries and pears are generally scarce in Europe. Cherries, according to latest advice will probably not yield more than one-quarter the crop in England. They are plentiful, however, in France and Germany. Plum crops will not be large, except in Germany, and high-class goods will be looked for mostly in California, while England may also supply some fine stocks. In Spain the melon crop is poor, but grapes will be abundant. This week's prices are:

Plums, crate.....	1 50	1 80
Peaches, box.....	1 50	1 80
Apricots, crate.....	1 25	1 40
Apples, bbl.....	5 00	6 50
Dates, per lb.....	0 04 1/2	
California cherries, box.....	3 00	
Bananas.....	1 75	2 00
Cocoanuts, per bag of 100.....	3 00	3 25
Pineapples, 24 to case.....	4 00	4 75
30 to case.....	3 75	5 50
Jamaica grape fruit, per box.....	5 00	5 00
Florida grape fruit, per box.....	4 50	4 75
California navel oranges, per box.....	3 00	3 25
New Messina lemons 300's.....	2 00	7 00
360's.....	4 00	7 00
Apples Winter varieties.....	6 00	
Sweet potatoes, per bbl.....	2 75	
Tomatoes, Floridas, crate.....	0 10	0 12
Strawberries.....	6 00	
Cantaloupes, per crate.....	0 28	0 35
Watermelons, each.....		

Vegetables.

Vegetables are in very good demand. Stocks move quickly, and home-grown products are becoming every day more plentiful. The foreign tomatoes arriving are not in an evenly good condition. In fact some lots are very bad. Home-grown Canadian tomatoes will be on the market next week. Mississippi toma-

atoes are about done. Texas onions, too, are at an end after but a very ordinary season, both in yield and quality. This was due, however, mostly to careless packing. Tomato and onion crops in this country are most promising. We quote:

Tennessee tomatoes, 4 lb. crate.....	0 70	0 75
Mississippi tomatoes, 4 lb. crate.....	0 75	0 80
Florida tomatoes, crate.....	3 50	
Bermuda onions, per box.....	1 50	
Green and wax beans.....	3 00	
Canadian Asparagus, doz. bunches.....	3 50	
Potatoes, carlots.....	0 55	
Less than carlots.....	0 65	0 70
Bunch lettuce, per doz. bunches.....	0 05	
Canadian radishes, per doz. bunches.....	0 10	
Mint, per doz. bunches.....	0 35	0 75
Parsley, ".....	1 00	
Sage, per doz.....	1 00	
Savory, per doz.....	0 75	
Beets, new, per doz.....	2 00	
Egg plant, per dozen.....	0 10	
Green onions, per doz.....	0 02	
Egyptian onions, per lb.....	2 50	
Yellow onions, in 80-lb. bags, per bag.....	0 50	
Green house water cress, per doz.....	2 00	
Waxed beans, per bush.....	2 50	
Cauliflowers, home grown, per doz.....	0 75	
Green peppers, per basket.....	2 25	
Spinach, per bbl.....	1 50	
Texas onions, crate.....	10 00	
Cranberries, per bbl.....	2 25	
New potatoes, barrel.....	0 20	
Montreal cucumbers, dozen.....	0 25	
Home grown cabbage, per doz.....	0 25	

MANITOBA MARKETS.

Green Fruits.

Prices are steady at figures quoted last week. We quote:

Med. sweet oranges, 126's.....	4 25	4 50
Apricots, per case.....	1 75	
Peaches, per case.....	1 75	
Plums.....	2 75	
Cal. cherries.....	120's	4 50
Late Valencia Oranges.....	150's	5 00
".....	170's to 250's	5 80
Fancy Cal. Lemons.....	300's and 360's	6 00
Fancy Messina Lemons.....	300's and 360's	5 50
Bananas, fancy Limons, per bunch.....	3 00	3 50
Pineapples, 21's and 30's, per case.....	5 00	

Vegetables.

Parsley.....	0 40
Mint.....	0 45
Native onions, per lb.....	0 04
Carrots, per bush.....	0 40
Beets.....	0 80
Turnips.....	0 40
Potatoes.....	0 65
Celery, per doz.....	1 20
Tomatoes, 4 baskets in crate, per crate.....	1 75
Lettuce, per doz.....	0 50
Radishes.....	0 50
Cucumbers.....	1 00
Green onions, per doz.....	0 40
Egyptian onions, per lb.....	0 03 1/2
New California cabbage, per lb.....	0 03
Australian onions, per lb.....	0 05
Bermuda Onions, per case.....	2 25
New Potatoes, per lb.....	0 02

NEW BRUNSWICK.

Green Fruit.

Dealers are very busy. Sale of bananas is very large. Oranges about out of the market. Some new Jamaicas seen, but it is early for good fruit. Lemons are high, but have a good demand. Prices hold at full figures. Melons sell but in limited quantities here. It is a line not liked by fruit men. Green apples are offered. In peaches some nice Georgia stock now here. California plums have a good sale. Native strawberries are now seen. Prices keep high. Tomatoes hold at full figures. Cucumbers are lower.

Mrs. J. A. Blondin, general merchant, St. Maurice, has made judicial abandonment; Lefavre & Taschereau provisional guardians. Meeting to appoint curator called for the 14th inst.

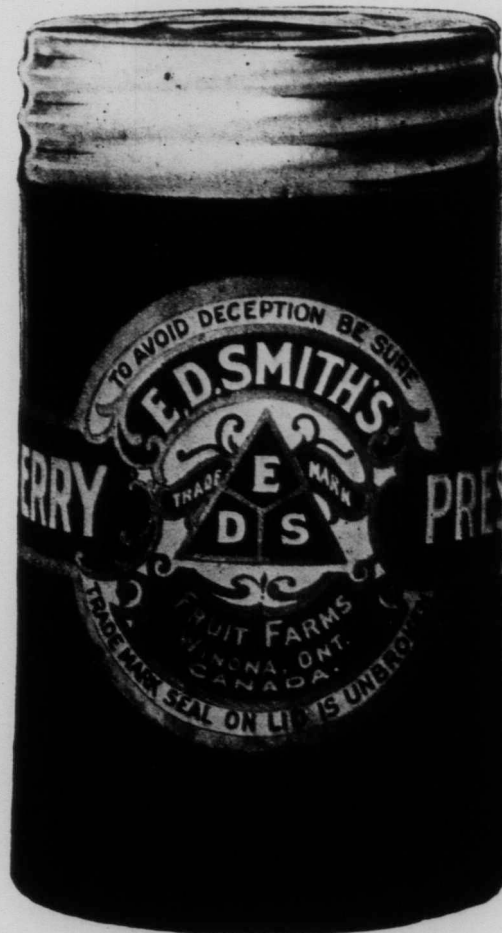
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E. D. S. Brand Jams, Jellies, and Preserves

are of superior quality, made from sound ripe fruit and the finest granulated sugar. They are clean and appetizing and absolutely pure. The fruit is packed the same day it is picked, which ensures permanency of rich flavor. I have my own fruit preserving factory, modernly equipped, supervised by experts, have cold storage plant and other excellent storing facilities. I am thus able to guarantee my goods unreservedly. I know they are better than any other goods Made in Canada, and the equal of the finest high-priced imported goods. My Western Agents, Mason & Hickey, can supply you from Winnipeg, and I also expect to have a stock kept at Calgary. Write for quotations on E. D. S. Brand Jams, Jellies and Preserves.



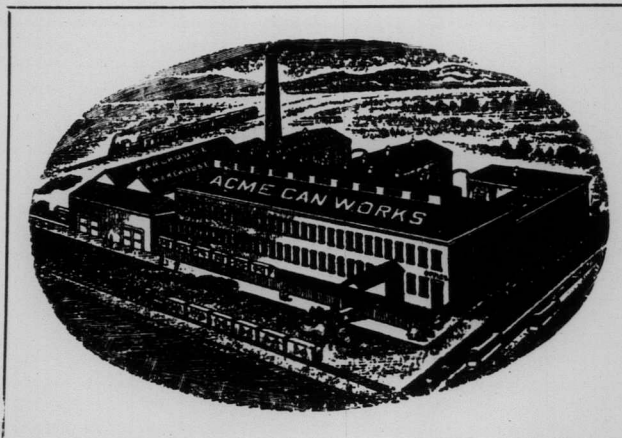
Our New Pound Bottle



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

MASON & HICKEY
108 Princess Street, Winnipeg, Man.
Agents for West

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Canned Goods

are interesting. Things are decidedly warm between packers—combine and independent.

It makes good enjoyable reading, but you will appreciate it better when you reflect that **no matter what may be said about the contents of the cans,**

The Cans Themselves Are All Right

those that are made by us, and we make **MILLIONS.**

Our goods are made from **Best British Tin Plate.**

We make the largest assortment of any factory in America of **Tin Cans** by the latest up-to-date Automatic Machinery.

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

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

Cans

Lard,
Syrup,
Butter

Pails

Acme Can Works

Ontario Street East, _____ MONTREAL, P.Q.

The JOHN L. CASSIDY CO., Limited MONTREAL

Our enormous repeat order business of last year from Western Territory is the strongest evidence of the selling quality of our goods. To-day our lines are further improved and are unquestionably beyond compare for quality, variety and value in the Canadian Market. **They are Silent Salesmen** and will lead to largely increased business to all handlers.

For the **Winnipeg Exhibition** our travellers have secured commodious sample rooms at the **Clarendon Hotel**, where a hearty welcome to the trade will be extended.

China
Bar Goods

Glass
Silverware

Lamps
Cutlery

AND EVERYTHING IN

CROCKERY

FOR

**TOURIST
TRADE**



**DEVONSHIRE
PUZZLE JUGS**

Special net price to the
trade \$6.00 doz.

IN QUANTITIES TO SUIT.

PRINTED DIRECTIONS WITH EACH JUG.

SUPPLY LIMITED—ORDER AT ONCE.

BARNARD & HOLLAND CO.

**CORISTINE
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Crockery Importers and
Manufacturers Agents,
MONTREAL

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CANADA'S STANDARD

FOR

REFINED SUGAR

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THE

CANADA SUGAR REFINING CO.

LIMITED

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CROCKERY DEPARTMENT

HOT WEATHER SPECIALTIES.

BOWLS and sets for berry season are among the things for which there should be a lively demand just now. The berry season is now at its height and china departments in order to be up to the times should carry a stock of these goods with a fair range of prices. There is a wide range of choice in the lines shown. If you are not fully prepared to meet the demand and create a little extra business by showing an attractive assortment, it will be well to sort up a bit with a few special numbers that can be run at a price. This department can put you in touch with some extra good things in this line at interesting prices. The investment will prove a paying one and help you to liven up the selling during the warm and otherwise dull period.

Though there is an all-the-year-round call for ice cream sets, the Summer season always finds an increased demand for them. Are you fully prepared for it? You should not be without a full assortment if you wish your china department to be looked upon as complete. There is an endless variety to choose from, and just now some exceptional bargains are offered that will prove money-makers as well as trade-teasers. Water or lemonade sets are another of the all-the-year-around lines that make an increased showing on the sales sheet during this warm weather season. There is nothing that makes more interesting advertising or proves more tempting than this same line. A very small amount will cover a generous assortment. The values offered at this time make it possible for the retailer to do some mighty effective advertising and make a good profit on every item offered as a leader.

NO HEAVY STOCK NEEDED.

WHERE room is generally at a premium, it is often a matter of doubt in the mind of merchants where they will place their stock of china and glassware to the best advantage. However, with wholesale and jobbing houses so conveniently situated as they now are, it is entirely unnecessary to carry a heavy stock in these lines. One table will suffice in most cases to show enough goods to work up a good business.

Methods of merchandising are changing. For some years back it has become a great fad for even small merchants to take an annual trip to Europe to inspect the goods at the leading markets, and to make their purchases. While in one way the advantage of this method in bringing a man into contact with the original sources of his supplies and freshening him up and infusing new ideas into him, cannot be overestimated, yet it has in many cases resulted somewhat disastrously. To buy to any advantage, in fact, to buy at all, from the big foreign manufacturers, the retailer had to take a large quantity of each line. The result is not hard to imagine. While he had a big stock to open with, the pieces which met with popular favor

would be picked up and gradually a large residue of unsalable stock would accumulate. Having this stock on hand, he would not be justified in ordering more, and so his china department would develop into an unprofitable proposition, with considerable money tied up in it.

There is no reason for these conditions subsisting. By judicious buying from home manufacturers and jobbers a few pieces can be stocked, with the knowledge that they can be renewed in a few days when they are sold. In this way no bad stock accumulates, but instead, a steady display of ever new and changing patterns is kept on the shelf or table. This is what makes a store attractive. It doesn't matter how big a stock is, if it is all displayed it will not be long till every woman in the town is familiar with it. What attracts customers to a store is the idea that they will see something new. For this reason it is the best policy to get just a few novelties, even at a trifle higher price, so that it will be possible to replace them with new things and varied patterns.

The china and glassware department should be one of the quickest moving stocks of the store. China provides a daintiness and glassware a brilliancy which naturally attracts the attention of shoppers. Moreover manufacturers of glassware have accomplished such fine results in cut-glass patterns, which can scarcely be detected from the real thing, that for a few cents a bowl or pitcher, which cannot fail to please, may be sold at a profit. Nothing can equal glassware as a stimulant to Summer sales. It looks more for the money than anything which can be sold. The season is just right, too, for pitchers, glasses, and berry dishes have now their day. During the present month make this department hum.

MAKE JULY HUM.

THE present month will call for some good hard thinking if you expect to make a showing in sales. What are you going to do to induce buyers to come to your store? Reduction sales on the lines you have pushed forward and quoted all season will be a very tame and commonplace proposition. Your neighbors will all be doing the same thing. Don't you think the interest would be more certain and widespread if you would make a leading feature of this department and use a number of bright, new things and run them at special prices, and make your reduction sales on other lines you desire to close out a secondary feature? You know it requires an unreasonable price cut on lines that have been prominent during the season to prove an inducement strong enough to bring buyers. Offering something fresh and new and which is of interest to women buyers at any time will tempt them to come and see. They have seen the "how to be reduced lines" time and again, and if your cut price isn't exceptionally low, they'll

not take the trouble to come and see. Head your advertisement with strong talk, and good showing of bright, new hot-weather glassware specialties, block out the balance of the space and allot it to the different lines you select to reduce and close out. Put in an attractive window display of the glassware specialties, using bold price tickets, that will talk in no uncertain tone. Supplant this showing by well-arranged display on tables inside the store. Here price tickets should also do the talking. Following a plan along this line will assist you in making July a much better month than you think possible. Possibly buyers will be induced to come to your store to "see" the new attractions, they will take the time to inspect the lines reduced to close. There is no better time in the whole year to try out the merits of this department than the hot-weather, dull period. These weeks of slow and uncertain business will figure as days turned to profitable account if the people can but be induced to come to the store in quest of bargains which can be offered in this line. Such bargains fit ready-money and easy-to-buy ideas. The showing can be made most enticing and generous, so there need be no cause for disappointment on the part of the trade, in the matter of choice. This hot-weather selling fits in at a time when the store in general is sorely in need of stimulating merchandise, something to make a noise with, something that fits the weather and the season; nothing better than glassware running to water sets, berry and ice-cream sets, tumblers, etc.

SOUTH AFRICA TARIFF PROPOSALS.

The Trade and Commerce Department have received a copy of the report of a select committee of Cape Colony appointed to inquire into the condition of industries, says the Globe's Ottawa correspondent. The committee find that the tariff of the customs union, hastily adopted after the Bloemfontein conference, has seriously injured, if not destroyed, several Cape Colony industries. The committee recommend in a number of cases that specific duties be imposed in addition to existing ad valorem duties. New duties recommended are as follows: Candles, 1s per lb., in addition to present 7½ per cent., ad valorem duty; furniture, increase from 7½ per cent. to 25 per cent. ad valorem, and raw material as low rate as possible; confectionery and jams, in addition to present duty, 2 cents per lb.; biscuit and cake, 1 cent per lb. upon sweetened and ½ cent per lb. upon unsweetened, in addition to present duty of 7½ per cent. ad valorem; flour and wheat, present duty of 2s per 100 lbs. on flour and 1s per 100 lbs. on wheat, additional protection of 2s on former and 1s on latter recommended; printing, stationery, etc., raw materials imported free, and duty 33 1-3 per cent. on all printed matter imported excepting literary matter; all Government printing should be contracted for at home; leather industries, duty on all leather and leather goods raised from 7½ to 25 per cent., and special rated tariff on boots and shoes; carts and wagons, some relief should be given, owing to competition of cheap made American vehicles.



"CHAMPION."



"GLOBE," with Percolator.

ESTABLISHED 1852

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONT.

MANUFACTURERS OF

ROCKINGHAM, YELLOW and YELLOW-WHITE
LINED WARE

STOVE FIRE BRICK, Etc.

DIRECT IMPORTERS OF

JAPANESE GOODS

OF ALL DESCRIPTIONS

SOLE MAKERS OF THE

CELEBRATED "CHAMPION" TEA POT

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

Bode's brands of Chewing Gum
are Universally acknowledged the
Standard of Quality.

ANOTHER EXHIBIT OF THE FAMOUS

LITTLE BODE'S GUM SLOT MACHINES



*"The Little Fellow—
The Big Money Maker"*

\$10.00

worth of Gum at
retail and this
machine, all for
only

\$8.00

*Order at once
from your jobber
or direct from*

The Little Bode's Slot Machine Co., 28 and 30 St. George St.
MONTREAL

W. J. REID & CO.

LONDON, ONT.

IMPORTERS OF

Crockery	Lamps	Rogers' Platedware
China	Chimneys	Cut Glass
Glassware	Fancy Goods	English, French, German and Austrian China

English Earthenware, printed and white, from fifty different factories

The newest shapes, the most **up-to-date patterns**, the lowest prices, the best assortments. Most prompt shipments guaranteed.

Our **1905 Fancy Goods** assortments are put up in packages to suit all classes of trade. Magnificent in variety and quality, and low in price. **Nothing better to select from in America.** No better values, no better sellers. **Letter orders specially solicited.** Modern, up-to-date novelties and useful articles from all parts of the world, in china, glassware and earthenware.

W. J. REID & CO., London, Ont.

MAIN OFFICE.

Warehouses at Winnipeg, Regina, Calgary and Vancouver, B.C.



Sweetened

THE MILK

That Leads
The Pioneer
In Canada



Unsweetened

The reliable character of these Milks is widely recognized. Reindeer Condensed Milk and Jersey Sterilized Cream are household names throughout Canada. They stand for quality, purity, uniformity. Every can is absolutely guaranteed.

What the public want—the judicious dealer buys.

SELLING AGENTS:

WINNIPEG, Man., Nicholson & Bain.
CALGARY, Alta., Nicholson, Bain & Johnson.
VANCOUVER, B.C., Martin & Robertson.
VICTORIA, B.C., Martin & Robertson.
HALIFAX, N.S., Grant, Oxley & Co.

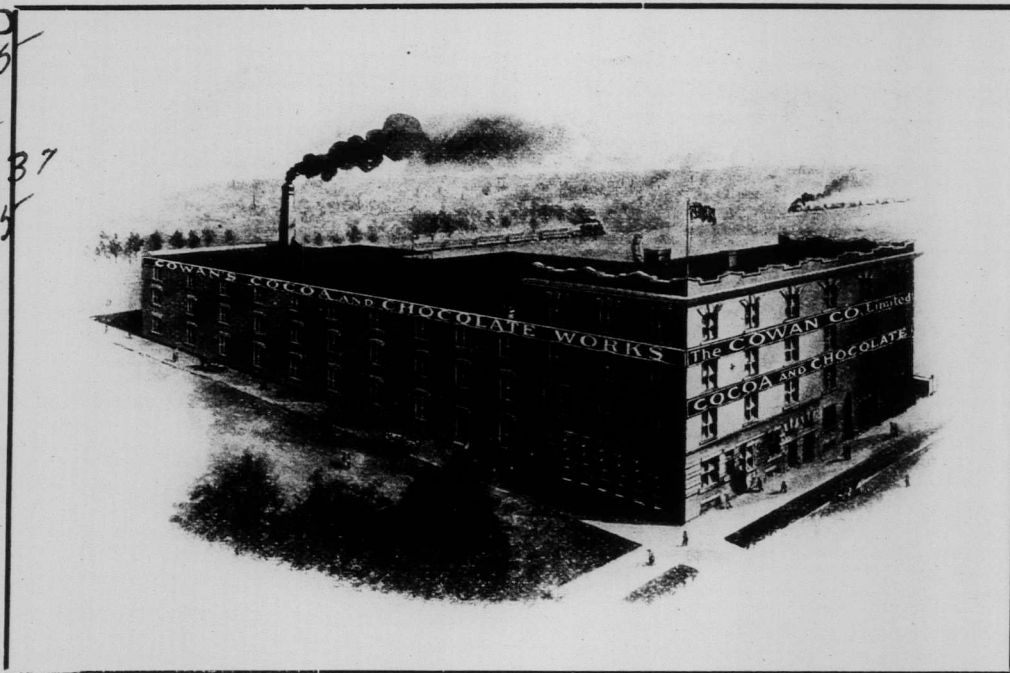
Truro Condensed Milk Co., Limited
Truro, N.S.

SELLING AGENTS:

QUEBEC, P.Q., J. Winfield.
MONTREAL, Que., J. A. Taylor.
TORONTO, Ont., W. G. A. Lambe & Co.
HAMILTON, Ont., J. H. Herring.
ST. JOHN, N.B., F. H. Tippet & Co.

RETURNED
JUL 14 1905

To Owner
cut Book 37
Page 95



*THE COWAN CO., LIMITED, TO THE
PEOPLE OF THE GREAT WEST OF CANADA,*

Greeting:

*WE desire to inform the merchants and manufacturers
that our new plant is now complete and is composed
of latest and most up-to-date machinery. It is not sur-
passed on this Continent or in Europe in facilities for
turning out high-class*

COCOA AND CHOCOLATE

All our goods are guaranteed pure.

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

A DEPARTMENT
FOR RETAILERS.

THE CANDY TRADE.

FROM being one of the auxiliaries of trade candy has become one of the staples, says the New England Grocer. Firms which formerly carried it in stock to attract the children now keep a supply of it for the benefit of the older ones, and experienced men assert that fully 80 per cent. is consumed by adults. In fact, the trade of children, formerly considered the important feature of the candy counter, is now of little consequence. It is not easy to say why this is so, but the fact is none the less stubborn and none the less does it appear that the candy trade is only in its infancy.

Retailers who desire to add to the general attractiveness of their stores can do so in no better way than by adding a candy counter, or a candy department, if a large store. It is important that this be begun right, for, upon the beginning depends largely the result as to whether it will be profitable or not.

The counter should be located in as prominent a place as can be afforded. If you can spare space in the front of the store you can rest assured that you will not lose anything by granting it. Nothing pays a better percentage and nothing can be turned over quicker than candy. The result of this combination of good characteristics is that the trade of your other departments will increase as the trade of the candy department expands. Regular customers deserve consideration, and to them should be accorded the opportunity to secure stock at as reasonable prices as can be afforded.

Conditions always improve under careful management, and conditions in this respect will improve quite rapidly.

Only a small investment is required to secure a reasonably good assortment. Twenty-five dollars will buy about ten pails of assorted chocolates, five pounds to the box. Such a stock would fill a small show case that wouldn't require much room, and if it was placed in a prominent position and given some attention it would be cleared in about a week, possibly less, depending upon your town and its business activities. Of course if you are situated so that you can handle more goods profitably it will be wise to make an even larger investment. It will come back to you in the end.

The main points to consider about handling a candy department are, first, that candy must be seen to be sold. In other words, unless it is well displayed it might as well not be shown at all. Customers will buy if they see the stock and it is well arranged; but here it must be remembered that mussiness and a general mixed up condition is not desirable. It will create an impression of disgust rather than otherwise, and that is extremely likely to operate as a deterrent instead of an enlarger of sales.

Having procured and arranged the stock the next requisite is to properly advertise it. If your establishment is running a regular advertisement in your

local papers you can spare a little of it for your candy department; a special sale now and then, possibly as frequently as once a week, provided your department is of sufficient size to warrant this, will result in largely increased profits. The needful thing in the candy business is to clear out stocks and turn one's money over quickly. Candy is quick money for any retailer, and it will be for you just the same if you manage the department or counter correctly.

THE TOFFEE KING.

MR. JOHN MACKINTOSH, who has for many years been called the Toffee King by the traders in England, commenced making a specialty of toffee 15 years ago, being convinced that an enormous trade could be built up on this old English production if made according to a very special recipe which came into his hands. Time has proved the correctness of his theory, for to-day Mackintosh's toffee is claimed to have the largest sale of any toffee in the world. Mr. Mackintosh has not been content to be called the "Toffee King" by the trade without making full use of the title conferred upon him, and in many of his advertisements is to be seen the splendid use that has been made of this. The following is a quotation from an advertisement which is running at the present time in many Canadian and American newspapers and magazines:

"The Toffee King's Royal Decree."

I am John Mackintosh, the Toffee King of England, Sovereign of Pleasure, Emperor of Joy. My Old English Candy—Mackintosh's Extra Cream Toffee—tickles the palates of my millions of subjects. I was crowned by the lovers of good things to eat. My Court Jester's name is Appetite. I rule over the Kingdom of Health and Happiness. There is no oppression in my domain. My regime is one of enjoyment and delight. My throne is guarded by an Imperial Unarmed Army of Candy Makers. My coronation took place some fifty years ago. I am an unusual monarch—all my subjects are knighted. Those who become members of my Royal Court must eat Mackintosh's Toffee at least once each day in the year."

The great success of Mackintosh's Toffee has been that it has been pure and simple. There is a great deal in these two little words, pure and simple, as applied to the delicious sweetmeat which is now becoming such a favorite with the people. Mr. Mackintosh was determined that when people placed a piece of his toffee in their mouths that they should know they were eating an article composed of the best of sugar and farmers' produce of the most easily digested kind; those which are fuel foods of the highest class, so that whilst the person eating same derived the pleasure only possible from the most delicious sweetmeat, they were at the same time eating a confection that actually did them a world of good.

The following interesting article was recently written by Dr. W. Gordon Stables, M.D., C.M., surgeon, Royal Navy, one of the best known and most popular doctors in England at the present time:

Writing of Mackintosh's Toffee he says: "I have proved by investigation that Mackintosh's Toffee would satisfy the religious scruples of the Mohammedans of India and elsewhere, which forbid the eating of anything which is touched by the hand. About the whole process of the manufacture of this world-famed toffee is automatic. Let us trace the process of toffee making as carried on at the model factories of Messrs. John Mackintosh, Limited, in the Yorkshire Town of Halifax.

"Two whole sacks of sparkling sugar weighing 148 lbs. are tipped right into into one of the huge copper melting pans; to this sugar is added gallons of rich cream, and a whole tub of farmer's butter. The high pressure steam is then turned on, and a great cloud of rich-smelling vapor quickly arises, and is hurled up through the roof of the factory by great revolving fans. When the sugar, etc., is properly melted, mixed and blended, it is pumped through bright copper pipes from the melting room, through two storeys to the boiling room, and there passes through some of the most ingenious boiling pans I have ever seen. One is quite taken aback to find such intricate machinery in a toffee-making factory.

"The stream of melted sugar, butter, cream, etc., flows constantly through the pan, and in a never-ending stream flows out of the other end beautifully cooked toffee. The boiling plant of Messrs. Mackintosh reminds one of the 'Sausage Machine of Pantomime Days,' where the pig goes in at one end and sausage comes out at the other. The stream of melted sugar, butter, etc., does actually enter one side of these wonderful toffee-making machines, and comes out beautifully cooked toffee at the other side. There is no touching of the toffee during cooking, and the only time during the manufacture that it comes in contact with the hand is after it is cut into small squares, when it is passed along to the score of tidy girls, who wrap with wonderful dexterity the toffee in specially prepared paper, later to be weighed and packed in tins, boxes, etc., and despatched to various parts of the globe.

"I have heard it said that if all the sugar that is used for Mackintosh's toffee in the space of twelve months was placed together, the pile would be considerably larger than the factories in which the toffee is made, and when it is known that the factories are fine, large piles of buildings, occupying a commanding position in Halifax, it will be seen that the quantity is really almost incredible.

"Mackintosh's use only the finest ingredients. Farmers' butter is, of course, one of the principle lines, and as much as £4,000 has been paid for a single consignment of butter by Messrs. Mackin-

The value of essences is estimated by their flavoring power, not price.

Shirriff's Flavoring Essences

will go further than any others. Do you carry them?

Imperial Extract Co.
TORONTO

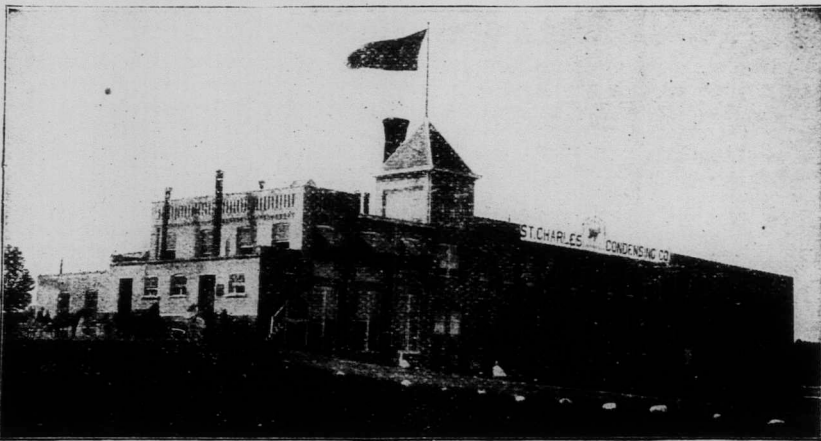


Capstan Brand
PURE MOCHA AND JAVA
GROUND

COFFEE

RETURNED JUL 25 1905
Put up in 4 lb. tins, with a very attractive label, and giving perfect satisfaction. Ask your wholesale grocer for it, and be convinced of its high-grade quality.

CAPSTAN MNFG. CO., Toronto, Ont.



INCERSOLL, CANADA-FACTORY.

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

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

St. Charles Condensing Co.

Every merchant in Manitoba,
North West Territories and
British Columbia

should know and handle

Canada's Purest MAPLE SYRUP

"GRIMM'S"

Every gallon inspected and guaranteed "Absolutely Pure."
If you want this class of goods, write for sample order - put up as you want.

THE GRIMM MANUFACTURING COMPANY

Manufacturers of CHAMPION MAPLE SUGAR EVAPORATOR and
MAPLE SUGAR MAKERS' SUPPLIES,

MONTREAL

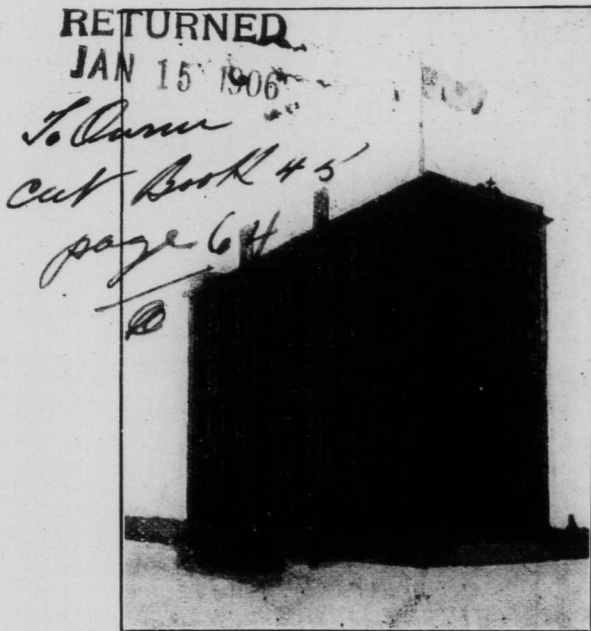
D. S. PERRIN & COMPANY, LIMITED

LONDON, - CANADA

Winnipeg Branch after September 1st : 128 Portage Ave., E.

Manufacturers of
High-Class

BISCUITS and CONFECTIONERY



SOLE MAKERS OF

ZA-ZA CHOCOLATES

Made in Canada
for
Maids of Canada

The perfection in the art of Candy making.

NEWPORT CHOCOLATES

A delicious and sweet Confection.

EXTRA FINE CHOCOLATES

As good as many others' best.

FANCY ART PACKAGES

In large varieties. From 10c. to \$8.00.

SOLE MAKERS OF THE FINEST

Duchess Biscuits

Cocoa Bar

Almond Drops

Tea Biscuit

Graham Wafers

Social Tea

Arrowroot

Macaroons

Cream Sodas

Cheese Wafers, etc.

FANCY PACKAGES Asstd.

" Graham Wafers

" Duchess

" Arrowroot

" Vanilla Wafers

" Chocolate Eclairs

" Social Tea

Cream Sodas: 2-lb., 2½-lb., 3-lb.

Cardboards and Tins.

Branches : Calgary, Winnipeg, Ottawa, Montreal and Hamilton

The Reputation of STEWART'S

CHOCOLATES

Has been honestly earned.
Quality, Cleanliness and Skill in
manufacture have made the
name a household word.

Do You Handle Them?

THE
STEWART COMPANY
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Throughout
Canada

MOTT'S CHOCOLATES

are recognized as
the Standard in Chocolates.
No better goods,
imported or domestic,
can be sold to your custom-
ers.

For Sale by every Jobber.

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

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

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - - MONTREAL

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits

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



Manufacturing
Confectioner,
212 State St.,
CHICAGO.

Canadian Representative—H. W. HUNT, 34 Church Street, TORONTO.

tosh, this no doubt being by far the largest sum ever paid for one consignment of butter to be used for toffee making.

"As a medical man and hygienist, I am most particular with regard to what I recommend, and now, having written this all too brief paper, I can sit down to dinner with an easy conscience."

MONTREAL RETAIL GROCERS' MEETING.

THE Montreal Retail Grocers' Association held its monthly meeting on Thursday, July 6, at 88 St. Denis street. Some thirty members were present. Mr. P. Daoust, president, opened the meeting, and after the reading of the minutes by the secretary, Mr. P. Bruneau, the treasurer made his report.

Mr. N. Seguin, president of the Games Committee, submitted to the approval of members an elaborate programme of races and other competitions for the annual picnic at Cornwall, July 19. It was resolved that three prizes would be drawn for by all the grocers coming to the picnic.

Then Mr. J. A. Beaudry, secretary of the Trade Federation, introduced Mr. E. M. Trowern, Toronto, secretary of the Retail Merchants' Federation of Ontario. Mr. E. M. Trowern, invited to speak, said that 81 cities and towns in Ontario were thus organized into a federation of retail merchants and spoke of the good this was doing for the trade in

general. He made allusion to the overwhelming power it would give the retail trade, if the whole Dominion was organized in such a way. This idea of a federation of the retail trade is progressing rapidly in the Province of Quebec, especially since Montreal has taken the first step.

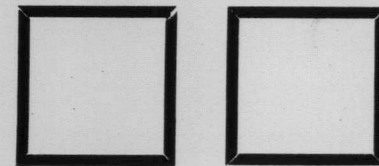
Mr. Trowern also explained the trading stamp bill which is to be presented before the Legislature and which is to be discussed this week. If this new bill is passed, not only the stamp companies or the merchant who gives them, but even the customer who accepts them will be liable to pay a heavy fine. This bill is made so that it gives no issues to the trading stamp people, but kills any device of such nature.

Mr. J. A. Beaudry then translated Mr. Trowern's speech into French and gave such explanations as were necessary. The meeting was adjourned by a vote of thanks to Mr. E. M. Trowern.

ADVERTISING NOVELTIES.

Many merchants would make more use of advertising novelties than they do, did they know where to procure them. A pointer is supplied to them right here. There is a firm in Toronto, the Cranston Novelty Co., 157 Bay street, who carry an assortment of just the kind of goods required for advertising purposes. They handle aluminum, celluloid, wood and cardboard articles in great variety, besides signs and fixtures.

Success in Blocks



Success comes in Blocks with a good article. That is why it pays to carry

PERFECTION CREAM SODAS

You never hear a complaint. Neither do we. What is wrong then, with your getting a good supply?

3-lb. Cards or Tins

THE **Mooney**
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.

THE STRAWBERRY PACK

Red, ripe, luscious, juicy strawberries just off the vines, and retaining every delicate flavor, are the kind of berries put up by The Old Homestead Canning Co.

We can do it, because our factory is right in the centre of the fruit district. Our capacity has been doubled in the last year, and we are thus able to handle the fruit with absolutely no delay. As a result

OLD HOMESTEAD CANNED STRAWBERRIES

are delicious, the next thing to the fresh picked fruit.

You will find Old Homestead Strawberries a revelation in the way of canned fruit, a brand that will please your most exacting customers, the kind that will bring trade.

To quality within is added beauty without, for the label of Old Homestead Brand Strawberries will attract the eye of the customer wherever displayed.

The Old Homestead people believe in doing things right. You can always depend on their goods.

The Old Homestead Canning Co.

Independent Cannery.

PICTON, ONT.

THE TESTIMONY OF MEN WHO KNOW

The opinion of **YOUNG
& CAVEN**, Aylmer, Ont.,
concerning

ORANGE MEAT

is worth noting:

"We might add that we are very well pleased with our trade in **ORANGE MEAT**, particularly the Jumbo size. When we explain to our customers the value they get in this package, compared with other cereals, they invariably take it without any hesitation. We will give this line our attention, as we believe we can cancel other lines and save carrying extra stocks."

THE
Frontenac Cereal Co.
Limited
KINGSTON, - Ontario

Flour and Cereal Foods

AUSTRALASIAN WHEAT.

A DOMINION commercial agent in Australia sends some interesting statistics in regard to the present wheat crop, and adds some comparative figures that are of particular interest to the Northwest. The latest official returns give the Australian harvest at 54,000,000 bushels, which, it is estimated, would leave 31,000,000 for export. Already 21,000,000 has been shipped as wheat or flour, leaving still free about 10,000,000 bushels. In New Zealand the crop is estimated at 6,966,405 bushels, which would give a surplus of 2,178,988 for export. The yield per acre for three years is given as follows:

	Bushels.		
	1902-3.	1903-4.	1904-5.
New South Wales.....	1.3	17.5	9.3
Queensland.....	3.28	17.65	14.24
New Zealand.....	40.69	33.46	30.00

As the wheat of last year was of good quality, and much of it of good strength, there is little likelihood of much demand for Manitoba hard wheat flour at present.

New Zealand is not only peculiarly fortunate in natural conditions, but the country has been so long settled, and by such a good class of practical farmers, that wheat is grown under intensive conditions impossible in a new country. It would be interesting to know the cost of growing a bushel of wheat there, but, where manures and fertilizers are largely used and cultivation is generally elaborate, there is good reason to believe that 30 bushels per acre do not make a better net return than half that amount in the Northwest.

In regard to wheat growing in New South Wales and Queensland, perhaps the most significant thing brought out by these figures is the surprising fluctuation in crop returns. This is occasioned by droughts, and the almost total failure in 1902-3 is directly attributable to this cause. Canadian farmers are fortunately not subject to such trying conditions, and it is a long time since the average wheat yield in the Northwest has been below 13 bushels to the acre, while in the particular year in question it was in the neighborhood of 27 bushels. Under the prevalent equitable conditions the Canadian Northwest can well hold its own as a wheat producing country with any other competitor in the world, and nowhere can wheat be grown so cheaply, nor can the farmer be assured of so consistent a return for his labor.

CEREAL NOTES.

The Interstate Commerce Commission has modified its recent decision in the matter of the differential freight rate on ex-lake grain to and from North Atlantic ports, so that account might be taken of the lighter weight of oats and barley over wheat, corn and rye. The differential was fixed in the original decision at three-tenths of a cent per bushel under the rate to New York.

This stands as to all but oats, and barley, on which the differential is fixed at one-sixteenth of a cent per bushel.

Crops in Kingston district are reported to be the best in years. Hay was never more abundant nor of better quality, oats are chiefly sown in this district, and the crop will be very large; peas and barley come next, and both will yield well. Peas were poor for some years, but are improving immensely. There is little wheat sown, but what is will be good. As for root crops, little can be yet said. There were heavy rains, which would cause potato rot, but it is expected that the yield will be good on the whole.

The milling industry in southwestern Ontario has not had a desirable experience since last Summer. The greatly decreased yield of wheat in 1904 did not provide sufficient of that grain to keep the mills going, and they had to draw largely upon Manitoba wheat. In 1903 the yield of Fall wheat of Elgin county amounted to 627,000 bushels. In 1904 it dropped to 135,000 bushels. The difference speaks for itself. Kent and Essex usually give about 900,000 bushels, but fell away behind in 1904. The demand of stockmen for the flouring mill offal has been brisk, and at present is greatly in excess of the supply. Prices for shorts and bran are quite good. The promise of a banner year in wheat and all grains means a great deal to the millers as well as to the farmers.

THE 1904 CROP.

The Ogilvie Milling Co., through Mr. W. A. Black, western manager, issued the following statement showing their estimate of the position, July 1, 1905, of the wheat crop of 1904:

	Bushels.
Inspected to July 1, 1905,	35,791
cars at 1,030 bus.....	36,864,730
Less insp'd twice.	213,000
	36,651,730
Not inspected, delivered at Winnipeg, shipped west, sold and fed on farms.....	1,800,000
Not inspected in transit, 100 cars.....	103,000
In store west of Winnipeg.....	1,960,000
Milled west of Winnipeg, to July 1.....	6,679,000
Used for seed.....	7,437,500
Yet to market.....	370,000
Total crop.....	55,001,230

BRANCH AT FORT WILLIAM.

According to a Fort William paper, the Canada Grocers, Limited, are seriously considering the advisability of locating a branch warehouse in that town. Mr. St. C. Balfour visited Fort William recently and looked over the situation for the company.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



This illustration shows one side of a store fitted with

WALKER BINS

Some grocers have an idea that Walker Bin Fixtures cost a great deal more than they do. They're surprisingly moderate-priced, and besides, it isn't necessary to fit up your entire store at once. Put in small lengths of Counters and Wall Cases and add to them from time to time as required. This makes the outlay small. It's an investment, not an expense. Write for illustrated booklet.

The Walker Pivoted Bin and Store Fixture Co.

Factory: BRAMPTON Head Office: TORONTO

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY
LONDON, ONT.

Telephone No.
1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING.
Entrance on Queen's Avenue.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

MANUFACTURERS DISSATISFIED.

DISSATISFACTION is expressed very generally among the cigar manufacturers at the present excise duty of \$6 a thousand and the duty on imported leaf of \$2.40 a thousand. The object of these heavy duties was to encourage the cultivation of Canadian tobaccos. While there is no doubt that Canadian tobacco has increased greatly in recent years, yet it is asserted by leading men in the trade that this is used for plug tobacco exclusively and is not as yet suitable for putting into cigars. The result is that the manufacturers are compelled to use the imported leaf as before and have in addition to pay the heavy dues. A Toronto paper publishes some interviews on this question in which the heavy duties are uniformly condemned:

George Milligan Speaks.

Mr. George Milligan, of Wellington street, one of the largest cigar manufacturers of this city, thinks that Canadian-grown tobacco can never be used to any great extent for cigar purposes. "It is useless to try to foster such an industry, for there's no demand for those cigars," said Mr. Milligan.

"You pay 10c. a pound duty on the imported leaf?"

"Yes, and that simply adds about \$2.40 per thousand to our cost of manufacture. There are no cigars made in Toronto from the Canadian leaf, although factories using only the Canadian-grown and those using a mixture of the Canadian and imported pay only \$3 excise per thousand cigars, while the rest pay \$6."

"Do American cigars compete in the Canadian market?"

"No; the duty is too high for that, but the American duty on cigars is even higher than the Canadian, and excludes a lot of Cuban, Mexican and Manila cigars, and they come in here. If we were free from the duty on imported leaf, which serves no good purpose so far as the cigar industry is concerned, we could meet those foreign cigars."

Mr. John Taylor.

Mr. John Taylor, of Richmond street east, is of opinion that if a duty is imposed to encourage the growth of tobacco in Canada, all the cigar manufacturers should have a reduction in excise duty, and not only those using the native tobacco. At present these have the double advantage of the duty and the lower excise."

"Do you think cigar tobacco can be raised in Canada?"

"I don't know. Tobacco culture is a thing that has to be carefully studied. The Canadian tobacco is used mostly for manufacturing chewing tobacco, and the same variety of tobacco will not do for that and also for cigars. Then again, you require different kinds of soil for the different varieties. In the States the Kentucky leaf is used chiefly for

chewing tobacco, the Virginia for smoking plug, and that of Connecticut, Wisconsin and New York for cigars."

"Perhaps the experimental farms could assist the farmers who are growing tobacco."

"That's what they should do. Grow different kinds of tobacco at the experimental farms, and distribute seed to the growers, and the Government should also employ men from the tobacco States who thoroughly understand the cultivation and curing of the different varieties to instruct our farmers. I am very strongly impressed with the need of this action if tobacco-growing in Canada is to have a fair trial."

INLAND REVENUE RETURNS.

Collection returns from Winnipeg for June, 1905, are as follows:

	Duty Collected
Cigars, ex-factory	\$ 1,982 25
Cigars, ex-warehouse	2,508 30
Manufactured tobacco, ex-w.	31,453 25
Raw leaf tobacco, for use.....	1,298 01

\$37,241 81

For the Inland Revenue Division of Prescott they are as follows:

Cigars	\$150 00
Raw leaf tobacco.....	77 40

\$227 40

For Charlottetown, P.E.I.:	
Foreign leaf, ex-factory.....	\$ 554 50
Foreign leaf, ex-warehouse.....	4,155 75
Raw leaf, ex-warehouse	1,055 50
Canadian leaf, ex-factory	33 10

\$5,798 85

WHO SMOKES THE MOST?

IT is a queer notion that people get about smoking, but it is a common thing to accuse certain nations of being inveterate smokers. For instance, the Germans are said to be heavy consumers of cigars. They are. The Dutchman and his pipe have come down to us from history and it is hard to separate them. But the palm for smoking goes to the Swiss as they are declared to smoke at least 50 per cent. more than either. Then statistics prove that the Belgian smokes twice as much as the Dutchman and no one hears about it. Probably the greatest consumers of cigarettes are the Jews. It is quite remarkable that it is very seldom to see a non-smoker of cigarettes among the Jews. Even the poorest of them will have a cigarette. They are long-lived and well behaved, and it is said that the patience, which is famous among the Jews as a race, is inspired and developed by smoking. When a bargain is being driven the Jew will always have a cigarette over the conversation. He is usually free with them and will distribute them to any wisher of the weed. Then it is remarkable again to find the amazing number of Jews in the tobacco trade. In all the large cities the Jews control the tobacco trade. They seem to be natural experts at selling cigars and judging the quality of tobacco. Their unflinching politeness is a characteristic of the race. They are keen at a business and they expect everyone else to be awake. In fact, much of the rubbish talked about Jews being mean is based on hearsay, not on the facts of

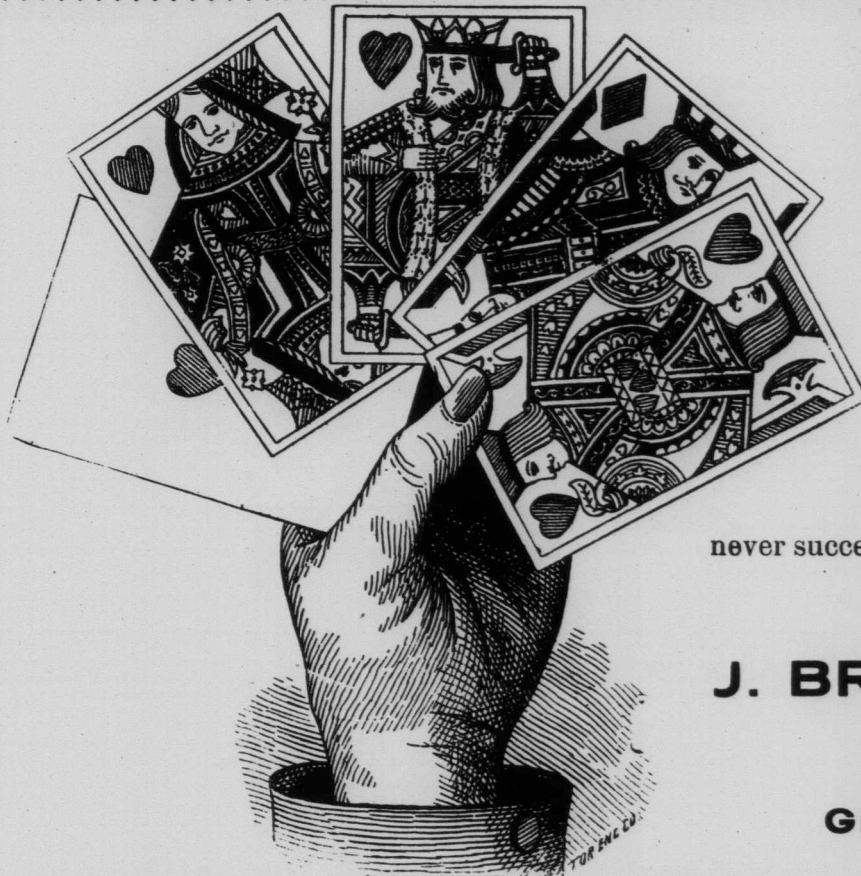
All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.



Count Four

The Grocer who carries the **Pebble** (5c.) and the **Pharaoh** (10c.) Cigars has a winning hand—cannot have his cigar trade taken from him. The **Pebble** and **Pharaoh** have often been imitated—never successfully. Order 1,000 assorted.

J. BRUCE PAYNE,
LIMITED
MANUFACTURERS,
GRANBY, QUE.

T. & B. Virtues

T. & B. is a good tobacco. Smokers will tell you that. **T. & B.** is a low-priced tobacco. We will prove that. **T. & B.** is the ideal tobacco for a Grocer to carry. Facts prove that. **T. & B.** will make a good trade for you. Any grocer will tell you that. Better get a supply of this **T. & B.**

THE GEO. E. TUCKETT & SON CO., LIMITED
HAMILTON, - ONTARIO

the case. They are all good citizens, fond of their homes, and they are rare sights in a police court or any other court.

In many of the large tobacco factories owned by the Jews it is quite worthy of note that they are the very kindest to their working staff during the hot weather and have great consideration for the difficulties of working girls and young men who are oppressed during the hot days.

ESSEX COUNTY TOBACCO.

Tobacco is gradually becoming the most valuable product of Essex County. It now is a close rival of corn and oats in the value of its annual crop, and within a year or two will outstrip both of these cereals. Last year 5,000 acres were under cultivation and yielded 5,000,000 pounds of tobacco. This sold at

an average of 10 cents a pound. In one case a cultivator received \$3,985 for the product of seventeen acres.

This year there are over 6,000 acres planted in tobacco, which is an increase of 1,000 acres over last year. The crop is well advanced, being ten days earlier than it was a year ago. This is an important consideration, since tobacco needs a long, hot season.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.



**Plain, Profitable Talks—No. VI.
STILL CHASING YOU**

Our cigars are right. That's why we invariably recommend Royal Sport for a 10-center; Hogen Mogen for a 5-center. We make an attractive proposition that includes a Free Show Case. Nothing could be fairer. Start right this summer. **Ready when you are.**

**THE SHERBROOKE CIGAR CO.
SHERBROOKE, P.Q.**

THE

**"VAMPIRE"
Spiral Flycatcher**



5cts.
each

Clears the house of flies

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

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

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

SPECIAL OFFER

RETURNED Every Grocer in Canada.

SEP 14 1905



SPECIAL OFFER!

- 2 Boxes Davis' Fly Felts—200 5c. packages retail for \$10.00
- 1 Box Davis' Fly Felts— 50 10c. packages retail for 5.00
- 1 Box Davis' Fly Felts— 10 10c. packages retail for 1.00

\$16.00

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

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

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

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

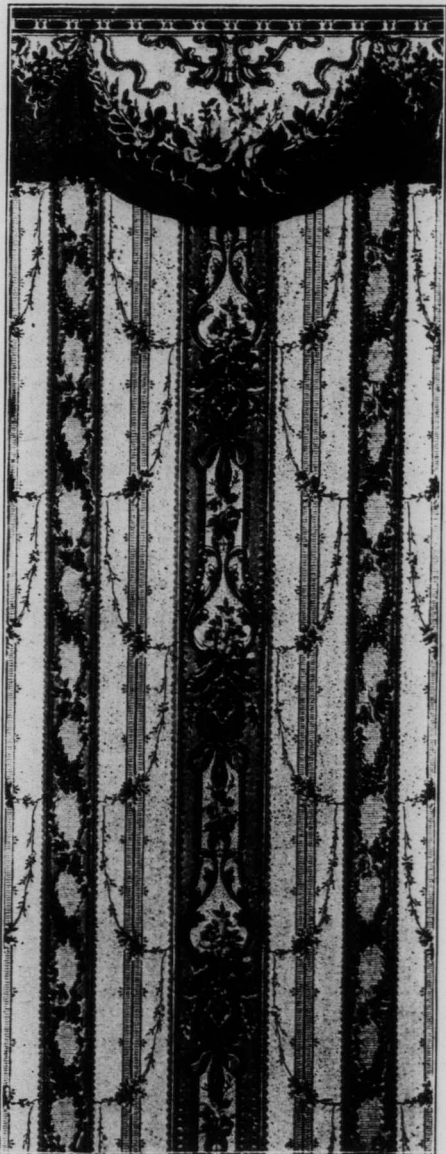
POWELL & DAVIS CO., - - CHATHAM, ONT.

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WALL PAPER

A CANADIAN WALL PAPER LINE.

A REVIEW of the samples of the Staunton line of new wall papers for the season of 1905-'06 proved quite a treat, and Bookseller and Stationer was much pleased with the general excellence of the collection, which is comprehensive, attractive and artistic. The low priced styles are pleasing in design, bright and snappy in coloring, and show careful attention to an endeavor to make them acceptable and serviceable. For kitchen is



No. 1662.—An artistic stripe in beautiful color combinations; the handsome drapery design of frize being emphasized by cutting edge to a scallop. Manufactured by Stauntons Limited, Toronto.

shown a good granite in several natural colorings, and a tile pattern that will make a record in selling qualities, as the design and the superior colorings are very good.

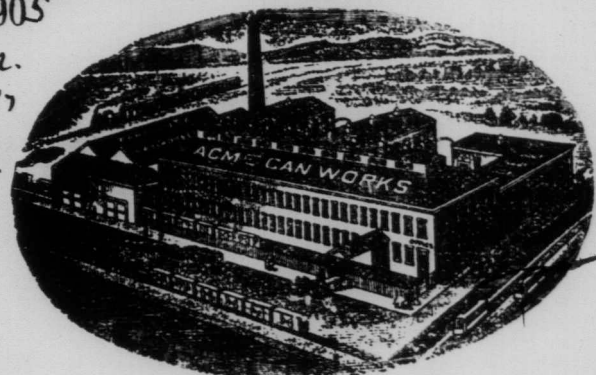
For bedrooms are shown a number of very pretty styles, really remarkably attractive goods for the price, while in the next better grade is shown a number of extremely bright florals in natural colors. Several patterns deserve special mention. One, a design showing a bunch of violets arranged in graceful freedom over a lace stripe, with a two-band border showing a festoon of violets on a drapery of lace

Wall Papers

The line to buy is the Staunton Line. Our salesmen are out with the "1906" samples — WAIT!

Stauntons Limited
MANUFACTURERS - - TORONTO

RETURNED
JUL 15 1905
To Owner.
Cut Book 37
Page 90.
a.w.



*When in Need of Cans, Serve Your
Best Interests and Consult Us*

Acme Can Works

make the largest investment of any factory in America of THE CAN'S by the latest up-to-date automatic machinery.

We are the only makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.

They are our specialties.

Manufacturers for Canada of

Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable	}	Cans	Lard, Syrup, Butter	}	Pails
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ACME CAN WORKS

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

C. & B.

STANDARD PEELS

Lemon

Orange

Citron

Mixed

7-lb. Boxes

7-lb. Tins

1-lb. Cartoons

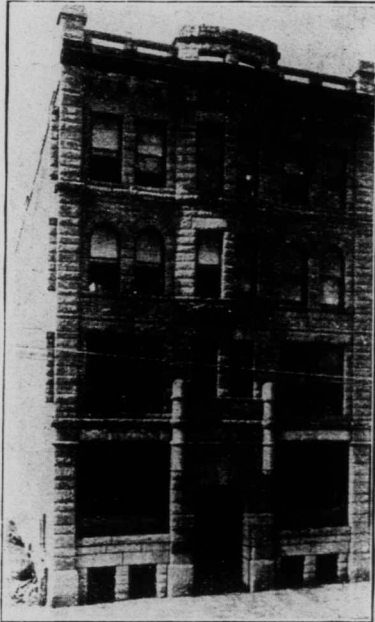
NEW SEASON'S CANDIED AND DRAINED PEELS

ORDER NOW

C.E. COLSON & SON

MONTREAL, Agents

WM. BRAID & COMPANY



VANCOUVER, B. C.

TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

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

Write us for samples and quotations.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 13, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee brand, 48 5c. pkgs., per case	\$1 75
" " 27 10c. pkgs. " "	2 00
" " 10 25c. pkgs. " "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40
" 10, in 4 doz. boxes	2 10
" 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.

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.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" 4 " " "	0 75
" 3 " " "	1 25
" 2 " " "	2 25

OCEAN MILLS.

	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 50
4 " "	5 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2-lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime	\$1 00
1 lb.	1 60
6 oz.	2 25
1 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

Sizes.	Per Doz.
Cleveland's-Dime	\$1 00
1 lb.	1 50
6 oz.	2 20
1 lb.	2 30
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	\$3 50
" " 36 10 " "	4 00
" " 24 16 " "	4 50
" Beaver" brand, 24 16 pks.	4 80



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blue.

Blueol—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16 1/2c
"Sapphire" 14-lb. boxes, 1/2 lb. pkgs. per lb.	12 1/2c
Union—14-lb. boxes, assorted, 1 & 1/2 lb. pkgs., per lb.	10c

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/4 gross, 4 oz.	

JAMES' DOME BLACK LEAD.

	Per gross
6a size	\$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 " "	3 25
" " 16 oz., cases, 48 " "	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages	Per doz.
5-doz. 10c.	\$0 45
" " "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, 1/2's and 1/4's	\$0 40
" " 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8's	0 28

Toings for cake—	Per doz.
Chocolate, pink, lemon color, 1 lb.	\$1 75
Orange, white and almond, 1-lb.	1 00

George Dalidet & Co.

BORDEAUX, FRANCE

The Noted Packer of French Products

They Are Sellers

Peas
Mushrooms
Mixed Vegetables
Sardines
Crystallized and Glaced Fruits

Let us hear from you.

Agents: ROSE & LAFLAMME MONTREAL

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME,

AGENTS, MONTREAL.

Confections—		Per doz.
Cream bars, large boxes		\$2.25
" small		1.35
Chocolate ginger, 1lb.		3.75
" 1/2lb. boxes		2.25
" wafers, 1/2lb. boxes		2.25
" 1/2lb. boxes		1.30

Chocolate—		per lb.
Caracas, 1/4s, 6-lb. boxes		\$0.42
Vanilla, 1/4s		0.42
"Gold Medal," sweet, 1/4s, 6-lb. boxes		0.29
Pure, unsweetened, 1/4s, 6-lb. boxes		0.42
Fry's "Diamond," 1/4s, 14-lb. boxes		0.24
Fry's "Monogram," 1/4s, 14-lb. boxes		0.24

Cocoa—		Per doz.
Concentrated, 1/4s, 1 doz. in box		2.40
" 1-lb.		4.50
" 1/2s		8.25
Homeopathic, 1/4s, 14-lb. boxes		0.35
" 1/2s, 12-lb. boxes		0.35
Epps's Cocoa, case of 14 lb., per lb.		0.35
Smaller quantities		0.37 1/2

BENSODOR'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1/2 lb. tins, 4 1/2 doz. to case	per doz., \$	9.00
1 " 4 " " "	"	2.40
1 " 2 " " "	"	4.75
1 " 1 " " "	"	9.00

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, 1/4s	\$0.30
Prepared cocoa, 1/4s to 1/2s	0.28
Mott's breakfast cocoa, 1/4s	0.38
" 1/2s	0.35
" No. 1 chocolate, 1/4s	0.30
" Navy " " "	0.27
" Vanilla sticks, per gross	1.00
" Diamond chocolate, 1/4s and 6's	0.23
" Confectionery chocolate, 2lb. 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
Ananilla chocolate, 6-lb. boxes	0.47
German sweet, 6-lb. boxes	0.26

Per lb.

Breakfast cocoa, 1/4, 1/2 and 5-lb. tins	0.40
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0.33
Caracas sweet chocolate, 6-lb. boxes	0.37
Caracas tablets, 100 bundles, tied 5s, per box	3.00
Soluble chocolate (hot or cold soda)	0.42
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. LOWNY CO.

Canadian Branch 530 St. Paul St. Montreal.

	Per lb.
Breakfast cocoa—	
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, 1/2-lb. tins	32c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs. in case, 1/2-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, 1/2-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	\$5.00
evap. cream, op. 4d.	4.65

Borden's Condensed Milk Co.

Eagle" brand	\$1.50
Gold Seal" brand	1.30
Peerless" brand evaporated cream	1.20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4.65
"Reindeer" brand per case (4 doz.)	5.60



Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9.00
" 2 lb. dms, cases, 15 tins	8.70
"Beaver" coffee, 24-1 lb. pkgs.	4.80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0.30
Extra	0.26
Fine	0.22
Fancy	0.18
"Beaver" (ground only compound)	0.15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0.32
Royal Java	0.31
Royal Java and Mocha	0.31
Nectar	0.30
Empress	0.28
Duchess	0.26
Ambrosia	0.25
Fancy Bourbon	0.20
High Grade package goods—	
Gold Medal, 2-lb. tins	0.30
Gold Medal, 1-lb. tins	0.31
Kin Hee, 1-lb. tins	0.30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0.30
English Breakfast, ground only 1-lb. tins	0.12

JAMES TURNER & CO. Per lb

Mecca	\$0.32
Damascus	0.28
Cairo	0.20
Sirdar	0.17
Old Dutch Rio	0.12 1/2

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	\$0.25
Mocha	0.25
"Condor" Java	0.30
Mocha	0.30
15-year-old Mandheling Java and hand-picked Mocha	0.50
1-lb. fancy tins choice pure coffee, 48 tins per case	0.20
Madam Huot's coffee, 1-lb. tins	0.31
" 2-lb. tins	0.60
100 lb. delivered in Ontario and Quebec	
Rio No. 1	0.15
Condor I, 40-lb. boxes	45c.
" II, 40-lb. boxes	42c.
" III, 80-lb. boxes	37c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S. Per lb

Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz. \$5.25
Medium size jars	4.50
Small size jars	2.40
Individual size jars	1.00
Imperial holder—Large size	13.00
Medium size	11.00
Small size	12.00
Roquefort—Large size	2.40
Small size	1.40

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

Made from the BEST ——— Corn
By the BEST ——— process
For the BEST ——— trade

“CROWN” BRAND



TABLE SYRUP

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., 1/2 Brls.
5 “ “ “	1 “	Kegs and Pails.
10 “ “ “	1/2 “	
20 “ “ “	1/4 “	

Freight paid on 5 cases and over to all railway stations East of North Bay.

For sale by every jobber ——— Try “Crown” brand.

EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

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

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

Un- Covers and num Coupons bered. numbered

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.

4-oz. cans	\$ 0.90
8-oz. “	1.35
10-oz. “	1.85
Quart	3.75
Gallon	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads in boxes of fifty 10 boxes for \$8.40, or thirce boxes for \$8.40.

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
“ “	1-lb. tins	2 25
“ “	1-lb. tins	1 25
“ “	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry “	2 00
Apricot “	1 75
Black currant “	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

12-oz. glass jars, 2 doz. in case	per doz. \$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06 1/2
7 and 14-lb. wood pails	per lb. 0 06 1/2
30-lb. wood pails	per lb. 0 06 1/2

Pure Fruit Jellies—

12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06 1/2
30-lb. wood pails	per lb. 0 06 1/2

Home Made Jams—

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. 1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
“ Ringed ” 5-lb. boxes	per lb. 0 40
“ Acme ” pellets, 5-lb. cans	per can 2 00
“ Acme ” pellets (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
“ “ 20 5-lb. cans	1 50
“ Purity ” licorice 10 sticks	1 45
“ “ 100 sticks	0 75
Dulce large cent sticks, 100 in box

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	\$ 3 60
------------------	---------



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40 (Freight paid.)
Cases, 20 25c. packages	4.10
5 case lots	4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

“Anchor” brand 1-lb. glass	\$1 50
“ “ quart gem jars	3 40

3 cases	3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
“ 1-lb. tins	2 50
“ 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
“ 1-lb. jar	0 25
F.D., 1-lb. tins	per doz. 0 85
“ 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

“Condor” 12-lb. boxes—

1-lb. tins	per lb. \$ 0 35
1-lb. tins	“ 0 35
1-lb. tins	“ 0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	“ 0 35

Old Crow” 12-lb. boxes—

1-lb. tins	per lb. 0 25
1-lb. tins	“ 0 23
1-lb. tins	“ 0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	“ 0 25

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. \$ 1 00
Home-made, in 1-lb. glass jars	“ 1 40
In 5 and 7-lb. tins and 7-lb. pails	per lb. 0 06 1/2
Golden shred marmalade, 2 doz. case	per doz. 1 75

Pickles

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz. \$ 2 30
Corked “	“

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1 45
---	--------

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box	\$3 00.
Case of 1-lb. (containing 120 pkgs.) per box	\$3 00.
Case of 1-lb. and 1/2 lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box	\$3 00.



Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND

No. 1, cases, 60 1-lb. packages	per case \$ 2 75
No. 2, “ 120 1-lb. “	“ 2 75
No. 3, “ 30 1-lb. “	“ 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	“
1 case	2 85
5 cases

“BEE” BRAND

“Bee” brand, 8 oz., cases, 120 pkgs.	per case
“ “ 10 oz., cases, 96 pkgs.	“
“ “ 16 oz., cases, 60 pkgs.	\$ 3 00

Soap and Washing Powders.

A. F. TIPPET & CO., Agents.

Table listing soap products: Maypole soap, Oriole soap, Gloriola soap, Straw hat polish.

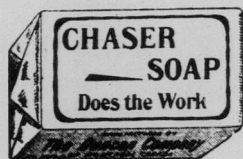
HABBIT'S.



Babbitt's '1776' 6-oz. pkgs \$3.50 per box. 5 boxes a freight paid and half box free.

each doz., \$2 per box.

WM. H. DUNN AGENT.



CHASER SOAP. case \$2.40. Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

Table listing washing powder products: 24 25c. packages, 50 10c., 100 5c., 100 10c. cakes (Glycerine Tar Soap), etc.

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box.

Freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Table listing starch products: Laundry Starches, No. 1 White or blue, Canada laundry, Silver gloss, etc.

Culinary Starch—

Table listing culinary starch products: Benson & Co.'s Prepared Corn, Canada Pure Corn.

Rice Starch—

Table listing rice starch products: Edwardsburg No. 1 white, 1-lb. car., Edwardsburg No. 1 white or blue, 4-lb. lumps.

Be brand starch—

Table listing Be brand starch products: Laundry, 64-12 oz. pkg. per case, corn starch, Sun borated starch, etc.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Table listing laundry starch products: Canada Laundry, Amalgam Starch, Finest Quality White Laundry, etc.

Lily White Gloss—

Table listing Lily White Gloss products: 1-lb. fancy cartons, 6-lb. toy trunks, 6-lb. enameled tin canisters, etc.

Brantford Gloss—

Table listing Brantford Gloss products: 1-lb. fancy boxes, Canadian Electric Starch, etc.

Culinary Starches—

Table listing culinary starch products: Challenge Prepared Corn, No. 1 Brantford Prepared Corn, etc.

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

Culinary Starches—

Table listing culinary starch products: St. Lawrence corn starch, Durham corn starch.

Laundry Starches—

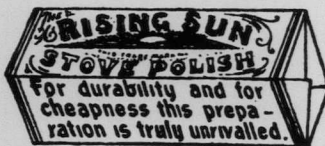
Table listing laundry starch products: No. 1 White, 4-lb. cartons, 200-lb. bbl., Canada Laundry, etc.



OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

Stove Polish.



Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50. Rising Sun, 3-oz. cakes, gross boxes 4 50.



W. H. DUNN, AGENT.



Enameline stove dressing, per doz. 0 70

Syrup.

Table listing syrup products: 'CROWN' BRAND PERFECTION SYRUP, Enamelled tins, 2 doz. in case.

Advertisement for SUTTON'S AMMONIA FOR ALL HOUSEHOLD PURPOSES. Includes text: 16, GOLD, SILVER AND OTHER PRIZE MEDALS. MANUFACTURED BY G.F. SUTTON-SONS & CO. OSBORNE WORKS, BRANDON ROAD, KINGS CROSS, N.

SMALL'S BRAND—Standard.

Table listing Small's Brand products: 5 gal. tins, per can, 1 lb. per case.



Teas.

SALADA OCEYLAN.

Wholesale. Retail

Table listing tea products: Brown Label, Green Label, Blue Label, Red Label, Gold Label.

E. D. MARCEAU, Montreal.

Table listing Japan Teas: 'Condor' I 40-lb. boxes, II 40-lb. boxes, III 80-lb. boxes.

Table listing EMD AAA Japan, Blue Jay, 'Condor' IV, V, XXXX, XXX, XX, LX 80-lb. per case.

Table listing 'Condor' Ceylon black tea in lead packets: Green Label, Grey Label, Yellow Label, Blue Label, Red Label, White Label.

Table listing Black Teas: 'Old Crow' blend—Bronzed tins of 10, 25, 50 and 80-lb.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Table listing tobacco products: Smoking—Empire, Amber, Ivy, Rosebud; Cheewing—Old Fox, Snowshoe, Pay Roll, Stag, Bobs, Fair Play, Club, Universal, Dixie.

Vinegars.

E. D. MARCEAU, Montreal.

Table listing vinegars: 5 MD, pure distilled, highest quality; Condor, pure distilled; Old Crow.

Yeast.

Table listing yeast products: Royal yeast, Gillett's cream yeast, Jersey cream yeast cake, Victoria, 3 doz. 10c.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

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

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

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GEN. HUSSON & CO.,
JOHN V. BICKLE & GREENING,
GEN. H. GILLESPIE,
JOSEPH CARMAN,

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with vinegar orders when you can make your trade sure by keeping in stock the vinegar that was made to suit as well as to sell.



GOLDEN RUSSET VINEGAR

The latest processes of manufacture, the most systematic method of procuring the juice from the apple, faultlessly clean in preparation, free from every kind of adulteration—this is Golden Russet Vinegar. Sold in three strengths: XXX 84 grains, XX 72 grains, and X 60 grains, at prices proportionate to the strength.

THE W. H. WILSON CO., LTD.
TILLSONBURG, ONT.

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For Retailing
By JOHN H. BLAKE

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The Tea Gardens of the World.
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Tea from Leaf to Cup.
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PART II.

How to Test Tea.
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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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ASSORTED PACKAGES GLASS LAMPS

Made up in **SMALL**
assortments to give
variety as well as price.

(Lamps ONLY or complete with Burner and Chimney.)

Will brighten up
YOUR STOCK.

A dozen different kinds.

GOWANS, KENT & CO.
TORONTO



IT'S REALLY ENJOYABLE,

wholesome, appetizing Mince Meat that we make.
It has a flavor that the other makers cannot get and
that your customers want. That is why you should
sell

**Wethey's
Mince Meat**

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J. H. Wethey, Limited
ST. CATHARINES, ONT.

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

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Soaps
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Canned Fruits
Canned Salmon
Package Teas
Baking Powder

Coffees
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Balfour & Co., Hamilton, Ont.

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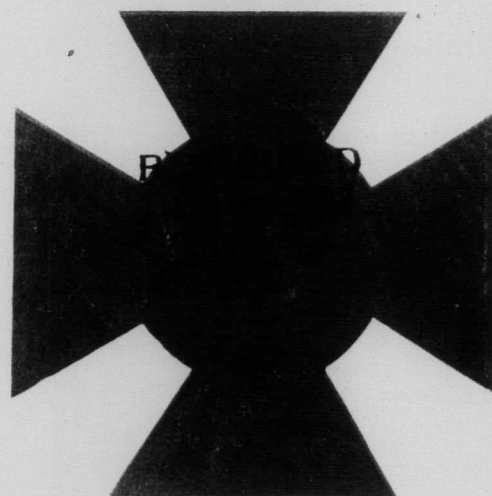
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Red Cross Baking Powder
Red Cross Coffees
Red Cross Catsup
Red Cross Pickles
Red Cross Worcester Sauce
Red Cross Spices
Red Cross Vinegars, etc.

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