

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XIX

MONTREAL AND TORONTO, JUNE 2, 1905.

NO 22



The Blueing of the clothes in the Laundry  
is always associated with the words

## Keen's Oxford Blue

the selling of

## Keen's Oxford Blue

by the grocers of Canada

is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

## BE LOGICAL



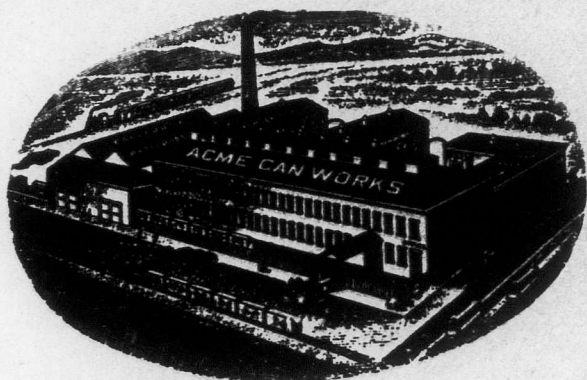
If you have found that Christie's Zephyr  
Cream Sodas never give dissatisfaction  
to your customers, would it not be illogi-  
cal for you to substitute Soda Biscuits  
of other manufacture? It would certainly  
be dangerous.

## Christie, Brown & Co.

TORONTO and MONTREAL

Limited





When in Need of Cans, Serve Your  
Best Interests and Consult Us

**Acme Can Works** make the largest assortment of any factory in America of TIN CANS by the latest up-to-date automatic machinery

We are the only makers in Canada of  
KEY-OPENING MEAT CANS, POULTRY CANS.

Manufacturers for Canada of  
They are our specialties.

**Jewett's Self-Heating Can.**

We solicit inquiries for prices on  
Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } Cans Lard, Syrup, Butter } Pails

**ACME CAN WORKS**  
Ontario Street East, MONTREAL, P.Q.

The letter "E" in our business stands for Each. Each order gets special attention. If you try us you will get the "special." If you try our

## Unfermented Wines . . . . .

you will get special attention on a *special* brand. **Grape** and **Cherry** are favorites. These wines contain no alcohol and are made by ourselves. And, say, what about our **MINCE MEAT?** Haven't you handled it yet? Better do so.

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

## National Licorice Co.



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

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



## BORDEAUX RELISH

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

## PALM GROVE GOLDEN DATES

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

**The Merchants' Mfg. & Supply Co.**  
55 Colborne Street, TORONTO



The  
**"Thistle" Brand**  
  
**Fish**



The fact that for twenty years we have sold the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., is pretty good evidence of the high standard of quality of the goods. By high quality we mean, first, the very best fish put up in the very cleanest way; second, the preservation of the rich, delicate, natural flavor by prompt action after the fish are caught.

There has never been any attempt by the owners of the "Thistle" Brand to produce their goods as cheap goods—quality has been their watchword first, last and always. They have never pretended to compete on the basis of price and they never will. The "Thistle" Brand is to be the best by every test and regardless of expense.

The Manager of the company is unsurpassed as a fish-curer, as his father was before him. The buyers of the "Thistle" Brand can be absolutely sure of perfection. It is the standard from which the quality of all other brands is judged.

**Not the Cheapest but Always the Best**

**ARTHUR P. TIPPET & CO.**

Agents

8 Place Royale, MONTREAL

20½ Front Street, TORONTO



MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

BARBADOES, B.W.I.

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

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

BRANDON, MAN.

**GROCERIES FOR THE WEST**

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

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

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

**Wilson Commission Co., Limited**  
 Brandon, Man.

CALGARY.

**Start the New Year Right**

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

**NICHOLSON, BAIN & JOHNSTON,**  
 Wholesale Commission Merchants and Brokers  
 CALGARY, ALTA.  
 Head Office: NICHOLSON & BAIN, WINNIPEG.

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**A. J. HUGHES**

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

**JNO. A. MOIR**

Wholesale Commission, Teas and General Groceries. Established 30 years  
 6 St. Sacrament St., - MONTREAL

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

**J. T. ADAMSON & CO.**

Customs Brokers  
 and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

TORONTO.

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

Grocery Brokers and Agents.

Established 1885

**C. E. KYLE**

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

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

Importers.

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**W. H. Millman & Sons**

Grocery Brokers

27 Front St.,

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**J. McA. CAMERON**

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More lines desired.

Travellers on the road.

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 Phone A1955

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**Radiger & Janion**

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 COMMISSION BROKERS

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

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accommodation.

Consign Your Cans to Us.

**RÉGINALD LAWSON**

MANUFACTURERS' AGENT and  
 WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

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

Union Bank Block, Rooms 722 and 723  
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Open for good  
 Canned Goods Agency

Correspondence  
 Solicited

**Stuart Watson**

Manufacturers' Agent and Wholesale  
 Commission Broker.

WINNIPEG, MAN.

Highest References.

Correspondence Solicited

**GEORGE ADAM & CO.**

Wholesale Grocery Brokers and  
 Commission Merchants,

WINNIPEG, - - MANITOBA.

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

Members Western Wholesale Brokers' Association.

**EASTERN MANUFACTURERS**

-AND-

**SHIPPERS.**

All EYES are  
 turned on

MANITOBA AND THE WEST.

**WE**

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

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

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

**WE IMPORT**

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

**WE EXPORT**

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

**T. B. BOWYER & CO.**

80a Fenchurch Street, London, Eng.





### Heinz Pure Food Products Stand All Tests

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

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

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

### A Display of "STERLING" BRAND PICKLES AND RELISHES

whether on counter or window  
always attracts attention from  
customers.

There's a striking individuality  
in the manner in which these  
goods are done up.

Best of all, the goods them-  
selves will stand all the prom-  
inence you give them.

*Best Made Pickles from  
Canada's Greatest Pickle Factory*

**THE T. A. LYTTLE CO., LIMITED**  
124-128 Richmond St. W.  
TORONTO, CAN.



# CEREBOS TABLE SALT

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

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

Sold wholesale by the following firms:

Quebec: Whitehead & Turner.  
Montreal: D. H. Rennoldson.

Ottawa: H. M. Bate & Sons, Ltd.  
Kingston: Geo. Robertson & Son.

Toronto: W. G. Patrick & Co.  
Hamilton: James Turner & Co.

Winnipeg: The Kenneth Mackenzie Co.  
Victoria: R. P. Rithet & Co., Ltd.  
Vancouver: Kelly, Douglas & Co.

WHEN YOU WANT

# SALT

OF ANY KIND, PLEASE WRITE

**VERRET, STEWART & CO.**  
MONTREAL



# Watch JAPAN TEAS,

study them in the interests of your customers as well as your own.

A drinker of **JAPAN TEAS** is not easily turned away from their use—for the simple reason that they are the **purest, cleanest, healthiest** and **most invigorating** teas made.

WATCH AND BUY

# JAPAN TEAS

THE  
**“VAMPIRE”**  
 Spiral Flycatcher



Clears the house of flies

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

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

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

**KAY BROS., Ltd., Stockport, England**

SOLE AGENTS FOR CANADA:

**The LEEMING MILES CO., Limited, Montreal**

## SPECIAL OFFER

To Every Grocer in Canada.



### SPECIAL OFFER!

- 2 Boxes Davis' Fly Felts—200 5c. packages retail for \$10.00
- 1 Box Davis' Fly Felts— 50 10c. packages retail for 5.00
- 1 Box Davis' Fly Felts— 10 10c. packages retail for 1.00

**\$16.00**

Price to Retailer, \$6.00, net 60 days.

**Please Note Profit of \$10.00 on \$6.00 Purchase of Fly Felts.**

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

**POWELL & DAVIS CO., - - CHATHAM, ONT.**



# DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

**"IMPERIAL BRAND"**

**MAPLE SYRUP**

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME,

AGENTS, MONTREAL.

# Flett's

**Pickle Prosperity**

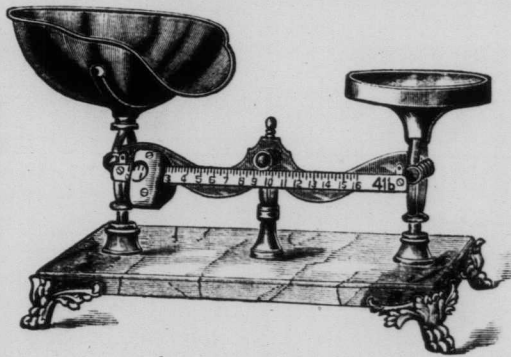
Prosperity follows thrift. Be thrifty. Buy goods of high quality with a good profit and pickle prosperity will follow.

**FLETT'S PICKLES**

are known as pickles of quality.

ROSE & LAFLAMME  
Agents, MONTREAL

MHS



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

## SODA FOUNTAINS

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

# FLETCHER MFG. Co.

Send for Catalogue

440 and 442 Yonge St., TORONTO



## Country Trade

Many grocers find that their country trade has been the most difficult to win over to the use of

# CEYLON TEAS

Accounted for possibly by the fact that conservatism stamps the country people in more marked fashion than it does the dwellers in towns and cities. But even this staunch, conservative trade is yielding to the situation, and Ceylon Teas with their strength, flavor and pre-eminent merit are winning the day.

**Do not resist the movement.**



**BLACK JACK**  
WILL BRING NEW CUSTOMERS TO YOUR STORE  
TRY IT



1-lb. tins—3 doz. in case.  
**SOLD BY ALL JOBBERS**

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

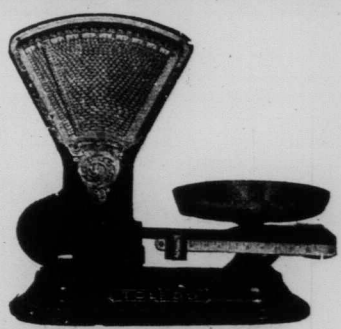
**'WELLINGTON' KNIFE POLISH**

**JOHN OAKEY & SONS, Limited**  
Manufacturers of  
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England  
Agent:  
**JOHN FORMAN, - 644 Craig Street MONTREAL.**

**TOLEDO COMPUTING SCALES**

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



**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**

**"QUEEN BRAND"**

Our stock is rapidly disappearing, and we intend clearing out the balance this month. Before placing your order, write us for prices on Peas, Gallon Apples, Catsup and Raspberry Pulp in gallon tins.

IT IS WORTH YOUR WHILE TO DROP US A POSTAL.

**BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.**

**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

TRADE MARK  
This design a guarantee of quality

**C. F. SUTTON**  
**SONS & CO'S**  
**WORCESTERSHIRE SAUCE**  
**AI QUALITY**

SHAKE THE BOTTLE.

**WORCESTERSHIRE SAUCE**



FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, GAME & SOUP.  
Possessing a peculiar fragrance from the superiority of its fat is more generally useful than any other sauce.  
MANUFACTURED BY  
**C. F. SUTTON, SONS & CO.**  
Osborne Works, King's Cross, LONDON, W.  
SIXTEEN PRIZE MEDALS AWARDED  
FACSIMILE OF LABEL.

SAMPLES AND TERMS FREE FOR ASKING


**DO YOU REALIZE?**

That Your customers require the HIGHEST quality at a reasonable price.

**HOLBROOK'S WORCESTERSHIRE SAUCE**

Is the Premier of the World

Acknowledged Sauce of the World



25c. per Bottle.

25c. per Bottle.

Sample and prices from  
**H. GILBERT NOBBS, 496 Spadina Avenue, Toronto**



**Butchers, Merchants and Hide Buyers**

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



**The Nibble of a Mouse**

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

**IF A MAN WANTS CREDIT**

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

For Sale in Canada by

**THE EBY, BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**ALLISON COUPON CO., Manufacturers.**  
 Indianapolis, Indiana.

**THE PEOPLE OF JAMAICA**

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

**KINGSTON "GLENER"**

might bring inquiries. Better write for rates to

**I. G. STEWART, Halifax.**

**Want Ads.**

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

**MacLEAN PUBLISHING CO., Limited**  
 Montreal and Toronto.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices throughout the Civilized World

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

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

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

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

HAMILTON, ONT.  
 QUEBEC, QUE.

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

MONTREAL, QUE.  
 TORONTO, ONT.

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

**THERE IS A TIME TO BUY GOODS**

**NOW IS THE TIME TO BUY TEAS**

We have purchased and hold the largest stock of Teas we ever had. This is saying a good deal

WE HAVE A LARGE STOCK OF

**Young Hysons, All Grades**  
**Gunpowders, All Grades**  
**Japans, All Grades**  
**Points,**

**Ceylon Greens,**  
**Ceylon Blacks,**  
**Indian Greens,**  
**Indian Blacks.**

It will pay you to write us for samples. Quality and quotations will surprise you.

**Lumsden Bros., - Hamilton, Ont.**

# 40=OZ. OLIVES

Our travellers are carrying a 40-oz. Bottle of Olives put up by ROWAT & CO., Glasgow. This is one of the best selling lines we know of for the Summer Season.

TORONTO

**JOHN SLOAN & CO.,**

BELLEVILLE



A WALKER BIN INTERIOR

## WALKER BIN FIXTURES

combine the greatest utility with an attractiveness that makes for business building.

They are labor saving and convenient to the user and they create an *impression* on the customer by their attractiveness and the cleanliness of their display.

They improve the character, quality and volume of business.

They pay for themselves quickly in increased sales.

WRITE FOR BOOKLET.

**The Walker Pivoted Bin and Store Fixture Co.**

HEAD OFFICE:

Board of Trade Bldg., - Toronto



A WALKER BIN COUNTER and WALL CASE

## A GOOD FERTILIZER

for money—to make it grow successfully and steadily—is to give some attention to the cultivation of good side lines. One of the best and most indispensable to the public is

### "MATHIEU'S" NERVINE POWDERS

During the hot season these Powders are in constant demand. They are known to the public as the most successful thing to take in all cases of Headache, Neuralgia and other Nerve Pains. **They do take them.** The grocer most in sympathy with his customers' desires and at the same time with an eye to his own profit, always has them in stock.

Let us send you a sample packet to use among your family and friends. You will then be able to recommend them more strongly.

### MATHIEU'S SYRUP OF TAR AND COD LIVER OIL,

the great Cough and Cold Cure, never stops selling throughout the entire year. Experience teaches us that the wisest course is always to have it on hand ready for the demand that will come.

**J. L. MATHIEU CO.,**  
SHERBROOKE.

## GREIG'S WHITE SWAN RENNET TABLETS

FOR MAKING

## JUNKET

*The most delicious  
hot-weather dish*

Each tablet makes one pint of Junket.  
24 tablets in a bottle. To retail at 10c.

3 Doz. in a Display Tray

**THE ROBERT GREIG CO., LIMITED**  
White Swan Mills, - TORONTO



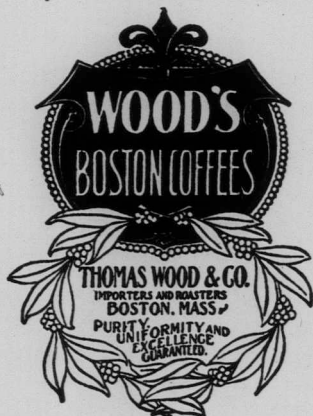
**More Light-** *That's what we all need. You'll get it by using "BON AMI" — the best window cleaner known.*

**HASN'T SCRATCHED YET**

*A Metal Polish and Glass Cleaner unequalled.*

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

Wholesale Grocers, Tea and Coffee Importers.



**THE GOLDEN MEAN**

Avoid success. "Nothing too much," was the old Greek motto. The science of modern Coffee blending consists in striking the golden mean, producing the very best effects. It requires the greatest study and ample experience to determine them.

When the accurate test is finally reached, the ideal Cup of Coffee is realized and the **golden mean** is attained.

That is what rules in **WOOD'S COFFEES** and makes the saying true; that **Wood's Coffees are the Best.**

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

To arrive ex. C.P.R. SS.  
"Lake Champlain"—

**1695** CASES

**Canned Goods**

from Bordeaux, France, via Liverpool.

Ask for quotations on

**Pineapples**

(Canned and in Glass.)  
(Bordeaux pack of Singapore fruit.)

**Soap** from the celebrated manufacturers,

Anastay Freres & Cie.  
(Savonneries Reunies).

Quality and prices unsurpassed.

All goods that I carry are from 10 per cent. to 25 per cent. lower than any legitimate house can offer.

WRITE ME FOR QUOTATIONS

**J. H. CROSS**

Direct Importer,

112 St. James St., : MONTREAL.

**CANNED MEATS**

Large Assortment

Lowest Prices

**Picnic Season** is at hand and these goods will be in demand. Have you a full stock? If not send us your sorting up order.

Prompt Shipment

**WARREN BROS. & CO.**

Wholesale Grocers

35 Front Street East, - TORONTO



## QUEBEC LEGISLATURE TAXES FOREIGN TRAVELERS

**H**ON. J. C. McCORKILL'S Act relating to the tax upon manufacturers' agents, brokers, and representatives of foreign firms doing business in the Province of Quebec, which was passed in the closing hours of session prorogued on Saturday, May 20, has caused no end of discussion and interest among the trade of Montreal. The imposition of the tax was viewed with particular alarm by the brokers and manufacturers' agents, and if the Act as it was first drawn and its provisions published, had been put into effect, the results would have been dire. In its amended state, and as it is explained by the provincial treasurer, it is more complacently accepted by the interests directly involved. The first reading imposed a tax of \$300 upon all agencies and firms represented by the broker or agent. This naturally meant that where an agent represented say five agencies, it would impose a tax of \$1,500 per annum; a figure which would practically kill the brokerage business in Montreal and the Province of Quebec. Protests were naturally sent in to the provincial treasurer by some of the leading brokers of Montreal, and the board of trade strongly protested against the imposition of such an unreasonable and unwarrantable tax upon an important branch of commerce. The provincial treasurer in replying to the board of trade's protest stated that: "It never was intended to place a tax upon resident manufacturers' agents, etc. It was by inadvertence that the law officer left out the word 'non-resident.' The law applies to non-resident commercial travelers representing foreign firms, who come to Canada, take orders for goods, and return home."

### Applies to Non-Residents Only.

This explanation was somewhat more satisfactory, but still leaves the matter open to serious misconstruction and possible trouble. The provincial treasurer states that "the law only applies to non-resident commercial travelers representing foreign firms," etc. What is meant by "non-resident" is not quite clear. A traveler or agent whose office is in Toronto, Hamilton, or other western or eastern city, might be classed as a "non-resident" of the Province of Quebec, and consequently liable to the tax. It was with the view of securing the opinion of the trade interested that The Grocer interviewed some of the leading brokers identified with the gro-

cery trade, and the opinions crystallized are practically the same, that the tax is unjust, the principle wrong, a hardship to the brokerage business, and practically a restraint of trade.

### Mr. J. Alex. Gordon.

of J. Alex Gordon & Co., expressed himself as quite prepared to pay the present business tax of \$50 imposed on all business houses, but thought the imposition of a tax of \$300 a severe enactment. Mr. Gordon stated that as far as he had looked into the matter it was not meant to tax brokers or agents doing business at present in the city and province, and that investigation would develop the fact that it was only meant to apply to travelers from the United States, England, or continental countries who visit Canada, take orders, and return home, invoicing the goods direct. Any other interpretation and enforcement of the Act would mean the closing up of business of many foreign firms now working through local Canadian representatives.

### Mr. D. Rattray.

of D. Rattray & Son, Montreal and Quebec, who represent a number of prominent foreign houses, stated that while he had been aware of the passage of the Act he had not looked into the case. He thought the tax an unnecessary one as far as local houses were concerned. He could understand foreign travelers, making periodical trips through Canada, being compelled to contribute something for the privilege of competing against local interests, though he was personally opposed to the principle of trade restrictions of this character.

### Mr. A. Wills.

one of Montreal's oldest and best known brokers, who represents English, United States, and other foreign firms, said:

"I have looked into this matter, and from the first I was firmly convinced that there was some mistake in the published reports of the intent of the Act, and it develops from latest news that my surmises were correct. The Act is only intended to apply to such firms as are not represented by local firms or agents."

"Do you believe in the imposition of this tax upon even outside or foreign travelers?" Mr. Wills was asked.

"No, sir! Emphatically I do not. I am in favor of free business transactions not only between our several provinces,

but also between Canada and other countries. I am of the old school of unrestricted business. If an American or other foreign firm sends its travelers into Montreal and gets business from the jobber, even against my own representation and work, why so much the better for the other fellow. And what about the jobber? Why should he not be put into a position to buy goods from my competitor? No, sir, I do not believe in taxing business transactions, and all such taxes are iniquitous in principle."

### Mr. John H. Magor.

of Frank Magor & Co., St. Paul street, Montreal, said: "As I have read the Act it does not apply to us at all; it only applies to travelers coming in from foreign countries and soliciting business, then shipping and invoicing the goods from their own countries. I do not approve of the tax in any way."

### Mr. W. H. Dunn.

"If the law is intended to apply to firms I represent it would be an injustice, but that is clearly not the case. If it were, as I represent some twenty different firms, I would be compelled to drop some of them, as the tax of \$300 could not be borne by many of them according to the volume of business as yet obtained. I do not believe in taxing trade between our own provinces, as is being done by some of them now. It is not carrying out the idea of confederation, and certainly not in keeping with modern commercial principles. It will be found that the Act does not apply to local or provincial agents, but is aimed against foreign firms who now come or send their travelers here and do business direct. In a measure it will tend to increase the number of agencies in this city, as those American or other foreign firms who now visit Canada, and particularly this province, will be obliged, if they value their business here, to appoint local agents, and so do away with the paying of the tax."

### Mr. S. W. Ewing.

of S. H. Ewing & Sons, was decidedly against the idea of taxing local representatives of foreign firms, though some features of the Act might prove a benefit. "It would," Mr. Ewing stated, "have the effect of keeping out some undesirable competition from the other side. Take the case of a glut in the market to the south of us, with prices abnormally below market value, Am-



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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

erican travelers visit this market with their panicky prices, take orders, and return home after upsetting normal and logical conditions of our markets here. If they desire, after the passage of this Act, to unload on this market, they would have to do so through local brokers and agents, or by correspondence."

**Mr. H. W. Wadsworth.**

secretary Dominion Travelers' Association, was of the opinion that it was a good thing for our Canadian agents representing foreign houses. "If these foreign agents cannot afford to pay the tax they will be forced to hire a representative here, and in this way our own travelers and agents will get the business. Restrictions of trade between the provinces of the Dominion is not desirable, and is a principle of taxation not within the Spirit of the Act of Confederation."

**Mr. Arch. Snowdon.**

of Snowdon, Forbes & Co., remarked that the principle was wrong: "If the other fellow can sell more goods than I can, or that we Canadians can, that shows him to be the better man, and he should not be restricted or handicapped. We are quite able to hold our own, and do not ask to have the other fellow tied up. I don't believe in this principle of restriction."

It is clearly the idea of the author of the Act, aside from the necessity of raising funds for Government purposes, to cause foreign firms freely trading in this province to do the business through local agents, and it is thought that those foreign houses now doing business here directly through their own travelers will be anxious to retain their hold on this market, and not object to the payment of the tax. The question naturally suggests itself: "Who in the end pays the tax?" That long-suffering individual, the consumer, for if the tax is imposed on the foreign house it will naturally be added to the cost of the goods—the jobber will get it

out of the retailer, and the retailer out of his customers—so in the end the people, the great public, will have to shoulder another tax—though an indirect one.

**IMPORTS OF TEA INTO U.S.**

The following figures represent importations of tea into the United States from all countries during the last three years. The consumption of tea per head averaged about 1.29 lbs. for 1904, and for 1901 about .94 lbs. Owing to the disturbance of trade through the abolition of the duty, the years 1902-03 are unreliable in forming an estimate of the progress of consumption:

	1904 lbs.	1903 lbs.	1902 lbs.
From China	46,076,370	43,952,000	69,837,300
" Japan	42,762,400	43,491,170	34,573,500
" East Indies	7,888,000	6,540,700	5,761,700
" United Kingdom	7,226,000	6,190,800	5,264,800
" Brit. N. America	2,197,300	2,341,800	1,824,300
" Other Countries	643,000	566,800	484,100
	106,791,000	103,083,200	108,750,500

**SUGAR INDUSTRY FOR WHITBY.**

THE municipal by-law granting \$25,000 bonus to the Keystone Sugar Co., Whitby, was confirmed last week, and the establishment of a large beet sugar industry at Whitby is now practically assured. Financial arrangements have also been completed and the selection of a site and bids for tenders will be made immediately. Under the agreement with the town at least \$500,000 is to be expended in the construction of the factory and its equipment with the most modern sugar-making machinery. Sugar is to be manufactured from beets at the rate of 500 tons a day before the bonus is payable.

It is expected that building operations will begin during the ensuing month and that the factory will be in operation by next year. The beet acreage will extend over the territory east and north from Toronto through the midland and central counties of Ontario, where already upwards of a thousand acres of beets

have been successfully grown during the past two seasons.

**OBJECT TO OUTDOOR DISPLAYS.**

THE Cleveland Retail Grocers' Association are taking up and pushing a matter which should appeal strongly to retail grocers all over the country, particularly in the larger cities. It has been customary in the past for stores which handle vegetables and fruits to display the same on the sidewalks in front of the stores and so long as the dealer does not encroach upon the portion protected by the city as a sidewalk, there is nothing which will prevent him from using this space for displaying goods.

The Cleveland association believes that this practice is not in the best interests of the consumer as the goods gather dust, and it is reasonable to claim, imperil the health of those who purchase goods so displayed.

One bright grocer, realizing the difficulty, has a large sign, neatly painted, on the front of his store, in the place usually occupied by displays of vegetables. The sign reads, "Fruits and Vegetables, Inside from the Dust."

**TEA IN SOUTH AFRICA.**

The 1904 report of the Durban Chamber of Commerce gives the total area under tea in Natal as not less than 5,200 acres, including 400 acres recently planted, but states that owing to partial drought the outturn probably reached only about one and a half million pounds last season.

**ASSOCIATION NEWS.**

A meeting of the Brantford Retail Grocers' Association Picnic Committee was held last week, when it was decided to join with the Hamilton Association in their annual outing at Niagara Falls. Final arrangements are being completed this week.

**"EMPIRE BRANDS"**

*Always in demand by good housekeepers.*

- |                 |                      |                   |
|-----------------|----------------------|-------------------|
| Empire Tea      | Empire Baking Powder | Empire Corn       |
| Empire Coffee   | Empire Salmon        | Empire Peas       |
| Empire Extracts | Empire Syrup         | Empire Brooms     |
| Empire Spice    | Empire Maple Syrup   | Empire Washboards |

**LUCAS, STEELE & BRISTOL,** *The Original Quick Shippers,* **HAMILTON**

**WASHBOARDS**

**SOMETHING NEW:**

**SOLIDUS**, an improvement on all glass washboards ; nicked wire netting woven in the glass producing an almost unbreakable glass board, removing the only objection to the Crystal Washboards.

**STAG No. 85**, heavy zinc of first quality on both sides, a heavy crimp on one side for rubbing thick goods on, making quicker and lighter work with heavy, bulky goods ; and the ordinary crimp on the other side for general work. Will last as long as two of the best boards on the market, and cost one-quarter less.

*See our Travellers' Samples, or Write*

**JAMES TURNER & CO.,** *Wholesale Grocers*  
**HAMILTON**

**Tartan**  
**BRAND**  
All Guaranteed by

Goods are sold from sea to sea, and are all of the first quality. If you have not stocked them you are missing a good thing.

- |                   |                                 |
|-------------------|---------------------------------|
| <b>TARTAN TEA</b> | <b>TARTAN CANNED VEGETABLES</b> |
| " COFFEE          | " CANNED FRUITS                 |
| " BAKING POWDER   | " CANNED SALMON                 |
| " SPICE           | " SOAP                          |

**BALFOUR & CO. WHOLESALE GROCERS Hamilton, Ont.**

PROMPT SHIPPERS.

LONG DISTANCE PHONE 596.



# INDIA TEA

Grand value to retail 25c. It will pay you to see this line before purchasing elsewhere.

## THOMAS KINNEAR & CO.

"WHOLESALE GROCERS"

TORONTO and PETERBORO

**For LUNCH**  
in a  
**Hurry**



**Mac Laren's**  
**IMPERIAL**  
**CHEESE**

fits into every need for lunch that must be prepared in a hurry. It spreads like butter and can be used in dozens of different ways. Ready to serve as it comes from the jar. Coaxes an appetite and satisfies it. A delicious dainty and nourishing food in one. No matter how long it has stood on your pantry shelf, it never loses its delightfully individual flavor, it never becomes hard or dry. There's no cheese so good from every point of view — no better "friend in need" to keep on your pantry-shelf.

Sold in opal jars, by all grocers, 10c up.

A. F. MacLAREN IMPERIAL CHEESE COMPANY, Limited  
Toronto, Ontario, and Detroit, Michigan

For Sale by all Grocers

### Business Changes

#### Ontario.

S. JOHNSTON, grocer, flour and feed merchant, Sudbury, has sold out to Tenson & McDonald.

S. Y. Bullis, miller, Athens, has been burned out.

S. B. McKnight, miller, Forest Mills, has sold out.

W. Fraser, grocer, Hamilton, has sold to J. Mitchell.

R. K. Ross, miller, Brussels, has suffered loss by fire.

E. Corriveau, grocer, Ottawa, has retired from business.

The assets of G. Hood, confectioner, Ottawa, have been sold.

P. Richardson, grain dealer, Aylmer, has sold to Harris & Vail.

J. C. Elliott, general merchant, Tre-castle, has sold to J. Bolander.

W. O. Gordon, general merchant, Cree-more, is offering to compromise.

Edwards Bros., grocers, Carleton Place, have suffered loss by fire.

E. H. Ruttan, general merchant, Beecher, has sold to J. S. Grant.

H. Gibson, of Ritchie & Gibson, gen-eral merchants, Inverary, is dead.

G. N. Montgomery, general merchant, Stirling, has assigned to R. E. Burns.

J. W. Bowman & Co., grocers, Niag-ara Falls, have sold out to F. Burrows.

Paterson's Cheese Factory, New Dur-ham, has been slightly damaged by fire.

Abraham & Aboud, general merchants, Carleton Place, have suffered loss by fire.

The Bennett Mfg. Co., Pickering, Ont., have made an assignment to J. F. Pax-ton; meeting of creditors May 31.

A. J. Stewart, Limited, manufacturers of confectionery, Toronto, have assign-ed to H. Barber, Toronto; meeting of creditors held May 30.

#### Quebec.

A. Pare, grocer, Montreal, is dead.

J. L. Olivier has registered as grocer and liquor dealer, Montreal.

Leach & Walton have been registered as fruit and vegetable dealers, Montreal.

Nadeau & Cie., tea and crockery deal-

ers, Montreal, have dissolved partner-ship.

The stock of the estate of H. Lunan, grocer, St. Agathe des Monts, has been sold.

The stock of O. Boyer, grocer, Mont-real, has been damaged by fire; partially insured.

The stock of A. Yon, tobacconist and confectioner, Montreal, has been damag-ed by fire.

H. Lamarre has been appointed cura-tor to J. A. Fortin, general merchant, Sherrington.

H. Morrison, general merchant and baker, Fort Coulonge, has assigned to J. McD. Hains.

The petition of the Montreal Canning & Preserving Co. for winding-up order has been granted.

J. Hyde has been appointed curator to J. M. Taylor & Co., produce mer-chants, Montreal.

P. I. Simard & Co. have registered as wholesale grocers and tea and coffee dealers, Montreal.

O'Connor Bros., fish and game mer-chants, Montreal, have assigned; meeting of creditors held May 31.

#### New Brunswick.

W. H. O'Brien, general merchant, Ba-thurst, has assigned.

E. Sewell, general merchant, Upper Maugerville, has assigned.

#### Prince Edward Island.

W. F. Carter, confectioner and grocer, Charlottetown, has sold out to J. Mc-Kenna.

#### Manitoba and N.W.T.

E. Towns, confectioner, Rathwell, has been burned out.

J. A. Munro, grocer, Winnipeg, is closing up business.

T. W. Lyster, flour and feed merchant, Abernethy, has sold out.

W. H. Joyce, general merchant, Ros-ser, is giving up business.

J. O. Williams, tobacconist, Portage la Prairie, has gone out of business.

Stewart & Duff, general merchants, Pendennis, have dissolved partnership.

Ott & Weatherby, general merchants, Killaly, have assigned to C. H. Newton.

Flambeau & Co., confectioners, St. Boniface, have sold to Haslett & Emer-ton.

G. T. Jones, flour and feed merchant,

RETURNED  
JUN 7 1905

To Owner  
cut back

Page 16

# SALMON

When requiring to replenish your stock of canned salmon call on us. We have a full range of preferred brands in all grades.

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

### IT PAID LIPTON

It will pay you to pack your own

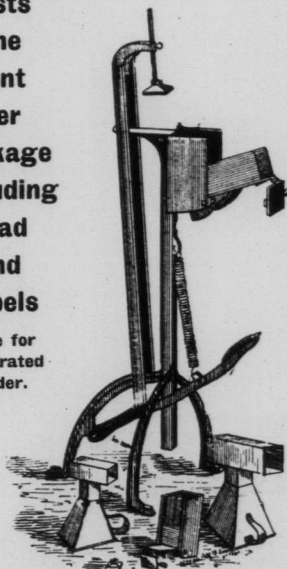
### TEA

Under your own label

### Stewart's Tea Packer

**Costs One Cent Per Package Including Lead and Labels**

Write for Illustrated Folder.



**W. G. Stewart**

273-275 Bank St., OTTAWA, Ontario

Lipton, has been succeeded by H. W. Paine.

The stock of Hoxe & Scott, general merchants, Edrans, has been sold to W. H. Moore.

Wrightson & Flook, general merchants, Esterhazy, have been succeeded by Geddes & Flook.

Ortenburg & Copperman, general merchants, Lipton, have been succeeded by M. Ortenburg.

I. V. Graham & Co., confectioners, Hartney, have sold to D. G. Ennis, who was to take possession June 1.

Sharpe & Button, general merchants, Manitou, have sold their Somerset branch to Sharpe, Black & Shewfeldt.

Chas. Dumville, Moosomin, general merchant, has sold his business to S. C. Fleury. Mr. Fleury's son, at present in Hamilton, Ont., will manage the newly-acquired business.

#### British Columbia.

R. W. Harvey, tobacconist, New Westminster, has been succeeded by F. Bayliss.

J. & E. A. Farr, general merchants, Chilliwack, have been succeeded by D. B. Hall.

R. E. Killaby, manufacturer of vinegar, New Westminster, has suffered loss by fire.

D. B. Hall, grocer and produce merchant, Chilliwack, has been succeeded by Chilliwack Co-operative Association, Limited.

#### Yukon Territory.

The following firms at White Horse have suffered loss by fire: Bennett News Co., fruiterers and tobacconists; H. F. Seward, general merchant; Taylor & Drury, general merchants; and Whitney & Pedler, general merchants.

#### MEXICAN COFFEE CROP.

The estimated production of coffee in Mexico this year is 300,000 barrels. As nearly five-sixths of the coffee will be measured in barrels having a capacity of seventy kilos, the amount of the year's crop may safely be estimated at 21,000,000, or about 52,000,000 pounds. Of the 300,000 barrels of the year's crop the republic will consume from 50,000 to 70,000 barrels, and the balance of it will go principally to the United States, with a small portion to Europe.



## UPTON'S

**Home-Made Jams, Jellies and Marmalades**

are absolutely pure fruit and granulated sugar.

A trial will convince you of the truth of this statement.



***The Good Reputation of "HALIFAX,"  
"ACADIA," and "BLUENOSE" Pre-  
pared Codfish becomes yours the  
moment you call the attention of  
your Customers to their Delicious  
eating and health-giving qualities.  
The Profits on growing sales also  
become yours. Note the Growing  
Popularity of these Food Products  
—it Teaches a Lesson.***

***BLACK BROS. & CO., Limited***

**AGENCIES:**

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

***HALIFAX AND LaHAVE,***

***N. S.***

## Fresh and Cured Fish

### LOW PRICES FOR LOBSTERS.

REGARDING the market for lobsters on the other side of the Atlantic, a Halifax exporter is advised by his agents in England that he will have to expect lower prices this year. English and continental dealers are setting themselves against paying prices equal to those which ruled a year ago. Their ideas are quite 2 to 3 shillings below what they paid in 1904. In view of this it would appear that Canadian fishermen must be prepared to accept a reduction in price, despite the fact that the crustaceans may be scarce. The same firm considers that the prices of lobsters should be brought down anyway to popularize them again. He points out that at the present market the retail grocer in England must pay 8½d. for a half pound tin, or 17c., roughly, and it is difficult to sell an article costing so much at a profitable figure.

### HATCHERIES FOR ONTARIO.

FOLLOWING is a copy of a resolution adopted by the Sault Ste. Marie Board of Trade on May 9, regarding the establishment of fish hatcheries in Northern Ontario:

"Resolved that this board is of the opinion that one of the great resources is our fisheries; that Lakes Superior and Huron are among the greatest fresh water lakes and produce large quantities of white fish, sturgeon and salmon trout equal to any fresh water fish known; that said lakes are capable of supporting many times the present stock, and were the spawn which is now wasted by fishermen hatched and returned to the waters, the supply could be naturally increased instead of reduced, as is being done; that numerous water falls are distributed along the shores of the said lakes which are convenient for fish hatcheries; that this board would strongly urge and recommend the Government to place fish hatcheries at or convenient to fishing stations along the shores of said lakes in such numbers as would hatch all the spawn obtainable from our fishermen."

### FISHING IN 1906.

W. H. Barker, general manager of the British Columbia Packers' Association, does not think there will be much fishing for sockeye salmon done next year either in British Columbia waters or on Puget Sound. In his opinion the proposal of the American canners that a voluntary close season should be instituted next year will adjust itself in

view of the probability that fishing will not pay on a large scale next year. Mr. Barker stated that, as far as the Columbia River pack is concerned, the future sale prices have all been confirmed. The Columbia River pack is always sold ahead of the season at prices which are subject to future confirmation. This season the prices quoted were the same as last year's selling rate, and they were deemed high.

### POOR SALMON RUN.

According to latest reports the run of Spring salmon on the Pacific coast to date is away behind the record of previous years. On the Columbia River the early run was considerably in excess of last year, but on the Fraser there is a decided falling off and on the Skeena the fishermen are said to be doing practically nothing.

### OYSTER FISHING OVER.

Oyster fishing in Prince Edward Island closed for the season on May 20. Owing to the late Spring, the cold and windy weather and scarcity of oysters, the business done this year was comparatively small. Prices ruled high, too high, in fact, to allow a fair profit to the shipper.

E. Kemp, the oyster expert, in his report to the Dominion Government, recommends that the minimum size limit of Maritime Province oysters be raised to three inches, as the present regulations allow too many small oysters of no commercial value to be taken. He also recommends that arrangements be made for granting areas of ground for the private cultivation of oysters as the best means of increasing the supply and of maintaining the productiveness of the natural beds.

### FISH GOSSIP.

The cold storage plant under construction for Petrie & Co., Sydney, C.B., is nearing completion.

Mackerel have struck in on the Nova Scotia coast at last reports, and the seiners are all busy.

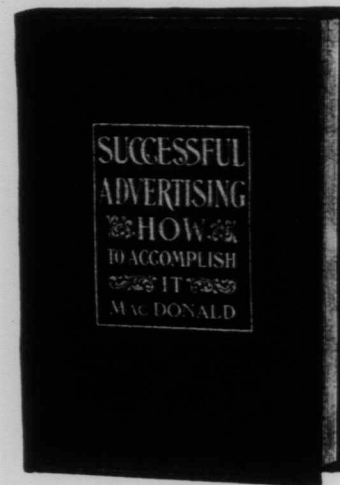
Up to date the prosecution of the lobster fisheries in the Maritime Provinces has been greatly impeded owing to the presence of drift ice. A serious financial loss to many of the canneries is probable.

The first salmon fish hatchery in Alaska is soon to be established by the United States Fish Commission. The Alaska salmon pack of 1904 was worth \$3,000,000 more than Alaska cost the United States originally, but without Government hatcheries and supervision it is plain that the salmon fisheries will be steadily impoverished until ruined.

## SUCCESSFUL ADVERTISING

### How to Accomplish It

By J. ANGUS MacDONALD



Competent critics have recognized this as the **Best Book on Advertising** yet published. It is a PRACTICAL work for advertisers and business men.

The *Brooklyn Eagle* says of **Successful Advertising**:

"Advertising is one of the biggest businesses—perhaps the biggest business—in the world. To treat of it comprehensively is as difficult as to treat comprehensively of military strategy or the making of a newspaper. Mr. MacDonald has succeeded. He has produced an admirable and exhaustive monograph.

"Perhaps the deepest pitfall into which an author might fall in writing upon such a subject as this is too much theory and not sufficient practicality. Most happily has Mr. MacDonald avoided this chasm; he writes from practical experience in the field, and his methods as presented have been given the thorough tests of time and circumstances.

"Any one with even a superficial knowledge of advertising cannot but perceive that in the many examples shown are evidenced a thorough knowledge of the subject and a businesslike and practical grasp of advertising which is far removed from the light, airy and entirely impractical and hare-brained stuff which is not uncommon in literature treating of the subject of advertising."

The General Advertiser, The Retail Advertiser, The Advertising Writer, The Mail Order Advertiser will find this work invaluable. The price is out of proportion to its worth. Cloth bound. 400 pages.

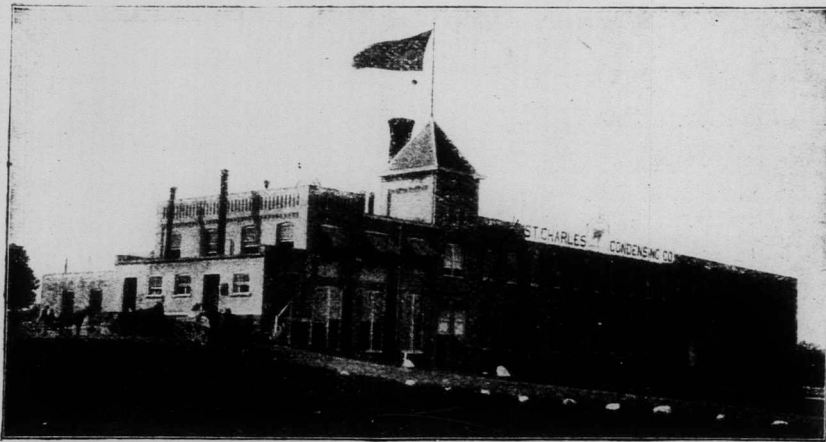
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The MacLean Publishing Co.

Limited

TORONTO MONTREAL WINNIPEG





INGERSOLL, CANADA - FACTORY.

**AN EASY ONE.**

Added to our splendid assortment of  
**GOLD MEDALS.**

**ST. CHARLES  
EVAPORATED CREAM**

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best. and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

**St. Charles Condensing Co.**

We highly value our reputation for straight-forward dealing.

It is a guarantee to our customers.

**TODHUNTER, MITCHELL & CO., TORONTO**

*Importers and Manufacturers of  
High Grade Coffees, Spices, Cocoas, Chocolates, Etc.*

STOCK UP WITH THE OLD RELIABLE



**"Horse Shoe"  
SALMON**

DEMAND WILL SOON BE ON.

In Cheaper Grades

**SPRINGS**—"Columbia" Brand.

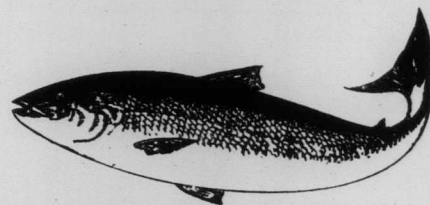
**COHOES**—"Tiger" Brand.

**PINKS**—"Jacques Cartier" Brand.

**J. H. Todd & Sons  
Packers**

Whose name is guarantee of quality.

**SOCKEYE SALMON**



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

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

**THE GROWING FRUIT CROPS.**

**A**CCORDING to official bulletin issued by the Fruit Division, Ottawa, on May 27, the general conditions for fruit of all kinds throughout Canada are excellent. The Winter, though cold, has not resulted in exceptional damage to trees and vines. The only serious losses are from tree-girdling by mice, and the mutilation of trees by the heavy snowfall in the Maritime Provinces. Minor losses by Winter killing in Eastern Canada are reported in cases of trees injured but not killed outright by the Winter of 1903-4, as well as in cases of trees that were overloaded in 1904.

**Apples.**

Reports are almost unanimous that the show for bloom is excellent. It must not be forgotten that the critical period of "setting" is not yet reported over any large area. The weather has been very unfavorable for pollination for the past two weeks in Western Ontario. It is also too early to report on fungus and the most destructive insects.

**Plums.**

The commercial plum sections all report the outlook favorable. The light crop last year as well as the good weather conditions for growth, has placed the plum trees in excellent condition for a large crop this year if insects, frost or fungus do not intervene. It is not too early to make preparations for an exceptional crop and prevent a repetition of the disastrous losses of 1903.

**Peaches.**

The new plantings have scarcely balanced the Winter-killing of 1899 and 1903, so that even with a favorable outlook for this season on healthy trees the aggregate crop will not be large. Cherries and bush fruits are all in good condition. Strawberries are reported in fair condition, but with some Winter-killing. The Spring frosts to date have not seriously hurt the crop except in very limited areas. Raspberries promise well, but no over-production.

**Foreign Countries.**

The report of the apple crop in the United States would indicate a medium to good crop. The English plum crop is medium with a prospect of being less than average.

**STANDARD APPLE BOX.**

Fruit growers and box makers should bear in mind the amendment to the Act regulating the size of fruit packages recently passed, legalizing a minimum standard box. This box has a minimum size of 10x11x20 inches, inside measurement. There is no specification as to the thickness of the material other than that it should be strong and seasoned wood. It is recommended, however,

**Just in Store**

OUR FIRST SPRING SHIPMENT OF THE MOST PROFITABLE AND QUICKEST SELLING LINE EVER OFFERED FOR SUMMER TRADE.

**ROWAT'S**

<p>FANCY GLASS DECANTERS</p> <p style="text-align: center;">to retail at</p> <p style="font-size: 2em;"><b>25 cts.</b></p>	<p>LIME JUICE</p> <p>LIME JUICE CORDIAL</p> <p>LEMON SQUASH</p> <p>RASPBERRY VINEGAR</p>
--	--

**LAST YEAR**—We anticipated a big sale, but the demand so exceeded our expectations that the first shipment was entirely cleaned out in less than a week. We had to cable two repeat orders.

**THIS YEAR**—So as not to disappoint any of our customers, our first shipment is greatly in excess of the total of last year's importations, but at the rate it is already selling, we would advise you to

**ORDER AT ONCE BEFORE ASSORTMENT IS BROKEN**

---

**THE EBY, BLAIN CO., LIMITED**

**WHOLESALE GROCERS, TORONTO**

that the ends should be at least  $\frac{3}{8}$  of an inch thick, and that there should be no objectionable odor to the wood.

There are no specifications as to what grade of fruit shall be packed in boxes. The market reports, however, would discourage the shipment in boxes of anything but apples of the very highest grade; the rest of the fruit can be more economically shipped in barrels.

**INTERESTING EXPERIMENT.**

Under the direction of the dairy division of the United States bureau of animal industry investigations are now being conducted at the Storrs Agricultural Experiment Station in Connecti-

cut, which, if successful, will be of much importance to dairy interests. They have for their object the discovery of the method of the manufacture of the Camembert type of soft cheeses, which is now held as a trade secret by the makers in continental Europe.

The demand for cheeses like Limburger, Camembert and Brie is rapidly increasing in the United States, due to the growing foreign population and the taste acquired by Americans who have traveled abroad, as well as to the growing appetite for them among others who have tried the new delicacies. This has led to the importation of soft cheeses to satisfy the market, which is increasing every year. The importation has now reached about a million pounds a year, with a value of about \$150,000.





## "PRINCE OF WALES" Mocha and Java Coffee

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

### S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills,

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



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## BLUEOL

The "Never-Streak" Blue.

Your customers will appreciate your suggestion to try **Blueol**—What they appreciate will pay you—that's logic—that's business.

Ask your jobber, if he does not handle it, write us and we will tell you where you can get it.

J. M. DOUGLAS & CO., : Montreal

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### STAR BRAND

HAMS	SHORT ROLLS
BACON	COOKED HAMS
LARD	BOLOGNAS
BUTTER	BRAWN
CHEESE	FRESH SAUSAGE
EGGS	POTTED TONGUE
LONG CLEARS	SHORT CUT PORK

## F. W. FEARMAN CO.

HAMILTON

LIMITED

WE ARE DAILY BUYERS OF

## EGGS AND BUTTER

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THE PARK, BLACKWELL CO.  
TORONTO LIMITED

TELEPHONE M 3960



# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## NEW BUTTER AND CHEESE STANDARDS

HERETOFORE the classification of butter and cheese has consisted of practically only two grades, "finest" and "under finest." The new classification, just issued from the dairy commissioners' branch of the Department of Agriculture, provides for three grades, the practical result of which is to divide the cheese and butter heretofore classed as "under finest" into second and third grades. The first grade is with some slight modification equivalent to "finest" quality under the old classification. An important provision is that the weights shall be stencilled or marked with a rubber stamp on cheese boxes, which is practically a new requirement in the standard for the highest grade of cheese, although it has been adopted by a majority of the factories. Another important feature is the provision for having butter boxes contain only 56 lbs.

### Standards for Cheese.

#### First Grade.

Flavor—Clean, sound and pure.  
Body and texture—Close, firm and silky.

Color—Good and uniform.  
Finish—Fairly even in size, smoothly finished, sound and clean surfaces, straight and square.

Boxes—Strong, clean, well made and nailed. Ends to be of seasoned timber. Close fitting. Weights stencilled or marked with rubber stamp.

#### Second Grade.

Flavor—"Fruity," not clean, "turbid," or other objectionable flavor.

Body and texture—Weak, open, loose, "acidic," too soft, too dry.

Color—Uneven, mottled, or objectionable shade.

Finish—Very uneven in size, showing rough corners, black mould, dirty or cracked surfaces, soft rinds.

Boxes—Too large in diameter; top edge of box more than half an inch below top of cheese. Made of light material. Ends made of improperly seasoned timber.

#### Third Grade.

Flavor—Rancid, badly "off," anything inferior to second grade.

Body and texture—Very weak, very open, showing pin holes or pores, very "acidic," very soft or very dry.

Color—Badly mottled or very objectionable shade.

Finish—Anything worse than second grade.

Boxes—No question of boxes sufficient to make a third grade if other qualities are good.

### Explanations.

It would be impossible to define exactly the qualities or defects which may appear in cheese. The standards given are intended to indicate the range of quality for the different grades rather

than to establish hard and fast rules to guide the grader.

The expression "good color" means that the color must be of a proper shade. There are cheap, inferior cheese colors used which do not give the proper shade no matter what quality is used.

The expression "clean surfaces" in the definition for first grade does not exclude from that grade cheese with a slight growth of blue mould, although it is desirable that the cheese should not show any signs of mould. "Black mould" (see definition for second grade) is simply the advanced stage of the ordinary blue mould.

The following scale of points will indicate the relative values of the different divisions of quality: Flavor, 40; body and texture, 30; color, 15; finish and boxing, 15. Total 100.

It is obvious that a defect in flavor of a certain degree counts nearly three times as much in determining the grade as a defect in finish or boxing of the same degree.

Cheese which are strictly sour, or are otherwise inferior to third grade, will be designated as "culls," for which there is no classification.

Any lot of cheese shall be considered third grade if it shows three or more defects of second grade class.

If there are not more than 15 per cent. of defective cheese in any lot, the inferior ones may be sorted out and classed separately. If more than 15 per cent. are defective, the classification for the defective ones may apply to the whole lot. This does not apply when inferior cheese have been properly marked so as to be identified, in which case the inferior cheese shall be treated as a separate lot.

### Standards for Creamery Butter.

#### First Grade.

Flavor—Sound, sweet and clean.

Body and grain—Waxy; not too much moisture.

Color—Even, no streaks or mottles, not too high.

Salting—Not too heavy if salt butter. Salt all dissolved.

Finish—Good quality parchment paper lining, neatly arranged. Package well filled; bright, even surface.

Packages—Well made, of good material, and clean. Boxes to be of right size to hold 56 pounds of butter when properly filled. Parafined on inside. Neatly branded. Tubs to be lined with parchment paper of good quality.

#### Second Grade.

Flavor—Not quite clean, or other objectionable flavor.

Body and grain—Salvy; over-worked, too much moisture.

Color—Slightly mottled or streaky; too high, or objectionable shade.

Salting—Too heavy; salt undissolved, or unevenly distributed.

Finish—Very light or poor quality parchment paper lining; lining not arranged to protect butter; mould on parchment paper. Rough, uneven surface. Package not properly filled.

Packages—Rough, badly made, or of poor or unseasoned material, including sapwood. Dirty packages. Uneven weights.

#### Third Grade

Flavor—Very stale and strong stable flavor, or anything inferior to second grade.

Body and grain—Very salvy; "mushy"; mould in butter.

Color—Very mottled and otherwise inferior to second grade in regard to color.

Salting—No question of salt alone sufficient to make third grade if other qualities are up to first grade.

Finish—No parchment lining. Very rough finish. Dirty surface.

Packages—Inferior to second grade.

### Explanations.

It is difficult to define exactly the qualities or defects which may appear in butter. The standards which have been adopted are intended to indicate the range of quality for the different grades rather than to establish hard and fast rules for the guidance of the grader.

"Fresh," or saltless butter, will be judged on the same standards as for salted butter, by leaving the matter of salting out of the consideration.

A package is not considered well filled if the butter is more than half an inch below the top of the package.

It is very important that all boxes should hold only 56 pounds. No other weight should be marked thereon. Tubs should be of uniform size and weight.

The following scale of points will indicate the relative values of the different divisions of quality: Flavor, 40; body and grain, 25; color, 10; salting, 10; finish and packing, 15; total, 100. It is obvious that defect in flavor of a certain degree counts nearly three times as much in determining the grade as a defect in finish, or packing of the same degree, and so on.

The expression "too much moisture" applies to all butter which contains over the legal limit of 16 per cent. of water, or to any butter that, according to the custom of the trade, would be described as containing too much water. (From many tests made, finest Canadian butter does not contain, or should not contain, over 13 per cent. of water). The Official Referee will not be expected to determine the actual percentage of water.

"Too heavy salt" means more salt than is generally demanded by the trade for salted butter.

"Too high color" means over-colored, or too much coloring material used. "Objectionable shades," or unnatural colors are those which result from the use of inferior or unsuitable coloring material.



PROVISION AND DAIRY MARKETS.

TORONTO.

**Provisions**—A firm market and active demand for all kinds of cured meats is noted this week. The range of quotations on beef hind quarters is 25c. lower than at last quotations, and hogs in street lots are quoted at from \$8 to \$9. Dressed hogs are selling this week at \$6.50. A scarcity of beef, particularly good butcher beef, is noted, and local buyers are having to pay as high prices as those catering to the export trade. We quote the following:

Long clear bacon, per lb.	\$9 10
Smoked breakfast bacon, per lb.	0 13
Roll bacon, per lb.	0 10
Small hams per lb.	0 13
Medium hams, per lb.	0 13
Large hams per lb.	0 12
Shoulder hams, per lb.	0 10
Backs, per lb.	0 15
Heavy mess pork, per bbl.	16 00
Short cut, per bbl.	19 50
Shoulder mess pork, per bbl.	14 50
Lard, tierces, per lb.	0 10
"    pails	0 10
"    compounds, per lb.	0 07
Plate beef, per 200-lb. bbl.	11 00
Beef, hind quarters	9 00
"    front quarters	5 50
"    choice carcasses	7 25
"    medium	6 00
"    common	6 00
Mutton	0 10
Lamb, yearling	0 14
Veal	0 07
Hogs, street lots	9 00

**Butter**—Butter is coming freely this week, but finding such a ready market that accumulations so far have been inconsiderable. Butter in tubs is quoted for the first time this season, bringing 15 to 16c. We quote:

Creamery prints	Per lb.
solids, fresh	0 19
Dairy prints	0 18
large rolls	0 17
in tubs	0 15

**Cheese**—Old cheese is practically off the market, and quotations accordingly have been withdrawn. An active demand is noted for new cheese, and with freer arrivals on the market the range of prices is down 1-2c. The quotation on new cheese for the export trade ranges about 48s. Our quotations are as follows:

Cheese, new	Per lb.
large	0 10

Cheese Board Report.

(For week ending May 30.)

Board.	Boxes.	Price.
Madoc	445	0 09 5-16
Kingston	420	0 09
Tweed	650	0 09
Winchester	315	0 09
Pertli	1,100	0 09 5-16
Ottawa	1,000	0 09 5-16
Iroquois	470	0 09 5-16
Napanee	243	0 09
Huntington	530	0 09
Brockville	196	0 09
London	4,000	0 09 7-16
Belleville	790	0 09
Watertown, N.Y.	2,505	0 09 5-16
Alexander	75	0 09 5-16
Vankleek Hill	5,251	0 08 7-16
(on curb)	898	0 09
Utica	1,079	0 09
Campbellford	165	0 09
	6,187	0 08 7-16
	1,135	0 09 3-16

\* Colored.

MONTREAL.

**Provisions**—Market is a little easier. Dressed hogs are selling from \$9.50 to

\$9.75. Live hogs are coming in more freely, but just sufficient to supply the demand for packers. \$7 to \$7.25 is paid off cars. The demand for ham and bacon is quite brisk, and packers can sell all they have. Eight to twelve pound hams, 14c.; 12 to 18 lbs., 13 1-2c.; 18 to 25 lb. hams, 19c. Boneless breakfast bacon, 13 1-2c.; Windsor backs, 14c. Lard, pure in tierces, 10c.; 50-lb. tubs, 10 1-4c., and 20-lb. pails, \$2.10. Lard in cases, 3, 5 and 10-lb. tins, 10 1-2c.

Canadian short cut mess pork	\$19 00	\$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Bacon, per lb.	0 12	0 14
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard, "Boar's Head" brand, tierces, per lb.	0 06	0 07
"    "    60-lb. fancy tubs	0 07	0 07
Cases, 20 3-lb. tins, per lb.	0 07	0 07
"    12 5-lb. tins	0 07	0 07
"    6 10-lb. tins	0 07	0 07
20-lb. wood pails, each	1 45	
20-lb. tin pails, each	1 35	
Wood net, tin gross weight—		Wood. Tin.
Pure lard, pails	2 10	2 20
"    tubs	2 10	2 10
"    cases (6 10-lb. tins)	0 08	0 09
"    cases (12 5-lb. tins)	0 08	0 09
"    cases (24 3-lb. tins)	0 08	0 09

**Cheese**—There has been no change in the market. Demand from the United Kingdom keeps up fairly well. The market is firm and the decline, which has been so constantly looked for, did not materialize to any great extent. Holders are asking 9 1-2c. to 9 5-8c. for finest Ontario, and 9 1-4c. to 9 3-8c. for eastern. The quality of the stock arriving is said to be very good, the weather having been favorable to manufacture.

# ROYAL YEAST CAKES

MOST PERFECT MADE.

SOLD AND USED  
EVERYWHERE.

E. W. GILLETT COMPANY LIMITED  
TORONTO, ONT.

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

# YES

## Eggs AND Butter

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

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The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.







looked for. Dairy butter, in particular, is scarce.

Creamery butter.....	0 21	0 25
Best dairy butter.....	0 20	0 20
Good dairy tubs.....	0 18	0 20
Fair.....	0 17	0 18

**Eggs**—Prices are rather higher. There is a steady sale. Supplies come in slowly.

Eggs, henney.....	0 24	0 25
case stock.....	0 16	0 17

**Cheese**—Prices quite firmly held, but tending lower. The outlook is for a small output here.

Cheese, per lb.....	0 11 1/2	0 12 1/2
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**BACON SITUATION.**

There has been considerable falling off in receipts of hogs during the week at Canadian packing houses on account of the drop in prices, namely 1/4c. This was occasioned by an easing off in the English market. Conditions there at the present time are not as favorable as might be expected owing to a surplus of Danish bacon which has been selling at a slight reduction. The price of Danish to-day ranges from 55 to 56 shillings. Best Canadian is quoted at 53 shillings.

**FAVORS THE EMBARGO.**

Mr. J. T. Gordon, the western cattle king, who has just returned from a trip to England, is of the opinion that it would be a very serious detriment to the best interests of Canada should Great Britain decide to permit the shipping of store cattle into that country for fattening. "We have the very best facilities for fattening our own beef in Ontario, Manitoba, Northern Alberta or Saskatchewan, and it will be best for us

to take advantage of these facilities. We may be sure of this: that if the embargo is removed from Canadian cattle, so also will it be from American stock."

**ENTERPRISING FIRM.**

The business of Lind, Kerrigan & Co., London, Ont., has increased so rapidly that the firm are now on the lookout for new premises. They may have to build, but have not decided yet. This young firm owe their success to their up-to-date methods of business, their energy and the strict fairness that always characterizes their dealings.

**ENDORSE CHANGES.**

The Council of the Montreal Board of Trade at its meeting on May 21 endorsed the suggested changes in the rules respecting the weighing of butter and cheese, with the exception of rule 2, which was originally framed to ensure accurate weighing by the manufacturer and the marking by him of the correct weight on the package. The proposed amendment was to make provision for gains being applied against losses in the average. In order that due protection may be afforded to the manufacturer, however, in the event of an article weighing a pound under or over, the Board suggest that not less than five packages of butter and cheese, nor more than ten per cent. of each particular lot shall be weighed except in the case of discrepancies in the marked weights, in which case the whole parcel may be reweighed at the request of either of the

parties interested, but at the expense of the party making the request.

**CANADIAN MAPLE PRODUCTS IN UNITED STATES.**

MR. W. H. CRABBE, of the Canada Maple Exchange, has just returned from a visit to New York and other American cities in the interests of his firm. In an interview with The Grocer, Mr. Crabbe reports having done a good business. The recent legislation on the subject of maple sugar and maple products Mr. Crabbe stated, was even more complicated and unsettled than in Canada, each state having its own peculiar methods of marking mixed, blended or straight goods. Mr. Crabbe stated that this state of affairs favored him considerably in doing business, he being in a position to offer the pure article under a strict guarantee. "So ripe is the best market for pure first-class maple products that price is scarcely a consideration, and I think you will agree with me," said Mr. Crabbe, "when I tell you that we are getting 20c. a pound wholesale for certain lines of our products on the American market, and as much as 13c. for plain sugar. A prominent New York broker, interested in the trade, reports that there is a steady and substantial increase in the consumption of maple goods, and this condition will no doubt be improved, provided the quality of the goods is kept up to a high standard."

Eleme figs are being sold at low prices by H. P. Eckardt & Co., Toronto.

**EXPORT TRADE DEPARTMENT.**

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

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

I want to secure **Sole Agency for Britain** for Canadian manufacturers of **Wooden Ware** or similar lines. References **A. I.** Splendid connections. **A. S. DUFFUS, JR.,** 9-10 St. Mary-at-Hill, LONDON, E. C.

**WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England**  
We handle consignments of **CANADIAN MEATS, CHEESE AND BUTTER.**  
We sell cost, freight and insurance. **Western Union Code.**  
**LONDON, LIVERPOOL, GLASGOW.**

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

**GRIFFIN & CULVERWELL,** Brokers, invite consignments of general produce, especially **BUTTER, CHEESE, AND ALL FOOD PRODUCTS.** Correspondence invited. References given. **WRITE US.** 139 REDCLIFFE ST., BRISTOL, ENG.

**STOKES BROTHERS, GENERAL MERCHANTS, EXETER, ENGLAND,** Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds. Correspondence solicited

Telegraphic Address: "Fondants, London."  
**A. E. SOWERBUTTS & CO.** PROVISION IMPORTERS  
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**GEORGE LITTLE LIMITED** Canadian Produce Importers. **MANCHESTER.** BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

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

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

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

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**Salter & Stokes,** 19-20 King St. W. Smithfield, London, Eng. 226-7 Central Market, E.C.,  
IMPORTERS OF CANADIAN **CHEESE, BUTTER, EGGS AND POULTRY.** Reference, London City and Midland Bank, West Smithfield. We buy outright.



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 Imperial Extract Co., Toronto.  
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 Upton, Thos., & Co., Hamilton.
- Manufacturers' Agents, Brokers and Commission Merchants.**  
 Adam, Geo., & Co., Winnipeg, Man.  
 Adamson, J. T., Montreal.  
 Balogna Lime Works Co., Barbadoes, B.W.I.  
 Cameron, J. McA., Vancouver, B.C.  
 Carman, Joseph, Winnipeg, Man.  
 Dawson Commission Co., Toronto.  
 Dingle & Stewart, Winnipeg.  
 Dunn, Wm. H., Montreal and Toronto.  
 Hughes, A. J., Montreal.  
 Kyle, C. E., Toronto.  
 Lambe, W. G. A., & Co., Toronto.  
 Lawson, Reginald, Winnipeg.  
 Leake, J. W., Scarborough, Eng.  
 McDougall & Lemon, Owen Sound, Ont.  
 Millman, W. H., & Sons, Toronto.  
 Moir, John A., Montreal.  
 Nicholson & Bain, Winnipeg.  
 Nicholson, Bain & Johnston, Calgary.  
 Patrick, W. G., & Co., Toronto.  
 Radiger & Janion, Victoria and Vancouver, B.C.  
 Rattray, D., & Sons, Montreal.  
 Rutherford, Marshall & Co., Toronto.  
 Ryan, Wm., Co., Toronto.  
 Tippet, A. P., & Co., Montreal.  
 Watson, Stuart, Winnipeg, Man.  
 Watt, J. L., & Scott, Toronto.  
 Wilson Commission Co., Brandon, Man.
- Mince Meat.**  
 Bates Mfg. Co., Toronto.  
 Leathers, Thos., St. Catharines.  
 Bowser, S. F., & Co., Toronto.
- Pass Books, Etc.**  
 Allison Coupon Co., Indianapolis, Ind.
- Patent Medicines.**  
 Mathieu, J. L., Co., Sherbrooke, Que.
- Pickles, Sauces, Relishes, Etc.**  
 Belleville Canning Co., Belleville, Ont.  
 Colson, C. E., & Son, Montreal.  
 Cross, J. H., Montreal.  
 Goodwillie's—Rose & Lafamme, Montreal.  
 Greig, Robert, Co., Toronto.  
 Heinz, H. J., Pittsburg, Pa.  
 Holbrook & Co., London, Eng.  
 Lytle, T. A., Co., Toronto.  
 Merchants Mfg. Co., Toronto.
- Paterson's—Rose & Lafamme, Montreal.  
 Sloan, John, & Co., Belleville, Ont.  
 Sutton, G. F., Sons & Co., London, Eng.
- Polishes—Metal.**  
 Gillard, W. H., & Co., Hamilton.  
 Oakey, John, & Sons, London, Eng.
- Polishes—Stove.**  
 Morse Bros., Canton, Mass.  
 Nickel Plate Stove Polish Co., Chicago.
- Refined Cider.**  
 Wilson, W. H., Co., Tussonburg, Ont.
- Refrigerators.**  
 Fabien, C. P., Montreal.
- Salt.**  
 Cerebos Salt.  
 Toronto Salt Works, Toronto.  
 Verret, Stewart, & Co., Montreal.
- Soap.**  
 Balfour & Co., Hamilton, Ont.  
 Cross, J. H., Montreal.  
 Tippet, A. P., & Co., Montreal.
- Starch.**  
 Brantford Starch Works, Brantford.  
 Edwardsburg Starch Co., Cardinal, Ont.  
 Maiden, J. H., Montreal.
- Sugars, Syrups and Molasses.**  
 Canada Maple Exchange, Montreal.  
 Canada Sugar Refining Co., Montreal.  
 Dominion Molasses Co., Halifax, N.S.  
 Edwardsburg Starch Co., Cardinal, Ont.  
 Imperial Maple Syrup—Rose & Lafamme, Montreal.  
 Rattray, D., & Sons, Montreal.  
 "Sugars" Limited, Montreal.
- Teas, Coffees, and Spices.**  
 Balfour & Co., Hamilton.  
 Blue Ribbon Tea Co., Toronto.  
 Braid, Wm., & Co., Vancouver, B.C.  
 Capstan Mfg. Co., Toronto.  
 Ceylon Tea Traders Ass'n.  
 Davidson & Hay, Toronto.  
 Ewing, S. H., & A. S., Montreal.  
 Ewing, S. H. & Sons, Montreal.  
 Japan Tea Traders Ass'n.  
 Kinnear, T., & Co., Toronto.  
 Lumsden Bros., Hamilton.  
 Salada Tea Co., Montreal and Toronto.  
 Sloan, John, & Co., Toronto.  
 Todhunter, Mitchell & Co., Toronto.  
 Turner, James, & Co., Hamilton.  
 Warren Bros. & Co., Toronto.  
 Wood, Thos., & Co., Montreal.
- Vinegars.**  
 Wilson, W. H., Co., Tillsonburg.
- Washing Compound.**  
 Gillett, E. W., Co., Toronto.  
 Keen's—Frank Magor & Co., Montreal.
- Wines, Liquors, Summer Beverages, etc.**  
 Bates Mfg. Co., Toronto.  
 Eby, Blain Co., Toronto.  
 Hudon, Hebert & Cie., Montreal.  
 "Montserrat"—Evans & Sons, Montreal.
- Woodware.**  
 Turner, Jas., & Co., Hamilton, Ont.  
 Woods, Walter, & Co., Hamilton.
- Wrapping Paper, Paper Bags, Etc.**  
 Canada Paper Co., Toronto.
- Yeast.**  
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# Special Notice to the Trade

The Quaker is now out for the coming season soliciting your orders for "Quaker" canned goods. As usual we have added largely to the plant and we are also handling the pack this year of two additional factories, the goods in these two factories being packed under our own supervision. With this increase we expect, even with the most ordinary crop, to be able to do something this year that we have never done in the five years since we started, i.e., fill our orders in full. Our aim from the start has been to pack high-class goods and make the "Quaker" Brand of Canned Goods the Standard from the Atlantic to the Pacific. We have already succeeded in doing this, and now that we are in this position our further aim is to hold it. With this object increased modern machinery has been placed in the factory and increased care will be taken in packing the goods, all with the determination of holding the high opinion which we now hold with the great consuming public of the Dominion. Next week we will in the "Grocer" give a list of the wholesale trade throughout the Dominion, handling "Quaker" Canned Goods.

---

***Bloomfield Packing Co.***

***Bloomfield, June 1st, 1905.***

**President:**

**JOHN BAYNE MACLEAN,**  
Montreal.

**The MacLean Publishing Co.**  
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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**NEW ADVERTISEMENTS.**

Bloomfield Packing Co., Bloomfield, Ont.  
Canada Sugar Refining Co., Montreal.  
Kay Bros. & Co., Stockport, Eng.  
Lind, Kerrigan & Co., London, Ont.  
"Montserrat" Lime Juice, Montreal.  
Old Homestead Canning Co., Picton, Ont.  
Stewart, W. T., Ottawa, Ont.  
Stratford Wholesale Grocery Co., Stratford, Ont.

**CONSULAR SERVICE INDICTED.**

**A**RATHER severe indictment of the United States consular service appears in a contemporary American periodical. The charge is made that the service is afflicted with the dry rot of journalistic politicians. That is to say, pull, and not merit, seems to be the qualification for a position in the ranks of American consuls. Of course the writer is careful to explain that there are many exceptions or "a righteous remnant," but the sting of his attack is thereby none the less severe.

Government to-day is becoming more and more government by experts. Colleges and universities are turning their

attention to the art of government and are arranging courses for instruction along these lines. But so far as the United States is concerned, there are few experts in the consular service.

We in Canada have a consular service and one, which for its size, is doing excellent work. The members of the service seem to be competent men with considerable business training. As the service grows, however, there will always be a danger that political influence will be brought to bear to fill the various positions with inferior men. This is a danger that must be warded off if our service is not to suffer from the same trouble as has manifested itself in the United States service. It would be worth while for the authorities at Ottawa to consider the advisability of instituting some sort of an examination which candidates for these positions would have to pass.

**A COMMERCIAL RELIEF.**

**A** CONDITION of suspense is not good for the human body, and it is quite as injurious for the commercial body. For some weeks uncertainty has hovered about the movements of the Japanese and Russian fleets in the Far East. Conflicting rumors, speculations and conjectures have all tended to excite the mind, and both hemispheres have been breathlessly awaiting the result of the inevitable encounter.

The result has been received with an undoubted sense of relief, for, while many people have admired the bravery and daring of the Russian admiral, the Japanese victory has brought peace within a measurable distance. Had the Russians succeeded in destroying the Japanese navy, thereby cutting the Japs' line of communications, it is impossible to realize what horrors of war must have resulted. Other nations would certainly have become involved.

From a commercial standpoint, the result must be hailed with relief. During the fifteen months that the war has dragged on Japan has borrowed \$260,000,000 on the British and American market and Russia has raised at Paris and Berlin something like \$200,000,000. When sums of this magnitude have to be provided on short notice for the destructive purposes of war, it will usually

happen that many legitimate industrial enterprises must postpone their plans because not enough ready capital is left to advance to them.

**OUT AFTER BUSINESS.**

**W**HEN a grocer or general merchant complains to you that the big mail-order houses are trespassing unduly upon his territory, remind him for the nine hundred and ninety-ninth time of the necessity of getting out and hustling for the patronage he is allowing to drift into the hands of his competitors.

One great difficulty with the average retailer is that he doesn't pay sufficient attention to advertising. He sits and grumbles about the catalogue houses, and blames the editor of his town or county paper for running their full page ads, and if he advertises at all is content to run a stereotyped ad. month after month, something after this fashion: "John Jones, dealer in groceries, crockery, and produce." No one will presume to say there is anything in such an advertisement to induce the farmer to hitch up his team and come to town. An ad. that has stood the storms of years without blinking is more likely than not to act upon him as a "hoo-doo." He comes to the conclusion that John Jones' stock must have been standing on the shelves about as long as the ad. has been running; that the merchant is a back number and ought to be laid quietly away with his fathers.

The real live advertiser is the man that gets the business. He heads off the catalogue house by means of one of the latter's most effective weapons—an attractive advertisement. He sees the dollars in the distance, and loses no time in gathering them in.

**IN THE COMMON INTEREST.**

**A** FEW western retailers have been shy of the association movement because of a mistaken idea that a retailers' association is necessarily antagonistic to the wholesaler, and must meet with his opposition. Striking proof of the foolishness of this idea and of the active sympathy of the intelligent wholesale firm with the success of the new association has been afforded by the action of a number of Winnipeg whole-



salers. As an evidence of their sympathy and support they are enclosing in all their letters to the retail trade a printed slip calling the attention of their customers to the Retail Merchants' Association of Western Canada, and asking if they have joined. This should set at rest forever all doubts as to the attitude of the wholesale interests.

And, indeed, it would be a strange thing if the wholesalers were to oppose a movement which has for its object only the maintenance of sane business methods. It would be strange if they were to oppose an organization which seeks to shorten credits, and thus facilitate collections. It would be strange if they were to oppose any legitimate movement to eliminate cut-throat competition among retailers, for they are interested in seeing their customers make a profit. It would be strange if they had not sufficient foresight to see that the future interests of all branches of the trade will be best served by a hearty co-operation. The retail association is in the common interest.

#### DISCRIMINATING AGAINST CANADA.

ON another page of this paper will be found a letter from a Canadian business man, who is at present making a trip round the world. Associated with one of the largest manufacturing firms in the United States, whose products have become almost a "household word" in the principal countries of Europe, Africa and Asia, he is in a position to speak with authority on foreign trade conditions. In commenting on Canadian trade in South Africa he instances the fact that the direct steamship line sailing from Canada to South Africa, subsidized by the Dominion Government to the extent of \$146,000 a year, is offering special inducements to heavy American shippers which are denied to Canadian exporters.

It can scarcely be imagined that the Federal authorities had this in mind when the subsidy was originally granted. Their object was rather to encourage direct trade between Canada and South Africa, it being felt that South Africa offered a splendid market for Canadian foodstuffs and manufactures. A year or more under the improved conditions

with gratifying results to Canadian exporters, and the steamship people direct their efforts to making a big "scoop" at the expense of those whom the direct steamship line was intended to benefit in the first instance. Naturally the owners of the line wish to make the service as profitable to themselves as possible; at the same time there is no denying the fact that they are abusing their privileges in discriminating against Canadian shippers. It is an injustice to our exporters, which, if it is allowed to continue, must ultimately strike a death blow to international trade between Canada and South Africa.

#### TO REPLENISH FISHERIES.

A MOVEMENT is on foot to establish hatcheries in Northern Ontario for replenishing the upper lake fisheries. The general impression seems to be that fishermen in these waters have been altogether too improvident for the good of one of Canada's most valuable resources, and it is on this account that a number of boards of trade and municipal authorities in the north country are bringing the subject before the Federal Government, hoping to receive from them the needed assistance. When the fisheries of Lakes Superior and Huron stand in danger of becoming depleted within a few years, it is in the interests of the nation from a commercial standpoint to introduce some such protective measure as has been outlined above.

#### MONEY REFUNDED.

EVERY retailer can give his quota of uncomfortable incidents arising from the insistence of irate and what-you-may-call-it customers, to have the "money back." This system has been carried to an extreme which in many quarters is pronounced unhealthy. However, though there may be a gleam of truth in such statements, a sound principle is involved in the retailer's argument to refund the purchase money. That this is true is attested by the experience of countless stores when the sign "These goods not returnable" is displayed. Nine times out of ten the purchaser will return the goods and de-

mand an exchange or refund, and when an explanation is attempted it only acts adversely on the customer's mind.

It is the old story of the school teacher who forbade his pupils to sit upon the roof, and thereupon gave them a new idea which they at once proceeded to act upon. Human nature is much the same. Consequently the surest way to be bothered with returns is to say "You can't." To be sure there are many lines of delicate creations which constitute an unwritten code of non-exchangeability. Reference is chiefly made here to the many special sales tempting the purchaser.

Modern retail methods are chiefly designed to thoroughly satisfy every customer, and the return privilege is now generally accorded. That such a method is the surest way of pleasing the vast majority, and also the sanest method of retailing, is now almost universally recognized.

#### WEST INDIES FOR CANADA.

IF one is to judge from frequent expressions of opinion on the subject, sentiment in the West Indies is becoming more and more favorable to Canada. Only a few months ago a representative of The Grocer visited the islands; he found the trade there kindly disposed as a whole to their fellow colonists away to the north, so much so that they preferred to trade with Canada than with the United States, other things being equal. Prominent citizens went so far as to propose confederation with the Dominion as the most satisfactory solution of the future of the islands.

Such a move would hardly be looked at askance by the motherland. Only a week ago a speaker in the British House of Commons made the remark that he would "like to see the West Indian Government enter into negotiations with Canada, to find out whether at least some of the islands could not be better administered by the Dominion. If they were attached to Canada they would form something like a southern zone for the Dominion. The reorganization and

revitalizing of the West Indies would result in an alteration which would add enormously to Great Britain's imperial strength on the strategic highway of the world and in the commercial centre of the Western Ontario." What is more, the British Treasury has just refused to continue the grant of \$50,000 a year to the Agricultural Department of the West Indies, and the islanders are beginning to fear that Great Britain is losing interest in their welfare and progress.

Canada recently extended a substantial preference to all importations from the West Indies, with the result that a substantial and rapidly increasing trade has grown up between the two countries. From a commercial standpoint it is in the interests of Canada to cultivate the islands, and it is to be hoped that the Federal Government will not be so forgetful of this fact as to withdraw or even curtail the financial support to the direct steamship service between Canada and the West Indies, which it has extended for the past twelve years.

#### BOARD OF TRADE BANQUET.

WHAT was perhaps the most magnificent banquet ever held in Berlin took place on May 31 under the joint auspices of the Industrial League branches of Waterloo county towns and the Berlin Board of Trade. About 500 guests were present. Among the speakers were Hon. J. G. Jenkins, ex-Premier of South Australia; Messrs. F. D. Monk, M.P.; J. D. Allan, Toronto; George Clare, M.P., Preston; George Pattinson, M.P.P., Preston; G. B. Ryan, Guelph; J. P. Downey, M.P.P., Guelph; Watson Griffin, Toronto; besides local men. The theme of the speeches was the spirit of national co-operation among all classes of Canadians for the purpose of building up Canada. This is one of a series of similar banquets to be held under the auspices of the league in the different provinces.

In responding to the toast to the "Development of Canada," Mr. J. D. Allan said he believed Canada was on the eve of greater development than she had as yet experienced. The Toronto Board of Trade were about to celebrate

their diamond jubilee. In this connection the speaker took occasion to review the past sixty years in Canada. In 1845 the seat of government alternated between Toronto and Quebec; sterling currency was then used; the distance from Toronto to New York was then, as regards time, greater than from Toronto to Liverpool at present. Mr. Allan reviewed the growth of Canadian trade from 1760. From that time until 1817 there were no banks. Then the Banks of Montreal and Quebec were established later. To-day 35 Canadian banks had branches all over the country. Of these 35 banks 20 had their head offices in Toronto. The total figures for the Toronto clearing house for 1892 were \$326,000,000, and in 1904 they reached

lumber trade to China, was wasting its time putting a tax on commercial travelers, which was described as a disgrace to the country, and should not be tolerated. From the Straits Settlement to Vladivostok on the Pacific Coast of Asia were countries with 500,000,000 people. They were not yet up in consuming power to civilized people, but were getting there. Canada should have a share of this great trade.

#### A SMART INTERIOR.

THE accompanying illustration shows one of Ingersoll's most up-to-date stores, owned by I. W. Kingswood. Mr. Kingswood has had considerable experience in the grocery business, having been actively engaged in the trade for fifteen years in St. Thomas, and at one time president of



Interior of I. W. Kingswood's Grocery, Ingersoll.

\$842,000,000. This was but a fair sample of the growth all over the country.

Mr. Allan emphasized the necessity for the development of the facilities for distribution of trade as well as production, and expressed the belief that the Peace River Valley had more in store for Canada than had been shown by Manitoba. The Hudson's Bay had untold fishery wealth. The speaker referred to business as a science for which preparedness was necessary. This was to be had in technical education, and he was glad to see that Berlin had been one of the foremost towns to realize this. The brains of Canada were equal to any on earth. Mr. Allan asserted that British Columbia, instead of pushing its

the St. Thomas Retail Grocers' Association. After leaving St. Thomas, Mr. Kingswood represented Edward Adams & Co. in Western Ontario for two years. His last move was to Ingersoll, where he has been successful in building up a first-class business.

His stock is nicely arranged, an attractive china department being one of the features of his store. The interior is well lighted with gas and electric lights, the china department proper by a skylight, which shows the goods to the best advantage.

Mr. Kingswood makes a specialty of coffee, in which he has worked up a wide patronage. He believes in quality first, is opposed to price cutting, and is an advocate of shorter hours.





This is the Tea that pleases the people and pays the grocer better than any other brand on sale.



This is the Tea that is sold on the solid foundation of merit, and merit alone—hence its great sale.



This is the Tea that was awarded the First Prize and the Gold Medal at the World's Fair, St. Louis, 1904.



This is the Tea that fortifies a dealer's trade against the attacks of the fiercest competition.

Black, Mixed or Natural Green

Sealed Packets Only.

Wholesale Terms from "SALADA," Toronto or Montreal.

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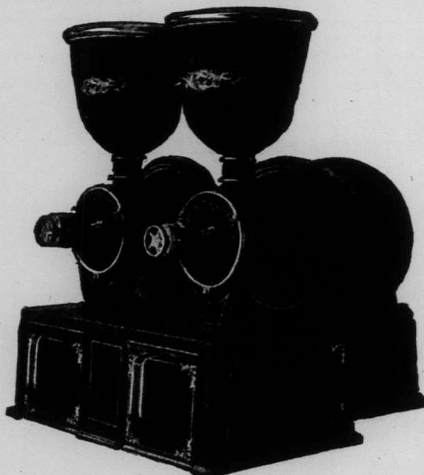
Pulverizing and Granulating

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

Our Grinders

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No. 65.

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Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.

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

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We went after the consumer with logical advertising and every trial proved that when we said

# GELVLOID STARCH

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Celluloid Starch is in demand, and dealers who observe our aggressive advertising don't hesitate, but put it in stock at once.

**BRANTFORD STARCH WORKS, Limited**  
BRANTFORD, CANADA.



# MARKETS AND MARKET NOTES

## Quebec Markets.

### GROCERIES.

Montreal, June 1, 1905.

**D**URING the past week, and ruling at present, in wholesale circles is the feeling that trade ought to be better under the conditions prevailing in the country. This condition refers to the fine pasturing that is available now, and which permits of a large make of butter and cheese. Prices for all kinds of dairy products and provisions have been exceedingly good, and the farmer has been realizing better prices for eggs and butter this year than for many seasons past. All these conditions should make for better trade than is at present reported. Orders are not heavy as a rule, and country merchants should find most lines in their favor. This seems to be particularly true as regards values in teas. The Grocer has seen and tested teas, notably Japans, at prices that are really cents a pound better than the same class of teas have been sold at in former seasons. It is not too much to say, and no more than local facts warrant us in chronicleing, that taking all things into consideration it seems that teas are good buying. Sugars are unchanged, and though both beet and raw are a shade higher no effect was noted locally. The recently-arrived shipments of Scotch granulated have somewhat unsettled the trade, and it is reported to us on good authority that sales have been made at 5c. for 100-lb. bag style, and one dealer stated that he had been offered it at \$4.95. The refineries however, have not up to this writing made any attempt to meet these figures, preferring wisely to let the other fellow make the loss. As it is, there does not seem to be any too much money in it for refiners as purchases of beet and raws were made at high figures. Canned goods are dull and featureless. Though some orders have been placed for B.C. salmon, new pack, no prices were given, brands ruling the order. Unless all previous experiences fail, this ought to be a year for a heavy run of salmon, and it is difficult to judge the future in view of the changes that have been under way in the canning industry of the Pacific. Molasses was advanced 1-2c. in Barbadoes, but no effect was noticed in the trade here, and prices are unchanged. Some heavy shipments of Antigua molasses are expected per sailing vessel shortly. These goods rule about 5c. per gallon under Barbadoes make. Rice and tapioca show a somewhat better trade. Coffees and spices are firm, but dull trading locally. Fish business is reported better owing to freer arrivals of fresh lake catch. In

foreign dried fruits business is opening up some interest in quotations for new Valencia and Malaga fruit, currants, etc. Special reference is made under the particular heading in our markets. Flour still shows a firm feeling, and the market kept up through the advance in wheat. No change in prices, however, is noted. Mill feed, which during the cold weather of last week showed some life, is dropping off as the pastures are in good shape and warmer weather prevailing. Provisions keep up firm. Live hogs are coming in better, but not in excess of the demand from packers, consequently prices remain high. Butter is high and a puzzle to dealers; it ought to get cheaper, but does not. Demand from abroad is good and local demand heavy. Eggs also are quoted high, through a drop may be looked for as soon as pickling is done, which period is about due. The high prices that have had to be paid by country buyers have largely restricted pickling this Spring. Cheese is quiet, but inquiries from abroad are expected more freely as soon as the United Kingdom dealers have worked down their surplus stocks. Hay is quiet and prices tending down. No. 1 hay is scarce, stocks of No. 2 fair. Maple products are slackening off.

**Sugar**—There is no change to report in the situation of the sugar market locally. Beets have advanced slightly abroad, and raws are also somewhat firmer. It is reported that the cargo of Scotch sugar which reached here about ten days ago is being sold at very low figures, some dealers stating that they have been buying it at 5c., while one manufacturer advised The Grocer that he had offered it at \$4.95. At these prices the consignment certainly must show a heavy loss, and the present condition of the market does not encourage much importation. The steamer Yrobu is expected shortly from Antigua and St. Lucia with a cargo of West India sugars and molasses. The steamer Melrose, from Demerara, via Barbadoes and Antigua, for Montreal, is also expected shortly with full cargo of molasses.

Granulated, obls.	5 25
1-bbls.	5 20
bags	5 20
Paris lump, boxes and bbls.	5 75
boxes and 1 1/2-bbls.	5 85
Extra ground, bbls.	5 80
50-lb. boxes	5 80
Powdered, bbls.	5 40
50-lb. boxes	5 60
Phoenix	6 20
Bright coffee.	5 10
yellow	5 05
No. 3 yellow	5 00
No. 2	4 85
No. 1 " bbls.	4 75
No. 1 " bags.	4 70
Raw Trinidad.	4 50
Trinidad crystals.	4 85 4 90

**Syrups and Molasses** — Trade in molasses has been quiet and featureless during the last week. Prices are reported a half a cent. higher on the

Island, but no change is made by the trade here so far. The schooner Palma, from Antigua, will be the first of the West India sailing vessels to arrive in Montreal with a full cargo of molasses. This shipment is consigned to J. Russell Murray, who reports that the molasses is a particularly fine grade this year. The Antigua molasses market is practically closed, the last cargo having been sold to Halifax trade. Syrups are in somewhat better demand. Trade has been rather quiet in the past few weeks, but seems to have had a revival.

Barbadoes, in puncheons	0 38
" in barrels	0 40 1/2
" in half-barrels	0 41 1/2
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
" 1-bbls.	0 03
" 2-bbls.	1 30
" 3 1/2-lb. pails.	0 90
" 25-lb. pails.	1 90
Ones, 2-lb. tins, 2 doz. per case	2 35
" 5-lb. " 1 doz. "	2 25
" 10-lb. " 1/2 doz. "	2 25
" 20-lb. " 1/4 doz. "	2 10

**Tea**—The tea trade during the past week is reported as exceedingly dull. In fact some brokers and representatives say it has not been so dull for quite a few years back. In Japans it is reported that old stocks in the hands of agents are practically closed out at prices which are considered exceedingly low, and appear to be in buyers' favor. Prices for first crop fine new teas are lower than last year, but it must not be overlooked that last May's values were very dear and not at all in proportion with later pickings though last year's May and June pickings were high; July and August teas, on the contrary, were very cheap, for second and third crop teas, the class of teas that sell in Canada. A cable to hand last Friday from Yokohama advises that the market is somewhat easier, the lowest prices so far paid being 28 yen, or 19 1/4c. c.i.f. steamer and rail. The Kobe market rules one yen higher than Yokohama, with supplies coming in slowly. Settlements to-day at Kobe were 5,000 piculs, as against 20,000 on same date last year. This shows a very large difference, and one which would undoubtedly have an effect on prices.

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

**Coffee**—The coffee trade is quiet and only about as usual. There are no changes to report. New York prices are reported steady, with a tendency to easing off on spot goods. We call attention to Watt, Scott & Goodaere's







don, Hallowees are offered 12s. 6d; Kadrawees, 11s. 6d; Sairs, 10s. 6d per cwt. e.i.f. Montreal, or for shipment ex second-tide steamers at 6d per cwt. less. The shipments offered will not compare favorably in time with shipments by direct steamship to New York, but the low cost should prove attractive.

**Sicily Filberts**—Prices for new crop have been sent out for several months. Present speculative price for September-October shipment is 23s. 6d per cwt. c. and f. Montreal.

**Currants**—Too early to say more than that prices will not in any event be high. Market is firm.

**Prunes**—Much interest should be taken in California prunes of present season, the coming crop is reported much below half a crop and will consequently run to large sizes and high prices.

Several ears of northern fruit, 50-60's, 60-70's, equal quantities, were recently sold at 1 3-8c. bag basis, f.o.b. coast. Santa Claras 50-60's and 60-70's offered at 1 1-2c., delivery to be taken in bags, or 50-lb. boxes at 1-4c. advance, or 25-lb. boxes at 1-2c. advance.

**Country Produce.**

**Honey**—Nothing of note to report. Demand and business are small. A scarcity is particularly noticeable in white clover comb. Prices are the same.

White clover, extracted tins.....	0 07 0 07½
"    kegs.....	0 07½ 0 07½
"    comb.....	0 13 0 13½
Buckwheat.....	0 06 0 06½

**Maple Products**—There is little to say about the maple trade this week. Dealers and manufacturers agree that the demand is very moderate, although for this time of the year business is fair. Prices are unchanged. Stocks are plentiful.

Maple syrup, in wood, per lb.....	0 06 0 06½
"    in large tins.....	0 07½ 0 07½
Pure new sugar, per lb.....	0 10 0 10
Pure Beauce County, per lb.....	0 06 0 07

**Beans**—Little business is being done in beans. The demand is small and local trade quiet. Prices are the same as last week.

Choice prime beans.....	1 60 1 70
Lower grades.....	1 40 1 50

Five ears of peas have been sold this week at prices between 95 to 97 1-2 cents. Peas are scarce and demand good.

**Hops**—Hops are practically out of the local market. The leading dealers report that there are no hops to be bought on the Pacific coast. Local prices remain firm and unchanged as yet.

B.C.....	0 32 0 35
Choice Canadian.....	0 25 0 30
Fair to good.....	0 24 0 26

**Evaporated Apples**—Evaporated apples are in little demand. The market is quiet and business smaller than last week. The market being flooded with green fruits is the cause of this poor business. Evaporated apples are still firm at 6 1-4 to 6 1-2c., and dried apples quiet at from 3 to 3 1-2c. per lb.

**Flour, Feed and Meal.**

**Flour**—An interview with the leading dealers shows that a fair and slightly

increasing business is done in flour. Buyers are holding their large orders back, and this is the cause of the slow increase of trade. Shipments, according to opinion of dealers, average, or at least are not much above those of last week. We quote:

Royal Household.....	5 60
Glenora.....	5 30
Manitoba spring wheat patents.....	5 40 5 50
"    strong bakers.....	5 05 5 10
Winter wheat patents.....	5 30 5 50
Straight rollers.....	5 00 5 10
Extra.....	4 50 4 60
Straight rollers, bags, 90 per cent.....	4 40 2 50

**Feed**—Business is reported better this week than for some time past, although demand is only fair. Sales of bran have been larger, but not outside of the prices quoted. Prices are firm and unchanged.

Manitoba bran, in bags, per ton.....	17 50 18 50
"    shorts.....	19 50 20 50
Ontario bran, in bulk.....	17 00 18 00
"    shorts.....	19 50 20 50
Mouillie.....	24 00 28 00

**Rolled Oats**—Rolled oats, as stated by dealers, are not selling very much, as is generally the case at this time of the year. However, prices are firm and still unchanged.

Fine oatmeal, bags.....	2 25
Standard oatmeal, bags.....	2 25
Granulated.....	2 40
Rolled oats.....	2 30 2 25
"    bbis.....	5 00 5 10

**LAST MINUTE PROVISION MARKET.**

Montreal, Thursday, June 1, 12.30 p.m.

**BUTTER**—Market firm, improving business, export orders booked to-day at 19½c. Best creamery quoted at 19 to 19½c. wholesale lots.

**CHEESE**—Easier tone, make increasing, best Ontario 9½ to 9½c.; Quebec 9½ to 9½c.

**EGGS**—Firm at 16 to 16½c. wholesale lots, 17c. small lots. Easier market looked forward to next week.

**PROVISIONS**—Moderately active market. Demand fair, good undertone, no change in abattoir killed hogs, \$9.75 outside quotation. Trade in hams and bacon improving.

**Hay**—Prices are easier, but demand is still small. Dealers report a scarcity in No. 1, and quality of other stocks is said to be very ordinary. We quote:

No. 1 timothy.....	9 00 9 50
"    "    choice.....	8 00 8 50
"    "    ordinary.....	7 00 7 25
Clover.....	6 50 7 00
Clover mixed.....	7 00 7 25

**Ontario Markets.**

**GROCERIES.**

Toronto, June 1, 1905.

**S**TEADY business in assorted orders is reported by leading wholesale houses during the week; conditions in the country are beginning to show signs of improvement, and although not up to the standard as yet, country business is on the increase. There is considerable gossip among the trade as to the opening price of sockeye salmon, and, although it has not been definitely announced, the general understanding is that this year's prices will be lower than those of a year ago on account of 1905 being a big run. An increased demand is noted for canned meats, which means that the retail trade are beginning to anticipate their Summer wants. Sugar continues steady and unchanged. A few lots of raw sugar have been sell-

ing at reduced prices. Several transactions in West Indian molasses are reported during the week at prices below the ideas of Toronto brokers. A fair trade is doing in teas generally, with Ceylons somewhat stiffer in price. Owing to shortage in the 1905 crop of California prunes very firm prices rule. The local market is already pretty well cleaned up on prunes. A brisk demand is noted in 1904 crop Valencia raisins.

**Canned Goods**—Brisk inquiries for tomatoes with continued importations of American goods are reported this week; an improved demand is also noted in canned corn. One of the most interesting features of the canned goods market at this juncture is the taking of orders for future canned fruits and vegetables, which is reported on a large scale. Pork and beans continue to move very freely.

There is a good deal of gossip this week among the trade as to the opening price of 1905 pack salmon. It is generally understood that the price will be lower than last season, and one or two quotations have already been named on red sockeyes, viz., \$4.50, as compared with \$5.35 a year ago. The new price on haddies will be considerably higher than last year, and some will unquestionably be sold as high as \$4.50 or \$4.60. An increased demand is noted in canned meats owing to the approach of the picnicing season. Our quotations are as follows:

Tomatoes, 3s.....	1 25 1 30
Corn, 2s.....	1 10 1 20
Peas, 2s.....	0 82½ 1 30
Sliced beets, 2s.....	0 85
"    3s.....	0 95
"    whole.....	0 95
Pumpkin, 3s.....	0 75
"    gal.....	2 50
Squash.....	1 00
Asparagus tips, 2s.....	2 75
Golden waxed beans, 2s.....	0 80
Refugee or Valentine beans, 2s.....	0 85
Crystal waxed beans, 2s.....	0 92½
Spinach, 2s.....	1 40
"    3s.....	1 80
Baked beans, plain, 1s.....	0 45
"    "    2s.....	0 72
"    "    3s.....	0 90
Tomato sauce, 1s.....	0 50
"    "    2s.....	0 78
"    "    3s.....	1 00
Chili sauce same as tomato sauce.....	0 90
Catsups, tins, 2s.....	4 50
"    "    gal.....	7 70
"    "    jugs.....	85 90
Apples, standard, 3s.....	1 47½
"    preserved, 3s.....	1 70
"    standard, gal.....	2 00
Pears, Flemish Beauty, 2s.....	1 52½
"    "    3s.....	2 00
"    Bartlett, 2s.....	1 87½
"    "    3s.....	2 80
"    whites, 2s.....	2 67½
"    "    3s.....	1 25
Peaches, pie, 3s.....	2 20
Cherries, red, pitted, 2s.....	1 75
"    "    not pitted, 2s.....	2 20
"    English black, pitted, 2s.....	1 75
"    "    not pitted, 2s.....	2 42
"    white wax, pitted, 2s.....	2 00
"    "    not pitted, 2s.....	1 57½
Lawtonberries, heavy syrup, 2s.....	1 75
"    "    preserved, 2s.....	4 97½
"    "    standard gal.....	1 00
Plums, Damson, light syrup, 2s.....	1 30
"    "    heavy syrup, 2s.....	1 85
"    "    3s.....	1 05
"    Lombards, light syrup, 2s.....	1 35
"    "    heavy syrup, 2s.....	1 90
"    "    3s.....	1 15
"    green gage, light syrup, 2s.....	1 47½
"    "    heavy syrup, 2s.....	2 00
"    "    3s.....	1 52½
"    egg, heavy syrup, 2s.....	2 10
"    "    3s.....	2 35
Pineapple, sliced, standard, 2s.....	2 47½
"    extra.....	2 62½
"    grated, "    2s.....	1 40
Raspberries, red, heavy syrup, 2s.....	1 60
"    "    preserved, 2s.....	1 35
"    black, heavy syrup, 2s.....	1 50
"    "    preserved, 2s.....	1 15
Rhubarb, preserved, 2s.....	1 90
"    "    3s.....	2 62½
"    "    gal.....	1 60
Strawberries heavy, syrup, 2s.....	1 75
"    "    preserved, 2s.....	3 50
Lobster, tails.....	3 75
"    1-lb. flats.....	2 00
"    "    1-lb. flats.....	2 00







<b>Prunes—</b>			
	Per lb.		Per lb.
100-110s	0 04	60-70s	0 05 1/2
90-100s	0 04 1/2	50-60s	0 06 1/2
80-90s	0 05	40-50s	0 08
70-80s	0 05 1/2	30-40s	0 09 1/2
<b>Candied Peels—</b>			
	Per lb.		Per lb.
Lemon	0 08 1/2	Citron	0 15 1/2
Orange	0 09 1/2		
<b>Figs—</b>			
Elemes, per lb.			0 08 0 13
<b>Apricots—</b>			
		Per lb.	
Californian evaporated			0 14 0 15
<b>Peaches—</b>			
		Per lb.	
Californian evaporated			0 13 0 13 1/2
<b>Pears—</b>			
California evaporated, per lb.			0 15
<b>Currants—</b>			
	Per lb.		Per lb.
Fine Filiatras	0 04 1/2 up	Vostizzas	0 07 0 07 1/2
Patras	0 06 0 06 1/2		
<b>Raisins—</b>			
		Per lb.	
New selects			0 05 0 05 1/2
Fine off stalk			0 04 1/2 0 05
Sultana			0 05 1/2 0 10
California seeded, 12-oz.		Muscatalis	0 06 1/2 0 07
" 1-lb. boxes			0 07 0 08 1/2
" unseeded, 2-crown			0 07 1/2 0 07 1/2
" 3-crown			0 05 1/2 0 07
" 4-crown			0 07 0 08
<b>Dates—</b>			
	Per lb.		Per lb.
Halloweys	0 04 0 04 1/2	Fards new choicest	0 09 0 10 1/2
Sairs	0 04	" new choicest	0 09 1/2

**Foreign Nuts**—The peanut market is decidedly firmer on large stock, and supplies are difficult to obtain. At the present time there is an exceptionally heavy demand for fancy hand-picked, and the market shows, if anything, an easier tendency. Latest reports on Tarragona almonds indicate that much of the growing crop is falling from the trees, and that expectations as to the quantity of the new crop will have to be considerably modified. Our quotations are as follows:

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

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

**Evaporated Apples**—Very little trade in evaporated apples is reported during the week. Quotations on the whole appear to be a little below last week's level. We quote to the trade 6 1-2 to 7c. this week.

**Bird Seed**—Bird seed quotations continue unchanged and the market quiet. We quote the following prices:

Canary seed, per lb.	0 06 0 07
Hemp	0 04 1/2
Cottam's	0 08
Brock's	0 07 1/2

**Dried and Cured Fish**—At the moment the dried and cured fish business is on the dull side, with no features and unchanged quotations. We quote as follows:

Boneless fish, per lb.	0 04 1/2
Cod fish, 1-lb. bricks	0 06 1/2
Boneless cod, per lb.	0 08 0 10
Quail-on-toast, per lb.	0 06
Filched cod fish, in cases of 100 lbs., per lb.	0 06
Labrador herring, per bbl.	6 00 6 50 1/2
" per 1/2 bbl.	2 85

**Fresh Fish**—A seasonable trade has been doing in fresh fish during the week. There are no new varieties on the market, and although perch, pickerel and one or two other varieties have appeared

on the market from time to time they are such an uncertain quantity that it is hardly worth while giving quotations. We quote:

Fresh halibut, per lb.	0 09
" haddock "	0 06
" trout "	0 07 1/2
" cod steak, per lb.	0 07
" lobsters, boiled, each	0 15
" B.C. salmon, per lb.	0 20
Shrimps, per gal.	1 15 1 25
White fish, per lb.	0 08

**Country Produce.**

**Eggs**—An unusual condition of the market prevails at the present time, namely, an advance of 1c. per dozen in new-laid eggs. This is a result of buyers throughout the country offering the farmers 15c. a dozen straight for eggs for pickling purposes. There is very little margin of profit on eggs bought at this price. At the same time the wholesale provision people have got to stand the shot. We quote as follows:

New laid eggs, per doz.	0 16 0 16 1/2
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**Beans**—At the present time stocks of beans throughout the country seem to be within narrow compass; at the same time the demand is not over brisk, and quotations continue as last advised. We quote:

Beans, handpicked, per bush.	1 75 1 80
" prime, No. 1	1 69 1 65
" prime, No. 2	1 45 1 50
" Lima, per lb.	0 07 0 07

**Honey**—This item is dull, and market quotations continue as last advised. We quote as follows:

Honey, extracted clover, per lb.	0 07 1/2 0 08
" sections, No. 1, per doz.	1 90 2 00
" No. 2	1 65
" Buckwheat, per lb.	0 05 0 06
" sections per doz.	0 75 1 00

**Maple Products**—The maple syrup business is decidedly on the wane and at the close of the market this item is without particular interest. The wholesale trade are of the opinion that considerably less maple syrup has been sold during the season just over than last year for the simple reason that so much stuff has been paraded on the Canadian market which is not pure maple syrup. We quote:

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

**Seeds**—The seed trade is practically over for the season and quotations on all except Hungarian, millet and corn have been withdrawn from the market. We quote:

Hungarian, per 100 lbs.	2 60 2 70
Millet	2 50
Orchard grass	14 00
Seed corn, Dent varieties, per bush.	0 70 1 00
Flint	1 25 1 30

**Grain, Flour and Breakfast Foods.**

**Grain**—Quietness has characterised the grain situation for the week. Slight declines in Manitoba wheat are noted, viz., 1 1/2c. on Manitoba Northern No. 1 and No. 2, and 1/2c. on Northern No. 3. Red and white wheat have each advanced 1c. as well as oats. We quote the following prices:

All on track Toronto.	
Manitoba wheat, Northern No. 1	1 02 1/2
" No. 2	0 99 1/2
" No. 3	0 93 1/2
Red, per bushel, new	1 02
White	1 02
Barley	0 50 0 52
Oats	0 44 0 44 1/2
Peas	0 74 0 75
Buckwheat	0 63 0 64
Rye, per bushel, "	0 71 0 73

**Flour**—Last week's quotations continue unchanged. The local milling trade is of a hand-to-mouth character. Considerable exporting, however, is being done, the destination in most cases being the United Kingdom. Quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 20 5 30
Strong bakers	5 00 5 30
Ontario wheat patents	4 80 4 90
Straight roller	4 75 4 80

**Breakfast Foods**—No changes are reported during the week, with steady trade in almost all lines of breakfast foods. The market on cereals in the United States exhibits additional strength this week without, however, affecting the price of local goods. We quote as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 90
Rolled wheat in boxes, 100 lbs.	2 90
" 50 lbs.	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

**Hides, Tallow, Skins and Wool**—The only change in this week's market is an advance 1/2c. in country flat hides. The market is quiet and without particular indications. We quote the following prices:

Hides, No. 1 green steers, per lb.	0 09
" No. 2	0 08
" No. 1 green, per lb.	0 08 1/2
" No. 2	0 07 1/2
Country hides, flats, per lb.	0 71 0 08
Calif skins, No. 1, selected	0 11
" No. 2	0 09
Deacons (dairies), each	0 80
Sheep skins	1 25 1/2
Rendered tallow, per lb.	0 04 0 04
Unwashed wool, new clip, per lb.	0 13 0 14
Pulled wools, super, per lb.	0 21 0 23
" extra	0 22 0 24
Wool-washed fleeces	0 20 0 22

**B. C. Markets.**

Vancouver, B.C., May 25, 1905.

**R**AILWAY building by the rival companies, the C.P.R. and the Great Northern, promises to make a lively Summer in the Similkameen district, into which the race will be made by the rival lines. Incidentally, the opening of the rich Similkameen, so long delayed, will now come with such a rush that the typical western boom is to be feared. There is sure to be the same feverish haste to grab town sites, and to set up business in mercantile lines, that has characterized other steps of development in the West.

But the "rich Similkameen" will stand a good deal of booming. It has long been proven the richest undeveloped area in Southern British Columbia, and its riches are not alone in mineral wealth, of which it has marvelous deposits. Its

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**MAPLE SYRUP**

Small's Brand is Standard

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For sale through the wholesale trade only.





coal measures are equally valuable, and second in area and quality to none in the whole West. Its agricultural possibilities, particularly in cattle raising and fruit growing, are also capable of development on a very large scale, and many favorable tracts of land are now being got ready for the expected inrush of settlers.

Some time ago the announcement was made that the Great Northern, which has had its terminus in the Boundary country at Midway, since last Fall, would go ahead with its line into the Similkameen district this season, and preliminary work to that end is now being done. It has just been announced that the C.P.R. will this year build, or have built, the Nicola, Kamloops and Similkameen line from Spence's Bridge, west of Ashcroft, to Nicola Lake, a distance of 45 miles, which construction will be completed this year, it is anticipated. Mr. C. E. Loss, owner of the charter of the Nicola, Kamloops and Similkameen Railway and Coal Co., and president of the Atlantic Construction Co., will undertake the work personally, while the engineering will be under the supervision of the C.P.R. engineering staff, with Mr. H. J. Cambie as consulting engineer.

Until the waters of Lake Lebarge are freed from ice, and the melting snows of the upper Yukon have raised the level of water in the river, through traffic on the lower river, which is now open, is seriously handicapped. Many barges and small boats are stranded on bars below Five Finger Rapids. As is usual, large quantities of goods were taken across the ice of Lebarge and placed on scows and in small boats, ready to follow the ice down, but the stage of water is so low that there is little movement. None of the larger steamers tied up at Hootalinqua can move. The little steamer LaFrance got through Five Fingers, and is down to Dawson ere this, it is expected. She took on cattle which had been taken over the trail as far as Yukon Crossing.

In anticipation of the season, the C. P.R. has inaugurated a six-day service between British Columbia ports and Skagway for the Summer, to be maintained by the steamers Princess May and Princess Beatrice. The vessels will call at Port Simpson regularly, owing to the increase in passenger traffic to that part of the Northern British Columbia coast. Last Summer, not having to make the call at Port Simpson, the steamers made a five-day service.

Two six-storey warehouses are to be erected on Water street this year, one with 75 feet frontage for the wholesale grocery firm of Kelly, Douglas & Co., and which they are putting up themselves, and the other of six storeys also, and 50 feet frontage, which will be owned by Mr. Robert Kelly, and Mr. Frank Burnett.

Last week the Kosmos line steamer Itauri reached port from Hamburg via South American ports. She had 1,600 tons of raw sugar from Peru for the British Columbia Sugar Refinery, which she discharged direct on the company's wharf.

There is to be a special feature at the Dominion Exhibition at New West-

minster, put on by the Japanese merchants of the province. The cost of an exhibit is being borne by all merchants of Japanese nationality in Canada, the consul at Vancouver having originated the idea, when it was found that the Imperial Japanese Government could not afford time nor money from the war for the project.

Fire last week destroyed Killaby & Jones' vinegar works at New Westminster, and later the proprietor, Killaby, was arrested on suspicion, several facts having been adduced, indicating motive

News by Yukon telegraph this week stated that a large portion of the business community at White Horse, at the head of navigation on the Yukon was burned to the ground, the loss being particularly heavy as large stocks have been accumulating, as the custom is, to be ready for the first boats down to Dawson.

This week the home-grown strawberry is in plentiful evidence, most of the fruit being from the earlier plantations on Vancouver Island close to Victoria. The quality is excellent, and growers say that everything is in line for a bumper strawberry crop this season.

While the coast perhaps leads in small fruit culture, so far as quantity shipped, there are many Okanagan places where such industry would pay well, and already attention is being given to the matter.

#### PERSONAL MENTION.

Superintendent C. D. Bell, of the Ontario Sugar Co., Berlin, has resigned.

Mr. J. W. Maybee, of the Eby, Blain Co., spent a few days in Collingwood this week.

Mr. W. Joyce, of Oakville, was in Toronto on Tuesday, May 30, calling upon the wholesale grocery trade.

Mr. T. Blackwell, of the Park, Blackwell Co., Toronto, who is at present in England, sails for home on June 3.

Mr. G. W. Larkin, general merchant, Nobleton, was in Toronto on Monday of this week and paid a friendly visit to The Canadian Grocer.

Mr. Mulholland, general manager of the Distributors' Co., Limited, Toronto, has gone West to open up branches at Winnipeg and Portage la Prairie.

Mr. A. Macdonald, wholesale grocer, Winnipeg, and his brother, Mr. D. Macdonald, have purchased the K.W.C. Block in Nelson, B.C., for \$55,000.

Mr. D. Mowat, secretary-treasurer of the Western Canadian Fish Co., Limited, Vancouver, was in Toronto last week making preparations for Fall trade.

Mr. J. H. Cross, Montreal, has been appointed agent for Albert Dubois & Co., Blanzac, Cognac, France, whose brandies, etc., are well known to the trade.

Mr. C. E. Kyle, grocery broker, Toronto, has acquired the Ontario agency for Thornett & Fehr, London, Eng., and The Baltic, dealers and importers of wholesale spices.

W. H. Millman & Sons, grocery brokers, Toronto, to cope with their steadily-increasing business, have engaged the services of Mr. Neil Carmichael, late partner of the firm of Smith & Carmichael, and formerly with H. P. Eckardt & Co.

Mr. Chas. H. Cochrane, of C. H.

Cochrane & Co., the well-known Ottawa coffee and spice house, favored The Grocer in Montreal with a call on May 27. Mr. Cochrane was passing through the city on a sad errand,—on his way to attend the funeral of his mother at Hemmingford, P.Q.

Mr. F. D. Dewar, recently with the Ritchie-Hearne Co., has entered the employ of James Turner & Co., Hamilton, and will look after the territory formerly covered by Mr. Book. He is now at headquarters getting fully posted preparatory to commencing, which he expected to do about May 29.

Mr. F. Menzie has severed his connection with H. P. Eckardt & Co. to become manager of the sales department of the F. F. Dalley Co., Hamilton. Mr. Menzie, more familiarly known among the trade as "Dad" Menzie, has traveled for H. P. Eckardt & Co. west of Port Arthur to Vancouver for over a year.

Mr. John N. Creed, who has been with Jason S. Creed, Board of Trade, Montreal, agent for Lipton's jellies and table delicacies, has removed to New York.

Mr. Frank Creed remains in charge of the Montreal office. Mr. Jason S. Creed reports business for Lipton's lines in the Maritime Provinces as good, while their western representative is also doing an increasing trade.

The Royal Crown Soap Co., Winnipeg, are making a thorough canvass of the Montreal trade. Black & Middleton, of Winnipeg, and Mr. E. R. Powell, who has been looking after Toronto, are all in the city and covering it most thoroughly. Mr. W. H. Dunn, eastern agent for the Royal Crown Soap Co., is also adding another salesman to the campaigning list, and it goes without saying that "Witch Hazel" soap will be thoroughly well introduced before these gentlemen get through with the territory.

Mr. David Greig, representing B. McDougall & Co., Glasgow, was a caller at the Montreal office of The Grocer last Friday. Mr. Greig, who is well known to the Canadian trade, is on his annual trip through Canada and the United States. Usually his visits are made in the Winter months, but owing to the protracted strike at the works, which has now been settled, and which Mr. Greig stated in no way interfered with the shipment of their American orders, owing to large manufactured stock on hand, his trip for 1905 was delayed.

Mr. Wallace Anderson, of Anderson, Powis & Co., brokers and manufacturers' agents, Toronto, paid a short visit to Montreal last week. The Grocer met Mr. Anderson and was pleased to learn that the new firm starts out with the best of prospects, and as both Mr. Anderson and his partner are well and favorably known to the jobbing trade of Toronto and the western cities and represent some of the most prominent foreign and domestic houses, a good share of import business should pass through their hands.

Mr. H. Gilbert Nobbs, Toronto, Canadian agent for Holbrooks Limited, Birmingham, was a caller at the Montreal offices of The Grocer on Saturday, May 27. Mr. Nobbs, who has been so thoroughly and effectively pushing the merits of Holbrooks' sauce in Toronto and Western Ontario, is entering upon a systematic sampling and canvassing trade of Montreal, Quebec and Ottawa. He refers in high terms of appreciation to the manner in which the Western Cana-



dian trade and consumer have taken hold of Holbrooks' sauce, and looks forward to an equally successfully campaign in Eastern Canada.

The disciples of Izaak Walton in the brokerage and commission business of Montreal are taking full advantage of the opening of the piscatorial season, and every week one or two are missing from their offices. Mr. A. H. Scott, of Watt, Scott & Goodacre, has just returned from a few days' outing at the club at Nominique, and this week Mr. Goodacre, of the firm, is taking a fling at the speckled beauties in the northern inland lakes. Mr. J. Rose, of Rose & Lallamme, is also enjoying a rest and fishing this week. Mr. Alex. Anderson, sales agent for the Japan Central Tea Trading Association, is an enthusiastic angler and at every week-end brings home a spring of fine fish.

Mr. Frank Stafford, of Frank Stafford & Co., Barry's Bay, Ont., was a visitor to Montreal last week. The Grocer had the pleasure of meeting Mr. Stafford and found in him one of the most enthusiastic of Canadians as well as an up-to-date hustling man of commerce. Mr. Stafford had just returned from a trip to Quebec to see the firm of Goulet & Garant, boot and shoe manufacturers, for, besides running several large stores in Barry's Bay and adjacent towns, his ambitions lead him to represent a boot and shoe house on the road. The territory covered by Mr. Stafford is G.T.R. west of Belleville and C.P.R. west to Sudbury. Mr. Stafford's reports of business are good. In his own immediate district the development of the corundum

mining is proving a good feature. A thoroughly energetic and enthusiastic citizen and merchant is Mr. Stafford, and it goes without saying that he is doing well.

**A MESSAGE FROM SOUTH AFRICA.**

A CANADIAN who is making a trip around the world writes to the general manager of The Canadian Grocer from Lorenza Marques, Africa, as follows:

"Greetings from Delagoa Bay, from which place the writer is about to sail for India.

"Business generally in South Africa is steady, but with increased gold output, general activity in mining interests and a return to normal conditions in the matter of stocks, etc., the outlook for good business is very promising.

"Canada is slow in taking advantage of the favorable conditions, and complaints are heard frequently concerning disappointing conditions of repeat shipments.

"MacLaren's 'Imperial Cheese,' shown prominently everywhere and used in households generally, proves, however, the possibilities in the way of high quality of Canadian products.

"Re Canada direct line of steamships, it is a fact that heavy American shippers are securing a much more favorable freight rate than Canadian shippers.

"And now for Zanzibar, with its atmosphere heavy laden with the scent of cloves and vanilla beans; India, with its wealth of architecture and history; Cey-

lon, Siam, Singapore, Java, Philippines, China and ultimately Japan, in time to see the victorious Japanese troops returning to Tokio."

**BACK FROM EUROPE.**

MR. W. INCE, SR., of Perkins, Ince & Co., Toronto, returned this week from a three months' holiday in Europe. "Pleasure and not business was my object," said Mr. Ince in the course of a brief interview with The Grocer representative, "and I had it. Our itinerary included the Azores, Gibraltar, Algiers, Genoa, Naples, Rome, Venice, Florence, Paris, a flying trip through Germany and a four weeks' visit to the principal cities of the United Kingdom. Taking everything into consideration, the trip was a thing of delight and one I can heartily recommend to Canadian business men who have the leisure.

"What impressed me as much as anything was the up-to-dateness of European business methods. The average Canadian gets the idea that the European nations are in this respect behind Canada and the United States. A very short time on the Continent will suffice to cure him of this notion. True, the average Italian merchant may not be as aggressive as his confrere in Canada; it must be remembered, however, that conditions are entirely different in the two countries, and that many hundreds of years have elapsed since Italy experienced the novel sensation of being a new country."

The best thing that can happen for you and your customers is to insure the correct handling of every account.

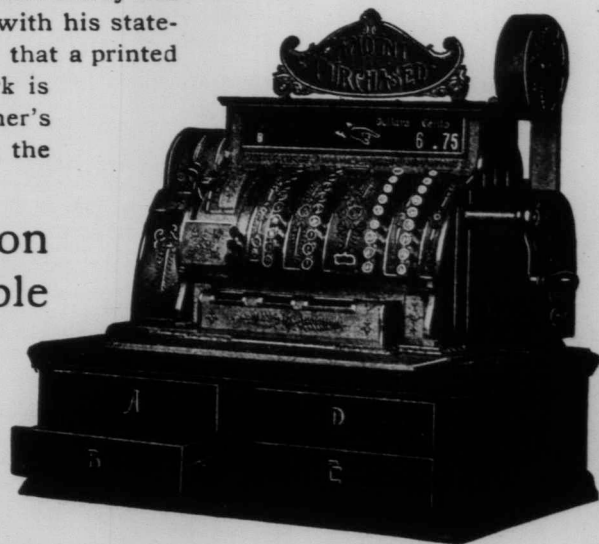
A customer who settles her accounts at the end of each week said:

"When my bills come to me I know they are correct. Mr. Hardy has a National Cash Register and my pass book always balances with his statement. When I order anything and have it charged I know that a printed record is made of the transaction by the register. The clerk is compelled to make a record of the sale as well as the customer's name at the same time. I have a great deal of confidence in the system Mr. Hardy uses."

A National Cash Register is sold on easy monthly payments which enable you to pay for the register out of the money it saves.

Let our representative call and explain our system to you.

Cut off here and mail to us today



**NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO**

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

Name \_\_\_\_\_  
Address \_\_\_\_\_  
No. Clerks \_\_\_\_\_



## IN THEIR NEW HOME.

THE Leeming, Miles Co., Limited, Montreal, have returned to the newly-altered and rebuilt premises known as the Mussen Building at the corner of Notre Dame and St. Lambert streets. The present home of the Leeming, Miles Co., Limited, replaces an historic landmark which had to be demolished on account of the widening of St. Lambert street. We publish a cut of the new block as it stands to-day. It is a seven-storey structure, the two lower being built of dressed limestone and the upper of "Glenarden" Scotch firebrick. It is thoroughly fireproof, of the protected steel type with ferro-con-

building, erected with massive walls, limestone plastered outside, one storey high with French roof. This building, besides being very old, was also historical from the fact of its having been occupied in 1694 by Cadillac, the founder of the City of Detroit, Mich.

In 1842 this old structure was demolished and a first-class store and dwelling erected. It was considered in those days, on account of its expensive and elaborate finish, as the city's finest structure. It was opened for business by Mr. Mussen on St. George's Day, April 23, 1844, and was the first store in Canada in which English plate glass was introduced for windows, the late Mr. Mussen

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To Montreal  
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Home of the Leeming Miles Co., Limited, Corner Notre Dame and St. Lambert Sts., Montreal.

crete floors and roof and concrete staircases throughout, and equipped with standpipes and sprinkler system. Fireproof vaults are provided, and the finish of the offices is whitewood, with hardwood floors. It is heated by hot water, lighted by electricity, and the lavatories are of the most modern design and finish. Altogether it is one of the most striking and substantial business blocks in Montreal.

A short sketch of the Mussen Building will be of interest owing to its history. In 1841 the late Mr. Mussen purchased the site on which the present buildings are partly located. A very old stone

importing the plates himself direct from England. The size of the panes 36x33 inches astonished the citizens of that time, and it was with great difficulty people were prevented from scratching the glass to discover the joints in the plates, as it was thought impossible to make window glass of such a size. What would their shades think if they saw the enormous plates now used in store fronts?

In 1861 the building was practically demolished owing to the widening of the street by the city council. In reconstructing what was left after the widening of the street had been completed, heavy steel plate girders were used, the first of the kind to be used in buildings in Montreal. These girders were also imported from England by Mr. Mussen

to strengthen the floors throughout the building. Again in 1904 a further widening of St. Lambert street necessitated the complete demolition of the historic old structure, and an entirely new and modern building has been erected upon the site. It is this building which the Leeming, Miles Co., Limited, are occupying as offices, warehouses and laboratory, and they could hardly be more conveniently located for the conduct of their large business.

The Leeming, Miles Co., Limited, are known throughout Canada, particularly in the drug and grocery trades and in the medical profession as agents for many leading foreign as well as domestic proprietary articles. Nestle's Milk Foods, Royal Baking Powder, Suchard's Chocolates, Kay Bros., Limited, Vampire Fly Catcher, are lines with which every grocer is more or less familiar, while the drug trade look to the firm for Seabury & Johnson's hospital supplies, Hoyt's Cologne, Ripan's Tabules and dozens of other well-known specialties.

## HINTS TO BUYERS.

E. D. Marceau, wholesale tea merchant, Montreal, reports the arrival by steamer Tartar of thirteen packages of the earliest May teas. This is the finest grown and is offered at 40c.

One of the best selling lines of Summer drinks on the market is Rowat's lime juice, lime juice cordial and raspberry vinegar in fancy decanter bottles. The Eby, Blain Co., Toronto, control this line for Ontario. Send your orders before the assortment is broken.

Lind, Kerrigan & Co., London, are making an attractive offer to the trade in brooms.

Gillard's delicious pickle, in both sizes, is in stock with the Eby, Blain Co., Toronto.

The Distributors' Co., Toronto, have received a car of late Valencia oranges.

The Dawson Commission Co., Toronto, report the arrival of a car each of pines, Florida tomatoes and bananas, and a mixed car of "St. Michael" brand oranges in half boxes and Mediterranean sweets in full boxes.

McWilliam & Everist, Toronto, have received five cars of bananas this week.

A profitable and quick-selling line is "Alvina" patent table salt, which retails at 10c. per tin. The Eby, Blain Co., Toronto, have just passed this line into stock.

W. H. Millman & Sons have been appointed agents for Ontario for Palmer & Co., Limited, 43 Holborn Viaduct, London, E.C., England, for their paraffin, stearine and sperm wax candles, and are now prepared to give quotations in car lots or less, and will be glad to have inquiries from the trade.

On Saturday, May 27, besides the ordinary business of the "Salada" Tea Co., there arrived an order for a carload of "Salada" from Winnipeg, also a carload order from Pittsburg, and another from Buffalo. This means over twenty thousand pounds of "Salada" for each of those cities.

Fard dates may be had from H. P. Eckardt & Co., Toronto.



**ALEXANDER CAIRNS & SONS'**  
 Paisley, Scotland

**MARMALADES**  
**JAMS**  
**JELLIES**

**Marmalades**

1-lb. Glass Jars, Patent Air-Tight Cap.  
 Cases 2 doz.

Scotch Orange .....	\$1.75
Home-Made Orange .....	2.20
Tangerine Orange .....	2.20
Pine Apple .....	2.30
Ginger .....	2.30
Green Fig .....	2.30
Green Fig and Ginger .....	2.30
Ginger and Pine Apple .....	2.30
Fig and Lemon .....	2.30
Apricot .....	2.30

**Jellies**

1-lb. White Stone Pots. Cases 4 doz.

Apple .....	\$1.90
Bramble .....	2.00
Damson .....	2.00
Gooseberry .....	1.90
Plum .....	1.90

**Jams**

1-lb. Glass Jars, Patent Air-tight Cap.  
 Cases 2 doz.

Strawberry .....	\$2.10
Raspberry .....	2.30
Black Currant .....	2.30
Red Currant .....	2.10
Gooseberry .....	1.90
Apricot .....	2.10
Green Gage .....	2.20
Raspberry and Red Currant .....	2.20
Plum .....	1.80
Damson .....	1.90
Blackberry .....	1.90
Assorted .....	2.10

**Jellies**

1-lb. Glass Jars, Patent Air-tight Cap.  
 Cases 2 doz.

Black Currant .....	\$2.80
Red Currant .....	2.80

SCOTCH ORANGE MARMALADE, 7-lb. tins, cases 1 doz.....\$7.20.

QUANTITIES of 5 cases or more, one kind or assorted kinds,  
 5 per cent. trade discount.

TERMS: F.O.B. Montreal, net 30 days or 1 per cent. 10 days.

**HUDON, HEBERT & CIE.**  
**MONTREAL**

*The Most Liberally Managed Firm in Canada*



## N. B. Markets.

St. John, N.B., May 30, 1905.

**T**HE holiday in the past week somewhat interfered with business.

Even without it, however, trade is hardly satisfactory. The weather has been cold, making the season late. Money is not plentiful, and in some of the important lines declining prices have added to what have been rather unsatisfactory conditions. There is, however, a better tone manifesting itself. Sugar is much firmer. Flour is stronger, and with the opening of the Summer months better things are looked for.

The effort of the clerks in the retail stores is likely to be fairly successful in regard to the half-holiday on Saturdays, some only getting it, however, during July and August. It is now expected the hardware, dry goods and boot and shoe men will close.

**Oil**—In burning oil present sales are rather light. For consumption this is the quiet part of the year. To somewhat offset this dealers are pushing sales for Fall. The present low prices help in this. The future business is largely confined to the country dealers, as the city retail trade buy almost entirely from the tank wagons, saving the price of the barrels. In lubricating, there has been and is fair business. Paint oils have had a good demand. Lined oil has been very low this season. Turpentine has been held at quite full figures. Both are firmer. Cod liver oil for medical purposes is much lower than last year.

**Salt**—A further small cargo of Liverpool coarse salt is expected in about a week. Buyers should book orders for arrival, as in this way there is a saving in price. In fine salt there is improved sale.

**Canned Goods**—Corn and tomatoes are very firm. American goods are quite freely sold. The tomatoes in particular give good satisfaction. It should always be remembered when comparing the two that the Americans pack several grades in both lines, and the cheapest are often imported because of the high duty. The Canadians, as a rule, pack but one grade. There are plenty of peas. In fruits a fair sale, prices unchanged. Meats have a good demand at even figures. In domestic packed fish, haddies are the firm line. It is not unlikely rather higher prices will rule.

**Dried Fruit**—This continues a quiet line. Seeded raisins have kept very low. Quite full stocks are held. Loose Muscatels are quite firm, but inquiry light. A few Valencias have been brought from New York. Price is very low. Currants which have continued sale are low. Market is chiefly supplied from New York. Prunes are cheap. It is difficult to get the small sizes, however. There is some call for evaporated apricots and peaches, but prices are too high for much business. Dates are quite firm. No sale for figs.

Peels, particularly citron, will be high. Evaporated apples are quiet. Prices are rather easier. Onions are low. Egyptians and Burmades are offered: quality has not been very good.

**Sugar**—Dealers are encouraged. While there has been no change, market is considerably firmer. It is thought that at least prices will not go lower. There is quite a large stock held.

**Molasses**—Two cargoes of Porto Rico are landing this week. While this is still a somewhat uncertain market, values are quite firmly held and sales freely made. Stock of Barbadoes is light.

**Fish**—Supply of fresh fish rather better this week. Gaspereaux and shad are a fair catch. The shad are parti-

cularly nice fish. Some few salmon are also offered. In dry fish inquiry is light. Stocks are very small and prices are high. It is thought quite high figures will rule. Pickled herring are very scarce. There is, however, little demand. Smoked herring continue low.

**Flour, Feed and Meal**—In flour, while prices are unchanged, the tendency is higher. In feed full prices are asked. Millers hold oatmeal firm. Our market is overstocked. There is no change in cornmeal. Beans are dull. Market seems rather unsettled. Split peas and barley are held at full figures. Seeds have had a fairly good demand. Season about over. Clovers continue very high.

## MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, June 1st, 1905.

**B**USINESS continues active in all departments of the grocery trade.

Favorable weekly crop reports by the railroads are responsible for a marked feeling of optimism throughout the west, and the result is seen in more liberal buying. A bumper crop is expected to relieve the tightness of the money market.

The sugar market continues weak, but at time of writing there has been no further decline below the figures quoted in last issue. A decline applying only to certain points will be found below. The condition of the market is such that merchants are buying only small quantities for present requirements of their customers, believing that there will be further big reductions. Malta Vita has been reduced in price and is now being advertised to retail at 10 cents. Cornmeal is higher and new quotations will be found below. Coffee is also higher, and the expected advance has been made.

**Sugar**—Attention is still centred on the sugar market, but since last issue there has not been up to the time of writing any new feature of importance. There has been a decline of 10 cents in Regina and all points on the Prince Albert line, but there have been no general reductions. There is very little buying on what is still believed to be a falling market. Subject to further possible changes recorded in our "Last Minute Manitoba Markets," we quote as follows:

Montreal granulated, in bbls.....	5 90
" " yellow, in sacks.....	5 85
" " in sacks.....	5 40
Wallaceburg, in bbls.....	5 35
" " in sacks.....	5 80
Icing sugar in bbls.....	5 75
" " in boxes.....	6 50
" " in small quantities.....	7 10
Powdered sugar, in bbls.....	6 30
" " in boxes.....	6 50
" " in small quantities.....	6 75
Lump, hard, in bbls.....	6 60
" " in 4-bbls.....	6 70
" " in 100-lb cases.....	6 60

**Canned Goods**—The canned goods market is devoid of new features of interest. Prices seem to be steady. We quote:

Apples, 3's, 2 doz. cases, per case.....	2 15	2 20
Cherries, red pitted, 2's, 2 doz.....	4 40	
Currants, red, 2 doz. cases, per case.....	3 35	
" " black, " ".....	3 75	
Gooseberries, " ".....	3 50	
Lawtonberries, 2's, " ".....	3 35	
Pears (Bartletts), " ".....	3 50	
Peaches, 2's, " ".....	3 75	
" " 3's, " ".....	3 75	
Raspberries, red, " ".....	2 90	
" " black, " ".....	3 00	
Strawberries, " ".....	3 50	
Plums, Lombard, 2 doz. per case.....	2 35	
" " green gages, 2 doz. case, per case.....	2 50	
Pineapples, 2's, sliced, 2 doz. cases, per case.....	4 25	
" " 2's, whole, " ".....	3 75	
" " 2 1/2's, whole, " ".....	4 50	
" " 2's, grated, " ".....	4 50	
Tomatoes, 3's, per 2 doz. cases.....	2 85	
Corn, 2's, " ".....	2 50	
Peas, 2's, " ".....	1 90	
Beans, 2's, " ".....	1 95	
Salmon, finest sockeye, per case.....	7 00	
" " humpback, " ".....	3 75	
" " cohoes, " ".....	5 25	
Boneless chicken, lb. tins, per doz.....	3 25	
" " turkey " ".....	3 25	
" " ducks " ".....	3 25	
Canned chicken (Man. Can. Co.) per doz.....	3 25	
" " turkey " ".....	3 25	
Corned beef " " 2's ".....	2 75	
" " " " 1's ".....	1 55	

**Spices**—The spice market is quiet, there being no price changes and a very ordinary demand. New spices are not yet on the local market. We quote:

Pepper, black, per lb.....	0 20
" " white, " ".....	0 28
Cayenne, " ".....	0 21
Cloves, ground " ".....	0 25
Cassia, " ".....	0 18
Allspice, " ".....	0 14
Ginger, " ".....	0 18
Cloves, whole.....	0 25

**Rice, Tapioca, Etc.**—Patna rice is quoted now quite generally at 4 1-2 cents per lb., a decline of 1-4 cent from our previous quotations. Other prices are unchanged. We quote:

Rangoon rice, per lb.....	0 03 1/2	0 03 1/2
Patna " ".....	0 04 1/2	
Tapioca, per lb.....	0 03 1/2	
Sago, " ".....	0 03 1/2	

**Pot and Pearl Barley**—Prices are quoted as follows:

Pot barley, per sack.....	2 45
Pearl barley, per half sack (49 lbs).....	1 70
" " sack.....	3 40

**Syrups and Molasses**—There is some discrepancy in the prices quoted for "Crown" syrup by the different houses, and the range of quotations is given below. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case.....	2 00	2 10
" " 5-lb tins, per 1 " ".....	2 40	2 50
" " 10-lb tins, per 1/2 " ".....	2 15	2 25
" " 20-lb tins, per 1/4 " ".....	2 15	2 25
" " barrel, per lb.....	0 03 1/2	
Sugar syrup, per lb.....	0 03 1/2	







**CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

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

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

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

**YEARLY CONTRACT RATES.**

100 words each insertion, 1 year	830 00
" " " 6 months	17 00
" " " 3 months	10 00
50 " " 1 year	17 00
" " " 6 months	10 00
25 " " 1 year	10 00

**AGENCIES WANTED.**

**EXPERIENCED** business man, thoroughly in touch with Northwest trade, is about to establish high-class brokerage business and desires confidential correspondence with manufacturers and others having good lines to put on market in Manitoba and new provinces; best bank and general references. Address "XXX," Box 1209, Free Press, Winnipeg, Canada. (24)

**FOR SALE.**

**GENERAL STOCK**—Located in best wheat district in Manitoba; stock \$9,000; easy payments to right party; five elevators in town; good reason for selling. Apply Box 28, Crandall, Man. (22)

**BAKERY** and confectionery business for sale good town, western Ontario, old established, up-to-date business, every convenience, including gasoline engine, mixer, brake, etc.; good reason for selling. J. Pitman, Petrolea, Ont. (f)

**SITUATION WANTED.**

**EXPERIENCED** traveler seeks position, groceries or grocer's sundries preferred. Box 251, CANADIAN GROCER, Toronto. (22)

**MILLER**, Englishman, married, wants situation as general miller, good stone-dresser, 26 years' experience, good references, age 39. Address Mos. Postoffice, Fort William, Ont. (f)

**TWO** first class salesmen, resident in Vancouver and well known in vicinity, are prepared to represent first-class firm, either groceries, hardware, or gents' furnishings. Address G.W.B. 916 Burrard street, Vancouver, B.C. (f)

**POULTRY, FISH**  
**WINNIPEG FISH CO.**  
 PHONE 1480.  
**GAME AND OYSTERS.**  
 259 PORTAGE AVE.

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

**N. S. Markets.**

Halifax, N.S., May 29, 1905.

**A** GOOD jobbing trade is reported for the past week, and the outlook for increased business is encouraging. There is a lot of construction work going on in Halifax at the present time. Labor is in good demand, and money is circulating more freely. The position of the laborer in Halifax this Summer is better than ever before, the city paying the unskilled workman 16 cents per hour, which is an increase of two cents over the amount formerly received by them.

The market is well supplied with fruits and green truck. Bananas (fair stock) are retailing at 15 and 20 cents per dozen, and California navel oranges from 40 to 50 cents. Pineapples are selling at 15 and 20 cents each. The apple season now being over, there is a good demand for other fruits. American cabbage, cucumbers, string beans and rhubarb are now in good supply, but the prices are high. Native rhubarb was placed on the market on Saturday, and before the week's end it will shut the importations from the United States.

**Molasses**—The market is about steady at present. A large quantity of the new crop of Barbadoes has arrived here recently, and is quoted at 40 to 42 cents. The schooner Narka, which arrived here on Saturday from Porto Rico, brought 274 puncheons, 16 tes., and 40 barrels. The same price as Barbadoes is quoted. There is no indication of a decline in prices.

**Sugar**—The sugar market was fairly steady during the week, and the prices remain about the same. According to advices to the refineries here, the London beet sugar market is firm. The demand for refined is on the increase, as the holdings of the retailers are becoming lower.

**Fish**—Dry and pickled fish prices are unchanged. The local demand is light, but a good export business is being done. The market is well supplied with all kinds of fresh fish. The first fresh mackerel of the season were taken on the Nova Scotia coast last week. The catch was small. The fish were large, and retailed at 25 cents each.

**MANUFACTURING FRUIT JUICES.**

W. H. Dunn, Montreal, has added another branch to his industrial tree, namely, the manufacture of fruit juices and fountain syrups. The consumption of these articles is increasing every season, and the field is a large one. Since the instalment of his plant and the introduction of the goods, Mr. Dunn has secured a good share of the trade. It is his intention to push the merits of his goods and as he has every facility and an active staff of salesmen, the new departure should meet with success.

**"TANGLEFOOT" Sticky Fly Paper**



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

**"Tanglefoot"**  
 is Sanitary.  
 Ask for **"Tanglefoot"**

Profit? Over 120 per cent. to you.



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

**COMMON SENSE**

**KILLS** {Roaches and Bed-Bugs  
 Rats and Mice

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

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

**SALT SALT**

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

**C. R. COOPER**  
**Toronto Salt Works**  
 TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



# “ABOVE THE SALT”

The old formula of dividing the Superiors from the Inferiors in the household by “Above the Salt” and “Below the Salt,” still holds good in dividing **Superior Teas from Inferior Teas.**

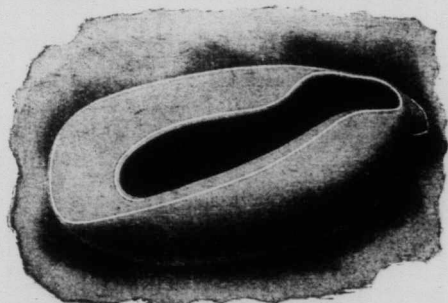
## Blue Ribbon Ceylon Tea

is “Above the Salt.” It is a **superior tea.** It **came** to fill a long-felt **want**—a **tea** that was **good** “yesterday, to-day and forever.”

**Blue Ribbon Tea** filled that **want.** That is **why it stays.**

Store up the **Red Label Line**—40c. worth 50c.

## The Comfort



### Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

**The most Comfortable and  
Sanitary Bed Pan ever made**

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

### R. Campbell's Sons

Hamilton Pottery

HAMILTON, ONT.

## THE SNAPS



Both in

### China and Earthenware

*That we are at present offering on  
goods from stock cannot fail  
to interest you.*



*A postal will bring particulars.*

### BARNARD & HOLLAND CO.

Coristine Building,

**MONTREAL**



## STRAWBERRIES

are selling well; prices low; include case in your order.

McWILLIAM

Mc. AND E.

EVERIST

TORONTO, ONT.

This is the week for

## PINEAPPLES

Be sure and advise your customers. Get orders in early. Demand will be very heavy. Don't forget ours are the celebrated [L] Brand.

### FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

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

**J. W. LEAKE, - SCARBOROUGH**  
30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

The Stratford Wholesale  
Grocery Co., Limited

WANT

## POTATOES

## DRIED APPLES

BRIGHT, DRY STOCK  
WANTED.

**O. E. ROBINSON & CO.**  
INGERSOLL

Established - - 1886

## DRIED APPLES

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

**The W. A. GIBB CO.**

Packers and Exporters

6 and 7 Market St., HAMILTON

## GREEN FRUITS AND VEGETABLES

### CO-OPERATIVE FRUIT-PACKING.

**A** E. SHERRINGTON, of Walkerton, submits a statement of the advantages to be gained by packing fruit in a central packing house and marketing it under the co-operative system:

1. All varieties of Summer apples can be handled successfully. Under the old system it usually took a week to ten days to put up a car of early apples, and frequently the first packed would be getting soft and unfit for market. Under the new system three days is the outside that is required to harvest, pack and load a car. In this way, fruit is got to the market in a much fresher condition.

2. By having the fruit picked and delivered at the proper time, each variety is matured.

3. By keeping the fruit under cover and not leaving it exposed to the weather, but cooled down before shipping, the keeping quality is improved.

4. A uniform quality is obtained because one experienced man has charge of all the packing.

5. Both packages and fruit are kept clean and dry, so that when they reach the market they present a better and more attractive appearance.

6. The packing can be done for from one-third to one-half less than in the orchard, because the men are continually at work. No time is lost in driving from orchard to orchard, nor on account of wet weather, and a more uniform grade can be put up.

7. Fruit can be loaded on cars with less damage to package and fruit than if handled from the orchard after being packed.

8. By using a common brand a larger quantity of uniform quality is obtained; in that way a reputation will be established for honest packing and fruit of a higher quality.

9. By selling under the co-operative system or straight sales f.o.b. at packing house (and this must be done) a saving is made. This will cause a deeper interest to be taken in the general care of the orchard by the producer, and thus a larger percentage of No. 1 fruit will be grown.

10. The system of consigning to be sold must be stopped. No other goods are sold or handled as the products of our orchards are, and why should fruit growers submit to what wholesale men,

merchants and business men would not tolerate for one moment?

11. Packages and material for packages can be bought in a wholesale way, making a considerable saving.

12. By packing under this system a larger quantity of uniform quality of fruit is put upon the market, establishing confidence between producer and consumer.

As to the objections that have been raised against the system:

1. That fruit will be bruised in transit from orchard to packing house.—No loss has been sustained in this way. Apples have been drawn ten miles and no bruised fruit found, when spring wagons were used.

2. That it is a combine among fruit growers to force prices.—It is nothing of the kind, but aims, first, to establish a system whereby the packing and grading can be done at less cost; the fruit be better cared for and placed on the market in a better condition; a larger quantity of uniform quality obtained; the consumption increased, and the industry improved generally. Practically the same system has been in vogue for some years among fruit growers in the east.

Co-operation in cultivating and spraying of the orchard is now being taken up, and a general improvement is looked for in the industry.

### FRUIT NOTES.

A California grower has a novel plan for extending the sale of prunes in eastern markets,—packing them in tin cans, hermetically sealed and sterilized.

• • •

The Alvinston Canning Co. met last week and elected the following officers: President, H. L. Bindner; vice-president, C. Wallis; secretary-treasurer, E. Warner. The work of securing a site and arranging for construction is being rushed with all possible haste.

• • •

Latest reports from fruit dealers throughout the country indicate that the prospects in Canada were never brighter than this year. Peaches, plums and strawberries promise to be an abnormal crop, barring unfavorable conditions until the fruit is harvested.

• • •

Extensive improvements are being made in the premises of the Canadian Cannery's plant at Port Hope, formerly



known as the Port Hope Preserving & Canning Co.

A large canning factory is about to be erected in St. Catharines by the Wetthey Manufacturing Co.

**ONTARIO MARKETS.**

**Green Fruits.**

Toronto, June 1, 1905.

IMPORTED green fruits of all kinds are moving well this week. Bananas show decided firmness, owing to the merging of the smaller American banana importing firms into two, namely, the Atlantic Fruit Despatch and the United Fruit Co., which have also come to an agreement in regard to prices. The immediate result is that the Canadian wholesale trade have had to pay on an average 55c. a bunch more than ten days ago. Pines are quotably easier than last week. The first shipment of late Valencia oranges for this season has arrived on the local market. Strawberries are from 1 to 2c. below the level of last week's quotations. Supplies are arriving freely on the market, Delaware and Missouri stock being in evidence along with Baltimore. During the week several sales have been effected at a very close margin and probable loss to the shippers. Domestic strawberries will be on hand in about ten days. A fair to large crop is expected, notwithstanding the fact that this year's acreage is slightly less than that of 1904. Our quotations are:

Bahama grape fruit, per box.....	5 00
California grape fruit, per box.....	2 00 3 00
Havana pines per case.....	3 00 3 50
California navel oranges, per box.....	3 75 4 50
Oranges, Mediterranean sweets, per box.....	3 50 4 00
late Valencias.....	4 25 4 50
New messina lemons, 300's, per box.....	2 25 3 00
360's, per box.....	2 25 2 50
Bananas, large bunches, crated.....	2 00 2 25
Bananas, 8's, per bunch, crated.....	1 30 1 50
Bananas, 7-hand bunches, off track.....	1 00
Red bananas, per bunch.....	2 00 2 25
Apples, Winter varieties.....	2 50 5 00
Baltimore strawberries, per quart.....	0 12 0 14

**Vegetables.**

A scarcity of domestic potatoes and importations from Michigan on a considerable scale are reported this week. The vegetable trade has switched over to green stuff. Beets, oyster plants, greenhouse rhubarb, and domestic dry onions are out of the market. Bermuda onions are quoted 40c. lower than a week ago. Owing to scarcity, Florida tomatoes are up 50c. New arrivals of Florida squash are noted on the market, the quotation being \$3 per hamper. We quote:

Greenhouse lettuce, per dozen bunches.....	0 25 0 30
New radishes, per doz. bunches.....	0 20 0 25
Dry Mint, per doz bunches.....	0 20
Parsley.....	0 20
Sage, per doz.....	0 15
Savoury, per doz.....	0 15
Carrots, per bag.....	0 75
Bermuda onions, per crate.....	1 25 1 50
Egyptian onions, per sack.....	2 50 2 75
Green house water cress, per doz.....	0 25
Potatoes, carlots on track Toronto, per bag.....	0 55 0 65
Potatoes, per bag.....	0 75
car lots, Eastern and Michigan.....	0 66 0 67
Paranips, per bag.....	0 91
Cabbage, per doz.....	0 50 1 00
Furnips, per bag.....	0 30 0 35
Hothouse cucumbers, per doz.....	1 25
Florida cucumbers, per hamper.....	2 25 2 75
Outdoor rhubarb, per doz. bunches.....	0 20
onions.....	0 15
Florida tomatoes, per case.....	3 50 3 75
New beets, per doz. bunches.....	1 00
Spinach, per bbl.....	1 50 2 00
per bush.....	0 40

**1,000 Cases Pineapples**  
**Fancy Godinez Brands**  
 Sizes : 18s, 24s, 30s and 36s  
 Now is the time for preserving.—Order of us this week.

**Late Valencia Oranges**  
 Our first car of the season has arrived.

**WHITE & CO.,** WHOLESALE FRUIT, PRODUCE AND FISH, **TORONTO**  
 Phone Main 4106

W. B. STRINGER J. J. MCCABE

**SOON**  
 you will be wanting  
**WATERMELONS**

Get from us quotations on the most carefully selected stock it is possible to procure.

**W. B. STRINGER & CO.** - 61 Front Street East, TORONTO, FRUIT BROKERS.

**EXTRA FANCY**

**Ripe Bananas, cheap.**  
**"Golden Orange" brand Navels**  
 Best Navel Oranges packed.  
 This brand is packed EXCLUSIVELY FOR US IN CANADA.  
 Send us your orders and get the BEST.  
**HUGH WALKER & SON, QUELPH, ONT.**

**REGARDING LEMONS**

If you are wise you will buy to-day, for higher prices will certainly come soon. You will also look into our selection of fruit in general which is unsurpassed for low price and high grade anywhere.

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

**ATTENTION TO THESE**

*Half Boxes California St. Michael Oranges, 176 to 250 in half box, \$1.75.  
 We advise you to buy pineapples at once: 24's, \$3.60; 30's, \$3.25; 36's, \$3.00.  
 Bermuda Onions, \$1.25 per crate. Special price in lots.*

**The Dawson Commission Co., Limited,** FRUIT, PRODUCE AND COMMISSION MERCHANTS  
 Corner Market and Colborne Streets, - - - - - TORONTO

**THE DISTRIBUTORS COMPANY, Ltd.**

H. M. MULHOLLAND, Manager.  
 Headquarters: TORONTO

SUCCESSORS TO \_\_\_\_\_

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

**SPECIAL THIS WEEK**

Car California Late Valencia Oranges, \$4.50 per case, all sizes.  
 These are beauties. Mexicans, Prime Fruit, \$3.00. Car Fancy Pineapples, close prices.



Asparagus, per basket.....	1 00	1 25
Mushrooms, Illinois, per lb.....	0 80	0 90
Bermuda potatoes, per bbl.....	5 00	
New carrots, per doz. bunches.....	0 75	
Waxed beans, per bush, box.....	2 50	
Baltimore cabbage, per bbl. crate.....	1 75	2 00
Florida squash, per hamper.....		3 00

**QUEBEC MARKETS.**

**Green Fruits.**

Montreal, May 31, 1905.

An interview with the leading fruit dealers shows that the trade is active and business in a fine condition. There is a specially good demand in oranges, which sell at a good price. Three cars of strawberries were sold Saturday, and on Monday a similar quantity was cleared at prices ranging from 10c. to 13c. We note but a few changes in prices, which hold firm in general. Limes are selling at \$9.00 per barrel, or \$1.00 per 100 for cases. Barrels contain from 1,100 to 1,200 limes. Bananas have advanced during the week about 50 to 60c. per bunch on jumbos, 35c. on firsts, and 25c. on eight hands. This was due to light receipts in New York, and prices are expected to keep high for some time. Two carloads of Florida tomatoes were sold last week, bringing from \$2.50 to \$2.85. California cherries selling at \$3.00 to \$3.25 per box. We quote as follows:

Bananas.....	1 50	2 25
Cocanuts, per bag of 100.....		3 50
Pineapples, 24 to case.....		3 50
30 to case.....		3 50
Jamaica grape fruit, per box.....		4 00
Florida grape fruit, per box.....		5 00
California navel oranges, per box.....	3 50	4 50
New Messina lemons 300's.....	2 25	2 75
360's.....		2 00
Apples Winter varieties.....	2 50	5 00
Sweet potatoes, per bbl.....		6 00
Tomatoes, Floridas, crate.....	2 75	3 50
Lettuce, Boston.....		1 20
Strawberries.....	0 15	0 17
Florida celery.....		4 00

**Vegetables.**

Dealers report a great activity in vegetable trade. The demand is good and gradually becoming better as season advances. Vegetables kept in stock are mostly of fine quality and fairly abundant. Some Canadian stock is beginning to arrive in small quantities, such as carrots, which are selling at about 75c. per dozen bunches, and asparagus at from \$2.00 to \$3.50. Prices are becoming easier, with a tendency to go down still more. We quote:

Florida tomatoes, crate.....	2 50	3 00
celery.....		4 50
cucumbers, basket.....		3 00
Bermuda onions, per box.....		2 25
New cabbage, per crate.....		2 50
Green and wax beans.....	2 50	3 50
Canadian Asparagus, doz. bunches.....	2 50	3 00
Potatoes, carlots.....		0 55
Less than carlots.....	0 65	0 70
Bunch lettuce, per doz. bunches.....		0 75
Radishes, per doz. bunches.....		0 20
Mint, per doz. bunches.....		0 10
Parsley.....	0 35	0 75
Sage, per doz.....		1 00
Savory, per doz.....		1 00
Beets, new, per doz.....		1 50
Egg plant, per dozen.....		2 00
Green onions, per doz.....		0 15
Egyptian onions, per bbl.....		2 50
Red onions, per lb. 34c., per bbl.....		5 00
Yellow onions, in 80-lb. bags, per bag.....		2 50
Green house water cress, per doz.....		0 50
Green cucumbers, per basket.....		3 00
Green cabbage, crate.....		2 50
Waxed beans, per bush.....		3 50
Cauliflowers, home grown, per doz.....		2 50
Green peppers, per basket.....		0 75
Spinach, per bbl.....		2 25
Cucumbers, per doz.....	0 50	0 75

**MANITOBA MARKETS.**

**Green Fruits.**

Messina lemons are on the market at \$3.50 per case. Oranges are unchanged in price. Navels will soon be out.

Apples are now practically off the market. We quote:

Oranges, fancy Washington navels, 96's per case.....	3 25
Oranges, fancy Washington navels, 112's, per case.....	3 50
Oranges, fancy Washington navels, 126's, per case.....	4 00
Oranges, fancy Washington navels, 150's, per case.....	4 50
Oranges, fancy Washington navels, 176's to 250's.....	5 00
Bitter oranges (for marmalade) 200's and 240's.....	2 50
Lemons, fancy California, 300's to 360's, per case.....	4 00
(10c. off 5 case lots of oranges and lemons).	
Bananas, fancy Limons, per bunch.....	3 00
Pineapples, per doz.....	2 50
Strawberries, quarts, 2 doz. in case, per case.....	3 00
Cal. cherries, 2 doz. in case, per case.....	3 00

**Vegetables.**

The first car of Australian onions arrived last week. We quote:

Parsley.....	0 40
Mint.....	0 45
Native onions, per lb.....	0 04
Carrots, per bush.....	0 40
Beets.....	0 80
Turnips.....	0 40
Potatoes.....	0 65
Celery, per doz.....	1 20
Florida tomatoes, 6 baskets in crate, per crate.....	4 50
Lettuce, per doz.....	0 50
Radishes.....	0 50
Cucumbers.....	2 00
Green onions, per doz.....	0 40
Egyptian onions, per lb.....	0 04
New California cabbage, per lb.....	0 04
Australian onions, per lb.....	0 05

**ST. JOHN, N.B.**

**Green Fruits.**

St. John, May 30, 1905.

Bananas, which have been so cheap, are likely to be higher. In oranges there is no change, but prices are firmly held. While Californias are chiefly sold some Valencia and Sorrentos are offered. Lemons are still low. Pines keep quite high. Strawberries easier and better in quality. Cucumbers are firmly held, but are likely to drop off quickly. Tomatoes lower. Native rhubarb is quite freely offered.

**LAST WEEK'S FRUIT AUCTION.**

At last week's fruit sale held in Montreal, ex ss. Escalona, some 5,000 boxes of oranges and lemons were sold by auctioneer W. M. Kearns, for account of Consignees Hart & Tuckwell, Montreal, shipping agents. The sale was conducted at the docks. The fruit turned out fully 25 to 50 per cent. better quality than the Jacona consignments, sold the week previous. The lemons were not in as good condition as the oranges, as they were not selected, but farmer picked. Prices ranged from \$1.50 to \$3 for oranges and from \$1 to \$2 for lemons. There were no outside buyers present and local firms readily took all supplies.

**AMERICAN FRUITS IN NEW SOUTH WALES.**

(From United States Consul Baker, Sydney, New South Wales.)

CALIFORNIA fruits—apples, pears, grapes, oranges, and lemons—are seen in the markets of Sydney throughout the year, but especially during the Winter months, beginning with May. Apples and other fruits are also imported from Tasmania. The climate and soil of New South Wales and all northern Australia is suitable for semi-tropical fruits, and American exporters must expect competition from these sections.

American fruits are imported into New South Wales, both green and preserved, and are generally in excellent condition. Consignments are made to dealers (wholesale), and are sent direct to the fruit markets, where they are offered for sale to retailers. Consignments are

**DIAMOND BRAND  
MAPLE  
SYRUP**

IS NOT A COMPOUND

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

All Jobbers.

**Sugars Ltd., - Montreal**

**WHEN ASKED FOR**



"some gelatine," your safest course is to supply

**COX'S**

It is so uniform in quality, so clear,

so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:

**J. & G. COX, Ltd.**

C. E. Colson & Son, Montreal

**Gorgie Mills,**

D. Masson & Co.,

**EDINBURGH.**

**To-day, To-morrow and Every Day**

the quality of

**Eagle  
Baking Powder**

is always the same. That is why it is proving such a steady seller.

WRITE FOR PRICES AND PARTICULARS

**J. H. MAIDEN  
MONTREAL**

generally drawn against the bank, f.o.b. The method of packing California oranges, lemons, and grapes is commended by dealers. No improvement is suggested.

The terms of payment are according to agreement between the parties, either against documents at port of export or f.o.b. Sydney. The duty on canned fruits is 25 cents per dozen quart cans; on raisins and other fruits, 6 cents per pound; on peaches, green, 25 cents per hundredweight (112 pounds).

Pears, peaches, apricots, nectarines, quinces, plums, oranges, lemons, grapes, and all small fruits are grown in New South Wales with as little labor as in any other part of the world. There are, however, numerous insect enemies to the apple and peach.



## A Delicious Cup of Coffee

Our 1-lb. tin "**CLUB**" brand **COFFEE** at **33** cents per lb. is without question the best value on the market. WE know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"**CLUB**" **BRAND**.

### S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.

### Spring Drink

# VAN HOUTEN'S COCOA

### Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, TORONTO  
WATT, SCOTT & GOODACRE MONTREAL



UNEQUALLED

### SHIRRIFF'S MARMALADES

"IMPERIAL SCOTCH" AND  
"SHREDDED"

1 and 2-lb. glasses; 7-lb. tins.

IMPERIAL EXTRACT CO.  
TORONTO



### Capstan Brand

PURE MOCHA AND JAVA  
GROUND

### COFFEE

Put up in 1-lb. tins, with a very attractive label, and is giving perfect satisfaction. Ask your wholesale grocer for it, and be convinced of its high-grade quality.

CAPSTAN MFG. CO., Toronto, Ont.

## Special Offer in Brooms

A Chance For You to Make a Little Extra.

NOTE THESE POINTS REGARDING THE NEW

### "PERFECTION" BROOM (PATENT)



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

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

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

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

SOLD EXCLUSIVELY BY

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







# FREIGHTS AND CHARTERS

**B**USINESS generally is good, but the big steamship owners are like the farmers, they are never satisfied. They claim that there is not so much grain going forward as there was last year at this time, and space to Liverpool is not so well booked for June shipment as it was at the corresponding period of last year.

Lumber shipments are now falling off and plenty of oats are offering from American points. Dairy produce is slightly

boxes cheese and 496 packages of butter, direct to London. A large business is being instituted in hay export, and an association of hay shippers was formed the other day. Quintal & Lynch, and James Scott & Co., also Ledoux & Bissaillon, have been among the big exporters. Mr. John Scott is the president of the Hay Exporters' Association, and Mr. Quintal is the vice-president.

The Chicago Tribune recently printed a statement that the Gates capitalists

in dry dock at Detroit, where remodeling necessary for the ocean voyages is taking place.

What has been very noticeable in the grocery trade has been the small export of maple sugar. The make this year was large, and yet the manifests of the big liners do not show any large export. Perhaps, it is said, that the British and other Old Country buyers have been frightened by the nasty reports of continuous adulteration which have been

## BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin.	Manchester.	Antwerp.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13 3/4 c	13/1 1/2	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13 3/4 c	13/1 1/2	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Meats	*13 3/4 c	13/1 1/2	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	5/	13/1 1/2	13/1 1/2	†15/	†15/6	15/	15/	†16/6	10/6	†12/6	12/6
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/6	15/					10/6	12/6	
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas											
Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4 1/2	10/	16/6	12/6	14/3	17/6	8/9	10/	
Rolled Oats and other Cereals, papered, in cases	5/	10/	10/6	†15/						†15/	12/6
Glucose and Syrup, in barrels		12/6	12/6	10/	20/			22/6	8/9	10/	
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	25/	30/	30/	20/	20/	25/	
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/		30/	35/	25/	25/	30/	
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6				20/	12/6	12/6	
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/			17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6					2/6	2/6	2/9
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/				17/6	12/6	15/	
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6				7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/					15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/					12/6	12/6	5/

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 2240 lbs.

No Primage via Montreal.

behind and some awakening may take place any day.

A glance at the manifests shows that lumber and grain have held the cargoes up during the first month of navigation. The Laing Packing & Provision Co. are continually shipping large quantities of cured meats, lard and other kindred products.

One Allan steamer took 3,721 boxes cheese and 869 packages of butter. Thomson line SS. Cervona took 5,822

had purchased a fleet of ten whaleback steamers known as the Ore fleet, and they are to do business on the great lakes from Chicago to Europe. This would mean a great supplementary fleet for carrying grain direct. The fleet was formerly operated by the Pittsburg Steamship Co., which is a subsidiary corporation of the United States Steel Co. Some of the vessels have already crossed the ocean with cargoes of steel rails, and most of the steamers are now

scattered broadcast. On the other hand it is notable that the famous brand of Smalls has had an enormous sale owing to its unfailing purity.

The tonnage for sailing craft to operate later in the season is not so large as it was last season, but there are greater varieties of ships and of larger size.

### MARITIME BOARD OF TRADE.

The annual meeting of the Maritime Board of Trade will be held this year at Yarmouth, N.S., on Aug. 16.



## The Progressive Grocer

KNOWS THE VALUE OF A GOOD LEADER

### MOONEY'S PERFECTION CREAM SODAS

are the best leader a grocer can adopt.

Their popularity built up in the last 2 years is a convincing proof of this claim.

Superior Quality and Wide Advertising are bound to sell goods.

We guarantee the quality.

You have read our advertising.

Better double that order and make "perfections" your leader.

3-lb. Cards or Tins.

### THE Mooney Biscuit & Candy Company,

LIMITED,

Stratford, - Canada.

### CANDIES IN SPANISH-AMERICAN COUNTRIES.

DEAN R. WOOD, consul at Ceiba, Honduras, reports that there is an excellent opportunity for many manufacturers of candies and other sweetmeats to increase their export trade to Honduras and other Spanish-American countries. The people of these countries are, as a rule, very fond of sweets, and candies suitable to the market should meet with a ready sale. About the only article of the kind manufactured there is a kind of coarse brown sugar made from sugar cane and called "rapadura." It greatly resembles maple sugar in both taste and appearance. Occasionally some of the merchants purchase and import from New Orleans, or some other southern port, small quantities of candies, which generally sell well. As these candies are not suitable for the market, they can only be imported in small quantities. What is particularly desired is hard candy, which will stand the climate. Although limited quantities of candy are imported from the United States, English manufacturers control the trade, which is mostly in peppermint drops, conversation lozenges, etc. They pack these candies in tin boxes and glass jars, a very appropriate manner for this market. Any kind of hard candy which is pleasant and agreeable to the taste and which will not melt easily in a hot climate meets the requirements. The custom house at Ceiba makes no distinction in regard to candies of various kinds and qualities. All pay the same duty, namely, 10 cents per one-half kilo (kilo equal to 2.20 pounds) on the gross weight of the package, or 10 cents for a trifle more than a pound.

#### CONFECTIONERY NOTES.

Yeates & Thomas, of the Candy Kitchen, Guelph, have purchased the premises on Lower Wyndham street now occupied by J. Davidson and J. Pequegnat, and will shortly remove to the new premises, which will be entirely remodelled.

The old confectionery and bakery business known as Rankin's in Stratford is now installed in handsomely-fitted premises on the south side of Ontario street.

RETURNED

JUN 17 1905

*To Retail of Jams & Jellies Asia  
Call Book 36  
Page*



### Pile Them Up

They're from E. D. Smith, and his Jams and Jellies are unsurpassed anywhere. The delicious flavor of the best fruit preserved; in fact, nothing lost.

E. D. SMITH'S

FRUIT FARMS

WINONA, - - ONT.

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



## JUST ONE YEAR AGO

we were busy building our new concrete block factory on a high sandy elevation in Picton. It was a fine location where the sun and wind could keep it pure and sweet and where drainage was perfect. We had had experience in canning factories before and knew the importance of absolute cleanliness. We designed our factory with this end in view, and the result—the hundreds of visitors who visited our plant last season declared it was

### The Cleanest Factory They Ever Saw

That helps to explain the superior flavor of OLD HOMESTEAD canned goods. The fruits and vegetables of the Picton district are the finest in Canada: then they are packed after the most approved up-to-date manner and under conditions of absolute cleanliness so that the natural flavor of the fruit or vegetable is at no time subjected to contaminating influences.

No wonder

### OLD HOMESTEAD BRAND CANNED FRUITS AND VEGETABLES

won the favor of the trade from the first and we are now doubling our capacity to meet the demand for this season's pack.

The retailer who stocks OLD HOMESTEAD BRAND will see a large increase in his canned goods trade.

Send for sample of our labels—they are beauties.

---

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

LIMITED



"All the Meat  
That's in the Wheat"

In this  
couplet you  
have epitomized

## Orange Meat

But it's impossible to  
epitomize the profit there  
is for you in selling  
**ORANGE MEAT.** Have  
to sell to find that out.

Remember there's a  
coupon in every 15c.  
package. We are offer-  
ing new premiums too.

Display these Facts.

---

THE  
**Frontenac Cereal Co.**  
Limited  
KINGSTON, - Ontario

## Flour and Cereal Foods

### GRAIN CROP REPORTS.

**R**EPORTS from thirty-five representative points throughout the Canadian West indicate that the growing crops are progressing excellently with absolutely no damage from frost.

Grain experts say the United States is on the basis of a fair to good wheat crop, but not a big one. This is true of the Southwestern States generally, including Kansas, with the exception of one important section. It is now a question of filling out, whether the crop will run 575,000,000 bushels up to 625,000,000 bushels, allowing 200,000,000 bushels for the Northwestern States. The Northwest has never been swept as clean of wheat as now, and supplies are so scarce that mills have closed down in a number of cases.

English crop reports continue good, although occasional complaints of drought and of damage from cold winds have come to hand. English wheat continues to be well spoken of, it being many years since an equally favorable prospect has presented itself at this season of the year.

Russian prospects on the whole seem to be good. There are now hopes that the area under Spring-sown grain will not be seriously curtailed because of the war, as was at one time feared.

The French crop is recovering from the effects of the recent cold, and the outlook is hopeful. Fears are entertained that supplies will not be sufficient to tide the country over until new wheat is available, and that the trade may be obliged to resort to importations from abroad. In the event of a bad Summer or of undue delay to the harvest this is inevitable.

The United States holds out but little prospect of export business to the United Kingdom on the old crop, the lowest quotation to-day for any of the higher grade flours being well beyond the reach of the British trade. The situation may become less stringent later on although at the present there is no indication that such prices will become possible as will allow of any important export business before the new crop months.

### WILL CLOSE DOWN MILLS.

The American Cereal Co., Peterborough, have announced that after this week's run their manufacturing plant will be closed down pending a satisfactory adjustment of freight rates. Ac-

cording to Mr. Denham, the superintendent, the company find it impossible to handle the export business, the chief business of the Peterborough mills, while freights on this class of business remain as they are now—much higher than on the American railways. Not lack of orders for export consignments, but excessive freight rates, is assigned as the cause of closing down.

### NEW MILLS FOR THE WEST.

Work has begun on the mills to be erected for the Keewatin Flour Mill Co., at Keewatin, Ont. The new flour mill will have a capacity of 3,000 bbls. per day, and provision will be made to increase the capacity to 5,000 bbls. The company will also erect storage elevators with a capacity of half a million bushels, and small elevators throughout the west for the purpose of wheat buying. The construction will occupy ten or twelve months.

### BIG MILLING ENTERPRISE.

Another big milling enterprise is contemplated. Parish & Lindsay, the Kelly Milling Co., of Brandon, and McGaw, of Goderich, have organized into the Royal Canadian Flour Mills Co. They will expend \$250,000 on a plant in St. Boniface if exemptions are granted, and will erect a 4,000-bbl. mill.

### GRAIN AND CEREAL NEWS.

The dividend on Lake of the Woods common stock which was to have been declared on June 1 will not be declared until July 1, owing to the absence in Great Britain of Mr. R. Meighan, the president of the company.

The contract for the brick work of Ogilvie's big mill at Fort William has been let, and the work must be finished by September 1. The dimensions of the mill are 50x130, seven storeys high, with a warehouse 85x182, five storeys high.

The G.T.R. have let the contract for the erection of a grain elevator at Midland to the E. R. Baker Co., of Chicago and Midland. The new elevator will have a capacity of a million bushels and will be ready in time for this year's western crop.

Owing to the postponement of the date upon which U. S. manufacturers were to discontinue the giving of premiums, the whole matter is at a standstill, and definite action upon the part of the officers of the national association will be required to force the issue.



## A Grocer's Bank Account

### HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

DURING THE HOT WEATHER  
TWO OF THE BEST SELLERS  
IN THE GROCERY LINE ARE

# BORDEN'S

BRANDS

"EAGLE" CONDENSED MILK and  
"PEERLESS" EVAPORATED CREAM

—FOR PIC-NICS, OUTINGS, EXCURSIONS, FISHING TRIPS, ETC.,  
—THEY ARE PRACTICALLY INDISPENSABLE.

—DO YOU CATER FOR THIS CLASS OF BUSINESS?

"Sell BORDEN'S."

WILLIAM H. DUNN, Montreal

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN,  
Halifax, N.S.

SCOTT, BATHGATE & CO.,  
Winnipeg, Man.

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

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

We

beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods :

Rolled Oats  
Gran. Wheat  
Gold Dust  
Family Oatmeal  
Ground Wheat  
Sd. and Gr.  
Oatmeal



Pot and Pearl  
Barley  
Ground Oats  
Flaked Wheat  
Split Peas  
Pea Meal  
Ground Corn  
All kinds  
of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US  
FOR QUOTATIONS.

PROMPT DELIVERY IN MIXED OAR LOTS  
OR OTHERWISE.

LETTER ORDERS  
A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS  
FOOT JARVIS STREET Toronto



## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### TOBACCO SALES.

CIGAR and tobacco trade should show considerable strength under the influence of the warm weather of the past week. There is nothing which increases this department so much as weather which draws men out of doors. The warm evenings, when a man is tempted out into the open air, are the occasions when tobacco is most consumed. Considering this, the grocer should make a special effort at the present time to secure his share of the business.

Tobacco should be shown and pressed on the attention of the consumer. The great majority of the men whose families deal at the grocery store are consumers of tobacco. If it were put up to them properly they would prefer to buy quietly from the grocer than make their purchases in the publicity and glare of a tobacco store. The success of the tobacco department depends largely on the energy and persistence of the manager in educating the public up to buying from him. The business is being done and the grocer is letting some good profits slip through his fingers if he does not capture a fair part of it.

### HOW TO BE A LEADER.

TO lead is much harder than to follow. Watch the man who has succeeded anywhere and then bring the same observation to bear upon your own business. The tobacco business is full of opposition. So is every business. Nothing is easy. Grocers are the easiest to discourage regarding the tobacco trade. They, as a rule, have kept the old square plugs of chewing and smoking tobacco ornamented only with the strong wooden boxes in which the goods came packed. There it stands from the time that a box arrives to the time that the man telling stories and sitting on the keg of nails whittling a stick agrees to buy the last plug and have it charged.

There are other grocers, and they are the men to whom we refer. The man who owns his own house and drives his own carriage, and is a leader in his district. Look at his store. He has a specially divided spot in it for tobaccos and cigars. He has a nice store anyway, and as a man of system and sense he does not want everything to "just happen." Tobacco, as every dealer should know, is most sensitive to its surroundings. It will absorb the smell of anything, no matter how good or ill it may be, provided that it is in the same environment.

As a leader in the community this man knows the habits of about all his actual or possible customers. He studies these habits, or even whims, by educating the people up to what they ought to buy because he supplies beau-

tiful goods that are in consonance with their undeveloped wants.

For instance, from another point of view. Women are the wealth distributors everywhere. Take the smaller towns where there are perhaps two cigar stores, and these are in the barber shops. A man's wife is at the grocery buying the family supplies, and she thinks of the tobacco and cigars for her husband. Does she intend to go to the barber shop? No! Not a bit of it. She orders tobacco and all the smoker's accessories she may want, or not want, because the grocer keeps them and because a smart salesman tells her of something new that her husband is sure to like.

### A RANK POISON.

Professor Starr, of the University of Chicago, in his search for a substitute for tobacco, "discovered" a drug worse than opium. An American correspondent from Mexico, who heard of the professor's discovery of marihuana, writes that that plant grows wild in many of the southern sections of Mexico, and is one of the most dangerous drugs found in the country. So dangerous, in fact, that in the City of Mexico, and other municipalities, the Government keeps special inspectors constantly employed to see that the weed is not sold in the markets.

Its potency as an intoxicant has long been known among the natives, who go on wild orgies with it. A few years ago it was found that many of the prison-

ers in the Belem prison in the City of Mexico were losing their minds. An investigation was started and the discovery was made that they were all addicted to the use of marihuana, which was smuggled in to them by the guards, who had been bribed for the purpose. Since then strict orders prohibiting the use of marihuana by prisoners have been enforced.

### THE FIVE CENT CIGAR AND RATE CUTTING.

There is no doubt that a five cent cigar is the very best business puller. Even in the cities the big cigar shops are fighting each other on their specials. Another scheme is to cut rates. That is most reprehensible. One dealer will make a bid for trade by selling four standard ten cent cigars for a quarter. Now, the buyer does not mind if the merchant sells six for a quarter, but the manufacturer does. It is a poor business to cut prices, and in Montreal just now the town is alive with signs "Four For a Quarter," naming and showing standard cigars that are usually fine value at three for a quarter.

There is an old saying, "Deliver the Goods," and if you deliver the goods you will in all respects be a leader.

### A DISPLAY OF SNUFF BOXES.

A window entirely devoted to snuff boxes was the novel and interesting fea-

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.



## On the Square

The **Pebble** and the **Pharaoh** Cigars are made on the square, made to suit the fastidious smoker, the easy-going smoker, the tourist, the banker—anybody who desires an exhilarating, fragrant, delightful smoke. **Pebble** is for the **People**. It's the leading 5-center. **Pharaoh** is the **Favorite**. It's the leading 10-center. Direct from the maker to **you**. No unnecessary handling. Elegantly boxed. Order a supply of these when your next tobacco order is under consideration. Make a memo. this moment of the name and address.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

## Letters to Tom, the Grocer.—No. X.

HAMILTON, June 1, 1905

Dear Tom :

That waggon of yours was shamefully dirty the other day—didn't look as if you were keeping up to the mark. Your customers notice these things. There's your competitor up the street, whose driver keeps his waggon washed regularly. He will beat you out if you don't smarten up your travelling representative.

Of course, we are glad to know that your **T. & B.** stock always looks bright and clean. That shows that it is selling briskly. Keep it up.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.



ture of that remarkable institution, the Flat Iron Building Cigar Store, New York, during the past week. The display was for the purpose of advertising some of the snuffs of the American Snuff Co., more especially the new Electro-Mentho. The display of snuff boxes, which were hired from all sorts of queer places, is valued at about \$7,000. It includes a genuine Robert Burns box, carried for years by the poet himself, grotesque and attractive Chinese and Japanese boxes, old English boxes, boxes made of shells and horns in quaint designs, and a multitude of like curios. An attempt was made to secure a box carried by the great Napoleon, but the price named by the owner, \$100 a week, was considered too high. A number of window cards form part of the display.

one of them humorously describing the Electro-Mentho as a cure for cerebro-spinal meningitis, and another pointing out the remarkable increase in the use of snuff in this country, the consumption having increased seventeen-fold in thirty-four years.

**CLAY PIPES**

The best in the world are made by—  
**McDOUGALL**  
 Insist upon this make.  
**D. McDOUGALL & CO.,** Glasgow, Scotland

**SWEET  
 CAPORAL**



**CIGARETTES**  
**STANDARD  
 OF THE  
 WORLD**

Sold by all Leading Wholesale Houses.

**Plain, Profitable Talks—No. III.**

CER. That's why we're still tagging after you. Perhaps you're one of the grocers who has not yet taken advantage of our

GOOD THINGS SHOULD  
 BE PUSHED, MR. GRO-

**FREE SHOW CASE OFFER**

A SHOW CASE STOCKED WITH

(WE CREATE THE DEMAND)

**HOGEN-MOGEN for a 5-center**  
**ROYAL SPORT for a 10-center**

Yours for business.

will make you money. Better write to-day for full particulars. A good idea is to run your own brand of Cigars and create a local reputation. We co-operate. All grades of Cigars. Enough good things for this time.

**The Sherbrooke Cigar Co., SHERBROOKE, P. Q.**

**All Good Tobacco Roads**

**SMOKING**

**ROAD**

Tonka  
 Solid  
 Comfort

Pinchin's  
 Hand-  
 Made

**lead**

**to**

British  
 Navy  
 King's  
 Navy  
 Beaver  
 Apricot

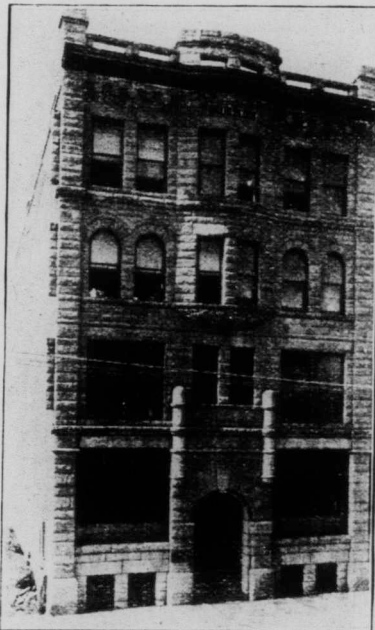
**CHEWING**

**ROAD**

**McALPIN'S**



# WM. BRAID & COMPANY



VANCOUVER, B. C.

## TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

### Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for insertion of quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 1, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

#### Baking Powder.

Ammonia Powder—	
Bee brand, 48 5c. pkgs., per case	\$1 75
" " 27 10c. pkgs. "	2 00
" " 10 25c. pkgs. "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " "	14 00
W. H. GILLARD & CO.	
Diamond—	
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

#### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75

#### JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

#### OCEAN MILLS. Per doz.

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

#### MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
2 " "	12 " "	1 40
2 " "	12 " "	1 45
2 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
1 " "	6 oz.	Per case \$4 55
1 " "	16 " "	"

#### ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	\$1 00
1 lb.	1 60
6 oz.	2 25
1 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

#### Cleveland's—Dime.

Sizes.	Per Doz.
Cleveland's—Dime	\$1 00
1 lb.	1 50
6 oz.	2 20
1 lb.	2 80
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

#### "VIENNA" BAKING POWDER.

Sizes.	Per doz.
1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	75

#### "BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	\$3 50
" " 36 10 " "	4 00
" " 24 16 " "	4 50
"Beaver" brand, 24-16 pkgs.	4 80



Cases of 48-5c. tins	Per doz.
48-10c. tins	\$0 45
24-25c. tins	0 75
48-25c. tins	2 25

#### Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1 gross box	2 00
Nixey's "Cervus", in squares, per lb.	0 18
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.	
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1 lb. pkgs.	per lb. 12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2 lb. pkgs., per lb.	10c

#### Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/4 gross, 4 oz.	



Per gross	
6a size	\$2 40
2a size	2 50

#### Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 " "	3 25
" " 16 oz., cases, 48 " "	4 25
EAGLE BORAX.	
Cases of 5-doz. 5c. packages	\$0 45
" 5-doz. 10c. "	0 90

#### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2

#### Chocolates and Cocoas.

##### THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	" 3 50
" 1-lb. tins	" 2 00
" fancy tins	" 0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	2 55
Chocolate—	per lb.
Queen's Dessert, 1/2's and 1/4's	\$0 40
" 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28
Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	\$1 75
Orange, white and almond, 1-lb.	1 00





*"Luck in business is  
the handmaid of  
judicious buying."*

Judicious grocers the world over have handled Paterson's Camp Coffee Essence for many years and are still doing it. The moral is not hard to find.

ROSE & LAFLAMME  
Agents, Montreal

## IT IS QUALITY

It is now generally acknowledged that Chocolate, and especially Milk Chocolate, is a very good article of food for "all sorts and conditions of men." The sale is therefore increasing every year. You can build up a good business in this line, but be sure to sell good, reliable goods. Such a line is found in "Klaus's"

The kind the public KNOW and ASK FOR.

## THAT COUNTS

TRY A TRIAL LOT OF  
say, 1 box each of the 2 for  
5c., 10c. and 15c. sizes of

## "KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

AGENTS:

ROSE & LAFLAMME, MONTREAL

Confections—	Per doz.
Cream bars, large boxes.....	\$2.25
" " small ".....	1.35
Chocolate ginger, lbs.....	3.75
" " 1-lb. boxes.....	2.25
" " wafers, 1-lb. boxes.....	2.25
" " 1-lb. boxes.....	1.30

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes.....	\$0.42
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—	Per doz.
Concentrated, 1/2's, 1 doz. in box....	2.40
" " 1-lb. " ".....	4.50
" " 1-lb. " ".....	8.25
Homeopathic, 1/2's, 14-lb. boxes.....	0.35
" " 1/2's, 12-lb. boxes.....	0.35
Epps's Cocoa, case of 14 lb., per lb....	0.37 1/2
Smaller quantities.....	0.37 1/2

BENS DORF'S COCOA  
A. F. MacLaren, Imperial Cheese Co.,  
Limited, Agents, Toronto.

1 lb tins, 1/2 doz. to case.....per doz.,	\$ 90
1 " " 1 " " " " " " " " " " " "	2.40
1 " " 1 " " " " " " " " " " " "	4.75
1 " " 1 " " " " " " " " " " " "	9.00

JOHN P. MOTT & CO.'S  
R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, 1/2's.....	\$0.30
Prepared cocoa, 1/2's to 1/2's.....	0.28
Mott's breakfast cocoa, 1/2's.....	0.38
" " 1/2's.....	0.35
" " No. 1 chocolate, 1/2's.....	0.30
" " Navy.....	0.27
" " Vanilla sticks, per gross.....	1.00
" " Diamond chocolate, 1/2's and 5/8's.....	0.23
" " Confectionery chocolate, 21c. to.....	0.31
" " Sweet chocolate liquors, 20c. to.....	0.34

### WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	\$0.35
Aanilla 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-lb. pkgs., 12-lb. boxes	0.33
Caracas sweet chocolate, 6-lb. boxes	0.37
Caracas tablets, 100 bundles, tied 5s, per box.....	3.00
Soluble chocolate (hot or cold soda)	0.42
1-lb. cans.....	0.42
Vanilla chocolate wafers, 48 to box, per box.....	1.56

The above quotations are f.o.b. Montreal.

### WALTER M. LOWNEY CO.

	Per lb.
Canadian Branch 530 St. Paul St. Montreal.	
Breakfast cocoa.....	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, 1-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.	34c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	35c.

Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	44c.

Milk chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	35c.

Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs. in case, 1-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	32c.

Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	30c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	23c.

### Condensed Milk.

"Anchor" brand, cases 4 doz., per case	\$5.00
evap. cream, op. 41.	4.65

### Borden's Condensed Milk Co.

Eagle" brand.....	\$1.50
Gold Seal" brand.....	1.30
Peerless" brand evaporated cream..	1.20



### TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream	
per case (4 doz.).....	\$4.65
"Reindeer" brand per case (4 doz.)....	5.60



### Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9.00
2 lb. tins, cases, 15 tins	8.70
"Beaver" coffee, 24-1 lb. pkgs.....	4.80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground.....	0.30
Extra, " " " ".....	0.26
Fine " " " ".....	0.22
Fancy " " " ".....	0.18
"Beaver" (ground only compound)....	0.15

### THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House.....	0.32
Royal Java.....	0.31
Royal Java and Mocha.....	0.31
Nectar.....	0.30
Empress.....	0.28
Duchess.....	0.25
Ambrosia.....	0.25
Fancy Bourbon.....	0.20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0.30
Gold Medal, 1-lb. tins.....	0.31
Kin Hee, 1-lb. tins.....	0.30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0.30
English Breakfast, ground only 1-lb. tins.....	0.12

### JAMES TURNER & CO.

	Per lb
Mecca.....	\$0.32
Damascus.....	0.28
Cairo.....	0.20
Sirdar.....	0.17
Old Dutch Rio.....	0.12 1/2

### E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java.....	\$0.25
" " Mocha.....	0.25
"Condor" Java.....	0.30
" " Mocha.....	0.30
15-year-old Mandheling Java and hand-picked Mocha.....	0.50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0.20
Madam Huot's coffee, 1-lb. tins.....	0.31
" " 2-lb. tins.....	0.60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0.15
Condor I, 40-lb. boxes.....	45c.
" " II, 40-lb. boxes.....	42 1/2c.
" " III, 80-lb. boxes.....	37 1/2c.
" " IV, 80-lb. boxes.....	35c.

### S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29

### Cheese.

Imperial—Large size jars.....per doz.	\$8.25
Medium size jars.....	4.50
Small size jars.....	2.40
Individual size jars.....	1.00
Imperial holder—Large size.....	18.00
Medium size.....	17.00
Small size.....	12.00
Roquesfort—Large size.....	2.40
Small size.....	1.40



PUT UP IN A MOST ATTRACTIVE AND CONVENIENT STYLE, IS

**"CROWN" Brand**

**TABLE SYRUP**

Pure, delicious, healthful for the consumer.

Profitable for the Dealer.

**PUT UP IN TINS—**

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " " "	1 "	<b>Kegs and Pails.</b>
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

**ASK YOUR JOBBER FOR "CROWN" BRAND WHEN ORDERING YOUR SYRUP. THEY ALL HANDLE IT.**

**EDWARDSBURG STARCH CO'Y, Limited**  
**ESTABLISHED 1858**

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, P.Q.

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c. <td>4c. </td>	4c.
100 to 1,000 books	3c. <td>3½c. </td>	3½c.

Un-numbered	Covers and num.	Coupons numbered
100 to 300 books	3	cents each
500 books	4	"
1000 "	5	"
1500 "	6	"
2000 "	7	"
2500 "	8	"
5000 "	12	"



Wholesale Agents  
The Davidson & Hay, Limited, Toronto



**Food.**

Robinson's patent barley	1-lb. tins	\$1 2 5
"	1-lb. tins	2 2 5
"	groats	2 2 5
"	1-lb. tins	2 2 5

**Jams and Jellies.**

Robinson's patent barley, 5 doz.	at..	\$ 1 40
"	1 doz.	1 45

**SOUTHWELL'S GOODS.**

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

**T. UPTON & CO.**

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case	per doz. \$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06½
7 and 14-lb. wood pails	per lb. 0 06½
30-lb. wood pails	per lb. 0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06½
30-lb. wood pails	per lb. 0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. 1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

**Licorice.**

<b>NATIONAL LICORICE CO.</b>	
5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	.....

**Lye (Concentrated).**

<b>GILLET'S PERFUMED.</b>	
1 case of 4 doz.	\$3 60
3 cases	3 50
5 cases or more	3 40

**Mince Meat.**

Wetthey's condensed, per gross net	\$12 00
per case of doz. net	3 00

**Mustard.**

<b>COLMAN'S OR KEEN'S.</b>	
D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" " 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" " 1-lb. tins	1 45

**E. D. MARCEAU, Montreal.**

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
" " 1-lb. tins	0 35
" " 1-lb. tins	0 32½
4-lb. jars	per jar 1 20
1-lb. jars	0 35
Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 0 25
" " 1-lb. tins	0 23
" " 1-lb. tins	0 22½
4-lb. jars	per jar 0 70
1-lb. jars	0 25



**Orange Meat.**

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

**Orange Marmalade.**

<b>THE EBY, BLAIN CO., LIMITED.</b>	
"Anchor" brand 1-lb. glass jars	\$1 50
quart gem jars	3 40
<b>T. UPTON &amp; CO.</b>	
1-lb. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails	per lb. 0 06½
Golden shred marmalade, 2 doz. case	per doz. 1 75

**Pickles.**

**STEPHENS.**

<b>A. P. Tippet &amp; Co., Agents.</b>	
Cement stoppers (pints)	per doz. \$2 30
Corked	.....
<b>Salt.</b>	
Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1 45

**Soda.**

<b>COO BRAND.</b>	
<b>DWIGHT'S BAKING SODA</b>	
Case of 1-lb. containing 60 pkgs., per box	\$3 00
Case of 1-lb. (containing 120 pkgs.) per box	\$3 00
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box	\$3 00
Case of 5c. pkgs. containing 96 pkgs., per box	\$3 00

**MAGIC BRAND**

No. 1, cases, 60 1-lb. packages	Per case \$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

**"BEE" BRAND.**

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	\$2 75
" " 16 oz., cases, 60 pkgs.	\$2 75

**Soap and Washing Powders**

<b>A. P. TIPPET &amp; CO., Agents.</b>	
Maypole soap, colors	per gross \$10 20
" " black	15 30
Orleole soap	10 30
Gloriola soap	12 00
Straw hat polish	10 20



# MONTSERRAT

IS WHAT YOUR BEST TRADE WANTS.

Your good customers want "MONTSERRAT" Lime Juice this Summer. They know that "MONTSERRAT" has the natural, delicious flavor of the ripe limes, and the full strength of the fresh juice.

You don't have to push it. We make new customers for you by generous advertising. Are you going to profit by it—or let your competitors make all the profits?

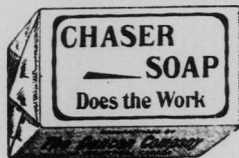
**BABBITT'S.**



Babbitt's "1776"  
6-oz. pkgs. \$3.50 per  
box. 5 boxes a  
freight paid and  
half box free.  
Babbitt's "Best  
soap, 100 bars  
\$4 10 per box.  
Potash or Lye, bxs

each doz., \$2 per box.

WM H. DUNN AGENT.



CHASER SOAP.

case ..... \$2 40  
Special quotations for quantities.

(Fairbank)

**GOLD DUST WASHING POWDER.**

24 25c. packages	\$4 65
5 1 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
1 0 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box. Freight prepaid.

**Starch.**

**EDWARDSBURG STARCH CO., LIMITED.**

<b>Laundry Starches—</b>		per lb.
No. 1 White or blue, 4-lb. carton	\$ 0 05 1/2	
No. 1 " " 3-lb. "	0 05 1/2	
Canada laundry	0 04 1/2	
Silver gloss, 6-lb. draw-lid boxes	0 07 1/2	
Silver gloss, 6-lb. tin canisters	0 07 1/2	
Edward's silver gloss, 1-lb. pkg.	0 07 1/2	
Kegs silver gloss, large crystal	0 06 1/2	
Benson's satin, 1-lb. cartons	0 07 1/2	
No. 1 white, bbls. and kegs	0 05	
Canada White Gloss, 1-lb. pkgs.	0 05 1/2	
Benson's enamel	per box 1 25 to 2 50	

<b>Culinary Starch—</b>		
Benson & Co.'s Prepared Corn	0 06 1/2	
Canada Pure Corn	0 05 1/2	

<b>Rice Starch—</b>		
Edwardsburg No. 1 white, 1-lb. car.	0 10	
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08 1/2	

<b>Bee brand starch—</b>		
" laundry, 64-12 oz. pkg. per case	\$5 00	
" " 32-12 " " " " " " " "	2 50	
" corn starch 40-16 oz. pkg.	3 00	
" Sun" borated starch, 40-16 oz. pk. per case	3 00	
" borated starch, 50 box, 100 lb. keg	0 06 1/2	
" laundry " " " " " " " "	0 05 1/2	
" Gem " " 100 & 200 lb. kegs	0 05 1/2	

**BRANTFORD STARCH WORKS, LIMITED**  
Ontario and Quebec.

**Laundry Starches—**  
Canada Laundry, boxes of 40-lb. \$0 04 1/2  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb. 0 05 1/2  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lb. 0 05 1/2  
Barrels, 200 lb. 0 05  
Kegs, 100 lb. 0 05  
Lily White Gloss—

1-lb. fancy cartons, cases 30 lb. 0 07 1/2  
6-lb. toy trunks, 8 in case. 0 07 1/2  
6-lb. enameled tin canisters, 8 in case. 0 07 1/2  
Kegs, ex. crystals, 100 lb. 0 06 1/2  
**Brantford Gloss—**

1-lb. fancy boxes, cases 36 lb. \$0 07 1/2  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs., per case 2 50  
Celluloid Starch—  
Boxes of 45 cartons, per case. 3 50

**Culinary Starches—**  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 05 1/2  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 06 1/2  
Crystal Maise Corn Starch—  
1-lb. packages, boxes 40 lb. 0 06 1/2

**ST. LAWRENCE STARCH CO., LIMITED.**  
Ontario and Quebec.

**Culinary Starches—**  
St. Lawrence corn starch, 40 lb. 0 06 1/2  
Durham corn starch, 40 lb. 0 05 1/2

**Laundry Starches—**  
No. 1 White, 4-lb. cartons, 48 lb. 0 05 1/2  
" " 3-lb. cartons, 36 lb. 0 05 1/2  
" " 200-lb. bbl. 0 05  
" " 100-lb. kegs. 0 05  
Canada Laundry, 40 to 46 lb. 0 04 1/2  
Ivory Gloss, 8-8 family pkgs., 48 lb 0 07 1/2  
" " 1-lb. fancy, 30 lb. 0 07 1/2  
" " large lumps, 100-lb kegs 0 06 1/2  
Patent starch, 1-lb. fancy, 28 lb. 0 07 1/2  
Akron Gloss, 1-lb. packages, 40-lb. 0 06 1/2



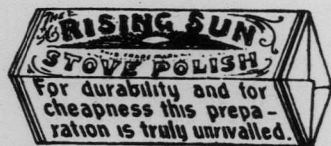
**OCEAN MILLS.**

Chinese starch,  
per case of 4  
doz., \$4, less 5  
per cent.

**SAN TOY STARCH.**

10c. pkges, cases 5 doz., per case ... 4 75

**Stove Polish**



Per gross.  
Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 1-gross boxes. 10 00  
Sun Paste, 5c. size, 1-gross boxes. 5 00



W. H. DUNN, AGENT.



Enameline stove dressing, per doz. 0 70

**Syrup.**

"CROWN" BRAND PERFECTION SYRUP.  
Per case.  
Enamelated tins, 2 doz. in case \$2 40  
Plain tins, with label—  
2 lb. tins, 2 doz. in case. 1 90  
5 " " " " " " 2 35  
10 " " " " " " 2 25  
20 " " " " " " 2 10  
(10 and 20 lb. tins have wire handles.)

**SMALL'S BRAND—Standard.**

5 gal. tins, per can. 4 40  
" " " " " " 4 90  
" " " " " " 5 45  
" " " " " " 5 70



**Teas.**

**SALADA CEYLON.**  
Wholesale. Retail  
Brown Label, 1's. \$0 20 \$0 25  
" " " " " " 0 21 0 26  
Green Label, 1's and 1/2's and 1/4's 0 22 0 30  
Blue Label, 1's, 1/2's, 1/4's and 1/8's 0 30 0 40  
Red Label, 1's and 1/2's. 0 36 0 50  
Gold Label, 1/4's. 0 44 0 60



Ceylon Tea, in  
1 and 1/2-lb. lead  
packages, black  
or mixed.

Black Label, 1-lb., retail at 25c. \$0 19  
" " " " " " 0 20  
Blue Label, retail at 30c. 0 22  
Green Label. " 40c. 0 28  
Red Label, " 50c. 0 36  
Orange Label, " 60c. 0 42  
Gold Label, " 80c. 0 55



Cases, each 60 1-lb. \$0 35  
" " " " " " 0 35  
" " " " " " 0 35  
" " " " " " 0 36



**LUDELLA CEYLON, 1'S  
AND 1/2'S PKGS.**

Blue Label, 1's	\$0 18 1/2	\$0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 50

**"CROWN" BRAND**

Wholesale. Retail

Red Label, 1-lb. and 1/2's	\$0 35	\$0 50
Blue Label, 1-lb. and 1/2's	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 20	0 25
Japan, 1's	0 19	0 25

E. D. MARCEAU, Montreal.

<b>Japan Teas—</b>		
"Condor" I 40-lb. boxes	\$0 42 1/2	
" " II 40-lb. boxes	0 40	
" " III 80-lb. boxes	0 35	
EMD AAA Japan, 40 lb "at"	0 30	
" " AA 40 " "	0 27 1/2	
Blue Jay, basket fired Japan, 70 lbs.	0 27 1/2	
"Condor" IV 80-lb. "	0 30	
" " V 80-lb. "	0 26 1/2	
" " XXXX 80-lb. boxes	0 23 1/2	
" " XXXX 30-lb. "	0 23 1/2	
" " XXX 80-lb. "	0 20	
" " XXX 30-lb. "	0 21	
" " XX 80-lb. "	0 18 1/2	
" " XX 30-lb. "	0 19	
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2) 37 1/2		

<b>"Condor" Ceylon black tea in lead packets</b>		
Green Label, 1/2's and 1's	retail 0 25 at 0 20	
60-lb. cases	retail 0 30 at 0 23	
Grey Label, 1/2's and 1's	retail 0 35 at 0 26	
60-lb. cases	retail 0 40 at 0 30	
Blue Label, 1/2's and 1's	retail 0 40 at 0 30	
Red Label, 1/2's and 1's	retail 0 50 at 0 34	
50-lb. cases	retail at 0 40	
White Label, 1/2's and 1's	retail at 0 40	

<b>Black Teas—"Old Crow" blend—</b>		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb. 0 35	
No. 2	" " 0 30	
No. 3	" " 0 25	
No. 4	" " 0 20	
No. 5	" " 0 17 1/2	

**Tobacco**

<b>THE EMPIRE TOBACCO CO., LIMITED.</b>		
<b>Smoking—</b>		
Empire, 4s, 6s and 12s.	\$0 46	
" Amber, 8s. and 3s.	0 60	
" Ivy, 7s.	0 50	
" Rosebud, 7s.	0 51	
<b>Chewing—</b>		
Currency, 12s. and 6 1/2s.	0 45	
" Old Fox, 12s.	0 48	
" Snowshoe, 6 1/2s.	0 51	
" Pay Roll, 7 1/2s.	0 56	
" Stag, 10 oz.	0 45	
" Bobs, 6s. and 12s.	0 45	
" " 10 oz. bars, 6 1/2s.	0 45	
" Fair Play, 8s. and 13s.	0 53	
" Club, 6s. and 12s.	0 46	
" Universal, 13s.	0 47	
" Dixie, 7s.	0 56	

**Vinegars.**

<b>E. D. MARCEAU, Montreal. Per gal</b>		
EMD, pure distilled, highest quality.	\$0 32 1/2	
Condor, pure distilled	0 27 1/2	
Old Crow	0 23 1/2	
Special prices to buyers of large quantities		

**Yeast.**

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 06
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, z. 5c.	1 00
Victoria " " doz. 5c.	1 00
" " 3 doz. 10c.	1 80



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Page 84



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