

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, JUNE 22, 1906.

NO. 24

Very few people are able to run a grocery store without

Keen's



Oxford Blue

and please their customers. Keen's Oxford Blue has no competitors,—
only imitators. Buy it—All jobbers stock Keen's Oxford Blue.

FRANK MAGOR & CO., 403 St. Paul St., MONTREAL, Agents for the Dominion.

Canada's Great Northwest

is an extensive user of CORN SYRUPS—And nothing healthier,
brighter, richer and more nourishing is made than

"Crown" Brand Table Syrup



This Syrup is made from the finest selected
corn under the most modern scientific and
hygienic principles—It is the "Essence or
life of Corn."

STOCK IT—EVERY JOBBER SELLS IT.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1868

Works,
CARDINAL, Ont.

55 Front St. East,
TORONTO Ont.

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

Large Soap Sales

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

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

Baby's Own Soap

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

It is one of the excellent lines manufactured by

**THE ALBERT SOAPS, LIMITED
MONTREAL**

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal



National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

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

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

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

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Agents

DR. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
DR. H. BILLESPIE,	LONDON
JOSEPH GARMAN,	WINNIPEG

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact: **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

"Taylor's" Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—*not* from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Thistle" Brand Canned Fish

Caught, cured and canned right at the water's edge—not re-shipped and re-handled before packing. No dirt or slime ever gets into the "Thistle" Brand. But open a can yourself for the most convincing proof—they are all right at all times. Always "on the square."

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front Street East, Toronto



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOES, W. I.

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

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

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

CALGARY

The Dominion Brokerage Co.,
Wholesale Limited
Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

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

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

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

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

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

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

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

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

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

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

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

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

Offer Few Cars
**CHOICE
CORN**
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

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

(Continued on page 76.)

A straight tip—

For a quick seller and a money-maker
you should stock up with

ROWAT'S LIME JUICE
ROWAT'S LEMON SQUASH
ROWAT'S LIME JUICE CORDIAL

Fancy Decanters
retail at
25 cts.

For boarding house trade, camps, etc.,
you will find a good line in

ROWAT'S MIXED PICKLES 60-oz. bottles

Remember—first come—first served—our stocks are decreasing rapidly.
You will do well to order at once to avoid disappointment.

**The EBY, BLAIN CO., Limited WHOLESALE GROCERS,
TORONTO**

MINIMUM
OF
TROUBLE

MAXIMUM
OF
PROFIT

**Blue Ribbon
Tea**

Does Credit to your Recommendation, Brings New Customers,
and gives them Absolute Satisfaction.

Always Reliable.

BLUE RIBBON TEA CO., Limited

12 FRONT STREET EAST



SELL
and Importers
t, Toronto
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47

& Co.
Agents

Toronto

S. HOOPER
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rokers and
Agents
Toronto
missions solicited

RIER
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& Co.
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TOBA

Storage
FREE

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Limited
arehousemen
EDMONTON

ge 76.)

FRUITS and VEGETABLES, 1906 CROP

If you have not yet placed your orders for same, **hurry up**, because after the 30th of June it will be taken under the clause "**subject to pack**," which, as you know, generally means advance in prices. As we have contracted with the **Canadian Cannery Limited** for a large quantity of their most popular brands, we are in a position to guarantee prices.



Barbados Molasses

We
can quote
you these molasses,
strictly direct import, via St.
Lawrence route, also delivered at
your nearest railroad station, per carload
of 20 puncheons. Write to us and have your
order booked now. Do not wait until prices advance.

LAPORTE, MARTIN & CO., Limited

72 to 78 St. Peter Street, MONTREAL

This Fact stands out clearly

JAPAN TEAS are absolutely and inimitably in a class by themselves. The teas of other countries may have certain properties which appeal to the taste of a common palate but for teas possessing the finest attributes as regards **flavor, aroma, richness, healthfulness** and **invigoration** of the system there is nothing that can approach

JAPAN TEAS

It is the duty of every up-to-date grocer who has the interests of his customers at heart as well as his own to buy
JAPAN TEAS.

ROP

because
use



ted

THE TEA-DRINKING PUBLIC

is a discriminating one. They have their own tastes and they want them satisfied. The grocer who properly estimates the public taste and satisfies it will win out.

To satisfy the taste of the tea-drinking public of Canada the grocer

WILL SELL

CEYLON TEA

Black and Green

nothing else will do.

The proof is clear as daylight.

Ceylon Teas, Black and Green, have swept all competition out of the way. Once used, the superior merits of Ceylon Teas win them the enthusiastic support of the consumer.

<i>Fragrance</i>	<i>Flavor</i>	<i>Fullness</i>
<i>Body</i>	<i>Stability</i>	<i>Price</i>

On every point the superiority of Ceylon Teas is demonstrated.

CEYLON TEAS
Black and Green

CEYLON TEAS
Black and Green

1906 PACK

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

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

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

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

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

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

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

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

If you want pleased customers stick to our brands exclusively.

CANADIAN CANNERS, Limited

H. W. NELSON & CO., LIMITED

Manufacturers

BROOMS, BRUSHES, WOOD and WILLOW-WARE

Warehouse, 92 Adelaide St. West, and Factory, 15-21 Jarvis Street, TORONTO, ONT.

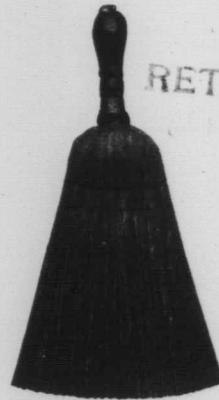


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SEP 6 - 1906

*To Order
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Page 55
A.W.*



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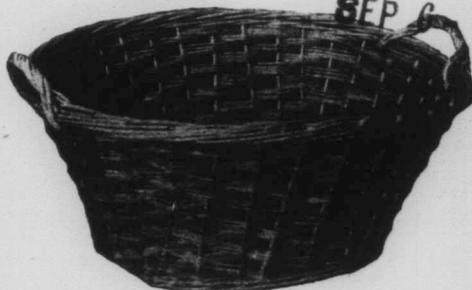
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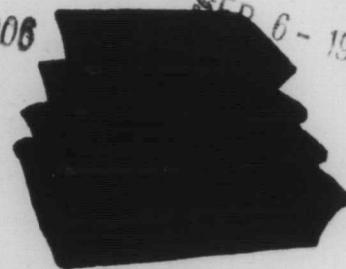
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Our travelling salesmen cover the territory from Halifax to Vancouver Island. If you are not called upon regularly, kindly drop us a Postal Card and we will be pleased to send you prices.

H. W. NELSON & CO., LIMITED

TORONTO, ONT.

The Canned Goods Question

is one that is puzzling a good many of the trade just now. What brand is it best to stock?

Let us offer a word of advice, and that is

Buy

OLD HOMESTEAD BRAND

and you will be pleased with yourself all the rest of the year.

Why?

The why is simple. The Old Homestead Brand means

The Choicest Flavor

The Finest Package

The Most Uniform Quality

The Surest Satisfaction

We can guarantee these claims because we can produce the goods—We do produce the goods.

Our factory is the most modern, commodious and best situated of any factory in Canada.

Our fruits and vegetables are grown right at our doors in the garden of Canada.

Our staff know their business and their instructions—to make **Old Homestead Brand** the standard of canned goods excellence for Canada.

Ask anyone who has used the **Old Homestead Brand** in the past.

Stock **Old Homestead** this year and you will find that your trade will increase too.

THE OLD HOMESTEAD CANNING CO., LIMITED
PICTON, ONTARIO

S. H. EWING & SONS

beg to inform the trade that they have bought out Messrs. S. H. & A. S. Ewing and it is their intention to continue the two businesses on the same lines as in the past and to keep the name of Ewing associated with pure goods.

We have practically taken over all the late employees of Messrs. S. H. & A. S. Ewing, including Mr. W. J. Wilson, whose territory embraced the Provinces of Quebec, New Brunswick and Nova Scotia; also Mr. R. E. Hicks, who covered the Northwest and part of the Province of Ontario. Both these gentlemen will start on their respective trips at once.

In taking over the business of Messrs. S. H. & A. S. Ewing we desire to assure their patrons that their interests will be looked after with every consideration and promptness.

Respectfully,

S. H. EWING & SONS

Wholesale Coffees, Spices and Grocers' Sundries

MONTREAL

CABLE ADDRESS
"EWING"

Established 1845



S. H. & A. S. Ewing,

Montreal Coffee & Spice Steam Mills

53 & 55 Cote St., cor LaGauchetiere St.

Montreal

TO THE TRADE

Gentlemen:

We beg to advise that we have disposed of our business to Messrs S. H. Ewing & Sons, and on the occasion of our retiring from the business which has been conducted continuously for the past sixty-one years, we take this opportunity to express our hearty thanks to our friends for the many favors extended to us and to ask on behalf of our successors, the same measure of generous treatment which we have been accorded. With renewed thanks,

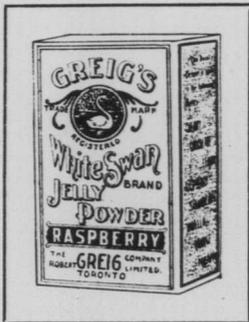
We remain,

Faithfully yours,

S. H. & A. S. Ewing

PRE-EMINENT FOR QUALITY

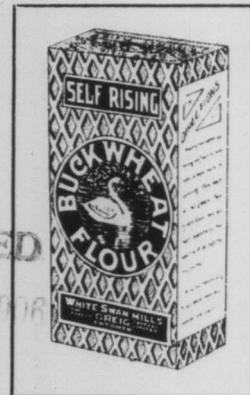
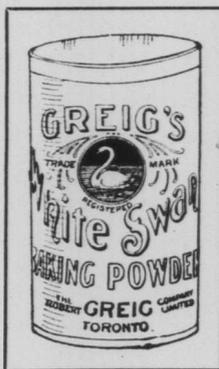
- FLAVORING EXTRACTS.
- JELLY POWDERS.
- CAKE ICINGS.
- COFFEES.
- PREPARED COCOANUT.
- BAKING POWDER.
- CREAM OF TARTAR.
- SPICES.



GREIG'S "WHITE SWAN"

BRAND

The Standard of Canadian Excellence



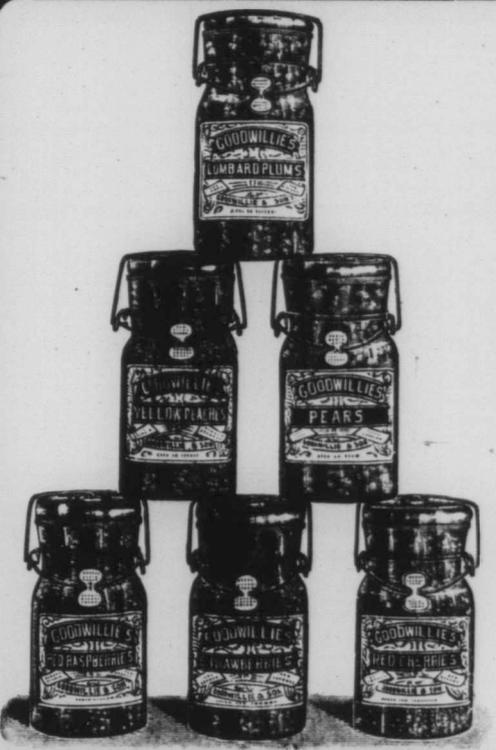
- FLAKED WHEAT.
- FLAKED RICE.
- FLAKED PEAS.
- FLAKED BARLEY.
- S. R. BUCKWHEAT FLOUR.
- GRAHAM FLOUR.
- WHOLE WHEAT FLOUR.
- GLUTEN FLOUR.
- RYE FLOUR.
- WHEAT KERNELS.
- BREAKFAST FOOD.
- THE KING'S FOOD.
- THE QUEEN'S FOOD.



HIGH-GRADE THROUGHOUT

The Robert Greig Co., Limited

WHITE SWAN MILLS
TORONTO



THEY

Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are
CANADA'S BEST
 ROSE & LAFLAMME, MONTREAL



ON TOP.

The grocer who comes out on top in the gamble of business is usually a pretty shrewd sort of a man. He doesn't "run out" of goods that give him a good profit. How's your stock of

Paterson's Camp Coffee Essence?

ROSE & LAFLAMME
 Agents, Montreal.

Your Store is Known by the Goods You Sell.

MAGIC BAKING POWDER

gives distinction to your whole stock, because it is so well and favorably known everywhere.

Order from your jobber.

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



E.W. GILLETT COMPANY LIMITED
 TORONTO, ONT.

*Awarded Medal and Diploma
 World's Fair, St. Louis, Mo., 1904.*

The grocer's summer trade will be materially increased if he keeps to the front

Lytle's Famous

Lime Juice

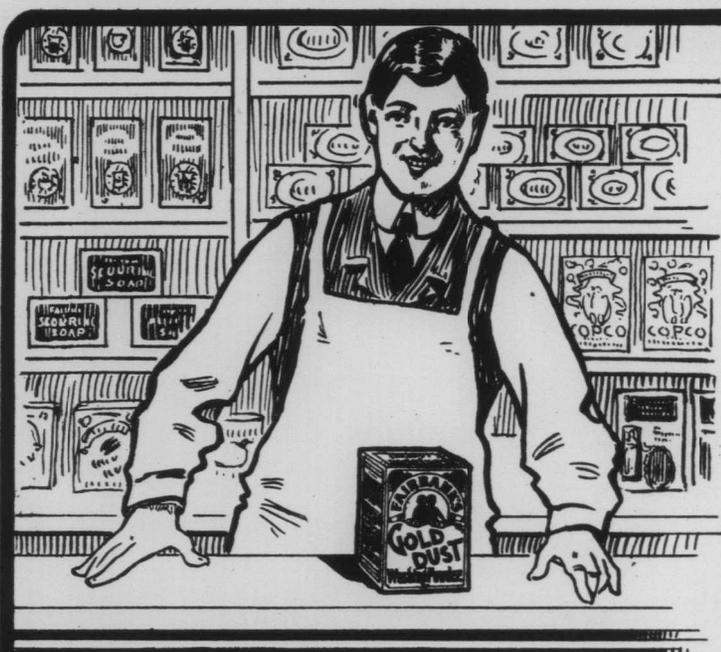
Lime Juice Cordial

Raspberry Vinegar

These are lines you can recommend to your customers, confident they will give satisfaction. In bottles.

Sold by Jobbers or direct from the manufacturers,

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



The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

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

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.



The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA



"For all Fish, either boiled or fried, Perry's Sauce should be tried."

Fish is usually a tasteless dish. It has an odor, but that's **not taste**. A little of

Perry's Worcestershire Sauce

applied to fish gives it the spark of palatableness—the relish par excellence.

The average Worcestershire Sauce robs the fish of its "fishness." **Perry's Sauce doesn't!** It just **helps** the fish to impress upon the tongue **that it is fish.**

Your customers have been waiting for a sauce just like Perry's. It is now obtainable in Canada.

Write for prices.

SELLING AGENTS:

Taylor & Pringle Co., Limited
OWEN SOUND, ONT.

Manufacturers of Queen Quality Brand Pickles.

Our New Matches

"SAFELIGHT"

Will be ready Next Week.

NO NOISE
PROMPT LIGHTER
STEADY BURNER
PERFECTLY SAFE

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

“Ring in The New”

It is about time some of the old brands of canned goods were left off your order sheet. They are only a drag on your business. The people know their history and never make the “order” mistake twice.

Riverdale Brand

Canned Goods will all be 1906 pack. No stale stuff around our factory.

When the fruit and vegetables in this territory are ripe we will select the best and no other kind will suit us.

Our being particular benefits you.

The Lakeside Canning Company, Limited

Wellington, - Ontario



Supplied under contract to the British and Indian Governments.

THOUGH ESTABLISHED IN 1849

we have hitherto been prevented from largely developing our Canadian trade. The Home Market has absorbed our principal attention.

But now, with greatly increased capacity, new plant of most modern type, a staff of expert analysts, and the largest Vinegar Brewery in existence, we are in a position to handle an increased export business—lots of it—and we invite enquiries from Canadian importers.

Arrangements are being made for our representation in Canada. Meanwhile it will be a pleasure to us to send YOU samples. Our representative will call on you later.

WHITE, COTTELL & CO., Vinegar Brewers
WARNER RD., CAMBERWELL, S.E., LONDON, ENG.



G. B. LODGE, - - WINDSOR, ONT.

THE SUCCESSFUL GROCER

is the man who gives careful consideration and daily attention to the details of his business—his customers' requirements, the condition of his stock, his facilities for prompt and satisfactory service and the appearance of his store.

THERE IS A DIFFERENCE

between the practical grocer and the man who sells groceries.

WALKER BIN FIXTURES

appeal to the practical grocer who aims at building up a substantial permanent and profitable business.

WRITE FOR ILLUSTRATED CATALOGUE. “Modern Grocery Fixtures”

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

Montreal Representative:—J. H. MAIDEN, 423 St. Paul St., MONTREAL, P.Q.

THE CANADIAN GROCER

HOLBROOK'S



GENUINE WORCESTERSHIRE SAUCE

HAS THE LARGEST SALE IN THE WORLD

Price alone does not guarantee quality, but the name "Holbrook & Co." does.

Your Customers are interested in Holbrook's Genuine Worcestershire Sauce by extensive advertising. **PUSH IT**, it will pay you. Every sale will bring a repeat order.

Rep. 1/2 pts. (25c. bottle) \$2.15 dozen in case lots (6 dozen).

Imp. 1/2 pts. (35c. ") \$3.00 " " (4 "). Mail your order to-day to

HOLBROOK'S LIMITED, PACIFIC BUILDINGS, TORONTO
COR. FRONT & SCOTT STS.



As far back as 1750 was the firm of Purnell, Webb & Co., Limited, founded in the old city of Bristol, the historic seaport, whence, in the 15th century, CABOT, in the good ship 'Matthew' sailed in search of AMERICA.

Right across the same track Purnell, Webb & Co., Limited, are to-day sending their products, which are still made by the descendants of the firm from the original recipes.

150 years' proved merit!! What better testimony to their excellence can you have?

World-wide trade. All goods guaranteed of the best ingredients.

PURNELL, WEBB & Co., Limited

Malt Vinegar, Sauce and Pickle Makers, - - - BRISTOL, ENG.

WEEKLY SHIPMENTS TO CANADA PLACE YOUR ORDERS WITH OUR AGENTS:

J. W. GORHAM & Co.	HALIFAX, N.S.	J. WESTERN,	630 Ontario Street, TORONTO
R. JARDINE,	ST. JOHN, N.B.	BICKLE & GREENING,	HAMILTON, ONT.
H. HANZARD,	CHARLOTTETOWN, P.E.I.	J. CARMAN,	WINNIPEG, MAN.
A. J. HUGHES,	1483 Notre Dame Street, MONTREAL	C. E. JARVIS & Co.,	VANCOUVER, B.C.





More Than Forty Years Ago

we began the manufacture of Stove Polish at our present works in Canton, Mass., and the plant has steadily grown until it now covers four acres. The success of our RISING SUN Stove Polish and SUN PASTE Stove Polish with increasing sales demonstrate the wisdom of our policy of making **only high-grade stove polish**. We never allow the use of any materials in our manufacture which will deteriorate the quality of our goods. We make them right and that is why the storekeeper

likes to pass RISING SUN or SUN PASTE over the counter. They please the customer. You know that a customer pleased gives you more credit for selling him our Stove Polish than he does us for making it. He is coming back **to you**.

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

IMPORTERS ASK OUR PRICES FOR

Valencia Raisins,
Currants,

Shelled Almonds,
Shelled Walnuts,
etc., etc.

Barbadoes Molasses,

West Indian Sugars,

Maple Sugars,
etc., etc.

D. RATTRAY & SONS

Commission Merchants

QUEBEC

Montreal

OTTAWA

"JAMES DOME"

This is the name of the best

BLACK LEAD *you can buy.*

It has proved itself, through the fact that for over the 60 years it has been on the market, its sale has steadily increased.

Works well.

Sells well.

Pays well.

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



Have a Hobby!

LET IT BE TO SELL COFFEE OF THE
HIGHEST QUALITY

This you can do if you handle
**CHASE & SANBORN'S HIGH-
GRADE COFFEES.**

Chase & Sanborn

The Importers, - MONTREAL

WHAT ABOUT THE PROFIT?

When you sell a line of goods in a class by themselves your profits are bound to be larger than when your trade is divided over a number of lines pretty much alike.

Mrs. Rorer's Saratoga Chips

are in a "special" class. A grocer can order them in goodly quantity because he knows "just-as-good" arguments are out of the question.

There is nothing that tastes like Mrs. Rorer's Saratoga Chips, and there is nothing that sells like them.

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.
HAMILTON, CAN.

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

Our Standard Lines

**REINDEER CONDENSED MILK
REINDEER CONDENSED COFFEE
REINDEER CONDENSED COCOA
JERSEY STERILIZED CREAM**

A QUARTETTE OF MERIT

Selling Points:

STANDING.—The goods have been in use for twenty-five years, and the public have confidence in them.

QUALITY.—They are standards for richness and purity, — ideal in composition, preparation and finish.

APPEARANCE.—The labels are clean, bright and attractive.

RELIABILITY.—Every Can is guaranteed.

*It pays the dealer to handle
standard lines, of known qual-
ity, that are sure to please.*

Truro Condensed Milk Co.
Limited
TRURO, NOVA SCOTIA.

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost \$6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the "ENTERPRISE" **SMOKED BEEF SHAVER**, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.



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

A Day's Business Balanced in Five Minutes

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

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

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



Tear off here and mail to us today

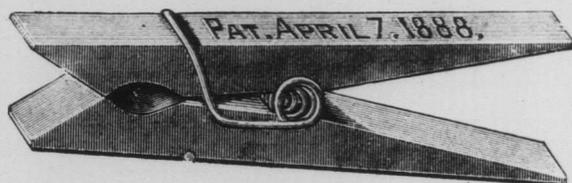
The
N. C. R.
Company
Dayton Ohio

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

Name

Address

No. of men



Dominion Spring Clothes Pin

The Dominion Spring Clothes Pin is the finest and most durable clothes pin manufactured, made of hard wood, with a strong galvanized spring, which holds the clothes to the line so tightly that the wind is powerless to blow them off. If you have not already handled them place an order with your jobber. You will experience no difficulty in placing large quantities. Packed two gross in a wooden box, twenty-five boxes in a case.

WHOLESALE SELLING AGENT

J. H. HANSON

422 and 424 St. Paul St.

MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating



No. 65

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

Our Grinders Wear Longest

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

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing 1/2 lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

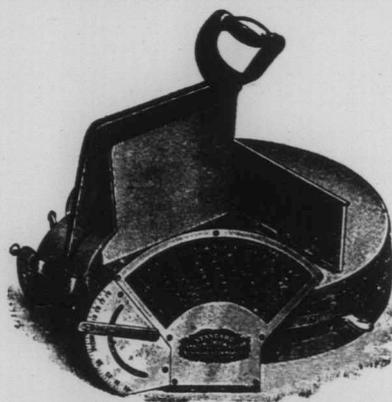
COLES MANUFACTURING CO.

os. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

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

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



THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

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

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

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

OAKEY'S '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.

THE AUER LAMP
GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT

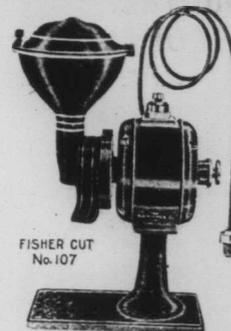
The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO. ————— MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

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

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

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

Write for Catalog and prices

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

**Driven
Coffee Mills.**

**Double Grinder
and Granulating**

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

Wear Longest

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

RINDING CAPACITY.

granulating 2 lbs. per
minute.
grinding 1/4 lb. per
minute.

Capacity of Iron Hops
rs, 5 lbs. of Coffee.

make 25 other styles
sizes of Grocers'
nter Mills, Floor
s and Electric Mills.

Prices, Terms and
ounts, address

NG CO.

PENN., U.S.A.

Montreal,
& Co., London, Ont.

Final and only Genuine
ion for Cleaning Cut-
l. and Is. Canisters

**STON'
E POLISH**

SONS, Limited
ers of

Emery, Glass and
Papers, etc.

London, England

44 Craig Street
CAL.

IE MILLS

ustrates another
make.

I.P. Motor fur-
or alternating
metal or nickel

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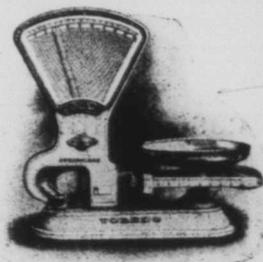
active store fix-
ne and labor—

og and prices

- TORONTO

TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and
the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the
merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no
effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an
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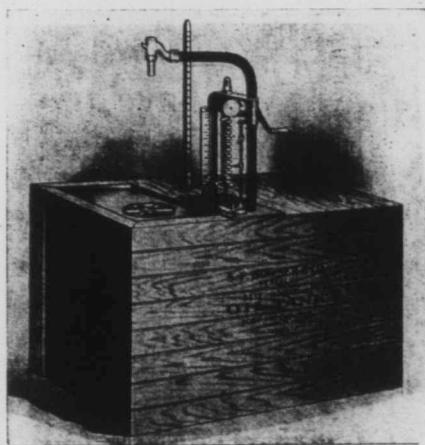
HAMILTON, ONT.
QUEBEC, QUE.
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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

His Old Tank was Good Enough



CUT No. 19.
First Floor Outfit—one of fifty.

In January, a grocer in
Michigan told one of our
salesmen that his oil tank
was all right, and he
didn't need a better one—
it had done him for ten
years and was good for ten
more.

Inside of three weeks
that man lost three barrels
of oil because his tank
sprang a leak. This oil
went all over the floor,
into the stock and down
between the walls, causing
a loss of several hundred
dollars.

Then he bought a Bowser.

Are you absolutely secure against similar loss?

Are you entirely satisfied with your method of handling oil?
If not, **send for catalog.**

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

STOCK NOW.



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

**G. F. Sutton,
Sons & Co.**

King's Cross
London, Eng.

CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
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**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 for-
getting to "charge up"
numerous small pur-
chases; 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.
WM.T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manu-
facture and technical applications of
chemistry.

SPECIALISTS

are always consulted in a case of importance and when you buy your

CANNED GOODS

you should certainly look for the best value you can get. Now we want to tell you right here that this is a line we handle in a **large way** and it will pay you to consult us before placing your Fall order. We control half-a-dozen brands of **first quality** goods which are not **in a combine**. We can suit either the conservative buyer by selling at opening prices of the market or the speculative operator by

NAMING PRICES NOW

We can handle any size order you send us. Let us hear from you.

TEA

Let us send you a sample of the now celebrated "Maybell" brand Ceylon Orange Pekoe, packed in 50-lb. half-chests, good style and liquor, and the **quality always the same** both in leaf and liquor, so that you have no trouble trying to match a line that has become popular; all you have to do is repeat your order and you will get exactly the same tea.

To buyers of 25 half-chests we ship direct from Ceylon and pay freight, and an additional advantage is that you know the tea has not been lying around getting stale, but is a **fresh sweet tea direct from the gardens**.

We handle everything in Groceries.

Canada Brokerage Co., Limited

PHONES:
2282 Main
870 "

9 Front Street East
TORONTO

"Mark Twain" once said:

"To 'Fetch' the Public—
You must serve them well."



Annual Sale
14,000,000 Packets.

Our faith in this doctrine is manifested in the great success we have met with in the sale of "SALADA." We have served the public well; not well to-day, passably so to-morrow, and well enough the next day—but always "good" alike. That we have "fetched" the people, there is no gainsaying.

Trade is won and held by the sale of meritorious goods. Evidence of this fact is not far to seek.

Our often-expressed conviction that "SALADA" Natural Ceylon Greens would displace Japans is coming true rapidly—you can pin your faith to our dogged devotion to these Teas. "They are all right."

BLACK, MIXED or
NATURAL GREEN

Sealed Lead Packets only.

Wholesale Terms and Samples from
"SALADA," Toronto, Montreal

A GOOD GROCER?

No, he is not a good grocer who tries to win trade by selling cheap goods, as cheap goods, in nearly every case, means poor goods.

The aim of a good grocer is to make **quality** his first consideration, as a **pleased customer** is his best ad.

My aim is to please my customers by selling them RED ROSE TEA, which I know "Is Good Tea."

Its phenomenal success proves beyond doubt it is a line he can safely recommend to his best trade, knowing (if he has used it personally) that he is recommending a **trade-winner**.

Most grocers are selling RED ROSE TEA. A large number are showing **keen business foresight** by pushing it. If you are one of the few who have not stocked RED ROSE TEA, one of your best investments would be to do so now.

Packed in pound and half-pound packages, Black, Green, and Mixed. Freight prepaid on 65 and 100-lb. cases.

T. H. ESTABROOKS

— ST. JOHN, N.B.

Toronto Office,
3 Wellington E.

STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the "Essex" brand, based on these prime facts:—



- We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.
- We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.
- We are thoroughly independent and have no connection in any way with the Canners' Combine or any other trust.
- We expect to pay something for an introduction and are putting all we possibly can of value into all our goods.

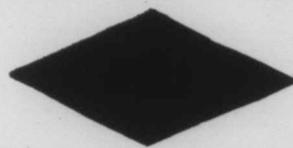
Why not get the best when it costs no more? There are reasons why we can do better for you than any house in the trade. Put us to the test!

ESSEX CANNING AND PRESERVING CO., LIMITED

Factory—ESSEX, ONTARIO

Head Office—8 WELLINGTON ST. EAST, TORONTO

DIAMOND



BRAND

Maple Syrup

Why buy compound flavored Syrup when you can get our

FAMOUS DIAMOND BRAND

which is guaranteed to be equal to fresh
Sap Syrup direct from the Sugar Bush?

SUGARS, LTD., - - MONTREAL

NICHOLSON & BAIN, Agents, Winnipeg and Calgary.

SHALLCROSS, MacAULEY & CO., Agents, Vancouver and Victoria

An article well-advertised is half sold.

WE ADVERTISE
Mother's Favorite "MELAGAMA" Ceylon Tea

extensively as well as judiciously. The result is that your customers are all asking for it. It is to your interests, too, to push it. There's more profit, more satisfaction to your customers, and more pleasure every way in selling it. If you are not already stocked up better let us send you along a little lot.

Minto Bros., - Toronto.



"Cheap Goods mean Cheap Quality"
Cheap Sauces mean the Same Thing

Lea & Perrins' Sauce

The Original and Genuine Worcestershire costs more because it is worth more. Enjoys 70 years popularity because no imitation has ever been made to equal it. Used by the Best People because it is the Best Sauce. Sold by the Best Grocers and Best Restaurants everywhere.

Avoid imitations, which after all are nothing but fruitless efforts to equal.

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

G. C. KOOPMAN

Commission Merchant,
 Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

All Products of the Dutch Colonies (East Indian)

AS

COFFEE, TEA

SPICES of all kinds

GUMS for Varnish Manufacturers

COCOA, COCOA BUTTER

Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.

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

VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

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

Grocers:

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

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

W. H. MERRIMAN, Wholesale Grocer

ST. CATHARINES, ONT.

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

The Silver Lake Canning Co.

ST. DAVID'S, ONT.

C. L. BLACK, Manager

THE CANADIAN GROCER

PICKLES

We have another car of Stephens' famous Pickles arriving early next week. These are the pickles your customers want.

SEE OUR TRAVELLERS

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

We make Cans

—we not only make cans but we make the
BEST Cans on this continent—

With our new automatic machinery we are
in a position to promptly fill any order sent
us.—Nothing but the very best British
Tinplate is used.

Our Cans are the cleanest and of best workmanship.—Any
goods packed in our cans go into **bright, clean, well-finished**
cans.—This guarantee is sure.

Prices right
Treatment liberal
Shipments prompt

ACME CAN WORKS
MONTREAL

CANNED CORN

We have the quality and the price.

Thomas Kinnear & Co.

WHOLESALE
GROCERS

TORONTO AND PETERBORO

Ceylon
Tea

interests, too,
it. If you are

PMAN

Merchant,
Broker
ROTTERDAM

Command
of the
(East Indian)

Manufacturers
DA BUTTER
Cinchona-
Drugs, etc.
(for Cocoa Butter)
(for Butter)

in Canada.

75% against
assignments of
produce fit for
sept sun-dried
reports about
wish to sell.

Authorized person
ack of The Old
guarantee they

pressed in a new
only by

Grocer
CATHARINES, ONT.

with the New
at will please

anning Co.
ONT.

anager

RED FEATHER CANNED GOODS

FOR 1906 PACK

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

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

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

MORE Seasonable Goods

Last week we gave you Lobsters, Salad Dressing and Salad Oil. Now we call care to Quick Tapioca, Custard Powder, Arrowroot and Chocolate, 90c. per dozen; also to Stowers' Lime Juice and Cordial, quarts and pints.

LUCAS, STEELE & BRISTOL
Wholesale Grocers
HAMILTON, ONT.

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

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

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

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

"ANTITIS PEPPER"

The New Pepper

Packed in 2, 4, and 8 oz.,
1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend
of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane
LONDON, England
TRIAL ORDERS SOLICITED



First and Finest

NICHOLSON'S MINCE MEAT

is easily first in point of quality. For that reason it should be first on every grocer's order sheet.

No excuse for a grocer experimenting and losing trade when Nicholson's Mince Meat is obtainable.

And then, what about

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

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

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James
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We also shi

PRUNES

We are offering decided bargains in 1905 pack genuine

Santa Clara Prunes

IN

50/60 25-pound Boxes
60/70 25-pound Boxes
70/80 25-pound Boxes
70/80 50-pound Boxes

80/90 25-pound Boxes
80/90 50-pound Boxes
100/120 50-pound Boxes

Stock in first-class shape. Our travellers have full information. If they don't call on you, we will be pleased to mail samples and quotations. Our prices will please close buyers.

JAMES TURNER & CO., = = HAMILTON

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENGL. do business with all the best buyers. Send them something to sell.

This space \$15 per year.

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.

A. C. DOUGHTY & CO., Head Office, 39 Eastcheap, LONDON. PROVISION IMPORTERS. Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions. A1, Western Union. Highest References.

J. H. GAITSKELL & CO., PROVISION MERCHANTS, LIVERPOOL, invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

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

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENGL. Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. CORRESPONDENCE INVITED.

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.

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

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

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

GEO. RAISAY WARD, 53 Limes Grove, Lewisham, England, Solicits representation of Canadian shippers of Hams, Cheeses and Canned goods. To canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

Tartan BRAND

The Sign of Purity

Stock-Taking Sale of Teas

Bargains in Ceylon Black

180 chests Pekoe Souchong, 11 cts.
130 " " " 12½ "
59 " " " 15 "
150 hf. chests Ceylon Green, 18 cts.

ARRIVING

Fresh Pickings Japan, TARTAN Fancy Leaf, 25lb., 40lb., 80lb. packages.

Phone 596 when in a hurry for goods

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

oods

lobsters,
l. Now
Capioca,
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Cordial,

ISTOL

NT.

READY!

PURE!

NDARD

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BURGH

Finest

SON'S
MEAT

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should be first
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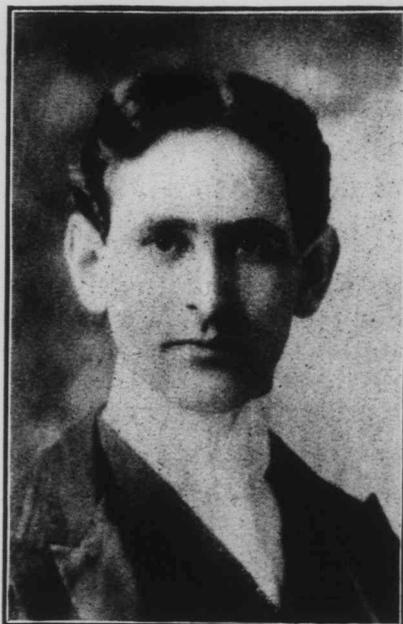
MAC'S



W. H. McEACHERN



T. ED. McPHERSON



BODE (A. BODENWEISER)

**The
Three
Who**

**Get
The
Business**

These are the hub and two of the principal spokes of Bode's Gum Co., Limited. They are at present conducting one of the greatest and most expensive advertising campaigns ever undertaken in Canada. Almost every daily paper carries "Bode's" advertising and thousands of feet of signboard space is used.

Their object is to introduce

BODE'S MENTHAL "PEPSIN" GUM

to every man, woman and child in Ontario.

Messrs McEachern and McPherson, who are the Ontario agents of Bode's Gum Co., Ltd., are at present in London where their introductory work is at present under way. Next week **Menthal "Pepsin" Gum** will be introduced to the public in the cities of St. Thomas, Chatham, Windsor, Sarnia and Woodstock.

BODE'S GUM CO., LTD.

Head Offices and Factory: **MONTREAL**

Offices at

TORONTO

OTTAWA

QUEBEC

ARE YOU LOOKING FOR
A Reliable, Active Brokerage Firm?
ARE YOU ANXIOUS FOR
A Share of this Growing Western Business?
THEN
Communicate With Us.

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

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

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

WRITE OR WIRE US YOUR OFFERINGS.

THE DOMINION BROKERAGE CO., Limited

Wholesale Merchandise Brokers and Warehousemen

CALGARY and EDMONTON, ALBERTA

Give Your Store a Good Name

SELL

RISING SUN FLOUR

This name stands for all that is good in Flour. Milled by the
most modern methods and the most experienced millers.

Strictly a High-Grade, Hard Wheat Flour

EVERY BAG GUARANTEED

MANUFACTURED BY

THE WESTERN MILLING CO., LIMITED
CALGARY, - ALBERTA

SELLING AGENTS

The Dominion Brokerage Co., Limited, Calgary and Edmonton

The Oscar Brown Co., Ltd.

WHOLESALE IN FRUITS

EDMONTON, - ALBERTA

Agents for the
COLDSTREAM RANCH, OF VERNON, B.C.

Exclusive Sellers in this market of the
PIONEER FRUIT CO.'S CALIFORNIA PACK

HEADQUARTERS FOR
**ORANGES, LEMONS, BANANAS, SMALL FRUITS IN
SEASON, FRESH VEGETABLES**

*Your orders solicited, which will be carefully filled with first-class
goods at right prices.*

Gallon Canned Fruits and Vegetables

Are Cheaper Than Evaporated Fruit

LOOK AT OUR LIST:

Apples	-	-	-	-	per case, \$1.75
Currants, Red,			Aylmer,	-	3.15
do Black (Solid),			"	-	4.75
Cherries (Pitted preserved),			"	-	5.00
Gooseberries,			"	-	3.75
Peaches,			"	-	3.00
Pears,			"	-	2.65
Plums,			"	-	2.30
Raspberries, Red,			"	-	3.30
do Black,			"	-	3.25
Strawberries,			"	-	3.40
Pumpkin,			"	-	2.10
Rhubarb,			"	-	2.05
Tomatoes,			"	-	2.50
Tomato Catsup,			"	-	2.90

New Pack Thistle Haddie.

Maple Leaf Lobster, 1/2s and 1s flat,

King Oscar Sardines, 1/4s, in store.

THE CAMPBELL, WILSON & HORNE CO., LIMITED

(Successors to Campbell Bros. & Wilson)

WHOLESALE GROCERS, - CALGARY, ALTA.

Established 1898.

Northwest Jobbing and Commission Co.,^{ly}

General Commission and Brokerage Agents

LIMITED

LETHBRIDGE, - ALTA.

Wholesalers and Importers of

GROCERIES, PROVISIONS,
FRESH FRUITS, GRAIN BAGS

Buyers and Shippers

GRAIN, MILL STUFFS, HAY

Agents *IMPERIAL OIL CO., LIMITED*

You don't know, unless
you sell it, how much
more money you can
make by selling

Japanese Starch

than any other
laundry starch.

Learn full
particulars by
writing for
sample pkge. and
price.

American Pure Food Co.

MONTREAL

THE BRACKMAN-KER MILLING COMPANY

LIMITED

**THE CEREAL
MILLERS OF
THE WEST**

MILLS

VICTORIA AND
NEW WESTMINSTER

In British Columbia

at
STRATHCONA
AND CALGARY

In Alberta

BRANCHES:

Vancouver, Nelson, and Rossland, B. C.

B & K OATS ARE THE STANDARD OF
EXCELLENCE IN ROLLED OATS

CANNERS AND THE GUILD

Conspiracy Case Again on in Hamilton—Interesting Evidence by R. L. Innis—
Press Reports Objectionable.

The preliminary investigation before Magistrate Jelfs at Hamilton of the charge of conspiracy in restraint of trade in violation of section 520 of the criminal code, laid six months ago, against last year's officers of the Dominion Wholesale Grocers' Guild, was resumed on Tuesday. The adjournment, a couple of weeks ago, was until the 25th inst. Monday next, but because E. F. B. Johnston, K.C., counsel for the defence, wants to go to Europe, the case was brought on earlier.

W. G. Graham, treasurer of the Owen Sound Canning Co., who was examined at the last session by Crown-Attorney Washington, was recalled for cross-examination by Mr. Johnston. The line of examination adopted by the defence was to show that the consumers and the retailers had not suffered from the Canadian Cannery agreement with the wholesalers, and that there were other reasons why the Owen Sound Canning Co. could not sell to certain wholesalers.

Witness was asked the extent of the Owen Sound business, but would not give the amount. He admitted, however, that it was over \$10,000 a year.

Had no Refusals.

"Were your peas refused during 1904 or 1905 because they were bad?"

"No. They were all right. There were no complaints against them."

Witness had seen Mr. Eby, jr., of Eby, Blain & Co., and was informed by him that he could not buy from the Owen Sound Canning Co. because they could not supply all lines.

"Why did you not sell your goods to the retail trade?"

Mr. Graham said it was too expensive and that selling through a wholesaler was the more satisfactory.

"You found that unless you could do business through the wholesalers you could not make a profit?"

The witness stated that such was the case. He had spoken to brokerage firms and had been told that the Canadian Cannery had things tied up. Some wholesalers had also told him that they were at the mercy of the cannery and could not buy his goods. McLauchlan & Co., of Owen Sound, said they would lose the discount given by the wholesalers if they bought from his company.

Could not Sell to Retailers.

James Irving, representing W. H. Dunn, of Montreal, and a salesman for Babbitt's soaps, was next called and

to the Crown Attorney stated he had sold to the Grocers' Wholesale Co., but later refused to do so as he was told by Mr. Beckett that they were a combination of retailers.

Cross-examined by Mr. Johnston, Irving said it was more satisfactory to sell to the wholesalers as it saved traveling expenses, bad debts, etc. To the Crown Attorney the witness admitted that if he sold to the Grocers' Wholesale Co. he would lose the rest of the wholesale trade.

"And you wanted to do business with them but could not because you were afraid of losing other trade?"

"Yes."

Did not Know How it Worked.

"You said the manufacturers were not losing anything; the wholesalers are getting a little more and the retailers are not losing. It must be the consumer who is paying, then?"

"I don't know how that works out."

To Mr. Johnston witness stated that at present an agreement to fix prices was under way with Mr. Beckett, but up to this time prices were made in New York by the manufacturer.

The court then adjourned till 2 o'clock, when R. L. Innis, secretary-treasurer of the Canadian Cannery Consolidated, was called.

Would Get a Rebate.

He did not know of any agreement to limit the pack of the Canadian Cannery, nor of any agreement with the wholesalers except that if they bought all their canned goods from the Consolidated Cannery they would get a rebate. Any one could come in under this agreement. It was not restricted to guild members.

The Crown Attorney produced a letter from R. & J. H. Simpson, of Guelph, in which it was said: "We agree to confine our purchases of goods to your company (the Canadian Cannery) and are willing to sign an agreement to that effect."

"How many of these letters did you get from wholesalers?"

"Between 120 and 140."

"What percentage of the wholesalers of Canada would that be?"

"About 80 per cent."

"Do you sell only to wholesalers?"

"We try to confine our trade to them exclusively."

"Did you ever sell to the Grocers' Wholesale Co.?"

"Yes. We sold them in 1903 and 1904."

"Did you have any agreement prior to 1905 with the guild?"

"No."

"You were incorporated in 1903 and in 1905 refused to sell?"

"Yes. Except to wholesalers."

"Was that on account of the guild?"

"No. For other reasons."

Refused to Sell.

"Why did you refuse to sell the Grocers' Wholesale Co.?"

"At that time the question came up to whom we would sell and we decided to sell only to wholesalers."

"Why did you refuse the Grocers' Wholesale Co.; are they not wholesalers?"

"Because they are a combination of retailers. I understand they do not pay dividends on capital invested the same as other companies do, but have a system whereby the shareholders, being retailers, get a rebate off purchases of a certain amount."

"Who put those ideas into your head?"

"Our business interests."

"Did the guild tell you all this?"

"I don't think so."

"Did you ever have any conversation with the guild about selling to the Grocers' Wholesale Co.?"

"Yes."

"What did they say?"

"They said we must confine our trade to wholesalers."

"Do you mean to say if you could sell a carload to Mr. Zealand's company you would not do it?"

"I mean that we must not antagonize our customers by selling to retailers."

"Did the guild tell you not to sell the Grocers' Wholesale Co.?"

"No. They cannot dictate to us as to whom we shall sell."

What is a Wholesaler?

Crown-Attorney Washington here asked if the Grocers' Wholesale Co. were not wholesalers, and wanted to know what a wholesale business means. "Mr. Zealand's company have no retail counter. How do you make them out retailers?"

The witness said they were retailers because they sold retail the goods they bought in their individual stores. He said he understood it was a scheme by which retailers bought direct from manufacturers.

"How about Graham, of Owen Sound?"

"He sold all his goods."

"Yes, but at cost."

"We have often done that."

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"When did you refuse the Grocers' Wholesale Co.?"
 "In the Spring of 1905."

Fixed Prices.

"You fixed prices at which your goods were to be sold?"
 "Yes."
 The rebate was given only to those who kept this selling price and who did no business with others outside the agreement?"
 "Yes."

"Did you ever have any discussion with the guild as to selling the Grocers' Wholesale Co.?"
 "I don't think I did."
 "What else do you can besides fruits and vegetables?"
 "Poultry, tongue and a little sauce."

Will Sell New Lines.

"Would you sell these goods to the Grocers' Wholesale Co.?"
 "Yes, if they would buy them."
 "Why would you sell these lines and not others?"
 "They were new and we wanted to introduce them. We went to the retailer direct."

Mr. Johnston: "Have you sold to retailers at all during the last two or three years?"
 "Yes. At the retail price."
 "Will you sell the Grocers' Wholesale Co. at the retail price?"
 "Yes."
 "What is the best medium through which to sell your goods?"
 "The wholesale house."

Higher Prices.

"If you could not sell to the wholesaler would your prices be any higher?"
 "They would necessarily be. We would have to employ travelers and perhaps have some bad accounts."
 "You said you discovered that the Grocers' Wholesale Co. was not a bona fide wholesale firm but a combination of retailers. How does their scheme work out?"
 "It is a scheme by which the retailers try to get the wholesalers' profits."
 "Did all the guild members buy from you?"
 "No. Some did not."
 "And are there some canners who are not in the consolidated?"
 "Yes. A number of them."
 "Could you compel wholesalers to buy only from you?"
 "If they did not buy altogether from us they could not get the rebate."
 "Suppose a man in Winnipeg bought a quarter carload and another man bought a whole carload, how would their prices be affected?"
 "In shipping in small lots the freight

would be higher, perhaps 35 cents a case."
 "Then you could not sell in full cars and in small lots at the same price?"
 "No."
 "Then in selling in small lots instead of in wholesale lots, the price to the consumer would be enhanced?"
 "Yes."
 "You think it would cost him 10 per cent. more?"
 "Yes."

No Unreasonable Profits.

"How do your prices compare with American prices?"
 "With one or two exceptions we are lower."
 "Then you do not make an unreasonable profit?"
 "No."
 "How many other canners are there in Canada besides you?"
 "About 28 or 30."
 "Then competition is quite keen?"
 "Yes."
 "And there is no monopoly?"
 "Not yet," said the witness, with a smile.

Mr. Johnston's questioning was intended to bring out that there was no monopoly and that prices to the consumer were lowered instead of increased by the agreement to sell at wholesale prices to wholesalers.

Mr. Washington asked the witness where he got his information that the Grocers' Wholesale Co. was not really a wholesale firm.

The witness said he had got a list of their shareholders in Toronto, and had found out from a man in Aylmer.

To Cheapen Goods.

"I suppose the real object of your agreement with the wholesalers is to give the consumer cheap goods?" the Crown Attorney asked ironically.
 "Well, perhaps that figures in it."
 "Why was such an agreement not necessary 50 years ago?"
 "There were no co-operative or departmental stores then."
 "Do you make a greater profit now that you have a combine?"
 "No. I don't think so."
 "You don't, eh? Well, that's too bad. A very unhappy state of affairs."

To Mr. Johnston, witness said the combine enabled them to buy their materials cheaper and dispense with travelers, thus being able to sell cheaper.

The court then adjourned until Wednesday.

Newspapers Unfair.

Before leaving Mr. Johnston took exception to the reports that had appeared in certain papers. He read a num-

ber of scare headlines he had clipped and said the court proceedings were improperly recorded with a view to prejudicing the defence case, and unless it was stopped some of them would have a counsel's fees to pay. The magistrate agreed that such was the case and that the defence had but to apply to the court for redress.

Did You Get Rebate?

George Robertson, of Kingston, was the first witness on Wednesday. He had been a wholesaler since 1859, and for years after that bought sugar from refiners, but there came a time when he could not buy and get the rebate that was given guild members. He was asked to join the guild, but did not do so, for agreements he entered into before with wholesalers had not been kept.
 "In 1898 were you refused sugar?" asked Crown Attorney Washington.
 "No. I got sugar but no rebate."
 "Would you have got it if you were in the Guild?"
 "Yes."
 "What was the effect on your business?"

"I finally entered into the sugar agreement and got the sugar."
 "Suppose you had not agreed?"
 "I would have got no sugar, except at list prices."
 "Was there any other article you could not get?"
 "No."

The crown attorney produced a letter to Mr. Robertson, from the St. Lawrence Starch Co., which Mr. Johnston objected to as evidence, but the magistrate allowed, as having a bearing on the case. The letter spoke of the necessity of a re-arrangement of starch prices, and asked the witness to sign a declaration to maintain prices, and stated the discounts, etc., that would be allowed those who signed. A similar letter was produced from the Edwardsburg Starch Co., and one for syrup.

"The starch to stiffen his backbone and the syrup to sweeten his palate," commented Mr. Johnston.

Kept Agreement.

"Did you observe the starch agreements?" asked the crown attorney.
 "Yes."
 "Have any trouble?"
 "No."
 "How about tobacco?"
 "I was told to keep the fixed prices, and I did so."
 "Did you get a circular letter from the guild stating that a new agreement was coming into force regarding tobacco prices?"
 "Yes."

(Continued in next issue).

WINDOWS AND INTERIORS

The Window as a Trade Getter—Putting Stuff Outside—Cut Flowers Pay and are Attractive—A Novel Idea.

Something was said here a week ago about the value of the store window as an advertising medium. It was all right, too. Now a word about the window as a trade getter. The right kind of advertising is always a trade getter, but there is a department of retailing that comes more particularly under this classification, trade getters. Some grocers, on the sprat and whale theory, give things away. Others buy cheap stuff and make a bargain sale. Some give premium tickets, though that foolishness has pretty nearly run its course. There are numberless other schemes, and they all cost money. An attractive window costs only the time

and money to be proud of. The display is skillfully and artistically arranged, and suggests to every passing purchaser of foodstuffs "That is a good store."

INTERIOR ATTRACTIVENESS.

The wide-awake grocer is always on the lookout for new ideas that will enable him to further cement the feeling of good-fellowship between himself and his customers. In the first place, he must convert them to the idea that his grocery is the best in the town. In order to bring this about he will take every care to have the interior as neat and attractive as possible, the service prompt, and new features from time to



An Inviting Window.

taken in fixing it up. That is worth remembering.

Numberless people have changed their grocers because of an attractive window. Next to cleanliness in the conduct of his business there's no "trade getter" the grocer can devise like dressing his window well and dressing it often.

A WINDOW THAT TALKS.

The accompanying illustration shows the window of W. H. Armitage, Carleton and Gerrard streets, Toronto. Wouldn't it look better if the material on the bench outside were taken in? To the writer the window looks attractive, and the outside stuff is a torn frill on a handsome skirt, or a hair in the gravy. But forget it, and the win-

time not only to brighten up the place but to lend additional interest to shopping, and give an impetus to business, which is apt to get into a rut when the old routine is adhered to year in and year out without variation.

A DELUSIVE CRACK.

A novel idea in window "dressing" was shown at a store in St. Paul this week. To the casual observers the window had a big hole in it, and cracks apparently radiated from the aperture in all directions, while inside were a few pieces of broken glass, and a rock labeled, "This is what broke it." Upon close inspection, however, the beholder discovered that the window wasn't broken at all. Some old pieces of glass had been ingeniously pasted on the inside of the window.

A similar display was made by Ira Farr, who, however, made the representation to resemble a window through which a 2 x 4 had been thrown. It was so realistic that the owners of the building sent an insurance adjuster around to adjust the "loss."

FLOWERS PROFITABLE.

One feature that has been successfully worked out by many grocers is the stocking of cut flowers. If anything will attract a crowd to a grocery store it is a display of cut flowers. Once a customer has been secured for even half a dozen carnations, it rests entirely with a salesman whether her purchases are to be increased or not. City grocers are unanimous in saying there is a nice margin of profit in cut flowers, and that they more than pay for themselves in brightening up the store and attracting additional trade.—Grocer, London, Eng.

KEEP ON GROWING.

Keep on growing. Never be satisfied, because once you are satisfied, endeavor will cease and the first thing you know you will be on the retrograde.

It does not pay to be satisfied. This is the age when the hustler wins trade, and, if he is a man who keeps his word, he will hold that which he gathers in.

Do not let up; plan ahead and continue efforts to improve.—The Hardware Trade.

PERSONAL.

Victor Herrick, St. Clemens, Ont., general merchant, is building himself a very nice residence.

S. J. Douglas, of Douglas & Rateliff, has left on a two weeks' trip to the Winnipeg branch of his firm.

E. S. Jones, of R. D. Martin, grain exporter, has left Montreal for Europe. He will be absent about one month.

B. E. Miller, of the Red Rose Tea selling staff, spent a recent Sunday with his mother (and another) in Lindsay, Ont.

Duncan McClean, of W. A. McClean & Co., Owen Sound, is contemplating a holiday trip to the west, combining business and pleasure.

T. Ellis, of T. F. Ellis & Co., Mount Forest, Ont., whose happy smile is the joy of many customers, is contemplating a holiday trip to the Old Country.

F. T. Hill, of Hill & Co., general merchants, Owen Sound, Ont., has returned from New York, where he was making purchases in some lines of dry goods. He had an enjoyable trip.

CANNERS' CROPS AND PRICES

Advices from Three Principal Districts—Some Views as to Prices—Crop Outlook and Prices to be Higher.

The canning industry in Ontario is in a general way located in three districts—the Picton and Belleville, the Niagara Peninsula and Essex and Kent Counties. These might be termed the eastern, middle and western districts.

Continuing the crop outlook and price inquiry begun last week, the following advices will be interesting:

In the East.

"The fruit crop in our section is looking very fair. It looks now as if it would be an average crop, but plums are about a failure in this locality. Vegetables are looking well."

"The prospect for peas in our locality is bright at the moment of writing, but the acreage is very limited. Tomatoes are late in starting and have sustained some injury from frost, but on the whole the outlook at present is for an average crop. Corn is also backward and area planted limited. Berries are very limited in acreage and plots badly injured by the Winter."

"At present peas, corn and tomatoes are looking fine, although it is much too early in the season to make any reliable statement as to the outcome. Strawberries are scarce, owing to the plants being killed by the open Winter. Raspberries will be a fair crop, provided we get the necessary showers. Plums will be very scarce, but the prospects for pears and peaches are very good. Early apples will be a fairly good crop, but late varieties will be comparatively light."

Centre.

"The outlook for apples, pears and cherries is a full crop. Vegetables are not grown in any quantity for market in this district. It is too early yet to say anything regarding prices for this year's crop, but the chances are that they will be very fair."

"Apples, pears, cherries, grapes, peaches and berries promise fairly well. The bloom on the blackberries is particularly heavy, while the roots of strawberry plants have apparently suffered and will not mature a full crop unless the weather continues showery. Tomatoes were planted in large quantity and the plants are doing very well. Corn looks well."

And West.

"The fruit prospects as a whole are very fair in this district. The tomato crop for canning purposes will be less than last year by perhaps 25 per cent. from drought. The recent heavy rains came just too late to save many of the newly set-out plants. Strawberries

will be a medium crop and plums very light, peaches nearly as heavy as last year; pears and cherries a heavy crop. Neither strawberries nor raspberries will be very cheap owing to the fact that the canning factories are buying all they can at prices in advance of those paid for at least the last ten years."

"The outlook for tomatoes is only fair. While the acreage was larger than last year to start with, the late frost and later the tremendous storm of a fortnight ago, has much reduced the total, and perhaps 75 per cent. of last year is now all that is looked for in our district. In apples the crop outlook is much better, and there should be a full crop, except where the storm struck us."

"All kinds of small fruits seem to promise well so far. Cherries are fair. Plums and pears promise well. Grapes are good, and so are peaches, but the latter are not much grown here. Apples promise an abundant crop. They were a lamentable failure last year. We could not purchase in the county anything like what we wanted, but this year we expect a large crop of all kinds."

A western canner seen by a Canadian Grocer representative stated that some of the farmers in his district had planted out their tomatoes three or four times, but with favorable weather conditions they looked now for a large crop.

Prices of New Pack.

The question of the prices at which the new pack will open is not a matter of meets and bounds. On the market district lines are obliterated. The determining factors in the price, assuming fair competition, aside from crop results, are cost of raw material and cost of labor. These have advanced, and the indications now are for higher prices, especially as the new pack will come upon nearly bare markets in all lines.

Here are some packers' opinions:

"There is no doubt that the ruling prices for fruits and vegetables will be much higher this season than last for several good reasons. A general increase in all wages, the abnormal price of tin and solder, along with an increase in the cost of raw material, will assuredly affect the opening prices of canned goods."

"Regarding the opening price of new pack, we are not in the confidence of those who have most to say in the making, and as their ideas might, considered from a supply and demand standpoint, be regarded as somewhat

erratic, of course it keeps us guessing. However, we think that they, having an eye to material things, will probably forego the gratification of sentiment and fix the price somewhat in advance of last season on many lines."

Asked regarding the evaporated apple market, a canner replied:

"The market seems quite bare of evaporated apples, and should open strong. Our agents and correspondents in Manitoba, England, Holland, Belgium for dried apples. Since June 1 we have received many inquiries."

MORE EXHIBITION PRIZES.

The prize list of the Canadian National Exhibition, to be held in Toronto, Ont., Aug. 27 to Sept. 10, which is now being distributed, is materially increased in nearly every department. In the horse department classes have been added for Welsh, Shetland and Hackney ponies, and the prizes in the first section of the breeding classes have in several instances been doubled. It has also been decided to award the premiums in the trials of speed on the three-heat plan, each heat to be considered a completed contest and the money to be divided according to the place won in each heat. The Dominion Short Horn Association having increased their grant for prizes to \$2,000 the exhibition management have responded with a like amount, so that there is considerable expansion also in the cattle department. In the sheep division wether sections have been added to each breed of sheep. In this connection it might be mentioned that the management are making arrangements that will enable sheep to be judged under cover. In the poultry department a number of sections have been added and the list has been increased by an extra number of specials.

Several changes have been made in the dairy department and the building is to be supplied with improved cold storage. In the floral division a prize is added for the best and most original floral design. Several sections recommended by the Ontario Beekeepers' Association have been added to the honey classes. Several sections have also been added to the women's and children's departments. The total increase all round amounts to close upon \$4,000, which means that the aggregate sum given in premiums by the Canadian National Exhibition is approaching the \$50,000 mark. Entries are set to close on August 4.

FIGHT FOR WOOL.

At Chesley a contest is on between Halliday & Stinson, the wool buyers, and the mills. Last week the price of washed wool reached 38c.

STORE METHOD AND AD WRITING

A Successful Tobacco Department—Keeping Goods that can be Recommended—A Good Advertisement.

The accompanying advertisement by Taylor & Hunter, of Sudbury, is a good one. It's better than that. Any resident of the Soo who has to buy tea would be interested in it at once, and because of the fine style in which it is set up there's not much chance of his or her missing it, no matter how hurriedly he or she skims through the local paper.

It is written by one who knows what he is talking about, and the way those prices stand out simply makes the tea-buyer read it. If one has a fancy for tea—and there are very few who have not when they get it good—that ad will make them want to sample Taylor & Hunter's.

If every retailer in Canada would set his mind to it and get out ads as good as this, advertising would be on a much higher level than now.

A CATCHY SIGN.

The writer recently entered Stennett Bros. grocery in that favored section of Toronto known as "The Beach." The attraction was a sign in the window reading:

I SELL
TOBACCO
AND
CIGARS

Questioned about this department, the grocer said it brought him quite an extensive trade. A case containing the goods was situated where it could not be overlooked, and the proprietor invited an inspection of it. This "silent salesman" was not very large, about 2 x 2 x 3 feet, and had three divisions. On the top shelf was an assortment of pipes. In the centre compartment no less than ten different brands of cigars were shown, and below was a variety of package smoking tobacco.

The case and everything in and about it was scrupulously clean and neat as a pin. The goods were arranged with a first-rate idea of display. The case was placed where it could not escape the notice of anyone entering the store.

Stennett Bros. know how to handle tobacco, and, as is usually the case, their progressive method is applied throughout the store. The visitor noticed a very fine display of canned and bottled goods, and asked if — brand of jam was kept. The reply was: "No. That's a good line. But I am stocked up with —."

"Do you have any call for it," he was asked.

"Not particularly. When I said it was a good line I meant I knew the quality was reliable and, therefore, I could recommend it to customers who didn't stipulate any brand, just as I do with the line I carry."

A customer entered the store and asked for a tin of salmon. The Grocer demonstrated his method by quoting three prices, and adding of the last and

Our Tea Trade

has grown by leaps and bounds; we are more than delighted with the increase in this important department of our business. Mingled with this is a certain amount of pride that we have been able to successfully cater to SUD-BURY'S TEA TASTE.

Ceylon India Japan

contribute their choicest growths to aid us in this success. With this, our expert knowledge combines to give you the Teas which today are a HOUSEHOLD word.

25c At this popular price we offer a tea which will hold its own against most 35c values.

40c A rich, syrupy Tea, strong in the cup and very economical for general purposes.

50c There's satisfaction in every cup of this delightful blend, unsurpassed for afternoon teas.

60c Any of the above blends we give you in Black, Green or Mixed, but here is a specialty in Green Tea at 60c— it's the finest product of the tea plant we ever saw. We shall be delighted to show it to you.

Phone 148

**TAYLOR &
HUNTER**

highest, "I can recommend that line."

That is the way a firm gets the confidence of its customers. That is progressive retailing.

HEADINGS.

So many advertisers do not realize the value of headlines in advertising. The headlines of an advertisement should always be so constructed as to enable the reader to form some idea of

the nature of the advertisement at a glance. In small ads, of course this is often impossible, but these small ads of a few lines are quickly read, while an ad of two, three or more inches are passed unless the reader is enabled to form some idea of their nature through the headlines. So many ads are so worded that the reader must read clear through to the bottom before he is able to tell what the advertiser is driving at. By this it would seem that the advertiser thinks that this is the best policy in order to get people to read his ad, but this is a great mistake. But very few are going to take time to wade clear through a long-winded advertisement to find out what it is all about. The advertiser should remember that his ad is to attract only a certain class of people, those who are likely to be interested in his particular line, therefore he should try his best to make the headlines attract the eye of these people. A person is interested in a certain line and sees an ad in which the headlines tell him the ad is along the line in which he is interested, he will stop and read it through, while if the head lines fail to tell the nature of the ad it is skipped over and it matters not how strong or how well written and effective the ad may be, it fails because it does not have a chance to prove its worth, as one cannot tell at a glance what it is driving at.—Selected.

BLOTTER ADVERTISING.

A little scheme that is profitable in the blotter line is that of issuing a blotter regularly once a month on the first, the blotter bearing a calendar for the coming month. This makes the blotter a distinctive one and gives it a merit above that of most of its fellows. The calendar blotter, if it is as good as the rest, will be the one to be used longest.

Then let your blotters be the best obtainable and do not put too much reading on them. A few clearly printed lines or pointed facts will present themselves in their entirety to a man every time he looks at the blotter. A long dissertation that taxes the limits of the blotter is not likely to be read even once. Another thing, don't send out blotters without the ink being dry on them. A man won't be pleased at getting his fingers all black when he rubs them over the back of your blotter.

A. A. B.

"White space" counts in advertising, but not in a yellow journal.

Some advertisers use large space for small expressions. Judicious advertising is the happy medium between silence and uproar.

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BUSINESS NOTES.

Geo. T. Whelpley, grocer, Fredericton, N.B., is dead.

W. Brown has started a grocery and bakery in Schomberg.

E. Hughes, confectioner, Toronto, Ont., has been burnt out.

E. Murphy, grocer, Mt. Forest, had his stable burned a few weeks ago and lost three valuable horses.

C. Coulter has taken out a permit to build a grocery store, corner of Arthur and Bellwoods, Toronto.

"Solid Comfort," Port Colborne, Ont., reopened on June 15. Many southerners are expected this Summer.

The Seldon House at Owen Sound has been reopened after being quarantined because of an alleged case of smallpox.

John Davis, for many years a china and crockery merchant in Hamilton, Ont., is dead. He was born in Bristol, Eng., 63 years ago.

T. Coulter, Port Robinson, Welland County, Ont., is largely interested in the gas wells. He has secured leases on much promising territory.

J. A. Armour, grocer, Owen Sound, Ont., came to Toronto with a friend recently and they rode home together in the friend's new automobile.

W. D. Airth, Barrie, Ont., has sold out his grocery business to H. Wyles, a resident in the Simcoe County seat for some time and formerly a farmer.

C. S. St. John has been appointed by the Queen City Wine Co., of Toronto, sole agent for that firm in the Province of Quebec. Mr. St. John will carry a complete stock of samples.

J. C. Best, grocer, Strathroy, Ont., moved into his new place of business a month ago and finds the change very satisfactory. It has a plate glass front and is fixed up in fine style.

Geo. King, the Wingham, Ont., grocer, is an expert horseman and does considerable business in that line. He got a team of nice ones last week in which he takes considerable pride.

McClarity Bros., prominent grocers of Owen Sound, Ont., purchased recently in Boston, Mass., a valuable trotting mare. After she is trained they expect her to give a good account of herself.

T. M. Charlton, grocer, Huron street and Sussex avenue, Toronto, has sold out to G. H. Cooper, who has a store on Spadina avenue, south of Queen street. Mr. Cooper will take possession July 1.

T. S. Ford, of Mitchell, Ont., is a very busy man at present preparing for the

visit of Old Country bowlers. He has scarcely time to talk to travelers, except to assure them that business at his big general store is brisk.

A. E. Elliott, Brooklin, Ont., is building a considerable addition to his general store. He will install his grocery department in the new wing and will then be in a position to handle the increasing trade coming to him.

W. J. Irwin, of Clinton, Ont., is contemplating a holiday trip in the west where he has two sons, one at Moose Jaw and the other at Calgary, both doing well. Mr. Irwin is very much impressed with the possibilities of the west.

"J. S. Ireland the crockery king of Mount Forest, Ont.," said a jovial traveler to The Grocer this week, "says business is fully up to expectations, but he is still bent on bettering things and is fixing up his store for still bigger trade."

Chas. Gardiner, of Mt. Forest, occasionally takes a holiday trout fishing. He recently had a very successful outing, and a traveler who passed that way and dined on some of the trout has great admiration for the merchant's skill with the rod and line.

In Montreal recently the Smart Bag Company took out a building permit for the erection of their new factory. The building will be situated on Mullins street, is to be a three-storey structure and the estimated cost is \$50,000. The building will be 125 feet by 75 feet.

The Robert Greig Co., Toronto, have changed their representative in the Lower Provinces, T. J. Gallagher, of Moncton, N.B., will henceforth look after their interests there. He has been on the ground for a number of years and has established a first-class connection. No doubt the company's business in the east will respond accordingly.

Mr. J. H. Gaffney, of Brockville, has accepted a position as traveling salesman for Mayell & Co., wholesale dealers in spices and grocers' sundries, of Toronto. He will represent the firm in Eastern Ontario with headquarters in his home town. Mr. Gaffney has every qualification for a successful salesman and The Canadian Grocer wishes him every success.

The other Monday morning a G.T.R. freight train met with an accident near Fergus and delayed the passengers a couple of hours. When Palmerston was reached the train they should have connected with had gone and fifty commercial travelers spent the day there. It was just one of those annoyances of the road the Grand Trunk might remedy if it would.

About 4 o'clock on a recent Friday afternoon a doctor's horse in Uxbridge took fright at some papers blowing about the street. When the doctor put his strength into the lines the bit broke and the horse dashed towards J. F. Browncombe & Co's plate glass front as if it would go through. Two of the young women clerks in the shop fainted. One came around all right, but the other had a weak heart and two doctors worked over her two hours before she was able to be sent home. The horse was stopped short of the window.

OLD ACCOUNTS EXCEEDED STOCK.

Sold Out and Went Collecting—Started Cash Store.

Think of a grocer giving up business to collect his outstanding accounts! It seems funny, too; but it is a fact. A grocer started business on Queen street west, Toronto, over 30 years ago, did a large credit trade and found after some years that the accounts that had got behind amounted to more than his entire stock in trade.

He thought it was time to quit; so he sold out and spent the next two years collecting the old accounts. They amounted to \$2,700 and he recovered \$2,000 of it.

The loss was more than a quarter of the gross business represented by the accounts. That was the merchant's lesson. He started business again on a strictly cash basis and has a good store to-day.

HINTS TO BUYERS.

Forty-eight half chests of No. 4 Condor Japan tea have been received by the E. D. Marceau Company, of Montreal. These teas are of the finest quality, the flavor being unsurpassed.

Laporte, Martin & Cie., Limited, are now taking orders for vermicelli, macaroni, etc., for a prominent French firm whom they represent.

It would be a good plan for the grocer to obtain Laporte, Martin & Cie.'s prices on Roquefort cheese before buying elsewhere.

Minto Bros., Toronto, of Melagama tea fame, are issuing a handsome new showcard advertising their specialty. Customers and intending customers are requested to send their addresses, when one will be mailed them with the greatest of pleasure.

Laporte, Martin & Cie., Limited, are selling agents for the famous Buffet and High Life brands of Milwaukee beer, put up by the Fred Miller Brewing Company.

TWO TIMELY TWISTERS

"Query" Asks Questions not Easily Disposed of—Who is Wholesaler and Who Retailer in Grocery Business?

The following letter, addressed to the editor of The Canadian Grocer, is from a gentleman of long experience in trade, and few are better qualified to discuss the issue he raises:

Dear Sir:—Perhaps through the medium of your columns two questions will be answered to the satisfaction of a large number of your readers.

1. What is a wholesale grocer?
2. What is a retail grocer?

I ask these questions not in a controversial spirit but simply to endeavor if possible to settle a point about which at the present time there is much discussion amongst the grocery trade generally. Repeatedly during the police court investigation being held in Hamilton, Ont., matters bearing on the question have come out in the evidence, but up to the present nothing has transpired which could be taken as drawing the line between "wholesale" and "retail" and definitely settling which is which.

Quite recently I have put the first question to three so-called wholesale grocers and in each case got a different answer. The first said that a retail grocer was one who sold to consumers, therefore a wholesale grocer was one who did not sell to consumers direct. If this is correct, how many strictly wholesale grocers are there here or elsewhere? Is not an hotelkeeper a consumer? And if so, is not the big hotelkeeper with an average of one or two hundred guests in his house just as much a consumer as the small hotelkeeper who lays a table for eight or ten people only? How about lumbermen, boarding-house keepers, public institutions, etc.?

The second wholesale grocer whom I asked gave this reply: "A wholesale grocer is one who has no retail counter in his store or warehouse." But does this answer the question? And does the answer coincide with the first answer? Nothing is said about consumers here.

The third gentleman to whom I put the same question replied that a wholesale grocer was one who sold groceries in wholesale quantities to the retail trade and not to consumers—that any connection with the retail trade direct or indirect disqualified him from being legitimately "wholesale"—that if a company, or any of its stockholders, should be retail merchants the said company could not be recognized as "wholesale."

Such an answer as this makes the whole question appear more than complex. A large number of the wholesale grocery companies doing business in Ontario are joint stock companies. Who is

to know who the shareholders are—whether they are retailers or what they are? And does one retail stockholder in a company make the company a retail grocery company? If not, how many will it take to make it retail? And so on ad infinitum.

Sir, it appears to me that if there is any definite line between the wholesale and retail trade it is high time that those occupied and interested in the trade knew where to draw it. In Great Britain the question very rarely arises; in fact, the leading English manufacturers publish price lists showing a special discount for quantity—in other words, the man who buys a large quantity for cash gets his goods at a lower price than the man who buys a small quantity for cash and at much lower prices than the man who buys a small quantity and wants time to pay for his purchase.

In conclusion, let me ask another question: If I have £1,000 which I want to invest in tea, should I not reasonably be expected to make a purchase on just as favorable terms and at just as low a price as anyone else? Would it not be immaterial whether I was a wholesale or retail grocer or a consumer, provided of course I knew value in tea and the right source to buy it from?

Yours truly,
QUERY.

Toronto, June 11, 1906.

TRADE INQUIRIES.

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

700. Apples—Newcastle fruit firm invites correspondence.

701. Apples, Pears and Tomatoes—Associated Fruit Merchants of Newcastle desire to hear from shippers. Regular shipments a necessity.

702. Apples, Pears and Tomatoes—Large firm of Newcastle fruit merchants desires to get in direct communication with packers.

703. Apples—North of England fruit firm invite correspondence for the shipment of Canadian apples in large quantities, c.i.f. Newcastle.

705. Butter and Eggs—East Coast firm of butter importers desires to get in touch with shippers.

706. Canned Goods, etc.—Yorkshire firm with many branches in the west riding desires to get in touch with Canadian exporters of canned goods, hog products, butter, cheese and eggs.

707. Canned Meats, etc.—East Coast firm desires to get in touch with exporters.

708. Apples—Newcastle firm are open to hear from Canadian apple growers.

709. Butter, Eggs, etc.—East Coast produce firm desires to get in touch with Canadian shippers.

710. Hog Products, etc.—Yorkshire firm of produce merchants desires direct communication with Canadian exporters.

711. Hog Products, etc.—East Coast produce firm desires direct communication with Canadian exporters.

712. Apples—North country fruit importer desires to get in touch with growers.

713. Fruit—Yorkshire fruit firm, with capacity of 450 barrels per week, desires to get in touch with Canadian exporters.

715. Apples—Yorkshire firm makes inquiry for direct exporters of Canadian apples, regular shipments 300 barrels per week.

716. Apples—North country fruit merchant desires to open up trade connections with apple shippers in Canada.

717. Hog Products, etc.—Yorkshire produce firm desires to open up trade connections with Canadian exporters of hog products, cheese and canned goods.

718. Apples—North country fruit importer desires to get into direct communication with shippers.

719. Apples—Inquiry is made for Canadian exporters of apples.

720. Apples—North country fruit importer is desirous of getting into touch with exporters.

722. Agent—Large British firm of cork growers and manufacturers makes inquiry for a reliable house or agent having connections with brewers, wine merchants and mineral water manufacturers with a view to extending their trade for corks of a high grade in Canada.

723. Apples—Inquiry is made for a reliable firm of Canadian apple shippers.

725. Animal Charcoal—Bristol firm manufacturing animal charcoal would like to hear from Canadian sugar refiners who are open to do business.

726. Agent—Bristol firm of confectioners desire a reliable agent to push their goods in the Canadian market (fancy floral cachous, medicated lozenges, etc.).

728. Tinned Meats, etc.—Bristol firm wants agencies for Canadian manufacturers of tinned meats.

E. Berwick, of Berwick & Co., Owen Sound, takes a lively interest in the Union Sunday School picnic, this year, to Niagara Falls, on Friday of this week. He deserves much enjoyment from his efforts for the young folk.

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EDMONTON'S CALL FOR FACTORIES

History's Lesson for the Manufacturers of Eastern Canada—
Transportation, Market, Raw Material.

Edmonton offers to the Eastern Canada manufacturers some very attractive inducements to follow the movement westward and establish in the Alberta capital branch factories, which in less than a generation will probably be as large as, or larger than, the present size of the parent factories in the east. Edmonton is calling for industries, a large and rapidly increasing market in the vicinity of Edmonton is calling for manufactured goods; and Edmonton's call will not long remain unheeded, the Alberta market will not always be supplied with manufactured goods from the east. Manufacturers will appreciate the opportunities in Edmonton and they who "get in on the ground floor," those who are first to commence operations, will reap the largest benefits. If Canadian manufacturers do not seize the opportunity others will.

The Lesson of History.

Perhaps the Canadian manufacturer who reads this will remark that it is an old story, that the market is limited and he can very well continue to supply it from his eastern factory, that Edmonton is an over-boomed town, that there is bound to be a crash sooner or later, that the time isn't yet ripe for branching out in the west.

But what is the lesson of history? From the very first, Western Canada has suffered (and the east has also suffered) from the timidity and lack of confidence of the people of Eastern Canada. It was only after a bitter political struggle that the building of the C. P. R. was accomplished. Probably only a few of those who supported Sir John A. Macdonald and Sir Charles Tupper in the fight for the building of the first transcontinental really had any measure of their enthusiasm and confidence. The personal magnetism of the leaders and loyalty to party—these were the factors which had the most potent influence in securing the support of the vast majority of those who voted for the construction of the C. P. R.

The great majority of both political parties lacked faith and were wanting in those powers of imagination without which men can accomplish very little constructive work.

The Initial Boom.

When the C. P. R. was building adventurous and restless spirits from the older provinces moved west, and very

soon their hope of agricultural, commercial and industrial possibilities became profound conviction. They began to tell their eastern friends of the great opportunities in the new Canada beyond the lakes.

The boom of the early '80's, an east-Canadian boom almost wholly, rose and fell, enthusiasm waned, faith turned to doubt and for ten years the east lost interest in the west. The dauntless spirit of those whom the prairies had adopted kept up the propaganda and a few responded to their call.

But Eastern Canada merely shrugged its shoulders and laughed at the enthusiasm which seized every man who moved west. It was plainly hinted that the western air was hard on truthfulness and the west was jokingly referred to as

"That bourne from which no truthful traveler e'er returns."

Eastern Canada lacked faith!

Still Wanted Men.

The west still called for Ontario farmers and there still traveled eastward the same stories of the fertility of the western soil. Two Ontario counties, Huron and Bruce, responded to the call, but for the most part the invitation came to too cautious or unheeding ears. There could be nothing but "western blow" in the stories he heard of western opportunities. So the eastern farmer stayed where he was, in many cases to eke out a scanty existence on a stoney 50 acres when he could have had for the asking 160 acres of the most fertile soil in Canada.

The Eastern Canada farmer lacked faith!

No one now doubts the agricultural possibilities of the west for they have been proven by a succession of golden harvests, and thousands are moving into the land of promise. The appeal to Eastern Canada had for years fallen upon deaf and skeptical ears, and the west then turned to the United States with its story; and the result was that in two years more settlers came from the United States than had come from Eastern Canada in the preceding ten years.

The Manufacturers' Testing.

Will the Eastern Canada manufacturer be wiser than was the Eastern Canada farmer from 1885 to 1900? Just as insistently as the west called to the

east for settlers it is now calling for manufacturers, and with stronger claims, for while there is still plenty of land for the newcomer, the manufacturing trade, once secured, will be held, and those that get in now will grow with the country.

Winnipeg, Regina, Calgary, Edmonton and other centres present strong claims upon the serious attention of the eastern manufacturer and it remains to be seen whether he will profit by the lesson of the last two decades, or whether he will wait for the American manufacturer, with his optimistic aggressiveness, to show him the way. Does the Eastern Canada manufacturer also lack faith? The next two years will answer the question.

American capital has reaped the largest profits from land speculations, and there is now very little land remaining which can be obtained by capitalists en bloc; but American faith in the future of Western Canada is growing stronger every day and there is nothing more sure than that if the Canadian manufacturer does not soon awaken to his opportunities, American capital will very shortly build large factories in the farthest west. People will not forever be content to send 2,000 miles east for their goods, and the manufacturers who first commence to supply Alberta with goods "made in Alberta" will be apt to secure and hold the Alberta trade. The market is already a large one, but it is only in its infancy. A generation from now it is more than likely that the population west of the lakes will be larger than the population east and the western market will be larger than the eastern! Will it be served by Canadian manufacturers who have established their factories in the west or will it belong to the alert Americans?

What Edmonton Offers.

What, then, are the special advantages which Edmonton offers to the manufacturer? Cheap power, abundance of raw material, good transportation facilities for the assembling of raw materials and for the distribution of the finished products, and proximity to a good market—these are the principal requirements of a good manufacturing town, and all of these Edmonton has to offer.

Cheap Power.

Is there any other place in the world where abundance of good coal may be had at \$1.50 per ton, where expensive mining operations are not required, but where the coal may be loaded directly into barges and wagons? This is what Edmonton has to offer in the way of cheap fuel and consequently cheap

power, and apparently she can offer it in practically unlimited quantities. For miles in all directions from Edmonton there is abundance of good coal at a very small depth below the surface of the ground. Extensive mining operations have not yet been attempted; no shafts have yet been sunk, all the mining being done on the level. The coal has practically all been obtained along the high river banks into which the miners dig and load their coal directly into barges. Until a short time ago coal was selling in Edmonton at \$1.50 per ton; at the present time, owing to temporary circumstances, the price is a little higher. Practically the whole cost is transportation, and as teamsters are now commanding wages of \$4.50 to \$5 per day, as compared with \$3 a short time ago, the price of coal has been slightly advanced. With mining operations on a large scale and up-to-date methods of delivery, coal will be less than \$1.50 per ton. This coal is well adapted for both manufacturing and domestic purposes, and there are great opportunities for the development in Edmonton of an immense coal mining industry.

Coal being so cheap, little attention has yet been paid to the development of water power; but Edmonton is rich in "white coal" as well as in black, and should the supply of the latter ever be exhausted there is any amount of the former now going to waste. The city now has its own electric light and water plants and is prepared to assist small industries by supplying cheap power, water and light.

Transportation Facilities.

Abundant raw material for various industries is also close at hand, but as this phase of the situation can be best treated by example it is discussed below in connection with specific industries. Equally important is the question of transportation. Two railways, the C.P.R. and the C.N.R., now serve Edmonton and a third, the G.T.P., is assured in the very near future. While the plans of James J. Hill are not yet definitely known, it is unlikely that he will overlook Edmonton. It may therefore be safely assumed that in the very near future Edmonton will be served by four different railroads.

The Market.

What of the market for Edmonton-manufactured goods? Not so large yet as it very soon will be, but nevertheless a market of respectable proportions. Moreover, it is a market with larger proportionate buying powers than a market in the east. Westerners make money more easily than easterners and they

spend it more readily. At the present rate of immigration it will be a very short time until there are as many people west of Winnipeg as east. The manufacturer first in the field will possess a very considerable advantage. Some manufacturers somewhere will very soon appreciate the possibilities of profit in supplying western people with western-made goods. If the Canadian manufacturers do not seize the opportunity others will.

Opening for Packing Houses.

The farmers in the Edmonton section of the west do not, like their fellows in Saskatchewan and Manitoba, devote all their energies to the growing of wheat, but go in for mixed farming and the raising of stock. There would be large profit in the raising of hogs if an adequate market were provided. The majority of the farmers come from the

largely supplied with American products, and on goods for export the C.P.R. is prepared to quote a rate from Edmonton to Liverpool only one-half cent per pound higher than the rate from Eastern Canada. The lower cost of raw material would more than counterbalance this disadvantage.

Soap Makers.

As a consumer of by-product the soap factory is a natural adjunct of the packing industry. At the present time there are two soap factories in the west with a third projected in Saskatoon. These factories can not supply the rapidly growing western market. Eastern-made soap is sent in by the carload. A factory in Edmonton would be in a splendid position to compete for western business.

Although Edmonton is a milling centre of considerable importance, every



Coal Mining near Edmonton.

corn states of the republic and have been accustomed to raising hogs. Alberta can grow the best of barley and, as everyone in the business knows, the Canadian barley-fed bacon is much in favor on the English market. The natural pasture is also well adapted to feeding hogs, and clover and alsike are easily grown. Scores of American farmers living in Alberta have told the secretary of the Edmonton Board of Trade that they would raise hogs if they had a market. Within 100 miles, or easy shipping distance, of Edmonton there are, at the very lowest estimate, 15,000 farmers. When the industry was established a million hogs a year would not be too much to expect from them.

As a home market the industry would have from Manitoba to the Pacific, now

pound of biscuits consumed in Alberta is brought hundreds and thousands of miles over railroads which have already hauled east the wheat or flour of which the biscuits are made. Is it reasonable to suppose that this will continue indefinitely? There can be but one answer, and again the question arises whether the industries of the Edmonton to be will be built by Canadian or by American capital.

Flour and Cereal Mills.

Already the flour milling industry of Edmonton and the neighboring town of Strathcona has reached large proportions, but it is capable of great expansion and the production of cereals has scarcely commenced. Oats weighing 40 pounds per bushel are ordinary in Alberta and 48-pound oats are not un-

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THE CANADIAN GROCER

common. In many quarters the impression seems to prevail that the only Winter wheat section in the west is in Southern Alberta but this is a mistake as it has been demonstrated that the best Winter wheat in the world can be grown in northern and central Alberta. It is now being grown successfully in the vicinity of Edmonton but it has at

price of No. 1 northern. This is equal to an advance of 1 cent per bushel over No. 1 hard wheat. There are three mills in Edmonton and seven in the vicinity.

There is a heavy demand in the west for building material, including paint, and consequently a large market for linseed oil, which makes the opportunity for linseed oil mills at Edmonton.

far east as Winnipeg, but Edmonton manufacturers are not yet able to fill them. This industry is capable of large expansion.

Edmonton is also a lumbering centre of some importance, the mills cutting about 20,000,000 feet of lumber last year. A new mill is now being built which, it is estimated, will increase the output 50 per cent. The timber is brought down the Saskatchewan River and the supply will last for many years to come.

An integral part of the lumber industry is the planing mill and sash and door factory, and they are on a large scale in Edmonton. These manufacturers are branching out and are now making a fine line of bank and office fittings as well as store fixtures, etc.

Manufacturers Coming.

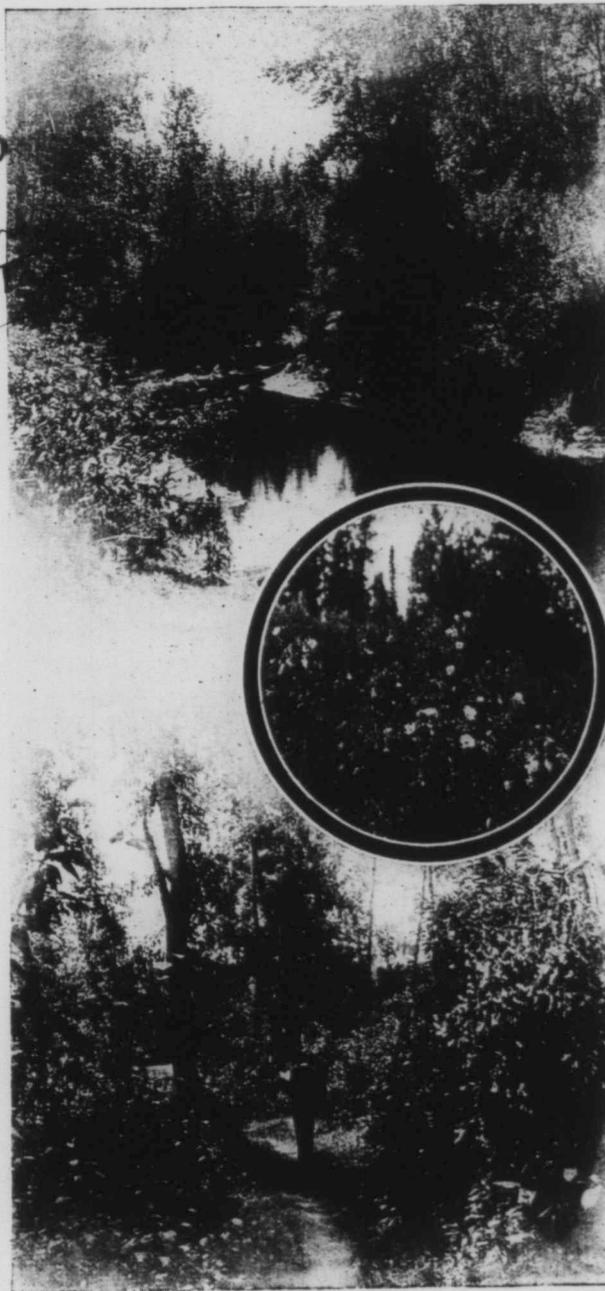
In three months' time the Canadian Manufacturers' Association will come west to their annual convention in Winnipeg. Following the convention there is to be a tour of the west, and Edmonton is among the points to be visited. Manufacturers will then have opportunity to see for themselves the solid advantages which Edmonton has to offer. They will appreciate the opportunities offered by cheap power, unsurpassed distributing facilities and a rapidly growing market. They will also appreciate the equitable system of taxation in force in Edmonton, for the city has practically a single tax. Land values only are taxed and a manufacturer is not fined by the city, by way of increased taxes, when he erects valuable buildings. Moreover, the rate of taxation is not high, the average for several years having been about 16 mills.

When they consider all these advantages, it is confidently believed that many Canadian manufacturers on their western tour will decide to establish branches in Edmonton. One thing is certain, industries Edmonton must and will have; whether Canadian or American remains to be seen.

COMPANIES INCORPORATED.

The Beamsville Preserving Co. has obtained a provincial charter. The provisional directors are E. D'I. Smith, E. A. Armstrong, T. E. Owens and J. F. Beringer. The head office is at Beamsville, and the capital stock is \$60,000.

The Sutcliffe-Edmison Co. have been granted a charter to manufacture, buy, sell and deal in goods, wares and merchandise. The capital stock is \$50,000, and the head office is at Toronto. The provisional directors are J. A. Sutcliffe, H. H. Edmison and J. W. Cowan.



Beauty Spots in Edmonton.

tracted comparatively little attention. Sanday & Co., the Liverpool grain firm, who purchase probably more actual grain than any other firm in the world, were so much impressed with the superiority of the red Winter wheat grown near Edmonton that as an experiment they bought 16,000 bushels at an advance of 4 cents per bushel over the

The Alberta climate is admirably adapted for the growing of flax.

Pressed Brick Works.

The manufacture in Edmonton of pressed bricks is already a very considerable industry and the product is entirely consumed in the home market. Orders have come unsolicited from as

EDMONTON, THE GOLDEN

**A Century's Slow Growth and Recent Rapid Rise—
What is Behind it?—Its Trade and
Commerce.**

Magnificently situated on a high bank overlooking a curve in the North Saskatchewan, it is small wonder that from the earliest visits of adventurous white men wandering far from the remotest confines of civilization, Edmonton's location has impressed all who visited it as a spot marked by nature for the site of a great city. The first impression of a visitor to Edmonton to-day is the natural grandeur of its situation.

It was more than a century ago, when the American Republic was still in swaddling clothes, when "Canada" meant Quebec and Montreal—in 1795, to be exact—when the Hudson Bay traders founded a trading station on the north bank of the upper Saskatchewan River and called it Fort Edmonton. Tradition has it that Edmonton was built to compete with Fort Augustus, a far trading station which had been founded in 1788 by a rival concern known as the Northwest Trading Co. There is also a story to the effect that there was a third trading post in the vicinity known as the X. L. Trading Company, and if this be so it would seem that the rival merchants of a century ago were agreed as to the commercial advantages of the Edmonton location as a centre of com-

following the building of the C. P. R. line north from Calgary. But the railway stopped short at the river, hesitating at the heavy expenditure a bridge across the broad Saskatchewan would entail, and the northern terminus of the

RETURNED
JUN 26 1906



C.N.R. DEPOT, EDMONTON

road was, and is, the town of Strathcona on the south bank of the river. Until the entrance of the C.N.R. main line last Fall, Edmonton was without a railway, although freight trains were run across the bridge originally designed for vehicular traffic and foot passengers only.

north from Edmonton was a very unwise one to take, but it is from the days of the early Klondike rush that Edmonton dates its present commercial importance.

The New Edmonton.

The little trading post is now a substantially built city of at least 11,000 inhabitants. Real estate men estimate a larger population, but the conservative, hard-headed business men say there are at least 11,000 people in the city. Every train coming in from the south and east

is crowded with newcomers and the growth of population has so completely outstripped the building operations that hundreds of people are living in tents. It is no speculator's dream that next Spring will probably see a population of 20,000.

Perhaps the best evidence of conservative business belief in Edmonton is the number of chartered banks that have located branches there. There are now eleven and others are projected. The banks already in Edmonton are the Montreal, Molsons, Merchants, Commerce, Hamilton, Imperial, Traders, Northern, Dominion, Union and Nova Scotia.

What is Behind it?

The growth and prosperity of Edmonton depend upon the resources, developed and undeveloped, of the surrounding country. Perhaps in all Canada there is no district possessing more forms of natural wealth. For miles in all directions there is an immense area of arable land capable of sustaining great agricultural and live stock industries. The town itself is built on a vast coal bed extending for miles up and down the river. On the banks of the Athabasca River there are known to be immense petroleum beds, expected to rival many of the largest in the United States. To the east of the Athabasca River are salt mines of very large extent. Practically every real estate office in Edmonton—and their name is legion—displays samples of gold, copper, zinc, lead, iron, silver and galena brought by trappers and travelers from Northern Alberta.

munication. The railways of to-day seem to bear witness to the sagacity of the early traders.

Coming of the Boom.

It was almost a century after the Hudson Bay trading post was established that the "boom" struck Edmonton,

The Gold Seekers.

It was not until the days of the Klondike rush that Edmonton attained to any particular importance as a business centre. A good proportion of the multitude of gold seekers outfitted in Edmonton. Experience proved that the route



GOVERNMENT BUILDING

Temporary Government Buildings, Edmonton.

RETURNED
JUN 26 1906

To Edmonton Board of Trade
Cut Book 52
Page 1
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RETURNED
JUN 26 1906

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THE CANADIAN GROCER

Up the Saskatchewan are timber limits of great extent as yet scarcely touched by the Edmonton mills, and north and west millions of spruce and pine in a country not yet even explored. Farther north is the fur-bearing country, a heavy consumer of Edmonton goods.

The Fur Trade.

The fur trade, which was the first to be developed in Edmonton is still, per-

shared now by Revillon Bros. and McDougall & Secord. Coming into the field only some half dozen years ago, the big French house of Revillon Bros. has already established a chain of trading posts and has become a formidable rival of the Hudson's Bay Company.

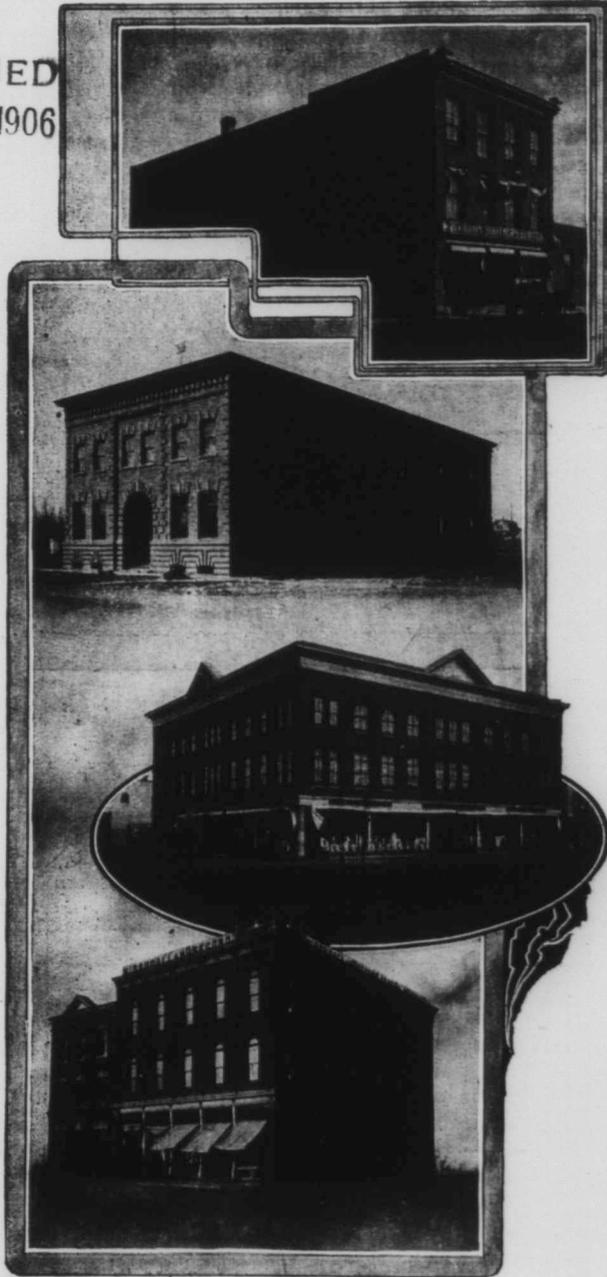
The writer believes he has discovered the secret of the wonderfully rapid success of Revillon Freres. The other day

rat skins in bales. This young man, an heir to the Revillon millions, shows the spirit which animates the Revillon family and has made of their immense business in Europe and Canada the great success that it is to-day.

Wholesale Houses.

In addition to their big fur trade, Revillon Bros. have established in Edmonton a big department store and a

RETURNED
JUN 26 1906



Some Edmonton Warehouses.



Three Edmonton Banks.

RETURNED
JUN 26 1906
To Edmonton Board of Trade
cut Book 15:
Page 1
AAS

haps, the first in importance. For years it was the practical monopoly of the ancient and honorable Hudson's Bay Company, who, with their chain of trading posts, had an unequalled organization for handling this large and profitable business. But of late years opposition has appeared and the fur trade is

when being shown through the firm's big wholesale warehouse he was introduced to the young Mr. Revillon, who is at the head of the Edmonton business. He found him, not in his private office, but down in the fur-packing room, lending an efficient hand in an emergency in the none too pleasant work of packing musk-

wholesale dry goods, grocery and hardware business which is doubling every year. A visit to their wholesale warehouse is a revelation to the visitor, who never dreams of finding in Edmonton a wholesale establishment rivalling in every respect the big warehouses of Winnipeg and the east. He soon sees

BUSINESS MEN'S PARLIAMENT

Saskatchewan and Alberta Boards of Trade in Third Annual Convention—Uniform Commercial Law—Cheap Power.

nothing impossible in the ambition of the firm to build up a wholesale trade that will rival that of the largest Winnipeg and eastern houses.

The wholesale grocery trade in Edmonton comprises Revillon Bros., the Hudson's Bay Co., Kenneth MacKenzie & Co., and the A. Macdonald Co. In the wholesale fruit and produce business there are Oscar Brown & Co. and the Edmonton Fruit & Produce Co. The packing industries there are the Gallagher-Hull Packing Co. and a branch of P. Burns & Co., of Calgary.

Revillon Bros., the Hudson's Bay Co. and Ross Bros. are extensive jobbers of hardware and heavy goods. Starting away back in 1880 as tinsmiths, Ross Bros. have steadily extended their trade until they have now one of the finest

It is two years since the first convention of delegates from the boards of trade of Western Canada was held in Calgary on the invitation of the Calgary board, and largely as a result of the enthusiastic and persistent efforts of C. W. Peterson, the secretary. Mr. Peterson is an optimist, but probably even he did not expect to see the organization of which he is the father attain, in so short a time, its proud pre-eminence as the business men's parliament of Western Canada. That this pre-

measure was granted the western provinces and it was, accordingly, named the "Associated Boards of Trade of the Northwest Territories." A year ago it was known that there were to be two new provinces carved out of the old Northwest Territories, and owing to the vast extent of territory included there was at first a strong movement in favor of the division of the organization along provincial lines. Happily this was averted by a narrow vote, the result being in great measure due to the strong speech by the



A Majority of the Delegates.

wholesale hardware establishments in the west.

Edmonton's wholesale interests are as yet only in their infancy, but they give promise of a great development in the early future.

SEEING THE CUSTOMERS.

Frank Sloan, of John Sloan & Co., Toronto, called on the firm's customers east and north of Toronto in company with the travelers on the two routes. A couple of days he spent with C. S. Parsons meeting the trade in Barrie, Orillia, Midland and intervening points. Later he accompanied Mr. Tait on the Port Hope, Cobourg, Oshawa, Bowmanville trip. This is a kind of enterprise in a firm that customers appreciate and Mr. Sloan was very cordially received.

eminence has been attained by this organization in so short a time is due entirely to the high class of intelligence which, at all three conventions, has represented the western boards of trade, and to the serious way in which the delegates have always entered upon their duties, always remembering that weight would be attached to their decisions by the public men of the provinces concerned and by the general public. As was remarked in this paper one year ago in connection with the report of the convention held in Regina, it is an easy matter to understand the rapid development of the western towns when one has seen their business men.

A Single Association.

This association of boards of trade was formed before autonomy had been

then Premier, F. W. G. Haultain, who, at the banquet, urged upon the convention that although there were to be two provinces, their commercial interests would always be much the same, and that accordingly it was greatly to be desired that there be some one body in a position to speak for the business men of the two provinces. The vote was close a year ago, but there was no opposition whatever in the convention last week to the resolution offered by the Regina Board of Trade in favor of continuing the present organization for another year. The Associated Boards of Trade of Western Canada will still continue to represent the commercial thought of the two provinces of Alberta and Saskatchewan.

It is unfortunate, perhaps, that some other name was not chosen, for the term

"Western mean the western 1 Pacific co Columbia ciation, a slightly n discussions represented ident of t who was and who v of the cor vote.

The open was called June 13, 1891. The pointment Wm. Cous Barford, a committee reported t Calgary-son, Wm.

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The foll members of

"Western Canada" is usually taken to mean the whole territory from the western boundary of Ontario to the Pacific coast. Manitoba and British Columbia are not included in the association, and the name is, therefore, slightly misleading. In the convention discussions Manitoba was, however, ably represented by Andrew Strang, the president of the Winnipeg Board of Trade, who was present by special invitation and who was accorded all the privileges of the convention except the right to vote.

OPENING SESSION.

The opening session of the convention was called, to order Wednesday morning, June 13, by First Vice-President Hutchings. The first business was the appointment of F. T. Fisher, Edmonton; Wm. Cousins, Medicine Hat, and M. Barford, of Lethbridge, as a credentials committee. After a few minutes they reported the following in attendance:

Calgary—R. J. Hutchings, J. Emerson, Wm. Pearce, A. J. Stewart.

Cardston—D. S. Beach.

Edmonton—A. T. Cushing, Wm. Short, W. Dowsett, K. W. MacKenzie, T. W. Lines.

Lacombe—John McKenty, A. Urquhart.

Leduc—C. W. Gaetz, J. G. Tobin, E. C. Wells.

Lethbridge—W. C. Ives, M. Barford.

Milestone—R. S. Anderson.

Medicine Hat—Wm. Cousins, F. L. Crawford, A. S. Noble.

Melfort—W. W. Rutan.

Moose Jaw—Hugh McKellar, E. M. Saunders.

North Battleford—J. B. Ross, J. A. Gregory, J. T. Simpson, R. R. Earle.

Olds—A. E. Clemens.

Prince Albert—John H. Wilson.

Ponoka—J. A. Jackson.

Raymond—R. H. McDuffie, B. S. Young.

Red Deer—J. R. Cowell.

Regina—H. W. Laird, A. E. Boyle, P. McAra, Jr., W. McCausland.

Saskatoon—T. Copland, A. E. St. Laurent, W. H. McBeth, W. J. Davidson.

Stettler—Wm. Dunlop, Geo. Bentley.

Strathcona—D. H. McKinnon, J. H. MacDonald, O. Bush, W. H. Sheppard, W. J. Cluff.

Vegreville—Chas. Gordon, A. S. Thompson.

Winnipeg—Andrew Strang.

Brandon—J. L. Connell.

Dauphin—H. P. Nicholson, J. A. Campbell.

Lacombe—M. J. MacLeod.

Regina—W. G. Pettingell.

Wetaskwin—W. J. Loggie, V. C. James, J. Fowler.

The following boards of trade are members of the association but were not

represented at the convention: Balgonie, Brandon, Cardston, Caron, Dauphin, Cardston, Caron, Davidson, Grenfell, Indian Head, Lumsden, Macleod, Rouleau, Wapella, and Weyburn.

Vice-President's Address.

Owing to the lamented death some months ago of President Thomas Tweed, of Medicine Hat, the chair was taken by First Vice-President R. J. Hutchings, of Calgary. In opening the convention Mr. Hutchings spoke as follows:

"Gentlemen: It is with a great deal of pleasure that I rise to open the proceedings of the third convention of boards of trade delegates. At the same time this pleasure is mixed with regret; as I look over the faces of those who are present to-day, I am once more reminded of the irreparable loss which our convention has sustained in the death of our late president, Mr. Thomas Tweed,



A. T. Cushing, President Edmonton Board of Trade.

of Medicine Hat. Those of you who, like myself, attended the first convention at Calgary, and the second convention at Regina, at both of which Mr. Tweed was unanimously chosen president, will be able to realize, in a measure, the extent of our loss.

The New Arrivals.

"Since we last convened at Regina a great many changes have taken place in our country. Thousands of people who were then residents of various parts of the world are now good citizens of Saskatchewan and Alberta, and our country has gained such widespread publicity that hundreds of thousands of eyes are at present turned towards our great Canadian west. The present good crop outlook is the means of making our country more favorably known than ever before. The rapid agricultural development of the new provinces during the

past few years has been truly wonderful and has established a record never approached elsewhere. Our crop production has doubled and trebled, and everything points to an even more astounding development in the future.

"The only cloud on the horizon seems to be the continued depressed condition of the beef market, and it is to be sincerely hoped that this convention may be able to take steps that will lead to a better understanding and the restoration of confidence. I am pleased to see that a resolution is to come before the convention on this subject.

Question of a Name.

"Our old name, 'Associated Boards of Trade of the Northwest Territories,' has outlived its usefulness as a consequence of the granting of provincial autonomy to Alberta and Saskatchewan, and it will be necessary for you to decide upon a new name, or names, as the case may be, before the convention adjourns. This perhaps will involve a consideration of the future scope of the organization.

"You have all no doubt received a copy of the memorandum of resolutions which will be presented to the convention, so that it is unnecessary for me to comment upon the large amount of business which is before you, the resolutions numbering about forty-five. The fact that there are so many subjects to be dealt with is ample evidence of the usefulness of this organization. At the first convention 67 delegates convened; 71 representatives attended the second convention, and if all attend who promised to come we shall have fully 100 at the present meeting.

Value of Getting Together.

"It appears to be almost impossible to estimate the value of an annual convention of this nature, representing as it does the business interests of this vast country. It must necessarily establish a strong bond of fellowship between the various towns and cities represented and materially assist us to acquire a broader, more intelligent and more sympathetic view of the commercial and economic conditions as they exist throughout the country, and I feel confident that the result of the deliberations of this body from year to year will have a very material effect in establishing a good, sound commercial and social life in our fair Canadian west.

"It is with very deep regret that I announce to you the unavoidable absence of Mr. C. W. Peterson, secretary of the Calgary Board of Trade, on account of the very serious illness of his esteemed wife. Mr. Peterson, I may say, may be called the father of this organization, as it was through his efforts that the first convention was so successfully conducted. I am sure that you will all join with me in extending

him our deepest sympathy in his present trouble, and hope that Mrs. Peterson may be speedily restored to health again.

Hope for Harmony.

"In conclusion, I trust that this convention may be characterized with the same spirit of harmony as that which prevailed at Calgary and Regina, and that your deliberations on the various important questions that will be brought before you will be of lasting benefit to the country. I also desire to take this opportunity of thanking you for the honor you have done me in appointing me chairman of this important gathering, and to express my hearty appreciation of the efficient manner in which the organization work of this convention has been carried out by the Edmonton Board of Trade.

"I wish you all unbounded prosperity and a safe return to your homes."

At the conclusion of Mr. Hutchings' address a vote of thanks to him was carried on motion of Andrew Strang, of Winnipeg.

A Good Man Gone.

W. C. Ives paid a glowing tribute to the late Thos. Tweed's many admirable qualities of head and heart, styling him a true representative of the best qualities of the men of Western Canada.

On motion of Hugh McKellar, of Moose Jaw, a letter of condolence was ordered to be sent to the relatives of the late president.

The New Officers.

A finance committee consisting of Messrs. Short, of Edmonton, Pearce, of Calgary, and Laird, of Regina, was appointed, and the convention then proceeded to the election of officers, which resulted as follows:

President—R. J. Hutchings, of Calgary.

First vice-president—Thomas Copland, of Saskatoon.

Second vice-president—P. McAra, of Regina.

Secretary—F. T. Fisher, Edmonton.

Alcohol Duties.

Cheap power is the object for which most western municipalities are striving and one phase of the question was brought up by the Regina board's resolution submitted by A. E. Boyle, secretary, who sees great possibilities in wood and grain alcohol. The resolution stated that the question of fuel was a serious one, that the cost was steadily rising; that the United States Congress had removed the duty from denatured alcohol; that alcohol could be manufactured for 10c. a gallon from many by-products in Canada; therefore be it resolved that the Dominion Government be urged to abolish all taxes levied on denatured alcohol.

Fight With Standard Oil.

Mr. Boyle explained that denatured alcohol meant pure alcohol diluted with methylated spirits to make it unfit for use as a beverage. The action asked for was not new, as it had recently been adopted by the United States Congress and Senate after a long up-hill fight in which the measure was opposed by the Standard Oil Co., who saw in it a blow at their monopoly, since the alcohol could be used instead of oil for fuel.

"The taxes at the present time really amount to about \$3 per imperial gallon," explained Mr. Boyle, "whereas alcohol can be manufactured from grain at a cost of about 25c. per gallon and diluted with wood alcohol (made from sawdust) costing about 7 cents per gallon to produce. At this cost of production denatured alcohol can be economically used as fuel for the production of heat and power, whereas under the pre-



R. J. Hutchings, Calgary, the New President

sent taxes its use is prevented except in a very limited way. By removing this tax we can have at our doors the most economical fuel that it is possible to have in Western Canada.

From Waste Material.

"Moreover, this fuel may be obtained from materials which, at the present time, are entirely wasted. Decaying vegetables, frozen wheat and other vegetable matter now a total loss can be used to make grain alcohol and this grain alcohol can be then combined with wood alcohol made from sawdust that is now entirely worthless."

Mr. Boyle concluded his remarks by reading an extract from the Scientific American of June 2, in which it is stated that denatured alcohol furnishes an inexhaustible and economical supply of fuel.

The Drink Danger.

The motion was seconded by P. McGently, as very few of those present un-

Ara, Jr., of Regina, and it was discussed at some length by Thos. Copland, of Saskatoon. Mr. Copland doubted that this was a matter on which the boards of trade were qualified to vote intelligently the differences between the various kinds of alcohol. He thought it would be dangerous to have this alcohol in the country and in support of his contention referred to the recent death of a number of Indians from drinking Florida water. He thought the whole matter should be referred to a body of scientists to be dealt with.

A. S. Noble, Medicine Hat, said the speech of Mr. Copland reminded him of the objections urged against the locomotive, that it would kill the cattle. Stevenson had replied, "So much the worse for the cow"; similarly he would say that if people drank denatured alcohol, so much the worse for them.

Progress in Germany.

"Germany," continued the speaker, "is the great centre of modern scientific research and for years the best minds of that country have been looking into the question of cheap power. They have investigated the briquette (made of peat, sawdust, etc.) and they have found it unsatisfactory. Finally someone suggested alcohol and various experiments were accordingly made. It was found that the much despised potato will produce great quantities of alcohol and a very profitable market for the potatoes of the German farmer has accordingly been found. By intensive cultivation he can grow 300 to 400 bushels of potatoes per acre, which is double the Canadian production.

"For the use of this alcohol Germany has evolved the most economical motor in existence and cheap power has been attained thereby."

Hugh McKellar, of Moose Jaw, thought the supporters of the motion were dealing in mysteries about which the delegates knew nothing, and he therefore opposed the resolution.

T. A. Lines, Edmonton, thought this the most important question before the convention and he was surprised to hear it referred to as a mystery. The recent passing of an act in the American Senate abolishing the taxes was the result of a long up-hill fight against the Standard Oil forces, and he thought that this fight was pretty well known.

"Gallon for gallon," he continued, "denatured alcohol is almost as good for motive power as is gasoline. I have this on the authority of the Scientific American. It can be produced at much less cost than gasoline as it is produced from refuse which otherwise would be wasted entirely. The arguments against the resolution are purely sentimental."

On a vote the resolution was carried,

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Hugh McKellar, of Moose Jaw, alone dissenting.

Law Amendment.

The meeting then received the report of the law amendments committee appointed last June. The report stated that owing to the creation of the new provinces it had been thought well to divide the committee, and Hon. Ex-Chief Justice McGuire of Regina and H. F. Mylton, of Regina, had devoted their attention to Saskatchewan and R. J. Hutchings, of Calgary, and Wm. Short, of Edmonton, to Alberta. The report of last year's committee on law amendments had been printed separately and sent to the members of the provincial legislatures. Messrs. Hutchings and Short and Barrister L. M. Johnstone, of Lethbridge, had interviewed the Premier and the Attorney-General of Alberta to urge upon them the enactment of legislation to carry out the convention's recommendations. The proposals had been considered reasonable but it being the first session of the new legislature the ministers did not think it possible to bring in the legislation desired this year. The deputation had suggested a commission to consider suggestions for consolidation and amendment of the statutes. The only result thus far was the enactment of a provision requiring the registration of a caveat to enforce an agreement of sale. The committee therefore recommended that last year's report be again adopted.

Need for Uniformity.

Regarding uniformity of commercial law in the two provinces, the committee recommended that a joint commission be appointed by the two governments to report upon the consolidation and amendment of the laws. In that way uniformity would be secured. The appointment of a committee from both provinces to arrange concerted action by boards of trade and the presentation of views at the various centres where such a commission if appointed would sit in order that the views presented might be on fairly parallel lines, was recommended.

Of the First Magnitude.

In moving the adoption of this report William Short, of Edmonton, said that nothing more important could come before the present convention. The new provinces were starting with a clean slate, as no vested interests had grown up around legislation; consequently it was important that a wise start should be made. The committee therefore suggested the appointment of a strong commission from the two provinces to take in charge the codification of the commercial law and to receive suggestions from the various boards of trade as to the amendments desired.

The adoption of the report was seconded by K. W. MacKenzie in a brief speech, and after a short discussion participated in by W. C. Ives, Wm. Short and D. H. McKinnon, the convention adjourned, on motion of Thomas Copland, until 2 p.m.

Corking the Natural Gas.

When the convention met again Chairman Hutchings suggested that, in order to expedite business, the mover of a resolution should be limited to 10 minutes, and all other speakers to 5 minutes each; and this was agreed upon, a formal motion being offered by Wm. Pearce, Calgary, and K. W. MacKenzie, Edmonton.

Mr. Hutchings then briefly reviewed the report of the standing law amendments committee. The main feature was the recommendation that the Governments of the two provinces should appoint a commission whose duty it



The Late Thos. Tweed, Last Year's President.

would be to codify the existing commercial law and consider amendments offered by the boards of trade. This, he thought, was a good suggestion, as business men might spend a month on the matter and be little further ahead. It was suggested that the boards of trade act in concert in placing recommendations before the commission, should it be appointed.

The report was then adopted.

Present Organization Continued.

P. McAra, jr., of Regina, then brought in the following resolution on behalf of the Regina Board of Trade:

"That the Associated Boards of Trade of Western Canada continue as at present constituted for the year 1907."

Mr. McAra said there were many reasons for continued unity and no good reasons for division. Looking down the long list of resolutions, he was sure that the two provinces were equally

concerned in them, and it was important that there should be some one body competent to speak on behalf of the commercial interests of the west. It would be noted that the resolution spoke only of 1907; that was because the time might come yet when division on provincial lines would be advisable, but that time had not yet come.

When the motion had been seconded by H. W. Laird, of Regina, Andrew Strang, president of the Winnipeg Board of Trade, raised the question of the name given the organization, claiming that it was misleading as the two provinces of Manitoba and British Columbia are not included. Messrs. Copland and McKellar did not see it that way, and after a short discussion the question of name was dropped and the resolution carried.

Canadian Measure Standards.

In championing the resolution from the Stratheona Board, "That the Dominion Government be requested to pass legislation compelling all imports of goods to be marked according to Canadian standards," J. H. Macdonald said it had reference particularly to liquids. "We use the Imperial measure in Canada," he said, "while the wine measure is used in the United States. The result is that a comparison of quotations is always to our disadvantage, as only a few consumers are aware of the difference. Lubricating oils are sold in large quantities by American firms to the foreign population in the Canadian West, who do not appreciate the difference in standards of measurement. As a remedy it was, therefore, suggested by the Stratheona Board that all packages be marked by the customs authorities showing the quantity in Canadian or Imperial measure." The resolution was seconded by another Stratheona delegate.

M. Barford, of Lethbridge, contended that the provision asked for was already on the statute books, although, perhaps, not enforced very strictly. After some further discussion by Thos. Copland (Saskatoon), Hugh McKellar (Moose Jaw), and Andrew Strang (Winnipeg), the motion was finally amended and adopted as amended. In its final wording it reads as follows:

"That the Dominion Government be requested to enforce legislation compelling all imports of goods to be marked according to Canadian standards of weights and measures."

Redemption of Bank Notes.

P. McAra, jr., Regina, seconded by W. Cousins, of Medicine Hat, moved:

"That the Dominion Government be asked to nominate, in each of the new provinces, a point of redemption for bank notes, and appoint deputies of the receiver-general to reside at such points."

After a short discussion this resolution was lost on a vote.

Commercial Legislation.

On motion of R. R. Earle, North Battleford, and Wm. Short, Edmonton, the following resolution was, after a short discussion, carried unanimously.

"Resolved that it is desirable on behalf alike of mercantile interests and of those people who are obliged to struggle to establish and maintain homes that the laws relating to exemption from seizure should be amended in such manner as to render a personal promise to pay a debt incurred for actual necessities a more valuable security than it now is, by providing that none of the provisions of such laws shall be available to defeat any such claim, and that the executive of the Associated Boards of Trade of Western Canada be requested to urge favorable consideration of this resolution upon the legislative bodies concerned."

The preamble to the resolution set forth that the present law made it imprudent for merchants to give credit without requiring a pledge of personal property otherwise exempt; that thereby competition was lessened for a class that should be benefitted by it, and that experience had shown that the present operated more as a hindrance than as a help to those it was designed to benefit.

Teachers' Salaries.

E. M. Saunders, Moose Jaw, strongly championed a resolution in favor of a higher scale of remuneration for teachers, in order to obtain a higher degree of efficiency in the public and high schools by securing and retaining the best teachers in the profession.

In support of his resolution, Mr. Saunders stated the maximum and minimum salaries paid to teachers in a number of centres in Alberta and Saskatchewan, easily establishing his contention that salaries are ridiculously low. He thought this one of the most important resolutions under consideration, as it could not be expected that such salaries would retain the right class of teachers, and the west was vitally interested in the sound education of its children.

The resolution was seconded by Hugh McKellar, of Moose Jaw.

J. A. Gregory, of North Battleford, pointed out two practical methods of raising salaries. The first had been adopted in North Battleford, where the trustee board, when advertising for a teacher, now stated the salary offered, and no longer followed the old practice of putting teachers up at auction. The second remedy, a more radical one, was for the Government to fix a scale of salaries.

K. W. MacKenzie, Edmonton, sym-

thized with the underpaid teacher, but was not sanguine as to the results of fixing salaries by legislation. He was convinced that few ambitious men or women would stay in the teaching profession, no matter what the salary paid, and a good salary would retain in the profession a few who would be a disgrace to it.

D. H. McKinnon, Strathcona, supported the resolution, citing the case of his native Province of Nova Scotia, which had been compelled to adopt a minimum scale of salaries fixed by law. The resolution was carried.

Cattle Embargo.

T. W. Lines, Edmonton, introduced a strong resolution dealing with the embargo on Canadian cattle entering the British Market. It pointed out that the statement that Canadian cattle were infected with contagious diseases



P. McAra, Jr., Mayor of Regina.

had been repeatedly refuted; that countries of Continental Europe zealous in protecting their cattle herds had not put an embargo on Canadian cattle; that it had been alleged the embargo was for the protection of United Kingdom cattle raisers from Canadian competition rather than for protection from disease, and that such authoritative condemnation of Canadian cattle worked a serious injury to one of Canada's most profitable industries. The resolution then calls upon the Imperial Government to make definite official declaration as to the reasons for maintaining the embargo. The resolution continued:

"If it should be declared that those regulations are solely for the purpose of protection against the introduction of contagious diseases, then His Majesty's Government should be urged, as a matter of equity, to the appointment of a commission of veterinary experts chosen from the United Kingdom, from Can-

ada, and from other self-governing colonies, who will investigate the matter, and whose conclusions will determine the maintenance or repeal of the regulations complained of. If it should be stated that such embargo is maintained only as a protection against Canadian competition, then the injury now done to the reputation of Canadian cattle would be removed, and the right of the United Kingdom to adopt such fiscal policy as seems best to His Majesty's advisers would not be questioned."

Government's Plain Duty.

Mr. Lines said there were only two questions to be answered. First, "Is there good and sufficient reason, because of disease, to keep out our cattle?" and, second, "If this reason does not exist, will the British Government remove the embargo?" There should be an investigation to show whether or not there was disease among Canadian cattle. He was confident that expert evidence would show conclusively that there is no disease, and in that case it was the plain duty of the British Government to remove the embargo or to acknowledge that it was imposed for protective purposes.

A. T. Cushing, Edmonton, seconded the resolution.

J. R. Cowell, Red Deer, said he would speak from the viewpoint of the Englishman. He had spent the greater part of his life in the British Isles, and he knew it was absolute gammon to pretend that the English Government kept out Canadian cattle because of disease. "No one over there," he continued, "thinks for a minute that Canadian cattle have pleuro-pneumonia. Everyone understands that the embargo is there for protective purposes. It is simply a dose of the protection we have here, the only reason for the embargo being a desire to protect the British farmers. That is all, and it is well understood. As a life-long free trader, I regret the embargo, and believe that it is very injurious to the best interests of Great Britain. But we have no reason to complain, as we are simply getting a dose of our own protective medicine."

Andrew Strang, Winnipeg, agreed with the last speaker that the real reason for the embargo was a desire to protect the British farmers. The matter had occupied the attention of the Winnipeg Board several times, and the Ottawa Government has made repeated representations on the subject to no avail. The resolution had the sympathy of the Winnipeg Board.

Cattle Shippers Unfair.

W. C. Ives, Lethbridge, in a stirring speech, said that he had a resolution from his board which related very closely to this subject. His resolution was

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in favor of the Government of Alberta, taking up the export of live stock on behalf of the people of Alberta. The Alberta cattle men were in the hands of two large buyers, one in Calgary and the other in Winnipeg, and they didn't get a fair price. Those cattlemen who shipped to England themselves obtained much higher prices. He would ask the mover of this cattle embargo resolution to incorporate the Lethbridge resolution in his own.

Mr. Lines was not willing, and the subject was dropped.

Canada Not an Exception.

W. Dowsett, Edmonton, brought up the point that cattle from all countries are under the embargo. Canadian cattle are not singled out.

Wm. Pearce, Calgary, said he was in sympathy with the resolution, but he did not agree with the statement that serious injury was being worked the Canadian cattle trade. In so far as the embargo resulted in the establishment of Canadian packing houses, it was not a bad thing for Canada. He would move that the resolution be referred back to the resolutions committee.

J. A. Jackson, Ponoka, seconded the motion of Mr. Pearce, adding that "all we can do is ask the British Government to remove the stigma of disease from our cattle."

The motion carried and the resolution was referred to the resolutions committee to be re-drafted.

Fruit Inspection.

W. J. Cluff, Stratheona, brought in a resolution from his board that the Dominion Government be requested to appoint a fruit inspector for the Provinces of Alberta and Saskatchewan. At least this is the form in which the resolution was finally passed; in its original form it applied only to the Province of Alberta.

Mr. Cluff said the people of Alberta and Saskatchewan were large consumers of apples and other fruit, and frequently they suffered from the poor quality of fruit supplied them. There was a fruit inspector in Vancouver, but he can not do justice to the big territory in his charge; the two provinces needed an inspector of their own. The resolution was seconded by O. Bush, of Stratheona.

Wm. Pearce, Calgary, thought the resolution should be amplified a little, but was in sympathy with its purpose.

The resolution was carried.

Good Roads.

T. W. Lines, Edmonton, introduced an important resolution, which proved of a contentious nature. It related to good roads, and after pointing out the importance of means of communication,

the fact that present methods were temporary, and that permanent improvements would effect a great saving of public funds, resolved:

"1st. That the Government should be requested to provide for the appointment of good roads commissioners throughout the province, under whose direction all local improvement taxes should be expended, and

"2nd. That a comprehensive plan be adopted with a view to providing by means of debentures charged upon the lands benefited, such roads as shall be permanent and shall be available in any season of the year and in all seasons, irrespective of rainfall."

Good Work Had Been Done.

Mr. Lines said he was merely seconding the efforts of the 1904 convention, at which a similar resolution was passed and following which the various boards of trade throughout the west



Hon. Ex-Judge McGuire, Retiring 2nd Vice-President.

had taken the matter up with good results in many localities.

He urged that there was an absolute necessity for immediate scientific effort, and he was firmly of the opinion that the work should be under the control of the Government, as the present system of statute labor had proved an utter failure.

In purely grain-growing sections there was an immense loss to the farmer because of bad roads. The average farmer, in order to market 1,000 bushels of wheat, had to make an average of 16½ trips and travel say 165 miles; that was, he was unable to carry a full load because of bad roads, and the aggregate loss was something immense. Ontario had probably the best roads in Canada, and yet it was estimated that the annual loss in that province from bad roads was at least \$19,000,000 per year. In all provinces the movement

for good roads was pronounced. Statute labor having proved a failure, the road making should be undertaken by the Government.

Railroads Versus Common Roads.

Wm. Short, Edmonton, seconded the resolution and in doing so said he had followed carefully for several years the discussion of this subject in the magazines and newspapers. It had been said that the United States Federal Government had spent \$150,000 for common roads and \$100,000,000 for railways; and about the same proportion would be true in Canada although 10 men used the highways directly for one who used the railway directly.

"There can be little doubt," continued the speaker, "that most of the money and labor spent on road-making is wasted under the present system. Very little more expenditure per annum would be required to give us good roads if the money were wisely spent by a special committee of experts. And just think of it, gentlemen, a really good road will last forever, as we can see from the durability of the old Roman roads in England. That being so, we can afford to spend money in road-making. Suppose we spend \$50 per quarter section, why, it would come back to us almost immediately in the increased value of the land. But if you want that money spent wisely you must have it spent by an expert who understands road-making."

Specially Constructed.

Wm. Pearce, Calgary, offered a suggestion that the resolution be amended to read "specially constructed" instead of "paved" roads and this was agreed to by the mover.

B. Young, Raymond, called attention to the advisability of a recommendation in favor of the use of wide-tired vehicles. These would preserve good roads indefinitely.

O. Bush, Stratheona, didn't believe in road commissioners. "The experience of the Province of Ontario," he insisted, "shows that the money spent by commissioners is wasted in graft and doesn't go to the roads."

Replying to Mr. Short, he pointed out that Alberta lacked stone and gravel and therefore could not make Roman roads. It would be a good road that would last five years. In Ontario the best results were obtained by having short stretches of road built by Government experts as an example to the farmers. Lectures on road-making were also a great assistance.

Any Change Would be Better.

T. W. Lines, Edmonton, admitted the possibility of graft but didn't think it should be considered very much. At all events nothing could be worse than the

present system. Wm. Short pointed out that it was not intended to have the commissioner spend the money himself; he is merely to direct the expenditure into proper channels.

Thos. Copland, Saskatoon, rose with a very pertinent inquiry. Did the convention propose to ask the Government to say how people in municipalities are to spend their own money? Surely this was contrary to British practice.

"If people pay taxes," he continued, "they have a perfect right to make blunders with their own money if they want to. People wouldn't stand for Government dictation in a matter of this sort. Either let the commissioner act entirely in an advisory capacity or let the Government take over road-making altogether."

W. C. Ives, Lethbridge, took objection to the last clause in the resolution as being quite impractical and finally the whole matter was referred back to the resolutions committee with instructions to report at the evening session.

Law of Agency.

W. Short, Edmonton, moved that because of the great amount of business transacted in the west through agents, the measure of whose authority there was no convenient method of ascertaining, therefore "it is desirable that, on the one hand, corporations and others doing business in the west should be compelled to give protection to the public by clear disclosure of the extent of the agent's authority, readily accessible to the public at large, and, on the other hand, that the agency should be laid down by positive legislative enactment, and to this end the law of agency should be codified."

Mr. Short spoke briefly in support of the resolution, urging the importance of dealing with agents who had power to bind the corporations they represent.

After a short discussion the resolution was carried.

Markets for Agriculture.

Wm. Pearce, Calgary, introduced a resolution looking to better marketing of agricultural products. It set forth in preamble that the west depended solely upon agriculture; that the opening of markets was not keeping pace with production; and that prices were decreasing while cost of production was increasing. The resolution then urged upon the Dominion and Provincial Governments the establishment of bureaus of information and statistics relating to agriculture. The duties were thus classified: (1) Gather and compile statistics; (2) investigate and report upon values of agricultural products in foreign markets; (3) compare foreign with domestic values and estimate the profits of middlemen; (4) investigate alleged in-

adequate transportation facilities and excessive transportation rates; (5) inquire into improved methods of placing agricultural products on the market.

In support of his resolution, Mr. Pearce spoke in part as follows:

"The resolution which I have been requested to introduce is under the head of markets for agricultural products. I think that might well be broadened so as to include all the necessities required by the agricultural population; at least to obtain statistics as to their cost and selling price. I would include among such necessities fuel, building materials of all kinds, clothing, and the prime necessities of life such as meats, flour, sugar, etc., etc.

A Practical Age.

"This age has been termed by many a practical age. To be practical we require knowledge; the more comprehensive and concrete our knowledge, the



Wm. Trant, Regina, Retiring Secretary.

more practical will we be. All the great commercial nations of the world are continually gathering statistics relating to commerce. The Germans, who have perhaps made greater strides in the way of trade and commerce since 1870 than any other nation, are, par excellence, a people of statistics.

"One cannot conceive how the best possible progress in amelioration of grievances or in the development of the country can be attained without full and complete statistics.

"The other day in Calgary I was told that the price of mutton by the hind quarter was 18c. per lb. With a discount of 5 per cent. for cash, this is about 17c. per lb. Probably that is not an undue profit, but it would be interesting to know how much of the price the grower of the mutton received, what went for slaughter, sale, etc. The same question

arises regarding beef, pork, veal, eggs, poultry and many other things which enter into daily consumption.

Publicity a Corrective.

"Coming now to the large question of exports, it is plain that the same data are required. In the case of meat shipments we need to know what the producer receives, what the transportation companies receive and what the dealer receives. With such data at our command, we can at once discover the cause and probably apply the remedy if there is anything wrong with the handling of the trade. Without such data one is groping in the dark.

"Publicity is an effective remedy for most evils. Once having the facts collected and a good system adopted for illustrating them, the maintenance of the bureau outlined in this memorial would not be very expensive; but no matter what it cost it would be well worth while."

At the conclusion of Mr. Pearce's speech a resolutions committee was appointed consisting of Messrs. Pearce, McDuffie and Laird. The convention then adjourned for dinner.

At the opening of the evening session President Hutchings congratulated the convention on the businesslike way in which it was getting through the program of resolutions.

Cattle Embargo Again.

The committee on resolutions then presented an amended cattle embargo resolution which read as follows:

"Whereas, for some years past the introduction of live cattle from Canada into the United Kingdom has been forbidden, except for slaughter within ten days after arrival on the soil of the United Kingdom, for the alleged reason that Canadian cattle are affected with contagious diseases, although such assertion has been repeatedly refuted by those who are believed to be qualified to give a correct opinion and the honesty of whose opinion has never been questioned;

"And whereas, from the utterances of several leading public men in Great Britain and from the debates in the Imperial Parliament it would appear that the embargo is intended for trade protection rather than for protection against the spread of disease;

"And whereas, it is asserted by many that this condemnation of Canadian cattle works serious injury to Canada;

"Therefore be it resolved, that the Imperial Government be requested to appoint a competent commission to inquire thoroughly into this matter, care being taken that every interest that desires may be represented so that it may be known that if the embargo on cattle is really intended for protection the

charge against the health of Canadian cattle may be removed."

Would not Admit Protection.

In presenting the amended resolution Wm. Pearce, Calgary, said that in the recent debate on the question in the Imperial Parliament the Government took no positive stand, while the Irish members frankly defended the embargo as a measure of protection urgently required by the Irish grazing interests. The object of this amended resolution was to furnish material for the Congress of the Chambers of Commerce of the Empire which is to meet very soon in London, England.

"We want to get the Government," concluded Mr. Pearce, "to say frankly that it is a measure of protection, for very many people are of the opinion that before the British Government would make this admission it would withdraw the embargo altogether."

Mange in the West.

W. C. Ives, Lethbridge, said this resolution was merely playing into the hands of the British people. "There is mange in our western herds," he said; "it is contagious, and if there is an investigation by experts they will find it; and if they find it, it will serve as an excuse just as well as pleuro-pneumonia with the important difference that there will be something in it."

Thos. Copland, Saskatoon, was sorry to find the words "from Canada" in the resolution as cattle from all countries come under the embargo and one might infer from the resolution that there was some discrimination by the mother land against Canadian cattle. There was not. "We are asking for a discrimination in our favor," he asserted.

After some further discussion the resolution was carried in the amended form.

Hon. W. T. Finlay.

At this juncture President Hutchings noticed in the gathering Hon. W. T. Finlay, Minister of Agriculture in Alberta, and invited him to address the convention.

Mr. Finlay is evidently impressed with the responsibilities of his portfolio, for he expressed the opinion that the Department of Agriculture was the most important in the Government: the most important because all realized that the prosperity of the farmer was the foundation of the greatness of the Canadian West.

Outlining the work of his department, Mr. Finlay said that it had taken over from the Dominion Government the operation of the Government creameries in Alberta. Last year these creameries had manufactured about 2,000,000 lbs. of butter, for which the farmers had received, roughly speaking, \$500,000. The Government creameries were popular be-

cause they realized such a handsome price for the farmer, and extensive enlargements of the plants were urgently required.

"Last year," continued the honorable gentleman, "we shipped 50,000 lbs. of butter to Japan and sent a large shipment to the Yukon. These shipments relieved the local market and helped those who were not selling cream to the Government creameries to get a good price for their butter."

The speaker reviewed the possibilities in hog raising and the Winter feeding of cattle. For all the various products of the province extensive markets would have to be found very soon. It was for the business men to assist the farmers in finding these markets.

Good Roads Again.

At the conclusion of Mr. Finlay's address, the resolution committee brought in their amended good roads resolution. No change was made in the preamble, but the resolution proper was amended to read as follows:

"That the Government be requested to provide the legislation that will best give effect to the construction and maintenance of good roads, keeping in view an equitable basis of taxation to give effect thereto."

In explanation of the change, Wm. Pearce, Calgary, said the resolution had been so amended in order to avoid the question of taxation without representation. The methods might well be left to the Government.

No Mortgage for Him.

W. C. Ives, Lethbridge, was not willing to support the debenture plan. "A debenture, long or short, is a mortgage on my farm," he exclaimed. "You propose to mortgage my farm to pay for the construction of a road which a man living six miles behind me may use as much as I do, and yet pay nothing for."

A. T. Cushing, Edmonton, didn't believe the municipalities would go into debt to build roads. They had the power now to incur liabilities to the extent of \$8 per quarter section, but few, if any, had done so.

B. Young, Raymond, replying to Mr. Ives, pointed out the great increase in the value of lands caused by good roads and said he failed to see the force of objection raised by the Lethbridge delegate.

The resolution was carried as amended.

The Metric System.

K. W. MacKenzie, Edmonton, moved that because of the development of international trade having made the metric or decimal system of weights and measures more desirable, and having given general satisfaction where tried, therefore "the Government of Canada

be urged to take the necessary steps to have this system made compulsory in Canada, securing at the same time the greatest possible co-operation on the part, both of the Imperial Government and that of the Government of the United States."

In the course of a very able and incisive speech, Mr. MacKenzie explained the metric system, and dwelt upon its many advantages with telling emphasis. He considered the objections to it to be sentimental and not practical. A. T. Cushing seconded the resolution.

A. Strang, Winnipeg, congratulated Mr. MacKenzie on his lucid exposition of the system, and said the Winnipeg Board of Trade had endorsed the metric system some time ago. Until Great Britain and the United States made the change, Canada could only play a waiting game.

Respect Our Ancestors.

D. H. McKinnon, Stratheona, was inclined to be conservative, and he depreciated the folly of being wiser than our ancestors.

J. R. Cowell, Red Deer, retorted in a brilliantly sarcastic and humorous speech, in which he ridiculed the present system.

A. S. Noble, Medicine Hat, offered an amendment urging merely education of the people to the advantages of the metric system, but after a long discussion it was thrown out and the original motion was adopted.

The convention then adjourned, having done a big day's work.

THE SECOND DAY.

Resuming on Thursday morning, the first business of the convention was the appointment of a standing law amendments committee for the coming year. The old committee, consisting of ex-Judge McGuire, Prince Albert; W. F. Mylton, Regina; R. J. Hutchins, Calgary, and Wm. Short, Edmonton, were re-appointed.

Aid to Hospital.

Hugh McKellar, Moose Jaw, moved that "It is advisable that all local improvement districts or municipalities be given the option of levying and collecting a special hospital rate, not exceeding one per cent. per acre, the proceeds of such tax rate to be granted to any hospital or hospitals, as the council of the municipality or local improvement district levying such rate may direct."

Mr. McKellar said the matter had been brought up last year and the Saskatchewan Legislature had increased the per diem grant per patient from 25c. to 50c. per day. He made a strong plea for public aid to hospitals, and the resolution was seconded in an able speech by E. M. Saunders, of Moose

Jaw. After a short discussion the resolution was carried.

Inspection of Settlers' Effects.

V. C. James, Wetaskiwin, championed the following resolution: "That a much stricter inspection of cars containing settlers' effects coming into Canada from the United States be enforced, to prevent the importation of dutiable goods as settlers' effects."

K. W. MacKenzie, Edmonton, opposed the resolution. He thought that in general the inspection of settlers' effects was pretty thorough; if the Wetaskiwin board had any special grievances they should take the matter up with the Government themselves. It would not be fair for the convention to cast a reflection upon the whole inspection service on such slight grounds.

The convention agreed with Mr. MacKenzie, and the resolution was defeated.

Municipal Bonusing.

W. C. Ives, Lethbridge, referred to the evils of municipal bonusing, and moved the adoption of the following resolution for the protection of municipalities from the greed of railway corporations:

"That the convention recognizes the advisability of legislation restricting the bonusing of railways, corporations and industries by cities, towns, and municipalities."

The resolution was seconded by M. Barford, Lethbridge, and carried unanimously.

Postal Service.

In a strong speech, Mr. McCausland, Regina, moved that in view of the enormous influx of settlers into the two new provinces, the large amount of railway construction now in progress or under contemplation, and the rapid development of the country generally, the convention urge upon the postmaster-general the necessity of endeavoring to maintain the postal services on the basis which the progress and development of the country require.

He regretted that it should be necessary to introduce such a resolution. It was not necessary to particularize as from one end of the two provinces to the other there had been a constant outcry at the inefficiency of the postal service.

"Our friends living in Ottawa," he continued, "move more slowly than we do; they don't understand our situation here. We urgently require an official in the west—a deputy postmaster-general, if you will—to devote his whole time to improving and extending the western service. The centre of the postal system is too far away from the circumference; that's where the whole trouble lies."

Eighteen Miles in Eight Months.

Thos. Copland, Saskatoon, seconded the resolution and was followed by W.

G. Pettingell, Regina. The latter cited an instance of a letter taking eight months to go from Regina to a post office only 18 miles away.

P. McAra, jr., Regina, characterized the postal system of the west as a disgrace to Canada.

W. Dowsett, Edmonton, agreed. "We can get goods shipped by freight over the C.N.R. and the new branches of the C. P. R. and have them delivered 10 days before our invoices will reach our customers by mail. The Edmonton post office would be a disgrace to Fort MacPherson or Siberia. The Government need take no credit to themselves for their big postal surplus while they are starving the service in the west. I hear the surplus is larger than ever this year, but the service is steadily growing worse."

The resolution carried unanimously.

Sugar Resolution.

B. Young, Raymond, then introduced the following resolution, plainly intended as an endorsement of the Raymond refinery as opposed to its rival the B. C. sugar refinery:

"Resolved, that the members of this convention be pledged to use their influence wherever possible to promote the use of sugar grown and manufactured in Alberta in preference to that grown in foreign countries and which is refined only in British Columbia and certain other provinces in Canada."

In an eloquent and forcible speech Mr. Young urged that it was the "religious duty" of every loyal Albertan to support home-grown products and particularly Raymond sugar. He stated that there had been an investment of \$500,000 in the Raymond refinery in 1903, that the production in that year had been 800,000 lbs.; in 1904, 1,300,000 lbs., and in 1905, 4,600,000 lbs. of refined sugar.

A Home Industry.

"This is a home industry," he continued, "yours and mine; and it becomes us as patriotic citizens to support our own. It is the extent of our production that measures our strength in this country. It is our religious duty to support what is for the benefit of our own country."

H. W. Laird, Regina, strongly opposed the resolution on the ground that it would be a vicious principle to pass a resolution referring to any one industry. "We might as well mention Regina flour as Raymond sugar," he said.

"I cannot believe that this is a struggling industry," he continued. "Raymond sugar sells at 10 cents per cwt. less than B. C. sugar and we know that the 'sugar barons' are making a great deal of money, probably more than those in control of any other industry. There is no greater monopoly than the sugar business, there are no greater robbers—and I use the term advisedly—than the 'sugar barons' and surely the Raymond people, selling so near to the price of the big refineries, have no need for con-

I am prepared to accept a general resolution in favor of the purchase of goods manufactured in the west, but I will not designate Raymond sugar."

The convention agreed most emphatically with Mr. Laird and the following amended resolution was finally passed:

"That the members of the convention be pledged to use their influence in favor of products manufactured in the west in preference to those manufactured in other parts of the country or in foreign countries."

Government 'Phones.

O. H. Bush, Stratheona, introduced a resolution re-affirming the principle of Government ownership of telephones, as set forth in a resolution passed a year ago.

The resolution was amended by the addition of the word "municipal" so as to include municipal as well as Government ownership; it then passed unanimously.

Condolence to Mrs. Tweed.

H. W. Laird, Regina, then read the following resolution of condolence, which the special committee had prepared to be sent to the widow of the late President Thomas Tweed:

"That we, the delegates in attendance upon the third annual convention of the Boards of Trade of Saskatchewan and Alberta, hereby record our deep sense of regret upon the death of our late greatly esteemed President, Thomas Tweed, Esq., of Medicine Hat, who, during the past two years, bore a leading part in the formation and establishment of the annual convention now assembled. We gladly embrace the opportunity of acknowledging his distinguished services during that period; his unflagging interest in the success of our association; his wise counsel and sound judgment; his manly qualities and kindness of heart. And we regret that death has removed such a commanding figure in the commercial life of Western Canada."

Timber Preservation.

William Short, Edmonton, next brought to the attention of the convention an important resolution dealing with reforestation and the preservation of timber. It pointed out that in the Province of Alberta, along the eastern slope of the mountains and in the foothills and for a considerable distance eastwards, there formerly existed a large area of merchantable timber of excellent quality; that this timber has been largely destroyed by forest fires; that from the 49th parallel to the 54th parallel this timber area is estimated to comprise upwards of 25,000,000 acres capable of producing, at a low estimate, 3,000 feet of lumber per acre; that there are other portions of the two provinces such as the Cypress Hills, where the strongest reasons for promoting timber growth might be urged; that new timber, if protected and preserved, would in 30 or 40 years

climate forest:

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A. S. occasion the natu Hat, an strongly such pov to open J. A. a strong tion in scathing Saskatch ing tow The re the follo "There

climate and water supply the value of forest areas is very great.

The resolution asked that the Dominion and Provincial Governments be requested to take such action as will tend to promote and preserve the growth of timber upon those areas which otherwise would not have any considerable economic value; that this convention heartily endorses the action of the Dominion Government in setting apart various areas as permanent forest reserves; in the fire ranging system carried on by the forestry branch of the Department of the Interior, and in the assistance given by the same department to settlers towards tree planting on the prairies; that the Dominion Government be requested to embody in the homestead regulations provisions for retaining on wooded lands and for tree growing on prairie lands from 20 to 30 acres of wood per quarter section.

The resolution was seconded by Wm. Pearce, Calgary, and carried unanimously.

The convention then adjourned for lunch.

Townsites.

Resuming after lunch, the first resolution was introduced by A. T. Cushing, president of the Edmonton Board of Trade, and referred to townsites. It pointed out that a large number of townsites would, in the course of the next few months, be laid out in respect of the Grand Trunk Pacific, Canadian Northern, and Canadian Pacific Railway lines, in the Province of Alberta.

The resolution continued: "Be it resolved that the Government be requested to provide that no townsite should hereafter be laid out in the province until the location has been approved by the Lieutenant-Governor in Council, a proper plan has been submitted and approved, providing for drainage, water supply if any available, and parks and public squares, and that the plan should comply with proper standards to be laid down in that behalf and that any addition to any townsite now laid out, subject also to the foregoing, be made to harmonize as to streets and general plan, with the original plan."

Feature of Medicine Hat.

A. S. Noble, Medicine Hat, first took occasion to remind the convention of the natural gas to be found at Medicine Hat, and then opposed the resolution strongly on the ground that to give such powers to a Government would be to open the way for unlimited graft.

J. A. Gregory, North Battleford, in a strong speech supported the resolution in its entirety, and referred in scathing terms to the action of the Saskatchewan Valley Land Co. respecting townsites.

The resolution was finally adopted in the following amended form:

"Therefore be it resolved that the

Government be requested to provide that no townsite shall hereafter be laid out in the provinces except in conformity with general Government regulations providing for drainage, water supply if available, etc."

Railway Claims.

W. C. Ives, Lethbridge, moved the adoption of the following resolution referring to claims on railway companies:

"That in the opinion of this convention all just claims against railway companies for lost and damaged goods be settled inside of sixty days, and that steps be taken to have this matter brought to the attention of the railway commission."

W. G. Pettingell, Regina, seconded the resolution, saying that his business experience of 23 years had taught him that claims against a railway company might just as well be put in the stove as presented to the company.

The resolution was carried.

Another Railway Resolution.

The following railway resolution was also adopted, on motion of W. C. Ives:

"That in the opinion of this convention all transportation companies should be compelled to issue and sign shipping bills in triplicate, each of which should be as efficacious for proof of claims as any of them, and that a copy of this resolution be forwarded to the Board of Railway Commissioners."

J. H. Wilson, Prince Albert, undertook to champion a Government railway to Hudson Bay. His resolution was as follows:

"That in the opinion of this convention the future prosperity of this great western country, and of Canada as a whole, largely depends on cheap transportation, and that as the Hudson Bay is the natural outlet, and in our opinion is a perfectly feasible route, the Dominion Government be requested to build a road from some point on the North Saskatchewan River to Fort Churchill, as a national undertaking."

A Hard Critic.

A. S. Noble, Medicine Hat, spoke of the natural gas wells of his town, and then opposed the resolution in a speech of great clearness, force, and weight of testimony and argument. Metaphorically speaking, he knocked the project down and then stood upon it.

"I know a little about that north-eastern country," he said.

A voice—"Very little."

"I was born in Newfoundland," he continued, "and I ought to know. Now what is the extent of our knowledge of the Hudson Bay route? Simply that vessels can get into Hudson Bay and that they can get out. That is all."

"We might build our railway and

then find that the Hudson Bay route is utterly impracticable. Let us first learn something definite about the route. If we want to spend money, suppose we spend it in having a half dozen ships make repeated journeys from the bay to Liverpool. They will learn whether or not the route is practicable."

"We all know the troubles with the St. Lawrence route and how the insurance companies charge such high rates. Now the dangers of the Hudson Bay route are 100 times greater, and it would be impossible to get any insurance at all."

A Substitute.

Wm. Pearce, Calgary, and D. H. McKinnon, Strathcona, also opposed the resolution in strong speeches, and finally the following amendment was carried:

"That the Dominion Government be requested to continue its investigations as to the feasibility of the Hudson Bay route, and, if that route be found feasible, to build a railway from some point in the west to Fort Churchill, as a national undertaking."

Hands Off Jim Hill.

President A. T. Cushing, of the Edmonton board, then introduced the following resolution, plainly intended as a reproof to the few newspapers in the east which have opposed the entrance of the Great Northern into the Canadian West:

"Whereas there are in Western Canada many millions of acres of land of great economic value still unsettled and unproductive, owing principally to the lack of transportation facilities,

"And whereas, owing to the great distance of those western communities already settled from the seaboard and from the great industrial and commercial centres, the success and prosperity of such western communities is dependent in an extraordinary degree on the sufficiency of transportation facilities for the expeditious handling of traffic at the lowest possible cost,

"And whereas the extraordinary rapidity with which the newer portions of Western Canada are being settled promises to cause such an increase in the volume of traffic as is likely to overtax the capacity of existing means of transportation, even with the addition of new systems now under construction,

Most Effective Control.

"And whereas, experience has proved that the most effective control of freight rates is healthy and active competition for traffic,

"And whereas, it does not appear that the producers and consumers of Western Canada

successful operation of existing rail-ways.

"Therefore be it resolved, that in the opinion of this convention the Dominion Government should be strongly urged to afford all reasonable encouragement to any proposition looking to the increase of transportation facilities in Western Canada, and that no legislative obstacles should be placed in the way of any railway wishing to build lines in any direction."

The resolution was seconded by K. W. MacKenzie, Edmonton, and carried unanimously.

Passenger Rates.

H. W. Laird, on behalf of the Regina board, moved that in view of the growth of trade and traffic in the west the time has arrived when passenger rates should be reduced to the scale prevailing in other provinces, and that the Federal Government should take such steps as will result in the removal of the present discrimination.

He pointed out that rates are 3½c. to 3¾c. per mile on the main lines, and 4c. per mile on the branch lines in Alberta and Saskatchewan. This was unjust.

The resolution was adopted.

Tuberculosis Among Indians.

J. A. Gregory, North Battleford, secured the adoption of a resolution calling upon the Dominion Government to establish sanitariums for the treatment of consumptives where there are Indian industrial schools. There are eight Indian reserves within forty miles of Battleford, and consumption among the Indians is rapidly increasing.

Summer Excursion Rates.

W. G. Pettingell, Regina, secured the adoption of a resolution calling upon the railways to grant Summer excursion rates from Western to Eastern Canada.

A resolution introduced by the Edmonton representatives in favor of the control of municipal undertakings such as street railways, water, light, etc., by commissions, was finally laid on the table for consideration next year.

Prince Albert Chosen.

The next convention will be held in Prince Albert. This was finally decided after two ballots had been taken, and the aspirants for the honor of being the next convention city were Prince Albert, Medicine Hat, Moose Jaw and Saskatoon.

It was also decided that the next convention is to last three days.

The convention then adjourned, after giving three cheers for the president of the association and for the Edmonton Board of Trade.

The convention was brought to a close by a brilliant function in the Thistle Rink, where the visiting delegates were tendered a dinner by the Edmonton Board of Trade. No expense had been spared in fitting up the banqueting hall, and the decorations attracted the attention of all present. President A. T. Cushing, of the Edmonton Board of Trade, presided, the vice-chairmen being Wm. Short and T. W. Lines. The menu and toast list speak for themselves:

MENU

Relishes	
Queen's Olives	French Sardines
Cocktail	
Soup	
Consomme Riche Sauterne	
Fish	
Halibut Steak a la Portugaise Pommes a l'Anglaise	
Relede	
Roast Spring Lamb, Fresh Mint Sauce Espinach a la Florentine	
Roast	
Young Turkey, Cranberry Sauce C. H. Mumm	
Vegetables	
Mashed Potatoes	Cauliflower - Sauce Hollandaise
Dessert	
Moka Ice Cream with Ladies' Fingers Assorted Pastries Nuts and Raisins Parsons' Special Stilton Cheese Cafe Noir Sherry	

TOAST LIST

The King	
"God Save the King"	
The Canadian West	
Song -	"There's a Land" Mr. Howard Stutchbury
Trade and Commerce	
Song -	"Let Me Like a Soldier Fall" Mr. Jackson Hanby
Transportation	
Duet -	"Flow Gently, Deva" Messrs. Hanby and Stutchbury
The Learned Professions	
Song -	"Father O'Flynn" Mr. Howard Stutchbury
Our Guests	
Song -	"Flow Gently, Sweet Afton" Mr. Jackson Hanby
"Auld Lang Syne"	

Bright speeches were made by several of the after-dinner orators. Before the gathering dispersed at a late hour a toast was drunk in silence to the memory of the late Thomas Tweed.

CONVENTION NOTES.

Prince Albert a year hence.

Three days next year.

No city could have been more hospitable than Edmonton. Her citizens and board of trade officials did all in their power to entertain the delegates and visiting press representatives.

...tive of this paper had a delightful drive for several miles south and east of the city in company with the presidents of the Edmonton and Winnipeg Boards of Trade. The drive was an eye opener as to the varied resources of the Edmonton district. Not the Calgary brand of "Eye Opener," either.

Much of the success of the convention this year was due to the fact that the delegates were nearly all notified in advance of the subjects to be discussed.

Is there any delegate to the convention who doesn't remember the town from which First Vice-President Copland hails?

Too much credit cannot be given Secretary F. T. Fisher, of Edmonton, for his hard work during and before the convention. He was untiring in his efforts to render all possible assistance to delegates and press, and unailing in his courtesy.

How many times did A. S. Noble remind the convention of the natural gas at Medicine Hat?

Those Raymond men were orators. B. Young nearly carried the convention off its feet in his eloquent advocacy of his sugar resolution. Had it not been for the speech of H. W. Laird, of Regina, it is possible that the resolution might have been passed unamended.

Many times during the convention there were feeling references to the late Thos. Tweed, whose loss was so widely deplored in the west.

The privileges of the Edmonton Club were accorded the delegates to the convention, a courtesy which was very much appreciated. The representative of this paper also wishes to express his appreciation of the courtesies extended to him by the club during the days of his stay in Edmonton.

President Hutchings made an admirable chairman; had it not been for his watchful control of the debate, the long list of resolutions could not possibly have been disposed of in two days. As it was, all received adequate consideration.

Several of those prominent at last year's convention were missed this year. Among these might be mentioned W. F. Mylton, of Regina; Secretary Wm. Trant, of Regina; G. K. Smith, of Moose Jaw; Ex-Justice McGuire, of Prince Albert; C. W. Rowley, of Calgary, and Secretary Peterson, of the Calgary Board of Trade.

Wonder if the people in Edmonton know where Strathcona is.

Municipal and government ownership were not debated in the convention; they were taken for granted.

For several of the Edmonton illustrations used in this issue, this paper is indebted to the courtesy of the Edmonton Board of Trade.

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AUTOMOBILE'S PLUNGE.

Streetsville Merchant and Toronto Traveler Narrowly Escape.

C. S. Parsons, the genial and able traveler for John Sloan & Co., Toronto, had a very enjoyable automobile trip last week, which he will remember principally because it brought him and his companions very close to a sudden severing of worldly relations. A customer of his, F. W. Morgan, Streetsville, Ont., asked him on Wednesday of last week if he wouldn't like, instead of driving to Port Credit, to make the trip in an automobile. Mr. Parsons readily assented. The merchant got round his auto and Floyd Graydon accompanied them.

The excitement came early. Meadowdale was the first objective. Not far out of Streetsville they had reached the bottom of a hill when a cow sauntered across the road almost at the entrance to a small bridge or culvert. Mr. Morgan avoided the cow, but as he was regaining the road the steering gear refused his control. The machine struck the railing on the culvert, demolished it and plunged into the ditch 10 feet below. By a miracle of good luck none of the three occupants was hurt.

A farmer's team got the auto again on the highway and, strange to relate, the only injury it had sustained was a damaged front and demolished head lamps. The travelers got in and made the journey to Meadowdale in good time. The route then lay by Churchville, Huttonville, Brampton and Cooksville to the Credit. From there Mr. Morgan returned home and Mr. Parsons took the train to Toronto. In these days of rural unrest and cantabular alertness, it's not safe to boast about automobile speed, but Mr. Parsons assured the Grocer representative he enjoyed the trip very much.

MAYOR EKERS OPPOSED.

To Halifax Commercial Committee Plan for Montreal.

Montreal, both municipally and commercially, is opposed to the plan of a joint board of trade and city council committee, with the mayor as chairman, as worked out in Halifax and there termed the commercial committee. Last week the views of Vice-President Caverhill, of the Montreal Board of Trade, disapproving of the plan, were given. This week a representative of The Canadian Grocer interviewed Mayor Ekers and he, too, is against it for Montreal. Mayor Ekers said:

"I do not think it would be in the interests of the city to form a commercial committee such as there is at present in Halifax. While it might be pos-

sible to carry out the idea in a smaller place, in Montreal the results would be disastrous to all concerned.

"The people are supposed to elect men to the council who are in every way capable of looking after the interests of the city, commercial and otherwise. If they are not satisfied with the men they have elected, at the end of two years they have a chance to elect other men whom they think would be more successful in the administration of the affairs of the city. Should a committee of this description be formed, it would, in a way, limit the powers of the council, and the result in the end would be a general mix-up. Business and politics would interfere with each other. It would be hard to define the length to which this committee would be warranted in going. If it had power in one matter and acted, there would be little reason for it not to act in other matters which came up for discussion before the city council. In this way the men elected by the people to govern the city

MERCHANTS SEEING EUROPE.

Hamilton Men Disguised as Natives—A Pleasant Tour.

A party of four Hamilton people, two of whom were John McCullough, traveler for Wood, Vallance & Co., wholesale hardware merchants, and Campbell S. Turner, of James Turner & Co., wholesale grocers, returned in May from a three months' tour through Southern Europe, Asia Minor and Northern Africa, the countries visited including Great Britain, France, Spain, Switzerland, Italy, Greece, Turkey, Palestine, Egypt, Algiers and Morocco. The travelers climbed Mount Vesuvius just before the recent violent eruption and had a most enjoyable trip throughout.

In the group picture shown, Mr. Turner is dressed in Turkish garb, he wearing a turban and holding an old-time musket in his hand. Mr. McCullough, in the upper right hand corner, is in the costume of a Bedouin, the photo being taken at Jerusalem, this being a favor-



A Group of Tourists at Jerusalem.

would often be ruled by the action of the commercial committee. No, I do not believe such a committee as this would be a success in Montreal.

"The city is going ahead under the present arrangement. If a deputation from the board of trade waits upon the council and presents the views of the board on some matter of commercial importance to the city, which is very often the case, they are courteously received and their suggestions are carefully considered, and very often bear weight with the council when coming to a decision. We find this a good plan and I do not think it would be bettered by the formation of a commercial committee."

CASTILE SOAP HIGH.

Owing to the high price of oil, castile soap continues firm and advancing. As it is at present, manufacturers are shipping at a loss, so that in all probability there will be a general advance in the near future.

ite form of extorting money from travelers adopted by the photographers of that country. The tourists felt "creepy" while in the rented costumes, but as a result of their experience they have the photo which we reproduce.

Constantinople's dog scavengers were one of the most startling things seen by the Hamiltonians while on the trip. Thousands of wolfish and ownerless dogs run wild through the streets, with a penalty of several years imprisonment for the killing of one of them, the penalty being half as severe as for the killing of a human being. The only service the dogs perform is to act as scavengers in disposing of the city's sewage and carrion.

Messrs. McCullough and Turner are back at work again, liking it fine and better because of their pleasant memories of far away and strange scenes.

W. Snyder, of St. Jacobs, Ont., recently spent a week about Ayton, trout fishing.



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QUEBEC TRAVELERS' TAX.

A further amendment to the sliding scale tax on foreign commercial travelers doing business in the Province of Quebec, in the form of a six months' license, has not received adequate publicity, and the full import of the change is, as a consequence, not appreciated.

The sliding scale which took effect last March provided for the abandonment of the straight three hundred dollars yearly tax on all foreign travelers except those soliciting for liquor firms, and the substitution of a tax of one hundred dollars yearly on travelers selling only to the wholesale trade, two hundred dol-

lars for those calling upon both wholesale and retail, and four hundred dollars for those selling consumers. The six months' privilege, in effect since May 1, provides for a license from 1st May to 1st of November, or from 1st of November until the 1st of May following, by paying one-half the amount of the full yearly tax. Thus a traveler for a firm outside of Canada calling on the wholesale trade in the Province of Quebec, instead of paying \$100 pays only \$50 for a six months' license, and a traveler calling upon the wholesale and retail pays \$100, while one selling consumers pays \$200, instead of \$200 and \$400 respectively.

This latter provision is decidedly more equitable as it practically cuts in half the obnoxious tax. To avoid taking out more than a six months' license foreign travelers must arrange their trips so as not to overlap the dates mentioned. Thus a traveler might enter the province in October and stay after the 1st of November, which would necessitate him securing another license good until the 1st of May following. Even where the retail trade is called upon, dry goods travelers never spend as long as six months in the province. While the principle of the tax, as has been pointed out in these columns many times, is in restraint of trade, the amendment which really halves the tax has been received with favor because it points in a measure to the final repeal of this revenue-making tax.

Foreign commercial travelers still make strenuous objections to the tax, but the Provincial Revenue Department is closely watching its collection, and evasions, which were at first effected, are now impossible. When interviewed in Montreal, the collector of Quebec provincial revenue outlined clearly the exact interpretation of many dubious points. For instance, a firm outside of Canada desiring to send a traveler to work the Province of Quebec, to avoid paying the tax must have a bona fide place of business in the province at some centre where stock is carried and books kept. A favorite form of evasion, which is useless in this respect, is for a foreign firm to establish an agent in either Montreal or Quebec. While the resident

agent has not to take out a license, a traveler from the headquarters of the firm, or any of its foreign branch offices, coming to the province to call on the trade with the agent, must pay the tax.

MORE SHED ACCOMMODATION.

Existing wharfage conditions in Montreal are such as to arouse considerable comment among business men, particularly those interested in the shipping trade. Lack of shed accommodation is the thorn in the side of the shipping trade at present. Goods are strewn all along the harbor front awaiting shipment or cartage to their destination in Montreal. Casks, cases, bundles, in fact packages of every description, are to be seen, sometimes roughly covered by a tarpaulin, but very often exposed to the weather. These cases, or packages, contain a variety of merchandise and, very often, being stored in the open has the effect of damaging the goods. In any case, exposure to inclement weather cannot benefit the goods. Again, merchandise scattered along the wharves hampers the work of carters, and deliveries are thus delayed. Were there proper shed accommodation it would be possible to handle these goods with much less trouble, and the loading and unloading of vessels would be facilitated. Montreal's port is growing. Of that there is no doubt. Revenue returns alone would justify this statement. The goods ever lying on the wharves for lack of shed room also supports the statement. This fact may, in a measure, excuse the lack of proper temporary storage, but action is necessary at once in order to ensure the proper handling of the immense traffic which will be passing through this port a few years hence. The present congestion of merchandise is but a sign of what is to come if proper measures are not taken to meet the new conditions sure to arise. True it is that work is at present going on towards the erection of a certain number of steel sheds, but further accommodation will be required in all too short a time. Those responsible cannot take up this matter any too soon if the growth of Canada's national port is to be considered and encouraged.

In every of Trade C last week was a large business men subjects discussed the west, their consequence and were the r the problem every deleg responsible no case through v The convey out the D ness Men's once forgo tached to ions of th west. In bered that business.

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ANOTHER SUCCESSFUL CONVENTION.

In every respect the Western Boards of Trade Convention, held in Edmonton last week, was a striking success. There was a large attendance of the best business men of Western Canada, the subjects discussed were of live interest in the west, and the delegates brought to their consideration a trained intelligence and a detailed knowledge which were the result of long familiarity with the problems in question. Moreover, every delegate seemed to remember the responsibility of his utterances, and in no case was a resolution rushed through without proper consideration. The convention is recognized throughout the Dominion as the Western Business Men's Parliament, and it was never once forgotten that weight will be attached to the soberly expressed opinions of the solid business men of the west. In a word, the delegates remembered that they were engaged in serious business.

While the functions of this gathering are purely advisory, it is, nevertheless, the case that their decisions are bound to have considerable effect upon the commercial legislation of the two new provinces. They are rash legislators who think they can afford to ignore the conclusions of the Western Business Men's Parliament.

GOOD ROADS IN THE WEST.

The subjects dealt with by the western merchants in convention at Edmonton were all important and none could be singled out as of first magnitude or remote interest, but the question of good country roads is probably the largest and longest lived of them all. In a country where the wealth is agricultural, where the coming and going of the farmer is to the body politic and commercial as blood circulation is to the human organism, the importance of road building and maintenance can scarcely be over estimated.

To get the situation close at hand, imagine a great city with its concentrated commercial activities doing business on mud roads. A wet day comes and everything would be tied up, a wet season and trade would be ruined. Each of the new western provinces will in a

few years represent many cities rolled out and spread over the prairies, millions of people who unless the good roads apostles prevail will waste their energy on water-logged highways in wet seasons and rough and dusty ones in dry. There is no deliverance for the country that will not improve its roads. The merchants are directly interested. The millions of treasure good roads would save the farmers would go to swell the volume of every department of trade.

If the ways of the east prevail in the west the losses of many big cities with mud roads will be borne by the farmers and merchants of the prairie provinces. Of course they won't look so big because so spread out, but the losses will be there and will be an incessant drain upon the business and industrial life of the country.

MUNICIPAL SPIRIT.

Montreal men are against the Halifax plan of board of trade and municipal co-operation so far as their own city is concerned, but they admit the necessity for board of trade interest in municipal affairs. The latter is the real issue; the question is how to realize the desired result. Spasmodic effort is useless. Continuous effort is obtainable only by some sort of organization or plan. Municipal administration is weak largely because business men do not give it the attention they should. Patriotism begins at home and there is need for it in every municipality in this country. A right development of municipal spirit would solve many vexed issues of federal and provincial politics.

SPIRITED ACTION AND SLOTH.

Manufacturers and traders on this continent have a habit of talking about the antiquated business methods and slowness of the Old Country business man. Here is a little light.

The revelations before the select parliamentary committee in England, to inquire into butter adulteration, stirred the British butter trade. The Grocers' Journal, London, June 2, has a page article headed, "Spirited Action by Messrs. Cary and Grimsdell." The spirited action is outlined in the opening paragraph:

"Being desirous, in connection with the searching inquiry which has been entered into by the House of Commons Select Committee on butter adultera-

tion, to vindicate the fair fame of Dorset butter, and also their own reputation in the placing on the market a pure and thoroughly reliable article, Messrs. Cary and Grimsdell, of the Dorchester Butter Factory, well-known throughout Dorset, Somerset and the whole country, recently invited the leading butter merchants of Dorchester and the officers and committee of the Milborne St. Andrew and Winfrith Farmers' Clubs to lunch with them at the King's Arms Hotel, Dorchester, to discuss the question and pass a resolution in favor of the much-needed Butter Bill, following up the event by an investigation of their factory on the Wareham road. A thoroughly representative company assembled."

President Roosevelt's revelation of Chicago meat packing methods created the opportunity of a generation for Canadian packers, first, because they compete with the American product in the British market; second, because considerable quantities of American canned meat are sold in Canada, and, lastly, because the average English mind is not very clear about American geography, and everything from the western continent is regarded as of the same origin.

Well, what's been done? Nothing! Not the faintest effort has been made to inform either the Canadian or English consumer regarding the superior methods and conditions of the curing and canning of meat in Canada.

A curious example of demanding a low standard and getting it comes from India. English millers have been complaining about the dirt with Indian wheat. A London Times India correspondent explains. The recognized proportion of dirt allowed by English millers is five per cent. In India, unlike Canada and other wheat producing countries, the wheat is threshed by being trodden out under the feet of oxen in the open field, and, consequently, must have a large admixture of field dirt. When the Bombay merchants get it they test it. That having over 5 per cent. of dirt is cleaned, and the exact 5 per cent. of dirt is then added. The cure, says this correspondent, is for the European millers to reduce their allowance of dirt until it is abolished altogether. "As long as millers in Europe," he concludes, "deduct 5 per cent. for dirt, so long will they get it."

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

FLUCTUATIONS—

Sugar—Advanced 10c.

Fish—Revised.

Montreal, June 20.

Favorable weather during the week has been conducive to fairly good business, as taken all round there is not much ground for complaint over the existing conditions in the trade. While business is not abnormal, a good, healthy trade is passing, and most grocery lines are in steady demand. Canned goods this week are featureless. Some talk there is of a weakness in tomatoes, but as prices are kept up this rumor lacks confirmation. Prospects for a good crop in California continue encouraging. Sugar has advanced 10 cents since last quotations. The rise was not entirely unexpected as the New York market has been very strong of late. Summer business has not yet commenced in earnest, but the trade expect to have a profitable season. Teas generally are firm. Reports from Japan state that the market is still advancing owing to the rumor of estimated shortage in crop, and the fact that there is a good demand for the new teas. Molasses is steady. Nothing new has developed in the coffee situation, while spices, according to advices received from the primary market, are becoming firmer. Dried fruits are moving along quite freely. Valencia raisins have been in good demand. Evaporated apples are almost cleaned up, it being very hard to obtain such small quantities as are wanted. Honey is quiet.

CANNED GOODS—Canned goods continue about steady. Jobbers report no special call for any particular line. Peas are still selling well, the last advance apparently not much affecting the sale. Corn is in very good demand. There is talk in some sections of a weakness in tomatoes, but prices are very well maintained. Californian crop reports received state that apricots this year will be much higher, which was expected, owing to the failure of the crop. Plums are said to have turned out fairly well and it is thought they will be quoted on the old basis. It is yet a little too early to speak of peaches and other fruits, but quotations are expected to arrive any day.

The usual quotations are held over for this issue and will appear again next week.

SUGAR—Since last report was made herein there has been an advance of 10 cents in sugar. Coming as it did, the rise was not unexpected in some quarters. Business has been very good right along, the advance apparently having little effect upon the market as regards sales. The rush of business has not yet commenced, but jobbers are looking forward to a good season.

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

SYRUP AND MOLASSES—No new features have developed in the molasses market this week. Orders received by jobbers are normal. Prices have not experienced any change, and it is not likely that there will be either an advance or a decline, since conditions are such as to leave the market without much interest.

For corn syrup there is a good demand at figures quoted.

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

TEA—The tea market this week has been about firm. Pinhead gunpowders, in China greens, which were sold last year for 27c., are now quoted at 31c. (new crop). Other lines are advanced in proportion. Ceylon greens are unchanged. Offerings are not many. Blacks are plentiful, and some very good values in medium Ceylons are offered. Indians are about the same as usual. Reports from Japan say that the home market is very strong, and the market still advancing on account of the estimated short crop and the brisk demand. Locally dealers report more inquiries for old stock than for new teas.

Japans—Fine.	0 26	0 30
" Medium.	0 20	0 23
" Good common.	0 15	0 18
" Common.	0 13	0 15
Ceylon—Broken Pekoe.	0 25	0 38
" Pekoe.	0 17	0 20
" Pekoe Souchongs.	0 15	0 20
Indian—Pekoe Souchongs.	0 15	0 18
Ceylon greens—Young Hysons.	0 17	0 18
" Hysons.	0 16	0 17
" Gunpowders.	0 13	0 14
China greens—Pineauy gunpowder, low grade.	0 11	0 15
" " pea leaf.	0 19	0 22
" " pinhead.	0 28	0 32

COFFEE—Dealers report very good business in coffee during the week. Orders received from the country are such as to give satisfaction in most cases. Advices from the primary markets do not mention anything new in the situation. Prices are well maintained.

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

SPICES—Reports from the primary markets state that all spices are firming up. Locally there is practically nothing new of interest. Good general business is passing.

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

FOREIGN DRIED FRUITS—During the week there has been a good demand for Valencia raisins, and the market is rapidly being cleaned up. Prunes have shown some activity also. Seeded raisins are being sold in fair quantities in many sections. Reports from Greece state that weather conditions are about the same as last report, but it is hard to say how much of the information contained in these despatches is genuine. However, even though the crop this year be small, there will be a sufficiency to supply all demands, on account of the holdings here. Conditions for a good crop in California continue favorable, but the recent rains may have harmed the crops more than is yet known. Quotations have been received on California figs. Walnuts are firm. Reports are being received from Sicily to the effect that filberts are advancing. It is not thought that this is a fact, however, and the market is not much influenced by the rumor.

Valencia Raisins—	0 04	0 04
Fine off-stalk, per lb.	0 04	0 05
Selected, per lb.	0 05	0 05
Dates.	0 04	0 04
Dates, Hollowees, per lb.	0 04	0 04
Californian Evaporated Fruits—		
Apricots, per lb.	0 13	0 14
Peaches, "	0 12	0 14
Pears, "	0 13	0 15

Malaga Raisins—		
London layers.	2 25	
" "Connoisseur Clusters."	2 50	
" " 1/2-boxes.	0 80	
Royal, Buckingham Clusters, 1/2-boxes.	1 10	
" " boxes.	3 50	
" "Excelsior Window Clusters."	4 50	
" " 1/2-boxes.	1 3	

Californian Raisins—		
Loose muscatels, fancy seeded, in 1-lb. pkgs.	0 09	0 09
" " choice seeded, in 1-lb. pkgs.	0 08	0 08
" " 2 crown.	0 07	0 08
" " 3 crown.	0 08	0 08
" " 4 crown.	0 08	0 08

Prunes—		
30-40s.	0 09	0 09
40-50s.	0 08	0 09
50-60s.	0 08	0 08
60-70s.	0 07	0 08
70-80s.	0 07	0 07
80-90s.	0 06	0 06
90-100s.	0 06	0 06
Oregon prunes (Italian style), 40-50s.	0 08	0 08
" " 50-60s.	0 07	0 07
Oregon prunes (French style), 60-70s.	0 07	0 07
" " 80-100s.	0 06	0 06
" " 100-120s.	0 05	0 05

Currents—		
Filiatras, uncleaned, barrels.	0 05	0 05
Fine Filiatras, per lb., in cases.	0 06	0 07
" " cleaned.	0 05	0 05
" " in 1-lb. cartons.	0 07	0 07
Finest Vostizas.	0 06	0 07
Amalias.	0 06	0 06

Sultana Raisins—		
Sultana raisins, per lb.	0 06	0 08
" " 1-lb. carton.	0 09	0 09

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

EVAPORATED APPLES—Evaporated apples are now practically out of the market. One large jobbing house in Montreal stated that it was found necessary to send out of town to obtain two cases to fill an order. Prices are, in a way, nominal. The goods are so scarce that there is hardly a price for

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MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, June 21, 1906.)

ers. Prunes are nearly done. Bottom prices for currants are moving up.

Prunes, Santa Clara—			
90-100s, 50-lb boxes	Per lb.	60-70s, 50-lb boxes	Per lb.
80-90s	0 07 1/2	50-60s	0 08 0 09
70-80s	0 07 1/4 0 07 1/2	40-50s	0 09 0 09 1/2
		30-40s	0 10 1/4 0 10 1/2
French prunes, 110-120s			0 04 1/2
Note—25 lb. boxes 1c. higher.			
Candied and Drained Peels—			
Lemon	0 11 0 11 1/2	Citron	0 18 0 20
Orange	0 11 1/2 0 12 1/2		
Eggs—			
Element, per lb.	0 10		0 14
Tapnets			0 04 1/2
Apricots—			
Californian evaporated, in 50-lb boxes			0 16 0 17
Peaches—			
Californian evaporated			0 14 0 17
Pears—			
Californian evaporated, per lb.			0 13
Currants—			
Fine Filiatras	0 06	up	Vostizzas 0 07 1/2 0 08 1/2
Patras	0 07 1/2 0 08 1/2		
Cleaned 1c. more			
Raisins—			
Sultana	0 05 1/2		0 09
Fancy	0 10		0 14
Extra fancy	0 15		0 16
Valencias, selected	0 05 1/2		0 06 1/2
Seeded, 1-lb packets	0 09		0 10 1/2
California, loose muscatels—			
3-crown			0 07 1/2
4-crown			0 09
Dates—			
Hallowees	0 05	Fards new choicest	0 09 0 10 1/2
Sairs	0 04	new choicest	0 09 1/2
Domestic evaporated apples			0 13

NUTS—There has been an advance all round in primary markets for both prompt and future deliveries since last week and it certainly looks as if those jobbers who have not covered their orders would pay considerably higher prices.

Shelled walnuts for September shipment have advanced 7 francs, and walnuts in the shell are entirely controlled by one firm, who sold 10,000 bags during May.

Almonds, Tarragona, per lb.	0 13 1/2	0 14
Formigetta	0 12 1/2	0 13
shelled Valencias	0 27	0 28
Walnuts, Grenoble	0 14 1/2	0 15
Bordeaux	0 10 1/2	0 11
shelled	0 26	0 28
Filberts, per lb.		0 10
Pecans, per lb.		0 14 0 17
New Brazils, per lb.		0 14 1/2 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08 1/2
A 1s, banners and suns		0 08
Japanese Jumbos		0 08 1/2
Virginia		0 10

SPICES—Quotations are unchanged.

Spices—		Per lb.
Peppers, blk		0 20
white		0 30
Ginger		0 18 0 35
Cassia		0 25
Nutmeg		0 45 0 75
Cloves, whole		0 30
Cream of tartar		0 22 0 28
Allspice		0 16
Mace		0 85

RICE AND TAPIOCA—Prices are firm and quotations are unchanged.

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

DRIED FISH—The market is quiet with unchanged quotations.

Boneless fish, per lb.	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb.	0 05 1/2 0 06
Flitched cod fish, cases of 100 lbs.	6 50

HIDES AND WOOL—Hide prices are unchanged.

Hides, inspected, steers, No. 1	0 12
No. 2	0 11
" cows, No. 1	0 11 1/2
No. 2	0 10 1/2
Country hides, flat, per lb., cured	0 11
Calf skins, No. 1, city	0 14
No. 1, country	0 13
Sheep skins	1 50 1 85
Lamb skins	0 40
Horse hides, No. 1	3 15 3 60
Rendered tallow, per lb.	0 04 1/2 0 05 1/2
Pulled wools, super, per lb.	0 25
extra	0 27
Wool, unwashed fleece	0 17 0 1
washed fleece	0 26

Wholesalers report a good week's trade with the demand for all staple lines active. Price changes are few. Sugar, which recently declined 10c. per cwt. for refined grades, is still quoted at the lower level, but the market shows a stronger tone and the trade here is looking for an early advance to the old level as a result of the firmer feeling at New York. Dried fruits are firmer. Valencia raisins are up 25c. to 30c. and Silver prunes 1-2c. higher. Shelled nuts are also some firmer and in the canned goods list peas are quoted at a 10c. advance. Advices from the Pacific Coast state that the new pack of sockeye will bring from \$1 to \$1.50 a case more than the present stock, while prices for old stock are expected to advance 50c. to 75c. a case. None of the new stock is expected to be on the market until September. New apricots are quoted at from 19c. to 20c. per pound, about double the usual price, owing to the shortage of the crop. Old honey is practically all cleaned up, but the new article is expected soon upon the market. Canned strawberries and lawtonberries are not on the market, old supplies being disposed of. The new stock of the former will be in about the early part of August, while lawtonberries will not be on the market until September.

The arrangement which the management of Force made with the western trade, viz. nine packages with three cases, 18 packages with five cases or 36 packages with 10 cases, with freight paid to all points, was terminated on June 15.

CANNED GOODS—Pacific Coast advices state that very little of the best sockeye salmon will be packed in tall tins this season, the reason being that the demand outside Canada is almost entirely for the flat tins. Prices for the new run will also be considerably higher, about \$1 to \$1.50 per case. Old stock is now firmer and an early advance is looked for. Strawberries and lawtonberries are not now on the market. Canned peas are up 10c. Other lines firm, but unchanged. We quote:

FRUITS.

	Group No. 1	Groups No. 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb.	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black	3 83	3 78
Gooseberries—		
new	4 08	4 03
Pears—		
2s, F.B., per 2-doz. case	3 58	3 53
3s,	5 09	5 04

Peaches—		
2s	4 08	4 03
3s	6 14	6 09
Plums—		
Damson, 1s	2 13	2 08
Lombard, 1s	2 23	2 18
Greengage, 1s	2 33	2 28
Pumpkins—		
3s	2 09	2 04
Pineapples—		
2s, sliced, 2 doz. cases, per case	4 20	
2s, whole	3 75	
2 1/2s, whole	4 60	
2s, grated	4 40	
Raspberries—		
red (new)	3 63	3 58
black (new)	3 53	3 48

VEGETABLES.

Beans—		
golden wax	1 93	1 88
refugee	1 98	1 93
Beets—		
3s	2 39	2 34
Corn—		
2s	1 98	1 93
Peas—		
(No. 4) 2s	1 63	1 58
(No. 3) 2s	1 78	1 73
Succotash—		
2s	2 63	2 58
Tomatoes—		
All groups, per case	3 10	
Salmon, Fraser River sockeye, per case	6 25	
Skeena River	6 00	
River's Inlet	5 90	
Red Spring	5 75	
humpback	4 10	
chohos	4 85	
Clover Leaf, Fall delivery, 1 to 4 cases, 5 to 9 cases	6 30	6 25

Pork and beans (V.C.P. Co.), 1s, per doz.	1 25
2s	1 90
3s	2 60
Clark's 1 lb. plain, per case	1 10
2	1 80
3	2 20
1 tomato sauce, per case	2 30
2	1 85
3	2 40
1 Chili	2 30
2	1 95
3	2 40
Soups (Van Camp's), per doz.	1 25
Canned chicken (Man. Can. Co.) per doz.	3 25
turkey	3 25
chicken (Aylmer), per doz	3 30
(Delhi)	3 20
turkey (Aylmer)	3 30
(Delhi)	3 20
duck (Aylmer)	3 30
(Delhi)	3 20
Corned beef	2 80
2s	1 60
1s	2 50
Man. Can. Co. 2s per doz.	1 35
1s	2 50
Roast beef (Man. Can. Co.), 2s, per doz	1 35
1s	1 55
(Clark's), 1s, per doz	2 65
2s	0 55
Potted meats, 1s, per doz.	2 50
Veal loaf (Libby's), 1 lb., per doz.	1 25
1 lb.	2 50
Ham loaf	1 25
1 lb.	2 50
Chicken loaf	1 85
1 lb.	3 50
1 lb.	3 45
Lunch tongue (Clark's), 1s	3 00
(Aylmer), 1s	3 00
Sliced smoked beef (Libby's), 1-lb. tins, per doz.	1 80
1-lb. tins	3 10
1-lb. glass	3 35
1-lb. glass	1 45
Chipped	2 50
1-lb. tins	3 05
1-lb. glass	3 10
Sliced bacon	3 25
1-lb. glass	1 50
Corned beef (Clark's), 1-lb. tins, per doz.	2 65
2-lb.	16 00
Lobsters (new), 1-lb. flats, per 8-doz. case	10 25
1-lb. tails, per 4-doz. case	14 50
1-lb. tails	

SUGAR—No change from last week. We quote:

Montreal granulated, in bbls.	4 75
in sacks	4 70
yellow, in bbls.	4 35
in sacks	4 30
Wallaceburg, in bbls.	4 65
in sacks	4 60
Berlin, granulated in bbls	4 65
sacks	4 60
icing sugar in bbls.	5 35
in boxes	5 55
in small quantities	5 95
Powdered sugar, in bbls.	5 15
in boxes	5 35
in small quantities	5 60
Lump, hard, in bbls.	5 45
in 4-bbl. cases	5 55
in 100-lb. cases	5 45
Raw sugar	4 50

SYRUPS AND MOLASSES—As noted last week, there has been an advance in New Orleans molasses.

Syrup "Crown Brand", 2-lb tins, per 2 doz. case	2 20
5-lb tins, per 1	2 65
10-lb tins, per 1	2 55
20-lb tins, per 1	2 45
barrel, per lb.	0 03 1/2
Sugar syrup, per lb.	0 03 1/2
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
5-lb. "	2 90
10-lb. "	2 70
20-lb. "	2 80

Barbadoes molasses
New Orleans molasses
Porto Rico molasses
Blackstrap, in bbls

COFFEE

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

MATCHES

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

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Prunes 103-120 per
" 90-100 "
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" 50-60 "
" 40-50 "
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Pears, choice (halv
" standard "
Plums, choice (darl
Nectarines, choice.

CANDIED

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

EVAPORA

PLES—Eva
at 13 1-2c. p
apples are q
BEANS—
ed at \$2.05
\$1.90.

The Canadian Grocer.

Table listing various molasses products such as Barbadoes molasses, New Orleans molasses, and Blackstrap, with their respective prices per gallon or bushel.

COFFEE

Table listing coffee products including Whole green Rio, Standard Java, Old Government Java, Imperial Java, Pure mocha, and Local Blends, with prices per pound or tin.

MATCHES—Prices are steady at advanced quotations noted last week.

Table listing various match brands like 'Telegraph', 'Telephone', 'King Edward', 'Head Light', 'Rising Star', 'Eagle', 'Victoria', and 'Silent', with prices per case.

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

FOREIGN DRIED FRUITS—California fruit houses are quoting local jobbers on October deliveries of raisins and prunes. Quotations on raisins indicate an advance as compared with last year. Prunes are also slightly firmer. These are the only fruits on which quotations have been made.

Large table listing various dried fruits including Sultana raisins, Table raisins, Valencia raisins, California raisins, Prunes, Currants, and various other fruits with their prices per case or pound.

CANDIED PEELS

Table listing candied peels for Lemon, Orange, and Citron, with prices per pound.

EVAPORATED AND DRIED APPLES—Evaporated apples are selling at 13 1-2c. per lb. in 50-lb. boxes. Dried apples are quoted at 9 1-4c. per lb.

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

THE MARKETS

NUTS

Table listing nuts such as Almonds, Filberts, Peanuts, Jumbos, Walnuts, Pecans, and Brazilia, with prices per pound.

SPICES

Table listing ground spices like Pepper, Cayennepepper, Cloves, Cassia, Allspice, and Ginger, with prices per pound or case.

WHOLE SPICES

Table listing whole spices like Black pepper, White pepper, Cinnamon, Nutmegs, Cloves, and Mace, with prices per pound or case.

HONEY

Table listing different types of honey like Clover honey, Fancy comb honey, and New honey, with prices per case or pound.

SAUCES

Table listing various sauces such as Worcestershire, White's, Paterson's, and Yorkshire relish, with prices per case or dozen.

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

RICE, TAPIOCA AND SAGO—Tapioca is a little easier in the local market and is quoted now at 7c. per lb. We quote:

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

POT AND PEARL BARLEY

Table listing prices for Pot barley and Pearl barley.

OATMEAL AND CORNMEAL—Oatmeal has declined 10c. per 80-lb. sack. We quote:

Table listing prices for Rolled oats and Granulated oatmeal.

GREEN FRUITS—Oranges are advancing rapidly in California and higher price may be expected locally at any time. The crop of citrus fruits in California is estimated to be about 6,000 cars less than last year. Lemons have been advanced locally 50c. per case. We quote:

Table listing prices for Fancy Cal. blood oranges, Fancy Cal. navel oranges, Lemons, Strawberries, California cherries, and Bananas.

VEGETABLES

Table listing prices for Rhubarb, Asparagus, Florida tomatoes, Onions, and native vegetables.

Table listing prices for Lettuce, Radishes, Onions, Parsley, and Cucumbers.

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

Table listing prices for creamery butter in various box sizes and brands.

Local produce houses are paying 14c. per lb. for No. 1 dairy butter and from 11c. up for No. 2 delivered in Winnipeg.

CHEESE—Prices are revised:

Table listing prices for Ontario, Manitoba, and small cheese.

LARD—The tierce basis has been advanced 1-4c. per lb. We quote:

Table listing prices for tierce basis lard and various sizes of lard.

CURED MEATS

Table listing prices for Hams, Bacon, Shoulders, Breakfast bacon, Clear backs, Spiced rolls, and Dried beef ham.

DRY SALT MEATS

Table listing prices for Bacon, Shoulders, and other dry salt meats.

BARREL PORK

Table listing prices for Heavy mess pork and Standard mess pork.

PICKLED GOODS (COOKED)

Table listing prices for Pickled goods like Pig's feet, Pig's tongues, and Boneless hocks.

EGGS—Produce houses are paying 15c. per dozen for eggs at country points, f.o.b. station.

NOVA SCOTIA MARKETS

Halifax, June 20, 1906.

The fresh fish markets are now attracting considerable attention, due principally to the poor catches of the American mackerel seiners on the Nova Scotia coast. Of the fleet of 70 vessels now operating in these waters, not more than ten of them have secured catches, the largest of which were about one hundred barrels. Some of the Nova Scotia fish dealers were hit hard recently by the slump in the price of mackerel on the American market. When the latter was bare of fish these dealers shipped hundreds of barrels, and just about the time they arrived some of the American seiners came in with their fares, and the enormous quantities flooding the market at one time caused a drop in the price. The market has since improved, and better prices prevail. One Halifax dealer who anticipates a big shortage of mackerel on the American market has bought up all the fish that he could procure, and has 60,000 in cold storage.

THE TRADERS BANK OF CANADA

Proceedings of the Twenty-first Annual General Meeting of Shareholders, Held at its Temporary Offices, 10 Front Street West, Toronto, on Tuesday, the 19th Day of June, 1906.

The chair was taken by the President, Mr. C. D. Warren, and the General Manager was requested to act as Secretary, when the following Statement was read:

STATEMENT OF THE RESULT OF THE BUSINESS OF THE BANK For the Year Ending 31st May, 1906.

The net profits for the year, after making full provision for all bad and doubtful debts, and reserving accrued interest, amounted to	\$396,231.75
Balance at credit of Profit and Loss last year.....	35,158.91
	\$431,390.66
Appropriated as follows, viz.:	
Dividend No. 40, three and one-half per cent., paid 1st December, 1905	\$104,992.00
Dividend No. 41, three and one-half per cent., payable 1st June, 1906.....	105,000 00
Transferred to Officers' Guarantee Fund.....	5,000.00
Transferred to Officers' Pension Fund.....	5,000.00
Transferred to Rest Account	150,000.00
Balance at Credit of Profit and Loss new account	61,398.66
	\$431,390.66
Percentage of Net Profits.....	13.21 per cent.

GENERAL STATEMENT, 31ST MAY, 1906.

LIABILITIES.

Capital Stock paid up	\$ 3,000,000.00	
Rest Account.....	1,250,000.00	
Dividend No. 41, payable 1st June.....	105,000.00	
Former Dividends unpaid	221.16	
Interest Accrued on Deposit Receipts.....	7,061.59	
Balance of Profits carried forward.....	61,398.66	
	\$ 4,423,681.41	
Notes of the Bank in Circulation.....	2,310,125.00	
Deposits bearing interest, including interest accrued to date.....	\$15,623,539.25	
Deposits not bearing interest.....	4,867,333.13	
	\$20,490,872.38	
Balance due London Agents	748,766.98	
	\$23,549,764.36	
	\$27,973,445.77	

ASSETS.

Gold and Silver Coin Current	\$ 288,879.84	
Dominion Government Demand Notes.....	1,507,986.00	
Notes and Cheques on other Banks.....	618,562.70	
Balance due from other Banks	252,226.26	
Balance due from Foreign Agents	489,977.08	
Dominion and Provincial Government Securities	632,216.53	
Railway and other Bonds, Debentures and Stocks ..	427,038.05	
Call and Short Loans on Stocks, Bonds and other Securities	1,655,798.29	
	\$ 5,872,684.75	
Bills discounted current	\$21,274,550.77	
Notes discounted overdue (estimated loss provided for)	4,530.15	
Deposit with Dominion Government for security of general bank note circulation	111,000.00	
Real Estate, the property of the Bank (other than the Bank premises)	20,434.57	
Bank Premises (including safes, etc.).....	690,245.53	
	\$22,100,761.02	
	\$27,973,445.77	

H. S. STRATHY, General Manager.

The accompanying statement shows the result of the business of the bank for the year ending 31st May, 1906; also its financial position as on that date.

The business of the bank continues to show satisfactory progress. The net profits, 13.21, are in excess of the previous year, when they were 11.34.

New business of a most desirable character continues to be offered, and in order to take advantage of the large and growing business offering in the Northwest, and especially at Winnipeg, where results have far exceeded the best expectations of the management, your directors considered it was in the best interests of the bank to increase its capital, under the authority given at a special meeting of the shareholders held on the 17th of April. An allotment of two million dollars was therefore made on the 21st of May in the proportion of two new shares for each three held at the close of business on the first day of June. This allotment was made at 40 per cent. premium, being slightly below the proportion the Rest then bore to Capital, and, while it is only two weeks since the allotment was made, it has been most gratifying to the directors to find that subscriptions have already been received for nearly one million dollars, a large proportion of which has been paid, and with still many shareholders yet to hear from.

At the special meeting of shareholders above referred to the date for holding future annual meetings after the present one was changed by by-law to the fourth Tuesday in January of each year, and as our stock is held almost entirely as investment, it is proposed that dividends hereafter shall be paid quarterly, and in order to bring those into even quarters for the year a dividend for four months will be paid on the first of October and quarterly thereafter on the first of January and each succeeding three months.

Your directors hope to welcome the shareholders at the annual meeting in January next in the new and commodious bank premises now nearing completion on Yonge street. The bank has provided for ample accommodation in the building for future growth and expansion, and your directors have pleasure in stating that the demand for offices is quite equal to the most sanguine expectation. The vault accommodation will furnish absolute protection to the bank's securities, and it will be gratifying to know that every precaution has been taken in this respect to guard against loss by fire or otherwise.

During the fiscal year just closed nineteen new branch offices have been opened, viz.: thirteen in the Province of Ontario, two in Manitoba, including Winnipeg, three in Alberta, including Edmonton and Calgary, and one at Regina, Saskatchewan.

The different offices of the bank continue to receive the usual careful inspections.

C. D. WARREN, President.

The usual resolutions were moved and adopted.

The scrutineers reported the following gentlemen duly elected to act as directors for the ensuing year, viz.: C. D. Warren, Hon. J. R. Stratton, C. Kloeffer (Guelph), W. J. Sheppard (Waubushene), C. S. Wilcox (Hamilton), E. F. B. Johnston, K.C.

The meeting then adjourned.

ESTABLISHED IN 1842

THE OLD RELIABLE FIRM

WE ARE NOT IN ANY TRUST. WE SELL HONEST GOODS AT HONEST PRICES

TOMATOES (Spot)

Little Chief	Union	Quaker
Bowlby,	Salaberry	Victoria
Boulter	Lakeport	Lowrey
Thistle	Imperial	Delhi
Kent	Log Cabin	Lalor
	Canada's Pride	

The largest assortment to be found in any Wholesale House. ASK OUR PRICES, Montreal or Factory

TEAS! TEAS!

Although there is an advance of about 10% on Japan Teas, this year's crop, we are offering **NEW TEAS**. Our brands are leaders in this country.

BEAVER ————— and ————— OWL CHOP

A1, Nos. 1, 2, 3 and 50

Extra, A1, Nos. 1, 2, 3, 4, 50, 100 and 200

OWL CEYLON, Black and Green (Packages)

The finest quality of teas put up expressly for us.

As we are large buyers, we buy at lot figure.

L. A. PRICE

The leading packer of table delicacies in Bordeaux.

300 Cases Assorted Goods, now in store, including:

Mushrooms	Truffles	Pastes
Peas	Olives	Prunes
Macedoines	Olive Oil	Sardines
Haricots	Pates Foie Gras	Vinegar
Anchovies	Puree Foie Gras	Cherries

Special import price in quantity of one ton or more.

VEGETABLES packed in Glass and Tins.

THE WILLIAMS BROTHERS CO., - - DETROIT

Pickles, Jams, Catsup, Sauce, Radish (Horse), etc.

CROSSE & BLACKWELL, London

Pickles, Jams, Sauces, Herbs, Soups, Jellies, Essence of Coffee, Pastes.

C. & E. MORTON

Pickles, Olives, Etc.

ROWAT & CO.

Pickles, Olives, Etc.

We carry the largest assortment of goods to be found in any Wholesale Grocery firm in the business.

Cordial Reception

Low Prices

Prompt Shipment

L. CHAPUT, FILS & CIE

Wholesale Grocers, and Importers of Teas, Wines and Liquors

— 2, 4, 6 and 8 DeBRESOLES STREET, MONTREAL —



TERMINAL WAREHOUSE MONTREAL

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system. Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st next. Railroad siding direct into building.

Deliveries and transshipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.

Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transshipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.

For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.
12-38 GREY NUN STREET
MONTREAL

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CONDENSED OR "WANT" ADVERTISEMENTS

SALESMAN WANTED.

ENERGETIC specialty salesman wanted for retail grocery trade Montreal and Ottawa. Must speak French and English. Apply, stating experience, salary wanted to start, and full particulars, to Box 118, CANADIAN GROCER, Toronto. (30)

POSITION WANTED.

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

FOR SALE.

Grocery and Liquor Business for Sale

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

THREE small stocks will be sold separately or together. Wall paper, \$1,300; clothing, \$800; boots and shoes \$1,500; at a rate on dollar or at lump sum. For particulars address J., CANADIAN GROCER. 24

REPRESENTATIVES WANTED

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

AGENCY WANTED

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

TO THE TEA TRADE

A 2,000 LBS. TEA BLENDER — In first-class working order; a 24-inch roller, milling machine, adjustable for hand or power use; also four "Ideal" packing machines, almost new. All the above to be sold at a bargain. Write for prices and particulars. Box 115, CANADIAN GROCER, Toronto.

Expert Bookkeeping

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

PERCY P. DAVENPORT

Chartered Accountant

371 Elgin Avenue, Winnipeg

BUSINESS CHANGES.

Sales, Assignments and Alterations of Name Recorded in a Week.

A. Cleroux, general merchant, Aubigny, Man., has assigned to C. H. Newton.

J. L. MacLeod, general merchant, Arcola, Sask., has sold out to L. C. Teeple.

R. E. Lowery, general merchant, Ruddell, Sask., has been succeeded by Lowery Bros.

Wood & Co., general merchants, Melfort, Sask., have been succeeded by Wood & Grant.

H. Elliott, general merchant, Island Lake, Alta., has been succeeded by Elliott & Gilchrist.

Krienke & Thompson, general merchants, Lemberg, Sask., have been succeeded by Bepher & Wild.

New Brunswick.

The Sayer Co., Limited, general merchants, Sussex, N.B., incorporated.

Ontario.

E. McNichol, general merchant, Clyde, Ont., advertises his business for sale.

Henry Bros., general merchants, Kewatin, Ont., have assigned to W. G. Cameron.

T. P. McGillicuddy, general merchant, Mount Forest, Ont., is advertising his business for sale.

Quebec.

Is. Mercier & Cie., grocers, Quebec, Que., have dissolved.

Mrs. T. R. Morin, general merchant, St. Romain, Que.; assets sold.

Wm. H. Dunn has registered under the style of Donora Extract Co., Montreal, Que.

Is. Perrault, general merchant, Saint Anges, Que., has assigned. V. E. Paradis, provisional guardian.

J. Desrochers, wholesale confectioner and tobacconist, Montreal, Que.; assets were to have been sold on the 20th inst.

Clifford H. Wallace and George E. Wallace have registered under the style of the Hygiene Candy Co., Montreal, Que.

P. Poulin & Co., poultry and provision dealers, Montreal, Que., have dissolved partnership. Jos. Edmond Morin, registered.

MILITIA AND TRADE.

With several thousand militiamen under canvas in their vicinity, the grocers of Niagara-on-the-Lake, Ont., are reaping a harvest. At any rate they're kept busy.



Gold Standard JELLY POWDER

TRY A GROSS

of the superb "ten-minute-dessert"

GOLD STANDARD JELLY POWDER

Sets quicker, more richly flavored, and pays you a better profit than any Jelly Powder sold.

Write for samples and quotations. We furnish both cheerfully.

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

FOR OVER 20 YEARS

in the Commission Business in

WINNIPEG

If you are not represented in Winnipeg or Calgary, place your goods with a live and progressive Commission House. We sell exclusively to the wholesale trade in the West. Storage for all kinds of goods. Cars distributed.

NICHOLSON & BAIN
WINNIPEG and CALGARY

Wholesale Commission Merchants and Brokers. Est'd 1882

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

Hot Weather

Means a heavy demand for our
MILD CURED

Hams Breakfast Bacon Skinned Backs

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

**QUALITY
THE BEST**

WRITE US FOR PRICE LISTS

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

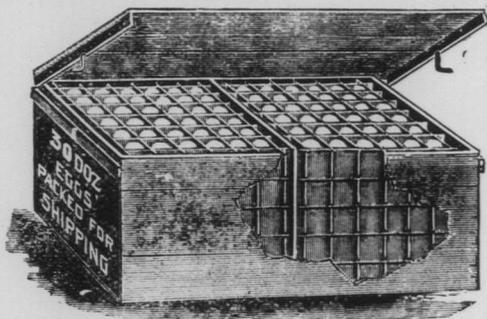
TELEPHONE M 3960

COOKED HAMs

Not put up in cans but sent to you wrapped in parchment paper, for slicing on the counter. Very seasonable and very appetizing. Also showing you a good profit. Order to go by express.

F. W. FEARMAN CO.,
HAMILTON LIMITED

EGG CASE FILLERS



HAND AND MACHINE MADE FOR
25, 30, 36 and 49 doz. egg cases with standard size
egg spaces (1 3/4-in. sqr. x 2 1/4-in. deep)

Also

SPECIAL SIZE FILLERS

(Machine Made)

30 doz. Fillers egg spaces 1 5/8-in. sqr. x 2-in. deep
" " " 1 3/4-in. " x 2 3/8-in. deep
" " " 1 3/4-in. " x 2 7/16-in. deep

(Hand Made)

30 doz. Fillers egg spaces 1 13/16-in. sqr. x 2 1/2 in. deep

The Miller Bros. Co., Limited
30-38 DOWD STREET
MONTREAL

Board Mill and Filler Factory at GLEN MILLER, ONT.

Order them; then you'll
know how good they are

Hams and Breakfast Bacon with our Label on, and Butter, Lard, Eggs, Cheese, Sausage, etc., that come from our warehouse, are the surest selling contingent that a grocer could put in his store.

To say our goods are as good as any others is to put it lightly. To say they are better than others is to put it right.

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

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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market is very much unsettled at present; there are "bulls" and there are "bears," and their different arguments are most conflicting. It is our duty to describe the actual situation regardless of either "bullish" or "bearish" interests.

Prof. G. G. Publow, chief instructor for the Eastern Ontario Dairymen's Association, in his address at the Brockville board last Saturday stated that the present make of cheese is phenomenal, but he also regrets to state that owing to the prevailing high prices of cheese, the goods are shipped out so closely that there are practically no cheese left in the factories for his inspectors to examine. This is to be regretted, as the cheese are leaving the factories in an uncured condition, so green that it is impossible to cut them for consumption, and once boxed they will not cure as well as they would do if properly handled on the factory shelves.

This clearly demonstrates that there is a very strong demand for cheese at present, and it also means that the factorymen know they are getting very high prices for their product and they are shipping their goods out close to the hoop for fear of a serious break in prices in the near future.

Now, admitting a large make at present, we must also admit a demand fully equal to the supplies, as there are no goods carried over, in spite of the high prices now ruling, and under these conditions it is next to impossible to get prices down to more moderate figures. At the beginning of the season there were hardly any cheese of last season's make left. The new cheese started at high prices and the British markets continued to buy. Our season is fully three weeks late and as long as there is no accumulation of stocks there can be no serious break in prices.

Receipts of cheese last week, according to the Montreal Board of Trade figures, were 93,152 boxes, against 90,652 boxes for the same week last year, and since May 1, 351,112 boxes as compared with 315,052 boxes for the corresponding period of last year. Receipts of butter last week were 29,266 packages, against 31,162 packages for the same week last year, or 116,038 packages since May 1, as compared with 123,876 packages for the corresponding period of last year.

This shows an increase of about 36,000 boxes of cheese and a decrease of about 7,800 packages of butter in the receipts this year as compared with last year. Cheese, being the better paying product of the milk, shows the increase, while the production of butter shows an almost corresponding decrease.

From above figures it would not seem that there is a larger production of milk this year, especially when it is taken into consideration that the cheese are being shipped out so close to the hoop that there are none left in the factories for the inspectors to examine, and this bears out our argument of last week, that the individual cows do not yield as much milk as they did a year ago.

The exports of cheese and butter are also interesting by comparison. They were last week 103,645 boxes of cheese and 18,363 packages of butter against 74,149 boxes of cheese and 17,665 packages of butter for the same week of last year, or a total since May 1 of 361,755 boxes of cheese and 50,220 packages of butter, as compared with 305,009 boxes of cheese and 52,222 packages of butter for the corresponding period of last year. Here is again an increase in the shipments of cheese and a decrease in the shipments of butter.

As pointed out before, the receipts, as board of trade figures go, are not reliable, and we can only use them for comparison, as we must presume that they are as much out one year as they are another, but the export figures are nearly correct to the package, as they are taken from the steamers' manifests as entered at the custom house.

The future of the market, while still doubtful, is as yet not encouraging for much lower prices. For speculative purposes our prevailing prices are undoubtedly too high, but as long as the consumptive demand is able to absorb all our supplies, there is not much chance to get prices lower.

PRODUCE SITUATION.

"Nothing but losses for the last ten or eleven weeks and everybody's been scared out," was the way the head of a big packing house explained the reduction of the price of hogs this week in the face of a rather better feeling on the bacon market in England, and the stronger feeling with some substantial

advances in the hog product situation in Canada.

Last week the Davies Company paid for hogs \$7.35 f.o.b. country points. This week the price is \$7.25, or \$7.75 at the factory, and the drover gets 10 or 15 cents of that. The offerings appear to be about the same and there is no hint yet of the increased supplies expected in the Fall. Other Toronto packers are paying even less. The Harris Abattoir quote \$7.15 to \$7.25 f.o.b. country and \$7.25 to \$7.30 at the city market, fed and watered. Weighed off the car the price would be \$7.50 to \$7.60.

Five hundred hogs arrived at the Toronto cattle market during the first two days this week, and that was about the same for the same period of last week when the six-day total was 2,400.

One reason why Canadian bacon is costing so much to produce is that the factories are running about half their capacity or less.

IN NOVA SCOTIA.

Halifax, N.S., June 20.

Dealers here are complaining of the great scarcity of smoked meats. Good hams and bacon are very hard to obtain. One jobber says that he placed an order with a large Canadian packing firm for hams and bacon, and he has since been advised that they cannot fill it, owing to the scarcity of hogs, their output having already been bought up. There is a good demand for both hams and bacon here now, and in fact all pork products, and the jobbers do not know where to look for a supply. Hams and bacon sell here from 18 to 20 cents per pound.

Jobbers report a marked decrease in the sales of American tinned meats since the scandal in the United States. Usually at this season of the year sales are heavy and in consequence the jobbers stocked up. These firms are now at a loss to know what to do with their stock, as it is not likely that public confidence will be restored for some time. One jobber is endeavoring to have the packers take the stock off his hands.

BUTTER—The fine weather has had the effect of improving the receipts of butter, but they are far below what they should be at this season of the year. The quality of the butter is good. The farmers are not sending in as much butter as the jobbers expected, and in con-

PROVISION AND DAIRY MARKETS.

MONTREAL.

sequence the price keeps up. There is a good demand for small tubs of fresh made butter. They are quoted at 23 cents, pints at 23 to 24 cents, dairy rolls up to 20 cents, and tubs about the same. It is expected that after the farmers get their crops in the receipts will greatly improve.

EGGS—The egg market is not calling for much attention at the present. The receipts are not very heavy, and there is only a fair demand. Some of the jobbers have pretty heavy stocks on hand, and owing to the high prices sales are not as rapid as they should be. It is claimed that a reduction in the price is about due, but there is no indication of any slump, either in the Nova Scotia market or the Prince Edward Island market. They are jobbing here now at 15 and 16 cents.

BRITISH COLUMBIA.

In dairy produce the local supply of butter continues to expand and to nearly meet the local demand, though prices remain steady for local creamery at 25c. to the trade. Local dairy, fresh, is from 20c. to 25c. in a small way. Eastern butter is in very small compass in the market.

Fresh eggs, local, are in fair demand, with price about 26c. Eastern fresh case stock is in good supply at 22c. per dozen.

In the cured meat market there is a slight falling off in demand, but no fluctuation in prices is noted. Nearly the whole supply comes from the big U. S. packing houses.

ANOTHER MEAT COMPANY.

A charter has been awarded the Clayton Meat Co., of Toronto, to take over the four Clayton butcher shops in Toronto and a butcher, grocery, provision, abattoir, packing, canning and cold storage business. The share capital is \$50,000 and the provisional directors are H. H. Hopkins, accountant; O. M. Hudson, accountant, and Mark Bredin, manufacturer. The other original shareholders are Thos. Clayton, Geo. Clayton and T. A. Clayton.

DENMARK'S BUSY FARMERS.

Denmark exported \$8,642,000 worth of agricultural products during January. "Very satisfactory," writes C. E. Sontum, Canadian commercial agent to Northern Europe, for a country with 3,000,000 inhabitants. The commodities in pounds were: Butter, 17,366,000; bacon, 13,909,670; mess pork, 883,000; salted beef, 465,630; fresh beef, 4,037,000; fresh pork, 221,760; lard, etc., 5,069,900; cream, 1,350,140; milk 918,720 and 22,893 cases of eggs.

PROVISIONS — Prices in provisions have been very well maintained. Lard is being sold fairly well. Bacon, although the prices are on the high side, is enjoying better sale than might be expected. Owing to the scarcity of hogs and the fact that stocks are none too heavy, it is not likely that this line will be sold at lower prices for some time to come. As the hot weather advances ham sales are increasing. Other lines are moving along freely.

Lard, pure tierces	0 11 1/2	0 12
" " 56-lb. tubs	0 11 1/2	0 11 1/2
" " 20-lb. pails, wood (10 1/2)	0 12	0 12
" " cases, 10-lb. tins, 50 lbs. in case	0 12 1/2	0 12 1/2
" " 5-lb.	0 12 1/2	0 12 1/2
" " 3-lb.	0 12 1/2	0 12 1/2
Lard, Boar's Head brand, tierces, per lb.	0 05 1/2	0 05 1/2
" " 1-bbl., per lb.	0 09 1/2	0 09 1/2
" " tubs	0 09 1/2	0 09 1/2
Cases, 20 3-lb. tins, per lb.	0 09 1/2	0 09 1/2
" " 12 5-lb. tins	0 09 1/2	0 09 1/2
" " 6 10-lb. tins	0 09 1/2	0 09 1/2
20-lb. wood pails, each	1 88	1 88
20-lb. tin pails, each	1 78	1 78
Wood net, tin gross weight—		
Canadian short cut mess pork	\$22 50	\$23 00
American short cut clear	21 50	22 00
American fat back	22 50	23 00
Breakfast bacon, per lb.	0 18	0 18
Hams	0 13 1/2	0 15
Extra plate beef, per bbl.	12 00	13 00

BUTTER—Butter this week is very quiet. Responses from England are very few, but high prices are still being paid in the country, in fact higher than can be realized on the local market. Trade generally is unsatisfactory owing to this first high cost, which English importers refuse to pay.

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

CHEESE—The market is a little firmer this week than last, but the undertone is much weaker, and lower prices are expected any day. Shipments last week were very heavy, and consequently stocks cannot be very large, but this may be counterbalanced by the very heavy make at present.

Ontarios	0 11 1/2	0 11 1/2
Quebecs	0 11	0 11 1/2

EGGS—The egg market is not in such good condition as when last reported. Arrivals of Prince Edward Island eggs by boat have weakened the market considerably. The eggs now arriving are generally pretty well heated before they reach the dealers' hands and their preservative qualities are thus, in a way, lost. Prices are a little lower, ranging from 16c. to 16 1/2c.

TORONTO.

PROVISIONS—A firmer tone is felt in all hog products this week. Roll bacon is up half a cent and medium hams the same. Heavy mess pork has advanced \$1 a barrel, and short cut \$1.50. Lard is very firm and a slight increase is not improbable shortly. Yearling lamb is no longer lamb, but mutton now, both of which are selling at from 9 to 11 cents. Spring lamb is selling for 18 and 19 cents.

Long clear bacon, per lb.	0 12	0 12 1/2
Smoked breakfast bacon, per lb.	0 15 1/2	0 16
Roll bacon, per lb.	0 12 1/2	0 13
Small hams, per lb.	0 14 1/2	0 15
Medium hams, per lb.	0 1 1/2	0 13 1/2
Large hams, per lb.	0 11 1/2	0 12
Shoulder hams, per lb.	0 11 1/2	0 12
Backs, per lb.	0 17	0 18
Heavy mess pork, per bbl.	22 00	22 00
Short cut, per bbl.	23 00	23 50
Lard, tierces, per lb.	0 11 1/2	0 11 1/2
" " tubs	0 11 1/2	0 11 1/2
" " pails	0 12	0 12
" " compounds, per lb.	0 09	0 09
Plate beef, per 200-lb. bbl.	12 00	12 50

Beef, hind quarters	8 00	9 25
" front quarters	5 25	6 00
" choice carcasses	7 00	8 10
" common	5 50	6 50
Mutton	0 09	0 11
Yearling lamb	0 19	0 11
Veal	0 08	0 10
Hogs, street lots	10 00	10 50
Spring lamb	0 18	0 19

BUTTER—There has been no change in butter this week. The supply cannot be said to be large, but enough keeps coming in to steady prices, and the quality on the whole is good.

Creamery prints	Per lb.	0 21	0 22
" solids, fresh	0 19	0 20 1/2	
Dairy prints, choice	0 18	0 19	
" tubs, or vice	0 17	0 18	
Baker's butter	0 14	0 15	

CHEESE—There are no changes in prices since last week, but there is an easier feeling generally, and some lower prices are looked for, although a slump or any marked movement is not expected.

Old cheese, large	Per lb.	0 14
" twins	0 14 1/2	
New cheese, large	0 11 1/2	
" twins	0 12	

EGGS—By most dealers a higher price is looked for in a few days. A good quantity is coming in, but the difficulty is to keep them in the hot weather. From 16 to 18 cents is asked, but the higher price is pretty general.

Eggs (new laid)	0 16	0 18
bakers	0 15	0 15

COW TESTING RESULTS.

The North Oxford, Ont., Cow Testing Association bulletin for 30 days ending May 21, shows a great difference in the average yield of butter fat in the 18 herds tested, ranging from 21.1 to 32.4 lbs. per cow. Fifty-two individual cows gave over 1,000 lbs. of milk and 75 yielded over 30 lbs. of fat in the 30 days. The highest yield of a single cow was 1,440 lbs. of milk and 43.2 lbs. fat. It was one of a dairy of 17 cows. There were five cows out of 209 that yielded over 40 lbs. of fat. The average yield for the 18 dairies and 209 cows was 873 lbs. of milk and 27.9 lbs. of fat, 3.2 per cent.

The results of the St. Edwidge, Que., Association's testing for 30 days ending May 10, show: Dairies, 31; cows, 161; average yield milk 543 lbs., fat 19.3 lbs., 3.5 per cent. The lowest average was 310 lbs. milk and 12.2 lbs. fat, the highest, 27.3 lbs. of fat and 702 lbs. of milk. One head averaging 741 lbs. of milk gave only 22.3 lbs. of fat. The highest yield of an individual cow was 32.8 lbs. of fat from 800 lbs. of milk. The highest yield of milk was 810 lbs., with 31.6 lbs. of fat.

DATE AND WEIGHT ON CHEESE.

Writing from Leeds, Eng., J. B. Jackson, Canadian commercial agent, says: An experienced importer of Canadian cheese in the north of England, is very decidedly of the opinion that the trade in Canadian cheese could be very much

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CHEESE.

J. B. Jack-
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CANNED MEATS

AS

MADE IN CANADA

Customers must not forget that in order to compete with the large firms on the American side and to obtain the success that we have had for the past three years, we had to build up our reputation on

Quality Exclusively

We slaughter the best Western cattle, and as we are neither Butchers nor Packers, being located too far from the city, we necessarily are compelled to use the

Best of the Meats—Not the Trimmings

There is no secret place in our plant and everybody interested in the Pure Food question will be cheerfully admitted anywhere and at any time. We employ only the best raw material and have installed the most modern and scientific methods and, further, guarantee every can we sell to be a dainty product.

We are proud of all our products, among which are

**Corned Beef, Roast Beef, Boneless Chicken,
 Boneless Turkey, Lunch Tongue, Pork and Beans
 and High-Grade Specialties**

MANITOBA CANNING CO., LIMITED
Grande Pointe, Man.

NICHOLSON & BAIN, WINNIPEG
 Manitoba Agents

GALLOWAY & PARNELL, VANCOUVER
 British Columbia Agents

BUTTER, CHEESE, EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

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

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



**WILSON'S
Fly Pads**

Annual sales many times larger than all other fly poisons combined

ADVERTISED
throughout Canada.

BUTTER and EGGS

— WE ARE —

BUYERS and SELLERS

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

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.
Hamilton and Winnipeg.

improved if the following three suggestions were rigidly carried out:

The day, month and year in which the cheese is made, and the weight should be branded on the cheese itself, and stamped on the package.

In an interview he said:

"It is important that the date on which the cheese is made should be branded on the cheese itself, in addition to the package containing the same, as it is a common occurrence for British importers to palm off on the unsuspecting retailer, July and August made cheese, as substitutes for the better and higher-priced June and September makes. In fact, I have had May fodder cheese palmed off on me for Junes.

"In this way, I have not only lost money, but ran the risk of injuring my trade to a very large extent."

NEWCASTLE WANTS "SQUARE SHOULDERS."

A Newcastle-on-Tyne, England, prominent importer of hog products has written to J. B. Jackson, Canadian commercial agent at Leeds:

"From Stockton right up to Newcastle, there is only one style of hog cut for which there is a brisk demand, and that is the 'square shoulder,' and were Canadian hog packers to cater for the big industrial masses in and around Newcastle in this, their favorite cut, there would always be a sure and profitable market for their goods. To give it a trade expression, Newcastle is a 'cheap place' and its people require 'cheap things,' thus they buy the 'square shoulder' seeing that it is the 'cheapest' part of the beast, and also the leanest.

"It is common knowledge that 60 per cent. of the hog meats which are sold in and around Newcastle is the 'square shoulder,' and importers here are always ready buyers of this cut, knowing that they have a sure market for it.

"Outside of this, we have, of course, to cater for the better classes in other styles of cuts, but if Canadian packers intend to seriously compete with the Chicago houses, it is incumbent upon them to change their present system of exporting their hog meat in only one style 'the Wiltshire cut'; and to imitate other packers in sending hog products across here in the various ways used."

A Grey County correspondent of the Ontario Department of Agriculture says in the current crop bulletin: "I find that the best farming method is to run a good dairy farm, which, with best care and attention given to the cows, should without any fear, prove a success."

JAMES TURNER & CO'S CHARTER.

A provincial charter has been granted to James Turner & Co., Hamilton. The capital stock is \$150,000, and the provisional directors are Alex. Turner, A. G. Osborne, S. Vila, J. A. Turner and C. S. Turner.

The Wentworth Mineral Water Co. has been awarded an Ontario charter. The capital stock is \$7,500, and the provisional directors are R. R. Simpson, Ed. Dungan and Jno. Lynch. Other charter shareholders are Jno. Cooper, Jeremiah Donohue, J. F. Casgriff, Frederick Staunton.

The Conscientious Grocer who handles

CLARK'S MEATS

can look his customer straight in the eye and say,—“Those are the best products I know of: if found defective the manufacturer will make good.”

Ask the Travelling Men how many lines we make — they'll surprise you.



This design a guarantee of quality.

GREY BREAD WRAPPER

A SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER Co.

TORONTO LIMITED MONTREAL

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PECIALTY

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REAL

"IN THE GOOD OLD SUMMER TIME"

OR IN ANY OLD TIME

"CORONA"

Meats

CAN'T BE BEAT



SELECTED WINDSORS (Skinned Backs). Delicious
PEA-MEALED OR PLAIN

SELECTED HAMS and BACON. A Luxury

COTTAGE ROLLS

COOKED HAMS and JELLIED MEATS

ALL WITHOUT EQUAL

Special. 3 New Lines added to our Complete List

Corona Kettle-Rendered Leaf Lard

50-lb. Parchment-Lined Boxes	-	-	-	13 $\frac{1}{2}$ c.
20-lb. Wood Pails	-	-	-	14 c.

Corona Pure Lard

1-lb. Blocks wrapped in Parchment, 50 lbs. in Box				12 $\frac{1}{2}$ c.
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Lard Compound—the Best

20-lb. Wood Pails	-	-	-	\$1.90
50-lb. Tubs	-	-	-	9 $\frac{1}{2}$ c.
375-lb. Tierces	-	-	-	9 $\frac{1}{2}$ c.

The Montreal Packing Company, Limited

MONTREAL, P. Q.

NO RETAIL STORES

SEND FOR PRICE LISTS

FLOUR AND CEREAL FOODS

Canadian Grain Men Busy Watching Chicago—Home Market Quiet—Oats and Products Higher in Toronto—Flour in Fair Demand.

The Canadian grain markets are very quiet, but prices are responsive to the speculative movements of Chicago. Watching the emanations from the "pit" is about all the occupation the grain men here have just now, after the hand-to-mouth demand of the local millers is supplied. Flour is in fair demand everywhere, and Montreal reports considerable export movement. Oats are higher and there has been a marked upward movement in cereals in Ontario.

BIG CALGARY MILLING PLANT.

Western Milling Co. Turning out 300 Barrels of Flour Daily.

The modern plant of the Western Milling Co., Calgary, is now in operation; 300 barrels of flour have been produced every 24 hours from the start and the firm expects to continue to manufacture this volume steadily.

The splendid mill and elevator is located at the intersection of the Edmonton branch and the main line of the C.P.R. The building is of such dimensions as to attract first attention in that section of the city that is so rapidly filling up with giant manufacturing industries. William Carson, the pioneer mill man, is manager of the company, and the firm is composed of William Cochran, of Mosquito Creek; H. B. Alexander, William Carson and T. S. J. Skinner, of Calgary, and R. W. Cowan, of Cochrane.

Manager Carson is regarded as one of the most practical millmen in Canada. For seven years he was connected with the Calgary Milling Co., and his experience in the west dates back to 1879.

It was in 1905 that the contract for the construction of the mill was awarded, with a provision for very rapid work. The interior fittings are of the very latest design, and no expense has been spared in securing the best equipment for the production of the highest grade of flour on an economical scale. Seventy thousand bushels of grain is the capacity of the elevator and the mill turns out exactly 300 barrels daily.

Because of the automatic equipment in the various departments the force required to operate the plant is small, but the highest skill is employed in the development of the fine grade of bread-stuff manufactured. As an evidence of the rapidity with which the work is conducted, a car of wheat is unloaded, weighed and transferred to the elevator in exactly fifteen minutes.

The Western Milling Co. have all the facilities for a very fine terminal elevator system on the site in the western part of the city. Only slightly more favorable transportation rates are required to centre a milling industry in Calgary second only to that of Minneapolis in volume.

Manager Carson explains that his first quality brand is the "Rising Sun," the trade mark of which is a flaring sunburst, with a wheat field in the foreground. The "Snow Drift" is the second quality. The product of the big mill will be consumed in Alberta and British Columbia, though the question of exporting the Western Milling Co's surplus product to the Orient is already being figured on. The very finest quality of Alberta and Saskatchewan wheat is used.

SMUT IN WHEAT.

Experimental Work Urged—Get Smut-Resisting Wheat.

(The Miller, London England.)

Canada has done great things in the world of wheat, and bids fair to do still greater things. The Miller has been, and will continue to be, very jealous of her honor wherever wheat is concerned. The high standards must be maintained at all costs. In this connection we should like to speak yet once again. The loss from smut is an item which figures more or less prominently in Canada every year, and the causes of this are worth finding out. Some few of the growers contend that the inspection towards the end of the season is too severe, and that wheat which would have graded first-class in the early part gets rejected later on. We are pleased to note that the general question of smutty wheat is receiving special and close attention at the present moment, and we would offer a few suggestions—suggestions which might also be more or less useful to farmers in all parts of the world. Put tersely, wheat has two principal enemies, rust and smut. The former is not so regular in its appearance, nor so general in its presence as the latter, and we throw out the idea, that more concentration should be placed upon the fact. Canada, for instance, should try to produce a smut-resisting type of Hard Fyfe wheat, and to have a smut-resisting wheat the Canadian experimentalist should breed for immunity from smut pure and simple. To accomplish this would mean for Manitoba alone in one year the cost

of the experiments one hundred times over. If thoroughly smutted wheat were used for samples, and from the grain grown therefrom a pure perfect plump grain could be evolved, and that selected for succeeding years for, say, five in succession, the whole problem would be solved for a generation to come. The problem has not yet been solved at all, and there are great possibilities attending upon it. British farmers could also do something in the matter, and the members of Home-Grown Wheat Committee might add it to their curriculum as well.

AGRICULTURE IN GERMANY.

According to the census 18,501,300 persons now live by agriculture in Germany. In the course of the last 20 years the area under cultivation of cereals and potatoes has changed very little; as regards wheat and barley it has remained practically the same. The staple breadstuff—rye—claimed in 1884 an area of 5,850,000 hectares (about 2 acres), which increased to 6,040,000 hectares in 1894, and, after falling below 6,000,000 hectares in the following years and passing it again in 1902, stood at 6,145,000 hectares in 1905, i.e., about 5 per cent. higher than in 1884. The area under oats increased from 3,780,000 hectares in 1884 to 4,190,000 hectares in 1904, equal to an increase of 11 per cent., and the area under potatoes from 2,910,000 to 3,290,000 hectares during the same period, or an increase of 13 per cent. During the two quinquennial periods of 1893-98 and 1899-1904 the area cultivated with wheat, rye, oats and barley increased on an average by 1.56 per cent., and the yield by 12.86 per cent. Calculating the average value of these four cereals at \$31.60 per ton, cultivators realized in the last five years about \$87,480,000 more, excluding the valuable straw.

H. A. Mulhern, manager of the Central Milling Co., Peterboro, who has been seriously ill since last April, is now rapidly recovering, and expects to be at business in a couple of weeks.

MONTREAL.

GRAIN—No. 4 barley has been advanced one cent. Good demand for this line prevails. Peas are not the subject of so much inquiry as they have been. Prices have dropped two cents. Oats are in fairly good demand. Offerings lately have been sufficient to meet all requirements.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats	0 43½
No. 3 white oats	" 43
No. 4 white oats	0 42
No. 3 yellow corn	0 58½
No. 2 peas, basis 78 per cent. points	0 89

FLOUR—Although an advance was expected daily at the last time of writ-



"It's All in the Shreds"

SHREDDED WHEAT TALK

By AN UP-TO-DATE GROCER

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

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

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

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

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

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

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

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

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

"Made in Canada"

The Canadian Shredded Wheat Co.,
NIAGARA FALLS, ONT. Limited



The New "English" Package

CANADA FLAKES

is a 10c. size unequalled by any 15c. package on the market.

"The Food of Quality and Quantity"

Acknowledged to be the crispiest, best flavored wheat flakes ever sold.

Order a case to-day - \$2.85

THE

Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Agents

71 Jarvis Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT

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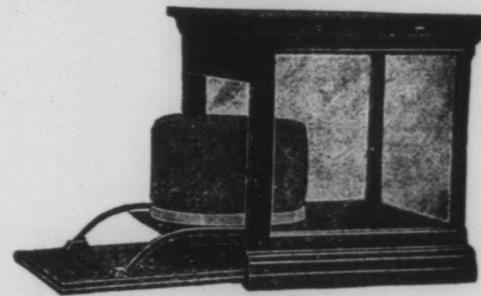
**WINNIPEG
GODERICH
BRANDON**

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

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

SALES — CHEESE — PROFITS



Automatic Cheese Cabinets
WILL INCREASE BOTH SALES AND PROFITS

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

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

PRICE \$7 50
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.

F.O.B. Factory.

WRITE FOR ILLUSTRATED FOLDER.

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

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

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

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

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

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

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

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

ROLLED OATS. You do not care to buy largely of cereals in summer.
 We ship 5 sacks as cheerfully as a carload.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

ing, it has not occurred yet. The condition of the wheat market remains such as to cause millers to speak of a rise as probable. From what can be learned, there seems to be an excellent general business passing in flour. Locally the demand is very good from all quarters. Export requirements are large and this fact is evidenced by the size of shipments which are made weekly.

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

ROLLED OATS—No change is apparent in rolled oats since last week. Demand is small in other sections.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 30
" 80-lb. bags	2 10	2 20
" bbls.	4 55	4 70

HAY—Hay has been fairly quiet during the past week. Farmers have been coming in with hay more freely than heretofore but nevertheless there has not been much stir in the market. Freight space is still very hard to obtain.

In the U. K. the market is on the easy side. There is considerable hay going forward but it is all being used up as it arrives. Liverpool quotations received recently are about 70 shillings c.i.f.

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

FEED—Bran at present is very weak. Prices have declined \$2. Such a decline was not unexpected, since grass is now plentiful. Offerings of shorts are slightly better this week.

Ontario bran	16 00	15 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
Manitoba bran	17 50	18 00
Mouillie, milled	21 00	24 00
straight grained	25 00	28 00
Feed flour	1 22½	1 30

TORONTO.

GRAIN—Prices are firmer in Manitoba wheat, but there is no appreciable increase. All the trade that is being done is local. There is no wheat for export in any quantity and until the new crop begins to move, or unless weather conditions become unfavorable in the west, there will be no stir in the wheat market. Oats are higher again this week, as a result of a good demand.

(F.o.b. Georgian Bay elevator.)

Manitoba wheat, Northern No. 1	0 87	0 87½
" " " No. 2	0 84	0 84½
" " " No. 3, nominal	0 82½	0 82½
Red, " per bushel, 78 per cent. points	0 84	0 84
White, " " " " "	0 82	0 83
Mixed, " " " " "	0 82	0 83
Spring, " " " " "	0 82	0 83
Goose, nominal " " " " "	0 75	0 75
Barley, No. 1, " " " " "	0 51	0 51
" No. 2, " " " " "	0 48	0 48
" No. 3, " " " " "	0 46	0 46
Oats, white, " " " " "	0 38½	0 40
" mixed, " " " " "	0 38½	0 39

FLOUR—Prices remain the same as last week, with no unusual demand.

On track, Toronto	
Manitoba patents, No. 1, per bbl. in bags	4 50
" " " No. 2, " " "	4 10
Strong bakers	3 90
Ontario patents, No. 1, " " "	3 65
" " " No. 2, " " "	3 40
Straight roller	3 30

CEREALS—The scarcity of oats is being felt in the cereal market, which shows some marked increases this week. Oats are pretty well cleaned off the market now and it is not improbable that still higher prices will obtain before the new crop comes in. Rolled wheat is a little stronger.

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

H. C. BECKETT AT BUFFALO.

The Dominion Wholesale Grocers' Guild was represented at the recent Buffalo convention of wholesale grocers from all parts of the Union by H. C. Beckett, of Hamilton. He was invited to address the convention, and did so at some length, telling of the difficulties encountered in Canada in the work of organization and in the interest of business reform. The lack of a proper appreciation of business conditions was a serious obstacle, he told the Americans, and forced the organizers to act as educators.

Mr. Tait, of Cawker & Tait, Bowmanville, Ont., was married recently. Mr. Tait is an ex-mayor of the lake town.

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FREIGHTS AND CHARTERS

New Boat Service Between Montreal and Halifax— Cereals to be Charged by Measurement.

During the past week shipping business has been very good all round. Considerable quantities of butter and cheese have been sent across on outgoing boats, while there has been more or less interest in the export meat shipping trade. Since the canned meat exposures shipments of this nature have fallen off remarkably. Provisions of all kinds are moving out quite freely. Hams and Bacon have been shipped in good sized lots on several boats, while lard has received a good share of the attention on the part of shippers.

Hay merchants in some sections complain of the difficulty in obtaining shipping space for hay. Some of the vessels going out the past couple of weeks have had some hay aboard, but the quantity has not been very large.

Quotations this week do not show any change except in the rates on rolled oats

or other cereals (papered) to Bristol. Heretofore it has been the custom to charge weight rate, but now measurement rate will be charged.

Steamship Turcoman, of the Dominion line, cleared June 12 with a general cargo for Avonmouth.

On June 13 the Mount Royal, of the C.P.R. line, sailed for London with a general cargo. The Numidian, of the Allan line, cleared for Glasgow with a general cargo on the same day.

Holliday Bros., of Quebec, have inaugurated a steamship service between Montreal and Halifax. The Arranmore left Montreal for Halifax on the first trip June 15. Sailings will be fortnightly. Boats will take in all the north shore points to Sydney and Halifax. J. G. Brock & Co. are Montreal agents for the new line.

Marina, of the Thomson line, the first

vessel to enter the port this year, sailed June 14 for Glasgow, carrying a general cargo.

The Allan liner Tunisian also sailed on June 14 with a general cargo for Liverpool.

On June 15, the Manchester Trader cleared for Manchester with a general cargo, including 280 head of cattle, three loads of wheat, two loads of barley, seventy-five tons of hay, 1,500 boxes of cheese, 12 cars of provisions, and 400 packages of butter. The provisions carried consisted chiefly of Canadian and American hams, bacon, lard, fresh meats and a limited quantity of canned goods.

Two Reford boats left June 15. These were the Jacona and the Iona. Former sailed for Leith via Newcastle with a general cargo of cattle, grain, cheese, flour and oatmeal. The Iona was destined for London with cattle and a general cargo.

Southwark, of the Dominion line, left for Liverpool with general cargo June 15.

BERTH QUOTATIONS—Montreal.

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

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of \$4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of \$4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs.

† Per 2,240 lbs.

No Primage via Montreal.

CREATING DEMAND FOR TEA

Indian and Ceylon Merchants— More C. P. R. Boats—The Fruit Crops in the Pacific Province.

(By Our Special Correspondent)

Vancouver, B.C., June 17, 1906.

An interesting and interested visitor to Canada is Mr. H. M. Haywood, of the Bengal Chamber of Commerce, Calcutta, India, who arrived on the Empress of Japan and is making a leisurely trip eastward en route to England on a holiday and business trip combined. Discussing matters in India, Mr. Haywood speaks of the tea-producing industry as being in very good condition, though the production is very large. Last year of Indian tea the total production was 203,000,000 lbs. while of Ceylon tea the production was between 160,000,000 and 170,000,000 lbs. This vast quantity of tea is very nearly the limit of the present demand.

To meet the situation, and so promote the use of Indian and Ceylon teas, the chambers of commerce, in Bengal and in Ceylon, are spending annually large sums of money in advertising the merits of the tea. The large sum of £17,000 is being expended this year alone, by the Bengal Chamber of Commerce of Calcutta, of which Mr. Haywood is secretary. The Ceylon Chamber is expending some £15,000, the two bodies being separate. To provide the funds for such a campaign of advertising, the Bengal Chamber of Commerce has at its command a fund raised by a small export tax on tea, similar means being adopted in Ceylon.

Economic conditions in India are on an easy basis at the present time, no serious distress existing in any of the provinces. The vast productive capability of the soil of India, where it is fertile, is illustrated by Mr. Haywood when he says that ordinarily three crops per year of wheat, rice and other cereals are produced. Just now the coming of the northeast simoon, which brings the Summer rains, is anticipated. This usually comes on about the middle of June and the success or failure of the crop rests with the rain following the simoon.

C. P. R. Adding Boats.

The departure of the new C. P. R. steamer Monteagle on Monday on her first voyage from Vancouver to the Orient, adds the sixth vessel to the company's trans-Pacific fleet. The three Empresses, still the favorites for passenger travel, owing to their superb accommodation and service, added to their speed, also carry full cargoes of freight in and out-bound and the steamers Tar-

tar and Athenian are also constantly on the route. The addition of a seventh vessel is to be marked in a short time. Out-bound, the vessels are constantly increasing the quantity of Canadian flour which is carried to Japan and China. Homeward, the Empresses bring the bulk of the silk, which has long been the exclusive perquisite of the Canadian steamer and rail route, owing to the fast service, cutting off several days from China to New York, where most of it is delivered. The other steamers carry largely tea, rice, matting and Chinese and Japanese merchandize.

Grocery Situation.

Wholesale grocers are preparing for the busy season in northern shipment, following the opening of the Yukon. In fact, they have had a busy time in the warehouses for weeks past, as the up-coast cannery trade, the logging camp supply trade, and early orders for advance shipment to the north have been taking their attention. Local trade, and trade with interior points is keeping fully up to expectations. Prices in most staple lines remain steady, no changes of note being reported.

Small Fruit Crop.

The great small fruit crop of the agricultural districts of B. C. will be fairly started to market next week with the strawberry shipments, which are expected to be liberal by that time. The cool and wet weather of May has held back the ripening of the crop and in some cases probably a shortage will be the result. Okanagan, the Salmon Arm district on the main line, and the Nelson district of South Kootenay, will this year ship immense quantities. The lower Fraser Valley always has a considerable market at Vancouver, while the Vancouver Island growers dispose of the major part of their crop in Victoria, sending the surplus on to Vancouver.

Hood River, Oregon, has for the past week been supplying the local market, the price to the trade having remained high until recently. They are now being quoted at \$3.50 and \$4 for the crate of 24 1-lb. boxes. The price when the local crop comes in liberally is more than likely to be as low as \$2 per crate. Of other small fruits, gooseberries are in considerable supply already. The crop of currants, raspberries and cher-

ries promises to be very heavy this Summer. The cherries will be in towards the last of the month and the first of next month.

AN ABSENT-MINDED GROCER.

The other day the Toronto branch of T. H. Estabrooks' tea house received a postal card from a prominent dealer in a Western Ontario town giving a detailed statement of a tea invoice and a similar statement of the shipment received to show that there was a shortage of two 1-2 lb. packages. He concluded with the assurance that he had checked the shipment himself. Some baskets went with the tea. At the bottom of the card was the following: "P. S. Have just found tea in basket."

It is told of Horace Greeley that he was so absent minded that once he went out and left a card in the door stating he would be back at a certain hour and that returning half an hour earlier he read the card and sat down on the step to await his own return. But Horace couldn't out-do the Ontario grocer.

TRAVELER'S FISHING TROPHY.

W. H. Maxwell, a grocery traveler, for John Sloan & Co., Toronto, went to Oshawa last Friday evening to a reunion of the Oshawa Fishing and Rowing Club, of which he is an honorary member. He took with him the finest thing he could find in the form of a steel fishing rod as a trophy to be competed for during the club's annual fishing outing this year to Lake Temagami from July 10 to 15. Mr. Maxwell is an Oshawa Old Boy and very much enjoyed his evening. Saturday morning he and F. M. Tait, another Sloan Co. traveler, returned to Toronto in an automobile. Of course they kept the law—in spots.

PRETTY GOOD FISHING.

There is said to be great trout fishing up Markdale way. E. G. Bingham, traveler for Thos. Kinnear, lives at Markdale and he was one of a party on May 1 that caught 102 fish. The party was just large enough to make the catch legal. They took 101 of them out of one hole. Since the first of May Mr. Bingham himself has taken 267 fish. If Mr. Bingham were not a traveler this might be doubted.

It reminded Mr. Keys, of the same house, of the time years ago when trout fishing was good in Ontario. When he wanted trout for breakfast he would go to the creek with a patent pail and just dip them out.

At the present time the prices are very low for the next few months. According to the present date, will be the best every description of the lines placed in the market this season will range than any other as yet a little matter of sale that is to them, inasmuch as themselves have plans as to the patterns to occupy the attention of the season is not over, and it will place the all demands.

Possibly the new samples of colorings. A demand for already manufactured that red which has apparently browns, and to be excellent are held to great many, to browns in

Flat effects, season, many they will be class trade coloring effects other lines.

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Some years ago the American wall paper themselves in National W was followed second comb two united steady price were dissolved came under natural constitution sprang cutting of p lines very e to a jobber border at t and ceiling. and the op forced the r the manufac general dem

WALL PAPER.

At the present time the manufacturers are very busy with their samples for the next season. The season, according to what can be gleaned at this date, will be replete with novelties of every description. It is promised that the lines placed on the market this coming season will be better and of greater range than any seen heretofore. It is as yet a little too early to go into the matter of samples for the next season, that is to speak authoritatively on them, inasmuch as the manufacturers themselves have not yet completed their plans as to colorings; final decisions as to patterns and other matters still occupy the attention of many. A record season is anticipated on all sides, however, and steps are being taken which will place the trade in a position to fill all demands.

Possibly the outstanding feature of the new samples will be the brighter colorings. A richer coloring scheme is demanded and the mills have turned out already many neat designs. One large manufacturer stated he was convinced that red was a past favorite. Red, which has had such a run in the past, apparently has given way to greens, browns, and greys, which are expected to be excellent sellers. Greens and greys are held to be the favored shades by a great many, while others give preference to browns in place of greens.

Flat effects are prophesied for next season, many being of the opinion that they will be largely used. For the high-class trade German characters in fine coloring effects are being shown, among other lines.

The staple cheap lines do not show any great changes for the coming season. There are the usual number of new patterns and some good designs rather out of the usual will be shown.

THE FLAT PRICE.

Some years ago a number of the American wall paper manufacturers formed themselves into a trust known as the National Wall Paper Company. This was followed by the establishment of a second combine, the Continental. The two united in a working agreement to steady prices. In course of time both were dissolved, and the factories again came under independent control. As a natural consequence very strong competition sprang up, with the inevitable cutting of prices. The purchase of some lines very cheap suggested a new idea to a jobber. It was that of selling border at the same price as side-wall and ceiling. Other jobbers took it up, and the operations of their book men forced the retailer to fall in line. Then the manufacturer had to accede to a general demand that he adopt the flat



A LINE WORTH LOOKING AT

IT'S TIME for buying as well as looking in the Wall Paper business. It's time for you, Mr. Merchant, to choose between the various claimants for your trade and select the best-selling line of

WALL PAPERS

Our salesmen represent a factory established for fifty years; every man in it practical and skilled in this particular business, and every bit of machinery of the best and latest model. You can depend on the quality of the STAUNTON LINES because we are just as particular in buying the raw materials for our papers, and select them from the original sources as carefully as if we were making Wall Paper for our own homes instead of selling it to you. It takes time, and experience too, to know just where to get and how to choose the best materials. Think of that when you are considering what factory to buy from.

When the STAUNTON salesman opens his trunks, you will see many pleasing surprises in values and prices, as well as new achievements in designs and colorings. We are showing many attractive and fast-selling specialties in addition to our standard lines.

Wait for the STAUNTON Salesman.

STAUNTONS, Limited

Wall Paper Manufacturers

TORONTO, ONT.

Borders and Side Walls at Same Prices

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

basis. This is, in brief, the history of the new selling method, originating across the line, and only becoming general in Canada this season.

Selling "flat" means that the manufacturer takes his prices on border, ceiling and sidewall and equalizes them, so that he is able to sell all at one price and make the same profit as before. It is simply a re-apportionment of profits, in which the original figure accruing

from the individual prices is to remain undisturbed.

OWEN SOUND PICNIC.

The Owen Sound grocers held their annual picnic yesterday. Wholesalers from Toronto and Hamilton, and representatives of the sugar refiners, were present. A report of the proceedings will appear next week.

RETURNED

June 29/06

Cluner

Book 6:

page 151

W.S.L.

FRUITS, VEGETABLES AND FISH

Ontario Strawberry Season is Gathering Strength—Supplies of Vegetables Still too Light for Very Large Business.

The fruit season is on, but the fruit has not arrived. Vegetables, too, are backward. A large crop of strawberries is not expected; about three-quarters is the estimate of the commission men. The prospects for other crops are, however, fair to first-rate. That hardly applies to peaches in the Niagara District. There will be a good crop of the commoner sorts, but Crawfords are regarded by some authorities at least as likely to be short.

The importation of pines continues heavy and helps to eke out the berry supply.

W. H. Johnston. They will erect an up-to-date building.

WHERE THEY GROW CELERY.

Wellington Boulter, who recently returned from a five months' holiday in California, told The Canadian Grocer that last season 2,280 cars of celery were shipped from one point in that state, Huntington Beach. There is located the big new canning factory of which his son, Frank, is manager.

MONTREAL MARKETS.

GREEN FRUITS—During the week fruit merchants have transacted a very good trade in general lines. Inquiries for the fruits particularly required at this season have been numerous, and sales have been of good number also. Oranges are still selling at figures quoted. A good demand for lemons prevails and it is becoming greater as the warm season advances. Strawberries are now selling from twelve to fourteen cents a basket and good business is being done at these figures.

Messina blood orange, half box.....	2 50
Late Valencia oranges, per box.....	5 50
Dates, per lb.....	0 04
Bananas.....	1 75 2 25
Cocoanuts, per bag of 100.....	3 40
Pineapples.....	2 75 3 60
Apples.....	6 00
Lemons, per box.....	3 25 4 25
Jamaica oranges, per bbl.....	5 50
Egyptian onions, per 12-lb. bag.....	1 75
New strawberries, per small basket.....	0 12 0 14

VEGETABLES—Weather conditions being favorable, one would think that business in all lines of vegetables would be excellent. This, however, does not seem to be the opinion of vegetable dealers. Business, according to them, is fair, and sometimes very good, but they claim that they should have better. Perhaps the rather high price of the new vegetables holds down the trade to a certain extent. As receipts of these increase, however, this objection will be overcome and better trade will no doubt result. Carrots are now selling from 75c. to \$1.25 a bag. Cucumbers are in good demand at prices quoted. Cabbage and tomatoes present no new features.

Potatoes, per bag.....	0 95 1 00
Parsley, per doz. bunches.....	0 35 0 40
Sage, per doz.....	1 00
Savory, per doz.....	1 00
Green peppers, per basket.....	0 75
Southern cabbage, bbl. crates.....	2 00
Tomatoes, Florida.....	3 50 4 50
Red onions, bbl.....	3 00 3 50
Turnips, bag.....	0 75
New turnips, per doz.....	1 50
Water cress, per doz.....	0 75
Leaf lettuce, per box, 4 doz.....	1 21 1 60
" per doz.....	0 30 0 40
Boston lettuce, per doz.....	0 50 0 75
Spinach, per bbl.....	2 00
Cucumbers, per doz.....	0 50 0 75
" per basket.....	2 00
New potatoes, per bbl.....	6 00 6 50
Mushrooms, per lb.....	0 30
Carrots, per bag.....	0 75 1 25
New beets per doz.....	1 50
New carrots, per doz.....	0 50
Wax beans, per basket.....	2 25
Green beans, per basket.....	2 25
Canadian asparagus, per doz.....	3 50 4 50

WATER MELONS

First car Floridas, fancy stock.

PINEAPPLES

Floridas and Cubans. Season drawing to a close.

LATE VALENCIA

ORANGES

The Best Summer Oranges on the market.

LEMONS

Full lines to offer. Prices are advancing.

VEGETABLES

We are headquarters for importations for all southern grown.

STRAWBERRIES

Canadian are now arriving. Will ship at market prices.

McWILLIAM

Mc. AND E.

EVERIST

25-27 Church St. TORONTO, CANADA

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

Oakville Basket Co.
Oakville, Ont.

CALIFORNIAN FRUIT SOLD.

On June 18 the first car of the season of Californian fruit was sold in Montreal. The sale was a record one. Apricots brought \$2.20 to \$2.50 a crate, while plums sold at prices ranging from \$2.50 to \$3.75 per box. Pears were also old and brought from \$2.10 to \$2.25 a box.

SUMMER PINES BETTER.

A New York importer of Singapore pineapples whose receipts this year are 9,578 cases and considerably more than last year, says: "The bulk of the business is done for late Summer and Fall delivery, as goods of the Summer packing which are received for this delivery are of somewhat better quality than the Winter pack."

ONIONS FROM FLORIDA.

During the last week of May the first solid earload of Bermuda onions was shipped from the Florida east coast. It marks the development of a new field industry. Despite bad weather, the grower got about 500 bushels to the acre.

FINNAN HADDIE SANDWICHES.

Have ready some of the cooked fish, skinned, boned and flaked and mixed to a paste with salad dressing. Place a small leaf of lettuce on one slice of buttered bread, spread with the fish and cover with another buttered slice. Press gently together and cut sandwich in two.

SPICE FIRMS UNITE.

Two Montreal spice firms have amalgamated, Herron & Co. and Marrotte, Leblanc & Co. The members of the new firm will be J. Leblanc, R. S. Herron and

FISH

now arrive quite fresh. T. fish. In and p. halibut. Gaspe salmon good business line. T. closes at. From no season (upon the Fresh market mand th

Fresh haddock
Fresh steak
" halibut
" grass
Lake trout
Whitefish
Weakfish
B. C. salmon
Brook trout
Dore, per lb
Gaspe salmon
Fresh mackerel
Medium boil

Fresh frozen
E. C. salmon
Herring.

Smoked fish—
New had
St. John
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Oysters and
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Prepared fish
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.....	0 50	0 75
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.....	6 00	6 50
.....	0 80	0 80
.....	0 75	1 25
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.....	2 25	2 25
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FISH—New stock in skinless cod is now arriving in Montreal and is selling quite freely at \$6 per hundred pound case. This is the only movement in salt fish. In fresh, demand continues strong and prices are fairly steady. Fresh halibut is still sold in great quantities. Gaspé salmon is now in full season and good business is being transacted in this line. This week the live lobster season closes as far as Canada is concerned. From now until the opening of the next season Canadians will have to depend upon the United States for live lobsters. Fresh mackerel are not so much in demand this week.

Fresh haddock, express, per lb	0 04
Fresh steak cod	0 05
" halibut	0 18
" grass pike	0 07
Lake trout	0 18
Whitefish	0 08 1/2
Weakfish	0 08
B. C. salmon	0 10
Brook trout	0 21
Dore, per lb.	0 68 1/2
Gaspé salmon	0 12
Fresh mackerel	0 08
Medium boiled lobsters	0 14
Fresh frozen fish—	
B.C. salmon, per lb.	0 08
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb.	0 07
St. John bladders, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
" salmon, per lb.	0 20
Oysters and Lobsters—	
Standards per imp gal	1 50
Oyster pails, pints, per 100	0 91
" quarts, "	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 05 1/2
" fish, 1 and 2-lb. bricks, per lb.	0 04 1/2
" fish, 25-lb. boxes, per lb.	0 04
Skinless cod, 100-lb. cases, per case	6 01
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl.	3 50
" " salmon—	
" " in bbls.	12 50
" " in 1/2 bbls.	12 00
B.C. salmon, bbls.	7 00
" half bbl.	1 75
" mackerel, per pail.	0 04
" large green cod, per lb.	0 03
" medium, "	0 03
" small, "	0 02 1/2

ONTARIO MARKETS.

GREEN FRUITS—Oranges are higher this week and not so plentiful. With the exception of late Valencias, all oranges are getting pretty well cleaned up and the indications are that Summer oranges will be held high. Canadian strawberries are coming in in large quantities and selling at from 7c. to 12c. a quart, but owing to so much rain the quality is not up to the standard. Some Canadian cherries are on the market and might be considered a fair sample for this time of year. From \$1 to \$1.25 per basket is asked for them. Melons have been on the market for a few days but no great quantities have arrived yet. They look good and bring from 45c. to 50c. A good supply of Cuban pines is still on the market, but Indian Rivers (Florida) will soon take their place, and will cost more.

Oranges, California navels, 96's to 216's	4 75	5 25
" Jamaica, per bbl.	6 50	6 50
" late Valencias, 96's, 112's, 288's	5 25	5 50
" " 126's, 150's, 176's, 200's, 216's, 240's	5 75	6 00
" Mediterranean sweets, 96's to 250's	4 25	4 75
Lemons, Messina, 300's, 360's, per box	3 75	4 00
Limes, per crate	1 25	1 25
Apples, Spies XXX, per bbl.	5 00	5 50
" " XX, per bbl.	4 00	4 00
" Baldwins, XXX, per bbl.	4 50	4 50
" " XX, per bbl.	3 75	3 75
" other Winter varieties, XXX, per bbl.	4 00	4 00
" " " XX, per bbl.	3 00	3 50
" farmers', per bbl.	2 00	3 00

Dominion Day, 1st July

Look ahead and supply your wants early in the week.
Heavy arrivals of all best fruits..

LATE VALENCIA ORANGES
MESSINA OVALS, 1/2 Box Oranges
LEMONS BANANAS COCOANUTS
PINEAPPLES CABBAGE
TOMATOES NEW POTATOES

Headquarters and Daily Receivers of California
PEACHES CHERRIES PLUMS APRICOTS

All local fruits received daily in large quantities.

WHITE & CO., LIMITED
TORONTO

Branch at HAMILTON

W. B. STRINGER MONEY MAKERS J. J. McCABE
HALF BOXES ORANGES
TRACUZZI'S "ST. NICHOLAS" OVALS

They sell fast and show a nice margin of profit. Write your wholesaler about them.

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

Canadian Strawberries Probable Price this week
7c. to 9c. box

Fancy Florida Pines, Cucumbers, Wax Beans, Texas Tomatoes very fine this year).

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

Canadian Strawberries Plentiful and Cheap now.
Watermelons Our first carload just to hand.

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

PINEAPPLES

In Beautiful Condition. 18s, 24s, 30s, 36s and 42s.

HUGH WALKER & SON

ESTABLISHED 1861 GUELPH, ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

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

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jos. Carman
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.
TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG.



The Analyst's Verdict IS FINAL.

Can anything better be said about preserves than that they have been **Pronounced Pure** by the Government Analyst?

This is the Royal Distinction which the

"E. D. S." BRAND

Jams, Jellies, Sealed Fruit in Glass

enjoys. It's a selling power, a trade holder, a store defender, a boon for Grocers.

Are you not glad that you have an opportunity of buying "E. D. S." Preserves?

My agents are W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

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

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS

COR. NOTRE DAME EAST AND VICTORIA STS.
WINNIPEG, CANADA

Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.

JOSEPH CARMAN

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

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

Open for good Agencies. Correspondence Solicited

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.

Winnipeg, - Man.

Highest References. Correspondence Solicited.

JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

41 Bannatyne Ave., Winnipeg, Man.

W. A. TAYLOR

BROKER and WAREHOUSEMAN

243 Main Street
WINNIPEG, MAN.

HIGHEST REFERENCES

Winnipeg Storage

We make a specialty of storing and distributing car lots for

Eastern Shippers

Negotiable receipts issued
Low Insurance Rates reasonable

R. B. WISEMAN & CO.
WINNIPEG

Warehousemen and Distributing Agents.
Best of references.

G. C. WARREN REGINA

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

G. B. THOMPSON

Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

Bananas, per bunch.....	1 20	2 50
Red bananas per bunch.....	2 20	2 25
Strawberries per quart box.....	0 07	0 12
Pineapples, Cuban 18's, 24's, 30's, 36's, per case.....	3 00	3 25
" Floridas, 18's to 36's.....	3 35	3 50
Cherries, California white heart, 2 1/2-lb. box.....	2 50	3 00
Cherries, Canadian.....	1 00	1 25
Watermelons.....	0 40	0 45
Cantalopes, per case.....	9 40	

VEGETABLES— Old potatoes are firmer and getting scarcer; \$1.25 is now the ruling price for Delawares, and \$1.15 for Ontarios. The ordinary staple vegetables—beets, radish, lettuce, etc.— are easing a little in price as the season advances and a better quality is brought in. This is particularly noticeable in cauliflower, which, although the same in price, are half as big again as last week's. New potatoes are not on the market in large quantities yet, and the same price as last week prevails. Carrots are practically off the market at present. Cabbage are down a little.

Potatoes, kiln dried sweet, bushel hamper.....	2 00	
" Delaware, per bag.....	1 15	1 25
" Silver Dollar, per bag.....	1 00	1 10
" Ontario, per bag.....	1 00	1 15
New potatoes, Bermuda, per bbl.....	5 00	6 00
Onions, Egyptian, per sack 100-115 lbs.....	2 00	
" Texas Bermuda, 50-lb. crates.....	1 50	
" Bermuda, 50 lb crates.....	1 25	
" green, per doz. bunches.....	0 12	0 12
Cabbage, new South Carolina, per crate.....	2 50	
Wax and green beans, per bush. hamper.....	1 75	2 50
Green peas.....	1 75	
Beets, new, per doz. bunches.....	0 35	0 40
Carrots, new, 5 to 6 doz. in box.....	2 25	2 50
Lettuce, per doz. bunches.....	0 25	0 30
Radish, per doz.....	0 20	0 25
Cucumbers, per doz.....	1 25	1 50
" per hamper, 5 to 8 doz.....	1 75	2 50
Mushrooms, 1-lb. boxes, per lb.....	0 80	
Asparagus, per doz. bunches.....	0 75	1 00
Beans, white, prime, bush.....	1 75	
" hand-picked, bush.....	1 90	
" Lima, per lb.....	0 07	
Tomatoes, Floridas, 6 basket crates.....	3 50	3 75
" Texas, 4 basket crates.....	2 00	2 50
Rhubarb, 1 doz. bndls.....	0 21	0 25
Spinach, bush.....	0 25	0 40
Artichokes, per bag.....	0 60	0 95
Parasnips.....	0 75	
Watercress, per doz. bunches.....	0 25	
Egg plant, per doz.....	1 55	
Peppers, green, per small basket.....	0 75	0 85
Parsley, per doz.....	0 20	0 25
Turnips, per bag.....	0 75	
" new, per doz.....	0 35	
Mint, per doz.....	0 15	0 20
Cauliflower, per doz.....	1 50	

FISH—Prices are about the same this week as last. Lake trout are principally in demand, and eastern salmon are selling well.

Fresh halibut.....	0 10	0 13
Haddock, fresh caught, per lb.....	0 06	0 06 1/2
Fresh cod, per lb.....	0 07	0 08
Fresh lobsters, boiled, per lb.....	0 18	0 20
Shrimps per gal.....	1 00	1 25
Whitefish, per lb.....	0 19	0 10
Salmon trout, per lb.....	0 18	0 09
Finnan haddies.....	0 08	
Ciscoes, per basket.....	1 25	
Perch, per lb.....	0 05	0 06
Herring, large, per lb.....	0 08	
" medium per lb.....	0 04	
Brook trout, per lb.....	0 25	
Pike, per lb.....	0 05	0 06
Blue fish, per lb.....	0 10	
Fresh mackerel.....	0 20	0 25
Eastern salmon, per lb.....	0 20	

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W. S. LOGGIE CO.,
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We are now Delivering **NEW PACK**

ICE CASTLE BRAND LOBSTERS	ANGLO-SAXON BRAND
ICE CASTLE BRAND KIPPERED	HALIBUT
HERRING	GOLDEN RULE SARDINES
BEAVER BRAND LOBSTERS	BELL BRAND CANNED
OAK BAY CLAMS	MACKEREL

LOW PRICES - QUICK SHIPMENTS

J. W. WINDSOR - - - Montreal

The Largest Handlers in Canada of all kinds of Canned Fish.

NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

- 1/2 Oils, Sanitary Can, 100 tins to case
- 1/2 Oils, Handmade Can, 100 “
- 1/2 Mustard, 100 tins to case
- 1/2 Tomato, 100 “
- 1/2 Mustard, 50 “

TO

Connors Bros., Limited

Black's Harbour, N. B.

THE
**PINNACLE OF
 PERFECTION**



King Oscar Sardines

The most delicate sardines packed,
 and in the purest olive oil. Keep
 them to the front. They pay you.

JOHN W. BICKLE & GREENING, - Hamilton, Ont.
 CANADIAN SELLING AGENTS

We are Offering 

Mirimichi Fresh Salmon

at Twelve cents per pound

Write or wire us your order. All orders filled the same day as received.

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

"CATCH-AS-CATCH-CAN" CHOCOLATE

Canadian-made Chocolate is a failure. The cost of production is too high, the grade of Cocoa secured too poor, and the competition too keen.

Result: Canadian-made Chocolate cannot compare with the foreign article.

TOBLER'S CHOCOLATE

represents the best Cocoa, pure Swiss milk and high grade sugar.

It is made by a particular process on nickel-plated machinery.

You are too wise to pay a "first-rate" price for a "second-rate" article. You want Tobler's or none.

Maclure & Langley
AGENTS Limited

152-154 Pearl St., - TORONTO
30 Hospital St., . MONTREAL

THE SUMMER SEASON

brings

A DEMAND FOR THE BEST

IN YOUR STORE

STEWART'S Chocolates and Confections ARE THE BEST

PURE Materials.

Absolute Cleanliness.

Perfect finish.

New and beautiful packages for the
Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
TORONTO LIMITED

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Chocolate

Is used all the year round—

MOTT'S

brands
"DIAMOND" and
"ELITE"

*have created the desire to use
this diet—"all the year round"—*

*Keep them in stock—they are
pure, healthy and a profitable
seller*

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

J. A. TAYLOR
MONTREAL

SELLING AGENTS:

R. S. McINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG

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

MILK CHOCOLATE

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

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

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BISCUITS AND CONFECTIONERY

Big Business Run on Pennies—Large Factory Addition—Glazed Fruits and Their Making — All Candy Should be Pure.

Change is ever the order of the procession in the confectionery business. One of the largest candy manufacturers in Canada sends out at least one new line of candy every week. That's for the boys and girls; the confectioner calls them "penny goods." Of the more expensive lines the same firm calculates to put a new line on the market at least once in three weeks.

Shouldn't that suggest to the grocer who has a candy department that his goods should be pretty rapidly on the move? Don't let stuff get old. If you can't sell it eat it or give it away, but get rid of it.

Don't let candies stand in the sun. They were never made for it.

A prominent candy maker said to The Grocer the other day that 90 per cent. of the bulk and 75 per cent. of the value of candies sold in Canada were bought by children. The factories, acres in extent, are working for the coppers of the boys and girls.

NEW FACTORY FOR CHOCOLATE.

Robertson Bros., confectionery manufacturers, Toronto, have erected a new chocolate department and are now installing the machinery. It will be ready for occupation in about two months. It is a handsome pressed brick and stone building of five storeys and a basement facing Richmond street east, and adjoins the present factory, which is on Queen street. The new building is about 100 feet square, so will be a considerable addition to the existing factory, which has in the neighborhood of three acres of floor space. When they get into the new factory the company will add breakfast cocoa to their list of products.

CRYSTALLIZED FRUIT.

The art of preserving fruits by what is known as the crystallizing process originated in France, and the business is still confined mostly to that country. It is carried on extensively in some of the departments where the materials adapted to that purpose are most abundant and cheap. The process of preparation itself is so expensive, and calls for so much skill and care, that cheapness of material is, of course, an essential element of success in the business. This accounts for the manufacturing of "fruits glaces and fruits crystallises" being limited to a few of the many fruit-growing regions of France.

The kinds of fruits preserved by this process are mainly the following: Pears,

cherries, apricots, pineapples, plums, figs, citrons, oranges, melons, and a dwarf orange known as "chinois" which grows to some extent in the district of Nice, but mostly imported from Italy and Corsica. The crystallizing process of all fruits named differs but little, but it requires a certain skill and delicacy of manipulation which can only be acquired by experience. Glazed and crystallized fruits are generally confounded, the only difference consisting in the exterior coating of sugar which forms the final stage of the process. Until that final stage is reached the method of preparing them is identical, the value of each being the same.

The most important aim of the manufacturer is to extract the juice of the fruit and replace it in the pulp with liquid sugar, which, in hardening, preserves the fruit from fermentation and decay, whilst retaining its original form and consistency. To secure these results the fruit must be fresh, free from blemish and in a perfect condition of ripeness. The latter requisite is all important, whilst difficult, as the ripeness differs with the fruit, thus rendering a fine discrimination in the gathering, assorting and transporting of the different varieties before the process of crystallization is entered upon.

ROBERTSON BROS.' EXCURSION.

Robertson Bros., manufacturing confectioners, of Toronto, held their annual excursion to Niagara Falls on Saturday last. The factory was closed for the day and nearly the whole of the company's staff, including some two hundred and fifty girls, took advantage of the outing, which is given each year by Robertson Bros. as a treat for the employes. At the Falls everyone followed his or her own bent in the matter of amusement. It was a thoroughly enjoyable holiday.

For over thirty years Robertson Bros. have given their employes an annual outing.

CANDY SHOULD BE PURE.

There is no good reason for adulterating candy, says the Baker and Confectioner. With sugar and glucose so cheap and so many harmless and low-priced flavorings and colorings available there ought to be no occasion for tampering with quality. There are some people, however, who are naturally crooked and who would sooner tinker

"Sirs, believe me, there's a way."

Every grocer sells soda biscuits and would like to sell more.

You have your regular customers and your occasional customers. But, now that summer is here, why not go after particular trade? Advertise



in your local paper as being the biscuits just suited for Picnics, Camping, Launch, Auto or Fishing parties, etc.

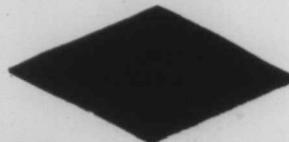
Also make a display of **Perfection Cream Sodas** in your window.

We'll help you with the advertising. We are doing that all the time.

3-lb. CARDS OR TINS

THE **Mooney Biscuit & Candy Company,** LIMITED, Stratford, - Canada.

DIAMOND Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal



PERHAPS

you have a plentiful supply of Jams and Marmalades on hand, but remember the affair is not settled unless

Southwell's Jams and Marmalades

are well represented.

There are the "English taste" customers that you must please.

SOUTHWELL'S IS THE PLEASER



Handling orders with rapidity our specialty.

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

White and Pink Leaves alternated in contrast to all white or all pink leaves, make our

SPECIAL DUPLICATING COUNTER CHECK BOOKS

superior to any other counter check books on the market.

Secure particulars from

The Carter-Crume Company, Limited
TORONTO and MONTREAL

We make all desirable styles.

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL



We

count on pleasing you. Yes, we want every Grocer to be an enthusiastic seller of

SHIRRIFF'S FLAVORING ESSENCES

We know your customers will be enthusiastic users of SHIRRIFF'S ESSENCES

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO



CAPSTAN BRAND

High-Grade Tomato Catsup

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

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

We guarantee this Catsup to give perfect satisfaction.

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

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

The Best and recognized standard of

Condensed Milk and Evaporated Cream are

BORDEN'S BRANDS



"Eagle" Condensed Milk

"Peerless" Evaporated Cream
(Unsweetened)



WILLIAM H. DUNN,

Scott, Bathgate & Co., Winnipeg, Man.

MONTREAL and TORONTO

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

The Canadian

45 HIGH In Europe

Walter B



Registered, U. S. Pat. Off. costs less than one Their Premium Wrappers and chocolate in the ma Their German and good to drink. ful; a great favorit Buyers should as genuine goods. T package.

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45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.



The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

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

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

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

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

Walter Baker & Co., Ltd.

Established 1750.

Dorchester, Mass.

Branch House, 88 St. Peter St., Montreal, Can.

—BUY—

Star Brand

**COTTON
CLOTHES LINES**

—AND—

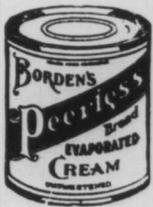
COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM

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



ITO

with their product and make less money than sell it straight. In some of the cheap and trashy stuff that one meets occasionally there is every reason to believe that there is truth in the statement that questionable expedients are resorted to in order to make money out of innocent children, especially of the poorer class. The confectioner who allows himself thus to traffic in human life is a good deal less than a man. The ordinary purchaser has the chance to discriminate. When the child enters a store to purchase penny goods he has to take what is given him. The storekeeper who sells trash is no better than the man who makes it.

The National Candy Co., a \$9,000,000 American corporation, is about to erect a factory at Clinton, Ia., in the corn belt, to make its own glucose.

GROCER!

Consider well before you place your order for Canned Fruits and Vegetables and secure a BRAND that you know is reliable.

QUEEN BRAND

has given excellent satisfaction for 15 years. PROOF, we have no old goods on hand when the New Pack begins.

ALWAYS NEW GOODS
to offer each year.

BUY "QUEEN" BRAND

and you will not take long to consider where you will place your order another season.

Belleville Canning Co.
BELLEVILLE, ONT.

**SPRAGUE
CANNING MACHINERY CO.**
CHICAGO, ILL., U.S.A.



Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms. Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

1845-1905

**COX'S
INSTANT POWDERED
GELATINE**

An old friend in a new guise.
Saves time and trouble Recipes in every package

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



UPTON

That is the name
that stands for
first quality in

Jams, Jellies

and

**Orange
Marmalade**

Properly made and
correctly labelled.

Cultivate your Biscuit trade by ordering
**McLAUHLAN'S
Cream Soda Biscuits**

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

When you sell the Summer Camper his grocery outfit, sell him a box of PHARAOH or PEBBLE.

because next Summer he will buy everything from you just because the cigars were so good. It gives him a good impression of you and your store because he knows you keep the best of everything. Heretofore the cheap "give away cigar" gave him a poor opinion of your whole outfit. You will make as much profit on the box of cigars as on \$5.00 worth of groceries. I will send you 500 Assorted, some Pharaoh (10c.), some Pebble (5c.) eps. pd., because I know your next order will be for 1,000. Money back at end of 3 months if you don't catch the Summer Camper.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUEBEC, CANADA

ON THE 7TH DAY OF JUNE

A "T. & B." man was talking to an Eastern grocer, and in 1 hour's time saw no less than 5 men come in and ask for a 10c. package of

T. & B.

**Did You Read
What is Above?**

**Well, Read
What is Below.**

T. & B.

was sought by 5 men, 4 of whom left grocery orders, showing you that the "buying" was systematic—not any chance affair. If you are in a small city or town you cannot afford to be without "T. & B."

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, - - CANADA

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TOBACCO AND CIGARS

Prices Still Soaring—More Tobacco Being Grown in United States and Ontario.

There seems to be no going back in the cost of raw tobacco, especially cigar wrappers. Indeed, reports are all the other way. At the recent Sumatra sales in Rotterdam and Amsterdam prices were unprecedented. The question will soon be: How are the manufacturers going to make ends meet? Everything else is costing more, so probably the smoker will have to go a little deeper into his silver mine for his favorite brand of cigar.

If you keep tobacco, keep it well. Have a nice stand for it. Keep everything clean about it. Have it where every customer can see it, and have it looking so attractive that people will enjoy seeing it even if they don't use the weed.

STATES GROWING MORE TOBACCO.

A New England Estimate—Prices Were Good Last Year.

Generally the acreage devoted to cigar leaf tobacco throughout the United States this year, says the New England Homestead, June 9, shows some increase over last season. The main incentive to encourage farmers in more extensive production is the satisfactory manner in which the last crop was cleaned up by buyers.

With transplanting still in progress throughout the most of the leading cigar leaf tobacco states, it is not possible at this time to give definite figures regarding the increase in acreage. The enlargement is most pronounced in Pennsylvania and New York; to a somewhat lesser degree in Wisconsin, the New England States and Ohio. Many correspondents in Lancaster County, Pa., the main factor in the Keystone State crop, claim the acreage increase there promises to run as high as 10 to 25 per cent. Operations in Georgia and Florida this year are on a somewhat greater scale than last season. Normal attention is being given the crop in Texas. Many Wisconsin correspondents report increases ranging 10 to 25 per cent.; others report no, or smaller, increases. In summing up cigar leaf tobacco acreage prospects for 1906 it must be borne in mind that growers in many instances will not be able to put out the full acreage they had intended; this is due in various localities to such deterrants as high priced lumber for increasing shed capacity, lateness of the season, scarcity of plants, paucity of labor, etc.

The average price received for the last crop in Wisconsin proved the highest in some years, ranging 8 to 11 cents per

pound. In nearly all other cigar producing states, with the exception, perhaps, of New England, where pole sweat and a weakening in the broad leaf market resulted in some losses, the 1905 cigar leaf tobacco crop brought growers considerably more money than did that of the preceding year.

TOBACCO MAN ASSIGNS.

John Ward, who came to Toronto six months ago and opened up tobacco stores at 37 and 139 Yonge street, and a manufacturing plant on Church street, has assigned with liabilities exceeding assets by \$9,000. Three months ago he furnished mercantile agencies with a statement which placed his assets at \$38,685.85, and liabilities at \$15,770.34, but at a meeting of the creditors it was found that liabilities are now \$30,000 and assets \$20,000.

TOBACCO INDUSTRY IN MISSOURI.

Concerns Decreasing, Business Increasing Last Four Years.

The United States Census Bureau in a report on the tobacco industry in Missouri for the years 1900 and 1904 shows a large increase in capital but a decrease in the number of factories.

In 1900 there were 22 chewing and smoking tobacco and snuff factories, and in 1904, 17. In 1900 there were 580 cigar and cigarette factories and in 1904 544. The tobacco industry was third in importance in the state, and the state

ranked first in the union in the product of chewing and smoking tobacco and snuff. The value of the entire tobacco product of the state was \$30,884,182, and formed 7 per cent. of the total value of all products of Missouri. The miscellaneous expenses decreased by \$4,525,759 or 35.1 per cent. The remaining items show increases as follows: Capital, \$14,809,387, or 559.3 per cent.; number of wage earners, 28, or two-fifths of 1 per cent.; wages, \$208,264, or 9.9 per cent.; cost of materials used, \$2,678,991, or 28.9 per cent. and value of products, \$3,036,750, or 10.9 per cent.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all leading Wholesale Houses.

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THREE IMPORTANT ADDITIONS

have recently been made to our agencies

Currants

W. Meyer & Co., - Patras and Hamburg

Figs and Sultana Raisins

Edouard Giudici, - - - Smyrna

California Dried Fruits

Guggenhime & Co., - - San Francisco

We will act only for houses of the highest reputation---the responsibility of the above firms is unquestioned---your enquiries respectfully solicited.

The wholesale trade are invited to write or wire us at any time for reliable market information.

MacLaren Imperial Cheese Co.

LIMITED

Agency Department.

Head Office: TORONTO

Quota
The f
responsible
Grocer, at

Ba
Cook's Friend—
Size 1, in 2 and
" 10, in 4 doz.
" 2, in 6
" 12, in 6
" 3, in 4
Pound tins, 2 doz
12-oz. tins, "
5-lb. " 1 "

W. E.
Diamond—
1-lb. tins, 2 doz.
1-lb. tins, 3
1-lb. tins, 4

IMPERI
Cases.
4-doz.
3-doz.
1-doz.
3-doz.
1-doz.
1-doz.

Ocean Baking P
" "
" "
Borax, 1
Cornstar
Freight p



ROYAL
Sizes.
Royal-Dime ..
" 1 lb.
" 3 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When
cent. discou
CLEVELAND

Cleveland's—D
" "
" "
" "
" "
" "
" "

Barrels—When
cent. discou

T. E.
Crown Brand—
1 lb tins, 2 doz
1 lb. " 2 "
1 lb. " 4 "

Keen's Oxford,
In 10 box lo
Beckitt's Squar
Beckitt's Squar
Gillett's Mamm
Nixon's "Carru
" "
" "
according to

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 21, 1906.

Baking Powder.

Cook's Friend—	Per doz
Size 1, in 2 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	2 10
" 3, 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.....	8-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	24lb.	10 50
1-doz.....	5lb.	19 75

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 80	
4 ".....	6 ".....	0 75	
4 ".....	8 ".....	0 95	
4 ".....	12 ".....	1 40	
2 ".....	12 ".....	1 45	
4 ".....	16 ".....	1 65	
2 ".....	16 ".....	1 70	
1 ".....	24-lb.	4 10	
1 ".....	5 ".....	7 30	
1 ".....	6 oz.	} Per case	
1 ".....	12 ".....		\$4 55
1 ".....	16 ".....		



ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime.....	\$0 95
1 lb.....	1 49
8 oz.....	1 95
1 lb.....	2 55
12 oz.....	3 85
1 lb.....	4 90
3 lb.....	13 60
5 lb.....	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's-Dime.....	\$0 93
1 lb.....	1 33
8 oz.....	1 90
1 lb.....	2 45
12 oz.....	3 70
1 lb.....	4 65
3 lb.....	13 20
5 lb.....	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz in case.....	\$1 20
1 lb. " 2 ".....	0 80
1 lb. " 4 ".....	0 45

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10 box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 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 05 0 10

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/4 gross, 4 oz	
Reckitt's Zebra paste, 1-gro. boxes, \$10.20	
per gross.	

JAMES' DOME BLACK LEAD.

5a size.....	\$2 40
2a size.....	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.....	0 40
8-oz. " 4 ".....	0 50

Lot 7 cases, freight paid. Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	



PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36 1/2's.....	\$4 40
5-case lots, 4 30	
Canada Flakes, "Jumbo" case, 24 25's.....	4 90
Canada Flakes, "Jumbo" 5-case lots, 4 80	

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, 1-lb., per doz.....	\$2 40
" 1 lb.....	1 20
" 10c. size.....	0 90
5-lb. tins per lb.....	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb.....	0 20
" No. 2, 5 and 10-lb. tins,".....	0 18

Special quotations for cocoa in hbbls., kegs, etc.

Chocolate—

Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	1 75
Parisian 8s per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" 6's, ".....	0 22
" 8's, ".....	0 30

The following unsweetened:

Perfection, 1/2's, per lb.....	0 30
" 1/4's, ".....	0 30
Flat cakes, per lb.....	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., per doz.....	0 93
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz.....	1 75

Confections—

Cream bars, 60 in box, per box.....	1 89
6 in box, per doz. boxes.....	2 25

Chocolate ginger, per lb.....	0 30
" 1/2 lbs., per doz.....	2 25
Crystallized " 1/2, per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes.....	0 35

FRY'S.

Chocolate—

Caracas, 1/2's, 6-lb. boxes.....	\$0 49
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24

Cocoa—

Concentrated, 1/2's, 1 doz. in box.....	2 40
" 1/2's, ".....	4 50
" 1-lb., ".....	8 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" 1/2's, 12 lb. boxes.....	

EPF'S.

Agents, C. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4 doz. to case.....	per doz., \$ 90
" " 4 " ".....	2 40
" " 1 " ".....	4 75
" " 1 " ".....	9 00

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.



Elite, 1/2's.....	\$0 30
Prepared cocoa, 1/2's to 1/4's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 38
" " ".....	0 35
" No. 1 chocolate, 1/2's.....	0 30
" Navy, 1/2's.....	0 27
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's and 6's.....	0 23
" Confectionery chocolate, 2 1/2c. to 0 31	
" Sweet chocolate liquors, 20c. to 0 34	

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes.....	\$0 35
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 26

Per lb.

Breakfast cocoa, 1/2, 1 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 5's, per box.....	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans.....	0 42
Vanilla chocolate wafers, 48 to box, per box.....	1 56
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—

5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 25c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 25c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 28c.	

Premium chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.	

Milk chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 28c.	
100 2-cent pieces in box, each.....	\$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box.....	\$1.25
1-lb. bxs., 12 bxs. in case, 1-lb. tins, 26c.	
6-lb. bxs., 12 bxs., in case, 1-lb. tins, 2c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 25c.	

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 22c.	
6-lb. " 12 " " case, 1-lb. " 22c.	

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case.....	36c.
10 lb. tins, 10 tins in case.....	33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins case.....	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettas (20).....	1 50
20c. " (20).....	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.).....	\$6 00	\$1 50
"Gold Seal" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream.....	4 75	1 20
hotel size.....	4 90	2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.).....	5 60



Coffees.

JAMES TURNER & CO. Per lb.

Mocha.....	\$0 32
Damasco.....	0 28
Cairo.....	0 30
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MARCEAU, Montreal.

"Old Crow" Java.....	\$0 25
" Mocha.....	0 27 1/2
"Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor 1 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42 1/2c.
" III, 80-lb. boxes.....	37 1/2c.
" IV, 80-lb. boxes.....	36c.

S. H. & A. S. EWING'S.

Mocha and Java coffee, in 1-lb. tins, 30-lb. cases.....	33
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases.....	29

Cheese.

Imperial—Large size jars.....	per doz. \$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	15 00
Medium size.....	17 00
Small size.....	12 00
Roquefort—Large size.....	1 40
Small size.....	2 40

"Batger's"

**Lemon Squash, &
Lime Juice Cordial**

When your customers come in and ask for a *Good Summer Drink* sell them *Batger's* Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—*No Sugar Required*, but just add water. Very *handy* and *economical*. Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

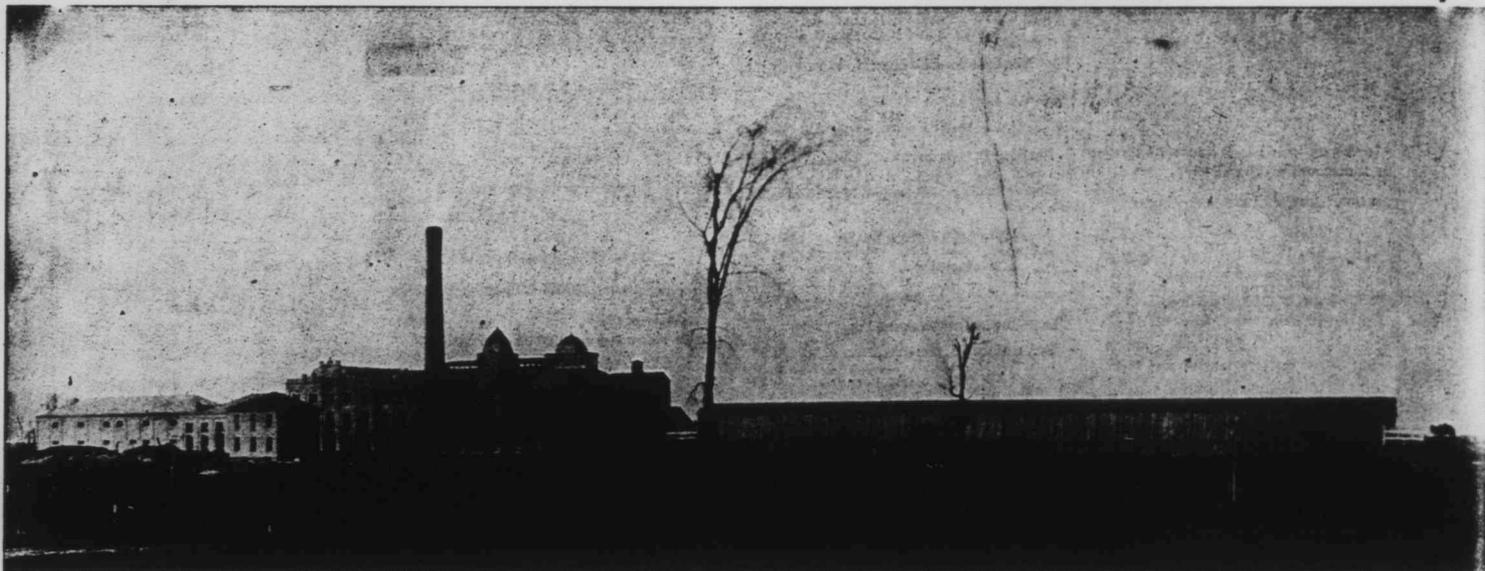
Which "half" are you selling?



$\frac{1}{2}$

ROSE & LAFLAMME, Agents, Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT



As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

W

WN

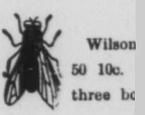
Coupon Bo
For sale in Canada
Limited, Toron
Pils, Montreal.
\$1, \$2, \$3, \$5, \$10

In lots of less than
books, 1 kind as
100 to 500 books ...
100 to 1,000 books ...

Allison's Co	
\$1 00 to \$3 00 book	.....
5 00 books	.....
10 00 "	.....
15 00 "	.....
20 00 "	.....
25 00 "	.....
50 00 "	.....



The Davidson &



Infar
Robinson's patent b
" " "

Jams
SOUTH
Frank May
Orange marmalade
Clear jelly marmalade



"Keeping everlastingly at it" is bound to bring good results when you keep pounding it into your customers that

"COW BRAND" BAKING SODA

is without an equal for satisfactory work where the use of baking soda is required.

The old style of selling bulk soda is a loss of time, material, quality and profit.

Every jobber will sell you "Cow Brand" if you insist upon it. They all handle it.

CHURCH & DWIGHT, LIMITED
Manufacturers
MONTREAL

That 60% Profit is Hard to Pass By

Have you thought over it? Have you figured it out? Or are you trying to hold to one line of "hot water" starch?

Conditions are changing and the people will not "labor" with starch like they did in the past.

IVORINE

COLD-WATER

STARCH

means minimum amount of labor for the user, which must mean maximum amount of trade for the dealer.

\$2.50, Case of 40 pkgs.

The Jobber will supply you

St. Lawrence Starch Co.
Port Credit, Ontario
Limited

TEA HINTS FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

HOW TO TEST TEAS.
WHERE TO BUY TEAS.
BULK V. PACKAGE TEAS.
HOW TO ESTABLISH A TEA TRADE.
TEA BLENDING, ETC., ETC.

775 pages; Cloth.

Price, postpaid, - \$2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - Toronto

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. G. STEWART, Halifax.

You are Interested In Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, \$ 5.00

250 " 12.00

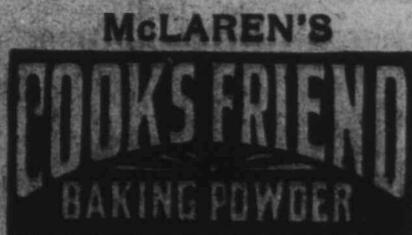
500 " 22.00

1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
332 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of keeping it always in Stock.

ES

who drinks them

ES

goods

OM:

MONTREAL.



00 35
0 35
0 35

" BRAND

Wholesale. Retail

0 35 0 50
0 28 0 40
0 19 0 25
0 30 0 25
0 19 0 25

U, Montreal.

1-lb. boxes..... \$.....

3-lb. boxes..... \$.....

50-lb. boxes..... \$.....

40 lb " at..... \$.....

ed Japan, 70 lbs..... \$.....

1-lb. "..... \$.....

lb. "..... \$.....

X 80-lb. boxes..... \$.....

X 30-lb. "..... \$.....

80-lb. "..... \$.....

0-lb. "..... \$.....

0-lb. "..... \$.....

1-lb. per case, lead 0 27 1/2

s (25 1's and 70 1/2)

ack tea in lead packets

s and 1s,

...retail 0 27 1/2 at 0

s and 1s,

...retail 0 30 at 0 23

s and 1s,

...retail 0 35 at 0 26

s and 1s,

...retail 0 40 at 0 30

s and 1s,

...retail 0 50 at 0 34

s and 1s,

...retail at 0 40

ow " blend—

1, 25, 50 and 80-lb.

..... per lb. 0 35

..... " 0 30

..... " 0 25

..... " 0 30

..... " 0 17 1/2

0 3000.

0 3000 CO., LIMITED.

s, 6s and 12s..... 00 45

and 3s..... 0 60

..... 0 50

7s..... 0 51

12s. and 6s..... 0 45

2s..... 0 48

5s..... 0 51

7s..... 0 55

..... 0 45

and 12s..... 0 45

t. bars, 6s..... 0 45

8s. and 12s..... 0 53

nd 12s..... 0 45

13s..... 0 47

..... 0 55

egars.

U, Montreal. Per gal

highest quality.. 00 35

..... 0 27 1/2

..... 0 35

yers of large quantities

east.

pkgs. in case... \$1 15

at, 5 doz..... 1 05

THAT'S WHY!

Customers every day want "one or two glass berry sets," "a little better than usual and not much pattern." Well, just to fill this demand, we've made up our

9184 Assortment

Two each of six different styles of berry sets, each with one large and six small dishes. Good big sets, and *most important—*

BEST QUALITY MADE

One dozen complete for \$5.40, and you sell 'em for 75c. each.

Send a card to-day

GOWANS, KENT & CO.
TORONTO LIMITED

BEFORE BUYING

Canned Fruits and Vegetables

WRITE US.

LAUREL BRAND

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS?

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA



C. & B.

Crosse & Blackwell's Preserved Provisions in Glass,
Galantine of Chicken and Tongue, Galantine of Veal
and Ham, Chicken Breasts, Pressed Beef.

Agents:

C. E. COLSON & SON
10 St. John St., MONTREAL

THE SIGN



OF BISCUIT EXCELLENCY

We have just completed the most modern and up-to-date Biscuit and Confectionery Factory in Canala.

Send us a trial order and be convinced that we are turning out "The Best Line in The Dominion."

Our "**Ever Fresh package line of Biscuits**" save time, money and worry for the dealer and reach the consumer as fresh as when packed at the oven's mouth.

Samples and prices cheerfully furnished on request.

FOLEY, LOCK & LARSON

WINNIPEG

OPPORTUNITIES MANUFACTURERS and WHOLESALERS

LOOKING FOR OPENINGS WOULD DO WELL TO
INVESTIGATE THE ADVANTAGES OFFERED AT

EDMONTON, ALBERTA

ALL THE ESSENTIAL ELEMENTS OF SUCCESS ARE PRESENT

Cheap Power

Edmonton is the centre of enormous coal deposits and will shortly be supplying a large portion of two or three provinces with coal. The electric light and power plant is operated as a civic enterprise, and the city is prepared to offer very attractive rates for power to approved industries.

Raw Material

for many industries is available in the immediate neighborhood. In many other lines it is cheaper to bring in raw material than to pay freight on the finished article.

A Practical Monopoly

Even at the present time over 700 retail stores look to Edmonton wholesale and industrial establishments as their source of supply. The number will double in the next three years. When railways now under construction are completed, over 150 railway towns and villages will look to Edmonton as their commercial metropolis. Eastern manufacturers have to pay freight for 2000 miles to reach this territory.

Ample Transportation Facilities

All the great transcontinental systems meet in Edmonton, ensuring favorable rates and efficient service to all parts of the world, permitting the assembling of raw material and the distribution of products.

HOW LONG do you suppose Western enterprise will be content to send Raw Material 2000 miles east, and pay freight back on the finished product?

Industries at Edmonton could put Eastern Manufacturers out of business in Western Territory.

THESE INDUSTRIES ARE NEEDED and would meet with phenomenal success :

Meat Packing Plant Soap Works Tannery
Foundry and Machine Shop Biscuit Factory

THERE ARE OTHERS for which there are also excellent openings.

AS A WHOLESALE CENTRE Edmonton offers opportunities second only to those afforded for industrial expansion.

The Secretary, Board of Trade, Edmonton, Alberta, invites correspondence.