

REPORT OF BOARD OF TRADE

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, Provision and Food Stuffs Trades of Canada.

VOL. XVIII.

MONTREAL AND TORONTO, AUGUST 29, 1904.

NO. 35.



Laundry Blue should be perfectly soluble.

Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry,
and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.!

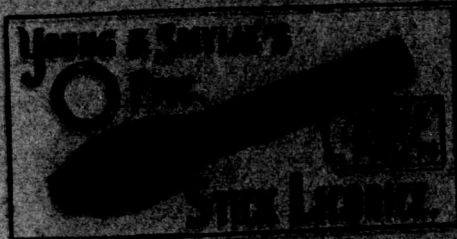


It is Finding Money

when you have in your store a line of goods which please your customers, for when they are pleased they come again, and the oftener they come the more money you make. Christie's Assorted Macaroons in tins are designed to please, and they do please. Therefore they are just the thing for progressive merchants.

Christie, Brown & Co., Limited,
Toronto — Montreal.

National Licorice Co.



Y. & S. SCUDDER and W. & R. Brands of
PURE STICK LICORICE, Acme Licorice Pel-
lets, N. & R. Waters in bags, Licorice Liquor,
and a full line of Licorice Specialties, including
the celebrated soft licorice lines and under
the Company's brands as follows: THE
FLEXIBLE LICORICE, THE PLIABLE LI-
CORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING

THE W. H. WILSON CO.
TILLSBOROUGH

OAKEY'S
'WELLINGTON'

JOHN OAKLEY & CO.

WELLINGTON

WELLINGTON

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CODOU'S

MACARONI

(Genuine French)

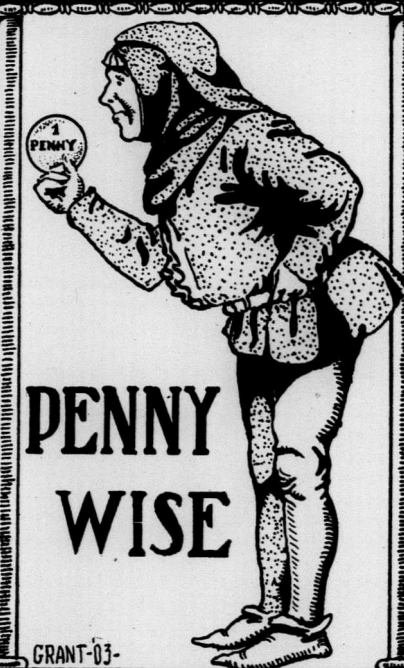
Made in a Model Factory, absolutely new
and up to date. Made only from the
finest Taganrog Russian Wheat—
the only wheat from which the
finest quality of Macaroni
can be made. Nothing
better can be
produced.

ARTHUR P. TIPPET & CO., Agents,

**8 Place Royale,
Montreal.**

**20½ Front Street E.,
Toronto.**

MANUFACTURERS' AGENTS AND BROKERS.



PENNY
WISE

GRANT-03-

The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

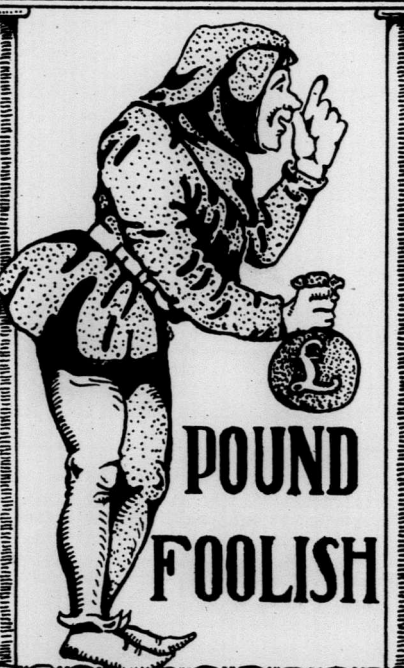
Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?



POUND
FOOLISH

MAGLEAN PUBLISHING CO -DEPT. OF ADVERTISING SERVICE

TORONTO.

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

Established 1865

W. H. Millman & Sons
Grocery Brokers.
37 Yonge Street, - Toronto, Canada

As the fruit season is near at hand, we solicit an inquiry from the trade, for Currants, Valencia and Layer Raisins. We represent old and reliable houses, and can give lowest possible prices, taking quality into consideration. Write, wire or 'phone us when in the market.

REFERENCES
BRADSTREET'S or DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.


Place your offerings with us and we will sell your goods.

Consign your cars to us.
Goods reshipped.
Excellent storage.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG DURABLE LIGHT THE BEST MADE POROUS AND CHEAP



FOSTER'S STANDARD POT

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

TAYLOR & PRINGLE CO.,

Limited,
OWEN SOUND,
Manufacturers of

Queen Quality Pickles,
Bulk Pickles,
Pure Tomato Catsups.

Our Goods have a reputation.
MADE IN CANADA.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

A CARD THIS SIZE
—COSTS—
\$30.00 per year
Weekly Changes if Desired.

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.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers,
Storage
Correspondence Solicited.
If you have any snaps let us hear from you.

ROW'S PURE
SPRUCE
LUMP GUM

ROW'S
GUM

in
Lumps,
5c. Pkgs.
in
1c. Stick,
in
5c. Bars.

ROW & CO., Morristown, N.Y., and Brookville, Ont

To Manufacturers' Agents

THE CANADIAN GROCER has en-
quiries from time to time from manu-
facturers and others wanting repre-
sentatives in the leading business
centres here and abroad.

Firms or individuals open for
agencies in Canada or abroad may
have their names and addresses
placed on a Special list kept for the
information of enquirers in our vari-
ous offices throughout Canada and
in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VINEGAR—

the market was very low, and now it's up to the retailer whose stock is low, to share with us in the profits of our good buying, as can be seen by the following prices:

PROOF STRENGTH	- - -	25	OTS. PER GAL.	} Freight prepaid on five bbls.
CRYSTAL PICKLING	- - -	19	" "	
WHITE WINE XXX	- - -	16	" "	

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea.



FOR HOT WEATHER

Sovereign Lime Juice cools the blood—counteracts the feverishness caused by excessive heat, and actually lowers the temperature of the body.

Sovereign Lime Juice

is the drink of health. It's refreshing and delicious. Costs only one-third of a cent a glass.

Get the genuine—SOVEREIGN—at your grocer's

SIMSON BROS. CO. LTD.
HALIFAX, N.S.

One of the series of ads. running in many Canadian papers by which we are letting the consumer know the strong points of our SOVEREIGN LIME JUICE. We help you make the sales easily. Stocked by jobbers in all parts of Canada.

SIMSON BROS. CO., Limited
Halifax, N. S.

Solid Satisfaction

is always given to grocers who handle our well-known "Sterling" brand pickles and relishes. The quality of our pickles is the highest, and grocers who handle this brand of pickles are building up for themselves a reputation for handling the highest grade goods.

See that you are well stocked with

- Sterling Pickles**
- Canadian Relish**
- South Africa Relish**
- Chili Sauce**
- Royal Club Sauce**

and our popular

Sweet Pickles

The T. A. LYTLE COMPANY, Limited
Manufacturers of High-Grade Pickles.
124-128 Richmond St. West, TORONTO, Can.



"COW'S HEAD" Brand Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.
Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS
C. E. COLSON & SON, - Montreal.



JAPAN

in the eyes of the world is a revelation—its wonderful progress in all the arts, sciences and industries has astonished the Western nations.

In the cultivation and production of **Tea**, Japan has as yet no equal; its soil is especially adapted for the production of the **purest** and most **delicious** and **healthful** teas in the world—

If you have not used and sold these teas, try them

NOW—

PICKLING SPICE

**Buy
Now**

—We call the attention of the trade to our special **PICKLING SPICE**, a combination of 19 varieties of best selected spices. In pickling, the best spices produce the best results. Will be pleased to submit samples and prices.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.
96-104 KING ST., MONTREAL **TELEPHONE MAIN 3171**
Telephone Bell Main 65. Telephone orders receive prompt attention.
" Merchants 522.



You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

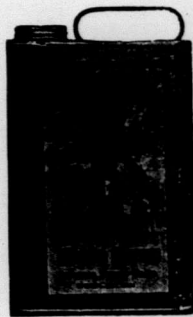
WALKERVILLE, ONT.

Any Grocer
or any user of

Imperial Brand Maple Syrup

will set your mind at rest on the question of Imperial Brand goodness if you take the trouble to ask them.

ROSE & LAFLAMME,
Agents, MONTREAL.



*It sells well
and gives
satisfaction*

What more do you want?
Don't run short of it.

**PATERSON'S
CAMP
COFFEE
ESSENCE.**

ROSE & LAFLAMME,
Agents, Montreal.

Particularly Good Value

is to be had in Ceylon Teas at the present prices.

Carefully grown and prepared by a process which insures perfect purity and retains all the strength and flavor of the succulent leaves and buds,

Ceylon Tea

makes a beverage peculiarly suited to the taste of the average Canadian. For this reason Ceylon Tea has practically the field to itself from Halifax to Vancouver.

The grocer who goes in for Ceylons is on the right track, at any time, but particularly so now, considering the excellent values prevailing.

It will make you rich.

Ceylon Tea Black and Green.

It will make you friends.

Ceylon Tea Black and Green.

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Say!
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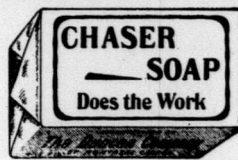
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THE EB
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ALLIS

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



Say! Mr. Grocer. You sell Soap? Send for a copy of our profit-sharing agreement. It means dollars in your pocket.

The Duncan Company
P. O. BOX 292. Montreal



IF FLIES CARRY DISEASE
AS YOUR CUSTOMERS WILL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?
WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?
WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.



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.

TEA.
AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply, "COMMISSIONER," CANADIAN GROCER, 88 Fleet Street E.C. London, Eng.

COX'S INSTANT POWDERED GELATINE

A Delightful Novelty.

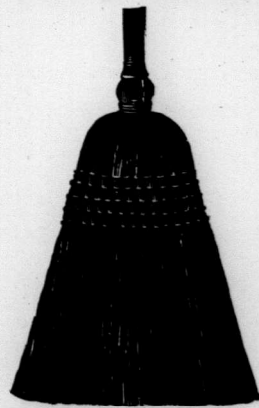
The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

Every Housewife...



knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**

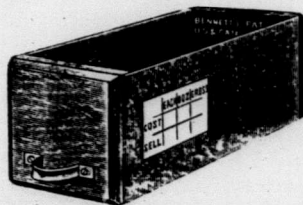
WATERLOO, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory: **Pickering, Ontario**

BURLINGTON CANNING CO.,
Burlington, Ont. Limited.

We are sellers of **QUALITY** **Gallon Apples, FIRST**

Spies, Baldwins, PUMPKIN, CATSUP, PORK and BEANS in all forms. Greenings.

The best are the cheapest. Why not have the best?

WRITE FOR QUOTATIONS.

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.

Salt Salt

Full Stocks.
All Kinds.

Verret, Stewart & Co.

Montreal.

Salt Salt

"Consider the Japanese and be wise.
With only *dried fish* and cereals in the
commissary they are holding up on
land and sea a great flesh-eating nation."

—*Boston Globe.*

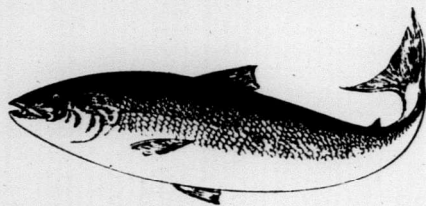
BLUENOSE FISH

Tell your customers
about this and it may
help you to sell this brand,
which is just the kind of thing
the Japs would like if they
could get it easily. Bluenose
Prepared Codfish is put up in
20-lb. boxes, 1 and 2-lb. bricks, and
1-lb. bricks 20-lb. boxes, also 10-lb. boxes,
and sells at a price within the reach of every
consumer.

BLACK BROS. & CO., LIMITED
HALIFAX AND LAHAVE, N.S.

A. H. BRITTAIN & CO., MONTREAL, REPRESENTATIVES IN
ONTARIO and QUEBEC

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of
a new design, and is very attractive.

This Catsup is far superior to many
others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see
our travellers' samples.

The Capstan Mfg. Company
TORONTO, ONT., CAN.

THE AUER LAMP
GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT.

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

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

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO. ————— MONTREAL

**1904, - '05,
1906, - '07,
08, - 09, - 10,**

It is hard to see a half dozen years ahead, and we are not spending much time trying it, but we are as confident as can be that a half dozen years hence

The Old Homestead Brand
of
Canned Fruits and Vegetables

will be known to and demanded by every discriminating housekeeper in the whole of Canada. Downright excellence in the goods and attractiveness in the label are the foundations we are building on.

We are not trying to rush the retail grocery trade to handle our goods as their premier line, and at the same time we want the hoped for day to arrive as speedily as possible - for the good of all concerned. Hence this campaign of education in THE CANADIAN GROCER.

Sold through the wholesale trade.

Distributed in the Montreal District by Messrs. Carter, Galbraith & Co. and Messrs. Lockerby Bros.

The Old Homestead Canning Co.
Picton, Ont.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and
 Coffee Trade—No Matter What Your Competition.

AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON.

TEA and COFFEE IMPORTERS.



It may be late for Primroses, but it is never late for "PRIMROSE."

"Everything in season" is a capital motto for the enterprising Grocer.

WOOD'S "PRIMROSE" TEAS show themselves always new and fresh among the multiplicity of brands, by having a large and ever increasing sale.

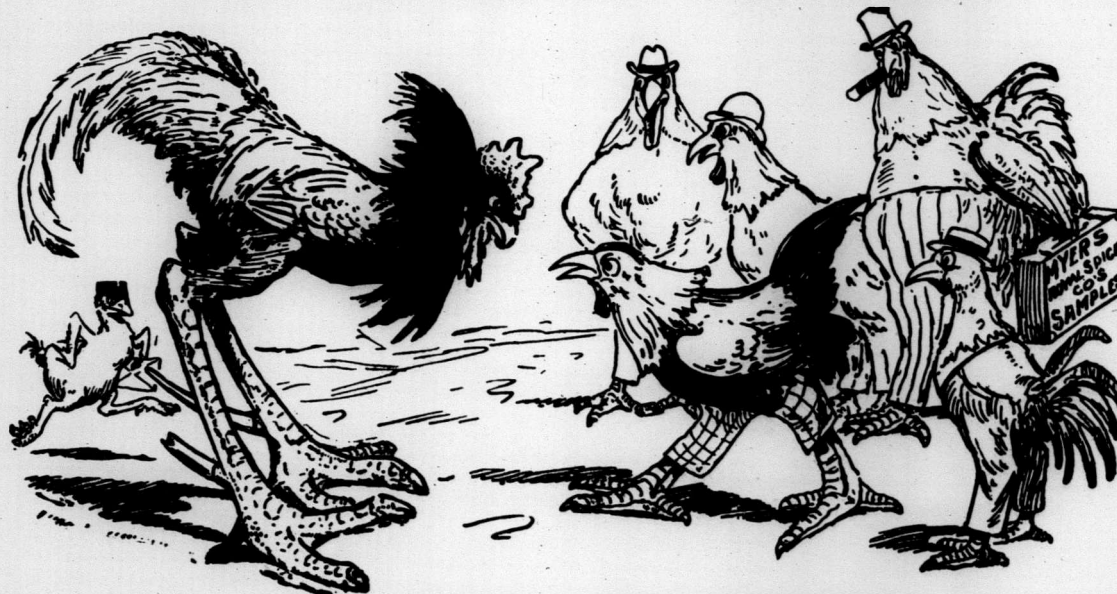
"PRIMROSE" is always in season with those who know what it is. Increase in knowledge here means increase of income to the Retail Grocer.

THOMAS WOOD & CO., Importers

No. 428 St. Paul Street

MONTREAL

DON'T BE BEHIND THE TIMES



ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write **MYERS ROYAL SPICE CO., Niagara Falls, Ont.,** for further particulars.



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COMMERCIAL TRAVELING IN CANADA

By Mr. P. B. Ball, Canadian Commercial Agent at Birmingham, Eng.

IN August 19 issue of The Grocer was published a special article from the Birmingham Daily Post on "Commercial Traveling in Canada," written by an English traveler who had just returned to the Motherland from a business trip to Canada. The Grocer has pleasure in reproducing in this week's issue an answer to the above article contributed to the Birmingham Daily Post by Mr. P. B. Ball, Canadian commercial agent in Birmingham, Eng.

It was not my first intention to answer your specially contributed article on "Commercial Traveling in Canada," published in your issue of the 9th, but I have had a number of letters from people asking if the conditions as stated in the article are actually so. One gentleman writes me in a most cheerful mood, and asks me what I think of the loyalty of the Canadians now after reading the article. He further states that he intends sending the paper to the Liberal candidate at Oswestry. This letter is distinctly funny.

I am also favored with letters from some large business houses who intended attempting to do business, but who are rather doubtful after reading of the complete Americanization of Canada. I have one from one of the largest fire-arm manufacturers, and whose house is a household word with us among those who wish to use the highest class of guns, revolvers, and rifles, but a firm which has never had a direct representative and whose name never appears in a paper so that the average Canadian might find out that such a firm exists. If we do get a chance to buy anything from this celebrated firm, we either have to come over and buy it or pay about four profits between their list and the purchaser.

The writer of your article has my most sincere sympathy. I extremely regret that his visit to Canada was so unfruitful, but I think his failure, at any rate partially, is due to himself. He went out as he states as "an old hand on the road" with an experience gained by traveling through Great Britain and the Continent, but evidently knowing nothing of matters as they obtain in Canada. As being an old hand he did not think it worth while making enquiries which might have saved him

both time and trouble. I do not know the nature of his business, but it seems to be something in the household furnishing line. The patriotism of Canada did not impress him strongly, and he regretted that it stopped short at the pocket. No doubt he thought he would be able to sell his "improved frying pans" amidst the waving of the Union Jack, and the singing or playing of the National Anthem. Canadians do not associate business with loyalty to that extent.

The Preference.

Canada merely gives Great Britain a preference of one-third of the amount of duty, and, as the gentleman observes, "all things being equal the British manufacturer has the preference." What more can any fair business man want? His remarks on some subjects remind me of the ideas held by the average manufacturer in Great Britain 25 to 30 years ago. He believed that anything that sold in Great Britain or any Continental country was quite good enough for Canada. That idea I am glad to say has been obliterated from the minds of a large number of your manufacturers. It has been my privilege to have been in rather close touch with the British manufacturer and merchant since 1876, and I can speak feelingly on the change which has come over many of them. They will give us an opportunity of buying what we want. He is willing to go out and fight for his market, but that does not seem to suit some travelers.

The writer of the article sneers at our modest little 10 per cent. preference. He evidently expected that he would get 33 1-3. How high did he think our tariff was? It strikes me that if it had not been a British colony but had been Germany that gave this 10 per cent., he would not have belittled it quite so much. He partially states the truth of his failure when he says that he had to meet the keen competition of the Americans, and in many instances their "cleverer patents" and "handier notions." That covers a great deal. Moreover, he does not credit us with originating any ideas. All is done by the "Yankee." (He forgets the telephone.) He allows that the Britisher's indifference has lost him a large quantity of our trade. What did he think we were going to do? Sit

and suck our thumbs, or take what was given us? No, we bought the best goods the American, Frenchman, and German could produce, as well as a large quantity of British goods (but not the amount that we should had we been properly looked after). We also took what we considered the best ideas for ourselves in certain goods, and manufactured them.

Americanization of Canada.

The gentleman evidently was not conversant with a great many matters as they obtain on the other side of the water. He complains that we have adopted American ideas in the systems of railways, hotels, sanitation, lighting, street traffic, plumber's fittings, heating apparatus, etc. This may be so, but unfortunately you have not educated us to a sufficient degree. But, from my own experience, I may state that so long as the world lasts you never would get the Canadians to take up some of the articles used by yourselves. The heating and cooking utensils as used in this country, and also your ranges, would certainly not suit us. You burn soft coal; we burn anthracite. I do not suppose that in fifty households in Canada you would find a cast-iron pot such as is used in almost every house in Great Britain, or, if found in more, it would probably be an heirloom.

We once used British enamelled ware, but you were beaten out of the market, and we had to go elsewhere, Germany. We would gladly return to England if possible, but all you do in the matter is to manufacture the basis, send them to Germany to be enamelled and then brought back. So far as heating apparatus is concerned, no one in Canada could live with the heating appliances you have in your houses here. We are very much in advance of you with regard to plumbers' supplies. You make beautiful goods, but we do not see the sense of putting a ton of metal in an article when half a ton will do. Hence the idea in the minds of some that we want flashy, flimsy goods.

The gentleman is very much disappointed because we use "buggies" instead of "dogcarts." Well, if he had to rid ten miles over one of our country

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

SUN PASTE
STOVE POLISH
IN TINS
GUARANTEED TO THE TRADE

DURABLE
3000 TONS SOLD

STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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.

roads in a "dogcart" there would not be very much left of him.

In men's hats and hosiery we import no more from the States than we do from you, and so far as footwear is concerned he does not seem to understand that a man requires a pair of water-proof boots here, while in our Summer he will wear a fine calfskin boot, and in the Winter he protects his feet with what you call a "golosh." But the gentleman should not complain of that, for I see even England has adopted American boots, and American boot shops appear in all your large cities.

Referring to the close proximity of the United States to Canada, and giving that as one reason against the selling of British goods, he, like many more, seems to think that there is only an imaginary line between the States and Canada, on the one side of which an American porter stands and hoists the packages across at no expense. For this gentleman's information I may say that it costs as much to send a ton of stuff from Pittsburg to Toronto as it does from Liverpool to Toronto.

Limited Companies.

I take exception to the statement that the majority of houses are in the hands of limited companies. Seven out of ten jobbers and dealers are private firms, and a large proportion of the balance are managed by one family, who have all their money invested in it, although it is called a limited company. Probably not more than 50 per cent. of our manufacturers are in private hands, but I do not think this is very different from things in Great Britain. He objects to having a buyer for every department. I do not think this idea is confined to Canada alone. I fancy Great Britain does a great deal in that way, and it seems to me to be indicative of good sense. If the gentleman went to sell goods to Whiteley, of London, I do

not suppose he would expect Mr. Whiteley himself to buy them.

Of course it is a very serious thing that so many young men should have been appointed to responsible positions, but I fancy the gentleman himself must have had a very severe turning down by one of these twenty-five-year-old Canadians which makes him speak in the way he does of them. If he was spoken to about the slowness of the British it was probably an allusion to the length of time it would take him to fill an order. In many cases if we were doing all our buying from Great Britain we would have to stock for more than eighteen months.

It was one of those unfortunate things in life that this gentleman could not get the principals of houses to drop everything and attend to him. No doubt business men here drop everything at once and attend to the traveler. From my knowledge of trade matters on this side it is only at certain hours that a traveler can see a buyer, and he seems to have found our people accessible at all times.

I think the visit to Canada has probably done the gentleman good, and he will probably go out again and do a good business. I can quite see why he could not sell more goods when an advantage of 10 per cent. looks so small. A good many houses I fancy would be rather glad to work for that much gross profit. Some of his wonderful ideas have been exploded, and he finds after all that the word "British" is not in itself enough to sell goods. If the manufacturer goes out to Canada with the idea that his goods are the only goods in the world he will be mistaken, but if he goes with the idea, as your correspondent says, "that he will get a good reception and be well treated," and shows an article that the Canadians want, and not insist too much that

what he has to sell is what we must have, but will make what we want, then there is no doubt that he will do business.

Traveling in Canada.

With regard to expensive traveling. So far as the duties are concerned, and his complaint that paying duty on his packages was blackmail, all travelers have to pay this duty, no matter from what country they come. Had he been willing to take a little advice he would have gone to Canada with the invoice of samples and packages, and he probably might have paid a little less. It was annoying no doubt, but not more so than it is to a Canadian who visits Great Britain and is charged 4s on a broken pound package of tobacco. They are both Government rules, and there is no getting away from them. Railway fares are cheaper there than here. From Montreal to Toronto is 666 miles return, and the fare (first-class), including Pullman sleeping car, amounts to £4; but had he taken a little advice from those who knew he would have joined the Commercial Travelers' Association, and got his fare about one-third less, and would have been allowed about 200 lbs. excess baggage. The fare from Birmingham to Glasgow, 576 miles return, is £4 10s, and if you took a "Pullman" you would want your pocket-book full.

We have not outside porters as here. We cannot get the men, but we have something which may cost a little more with our transfer companies. He objects to fivepence for a shine—he should have said that he got a polish which would last him for a week, not the dabbing on of a bit of blacking such as you usually get at hotels on this side. If he got a polish in a London hotel of the same class as he got in Canada it would cost him sixpence. Hotels of the class

THANK you for orders sent us during travellers' holidays, also those received and shipped last Monday. We appreciate thoroughly the courteous treatment we received at the hands of our friends.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

New Arrivals

ANT SUGAR

The best thing for keeping ants away from food.

STRETTONS' SAUCE

Reputed 1/2 pints.

JAMES ROBERTSON & SONS SCOTCH MARMALADE

1-lb. Jars.

7-lb. Tins.

THE GENUINE.

SAMUEL HANNAH & CO.'S IMPORTED PICKLES

16-oz. Octagon Mixed, cases, each 4 lbs.
16 oz. " Chow Chow, " " 4 lbs.
40-oz. Mixed, " " 2 doz.
40-oz. Chow Chow, " " 2 doz.

Write to us for quotation
on the above

James Turner & Co., - Hamilton

BRANCH CANADA GROCERS LIMITED

**Two
Lines
That
Lead.**

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—**ROBT. CROOKS & CO., Botolph House, Eastcheap
London, England.**

TEAS

We are offering exceptional value in all grades of Tea--

INDIA

HYSON

CEYLON

JAPAN

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto

We are

NOW

booking orders for Fall delivery on Imported and Domestic cheese, including:

Roquefort
Gorgonzola
Swiss
Edam
Pineapple
Limburger
English Stiltons
Canadian Stiltons
Canadian Cheddars
Canadian Flats

"NOTHING BETTER"

Write us and get our prices.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
51 COLBORNE ST., TORONTO, ONT.

he used in Montreal, Quebec, and Toronto could not be found in this country for twice the money. A man may go through a bill of fare in Canada and get his choice of three times as much as he would get at one meal here for the same price. Everything is table d'hote, and a bill of fare for three meals is put before a traveler which could not be got for three times the money in Great Britain. It is an exaggeration to say that you can get as much for a shilling in England as you can get for a dollar in Canada. Little expenses may amount to more, but the larger ones are not so much. Of course, if he is going across the Continent he is traveling ten times the length of the British Isles. If he goes from Montreal to Toronto he goes farther than from London to Glasgow, and probably if a man is accustomed to take two weeks to travel that distance on this side it naturally would amount to less. The shorter trips give him a chance to average his expenses.

In spite of the gentleman's remarks, there is a large business to be done if the British will go after it, and make what we want, but it is absolutely useless for a man to go to the other side thinking he can sell any "old thing" just because it is "British."

GROCERS WILL CONVENE.

At the regular monthly meeting of the Grocers' Section of the Toronto Branch of the Retail Merchants' Association held August 22 arrangements were completed for holding a meeting of the representatives of the grocers' sections of the Association throughout the province on Tuesday, September 6.

A resolution was passed condemning the Merchants' Premium Exchange, a new business similar to trading stamps recently introduced into the city, and the complaint was referred to the General Executive Board to take action.

SALMON

We are offering a splendid value in good red fish, new pack—to arrive. We have only a limited quantity of this fish to offer. You had better get in on this before it is all gone.

THE DAVIDSON & HAY LIMITED
Wholesale Grocers, Toronto

Business Changes

ONTARIO.

A MEETING of the creditors of Z. Regimbal, grocer, Axilda (Ray-side P.O.) will be held September 1. Mr. Regimbal has assigned to C. Price, Sudbury.

Simon Yost, grocer, of Berlin, is dead.

J. W. Allen, grocer, of Guelph, is dead.

J. Hewer, flour and feed merchant, Guelph, has sold out.

The assets of C. W. Butler, grocer, Ottawa, have been sold.

D. Nicholson, general merchant, Pendleton, is giving up business.

J. Rankin confectioner, Stratford, has sold out to A. Beattie & Co.

S. J. Dempsey, general merchant, Calabogie, has opened a branch at Renfrew.

QUEBEC.

A. Mosevitch, grocer, Montreal, has registered.

Fisher & Son, grocers, Montreal, have registered.

N. Leclere, general merchant, French Village, has assigned.

The American Pickle Works, Montreal, have registered.

The assets of A. Robert, grocer, St. Jerome, have been sold.

J. D. Pilon & Cie, general merchants, Dorion, have registered.

Howard Gray & Co. fruit merchants, Montreal, have registered.

A. Couture, grocer, Levis, has assigned voluntarily to A. Lemieux.

Z. Castonquay, grocer, Montebello, has succeeded Pierre Huneault.

W. E. Gingras, grocer, Montreal (St. Henry) is offering to compromise.

A. L. Kent has been appointed curator to M. P. Laverty, grocer, Montreal.

The assets of M. P. Laverty, grocer, Montreal, are to be sold August 29th.

L. E. Desilets, general merchant, Shawinigan Falls, is offering to compromise.

The assets of M. P. Laverty, grocer and liquor merchant, Montreal, are to be sold.

A. Hamel, grocer, Ancienne Lorette, made voluntary assignment to V. E. Paradis.

V. E. Paradis has been appointed curator to A. Dallaire, general merchant, Tremblay.

J. F. C. Martel, grocer, St. Rona'd, has made voluntary assignment to V. E. Paradis.

The assets of Eugene L'Ecuyer, general merchant St. Polycarpe Junction, are to be sold.

Rheume & Cie, butchers and provision merchants, Montreal, have dissolved partnership.

V. E. Paradis has been appointed curator to Samuel Viner, general merchant, Rimouski.

N. Cotnoir has been appointed curator to Hormisdas Poitevin, grocer, St. Germain de Grantham.

Demand of assignment of Rheume & Co., butchers and provision merchants, Montreal, has been made.

A statement of the affairs of H. Mercier, general merchant, St. Ephrem D'Upton, is being prepared.

T. Valiquette, crockery dealer, Montreal (St. Henry) has assigned; meeting of creditors August 23.

A meeting of the creditors of Narcisse



Upton's

Orange

Marmalade

on toast makes a delicious breakfast.

TRY IT.

Leclerc, French Village, general merchant, will be held August 27.

Declaration of separation as to property of J. A. Bedard has been made by Hamel & Bedard, grocers, Quebec.

A meeting of the creditors of H. S. Frigon & Co., general merchants, Three Rivers, was announced for August 23.

A. Desmarteau, Montreal, has been appointed curator to J. McGarrahan, dealer in tobaccos and cigars, Montreal.

J. H. Constantin, general merchant, Nominique, has assigned and a meeting of the creditors will be held August 29.

V. E. Paradis has been appointed curator of J. W. Donohue, general and commission merchants Roberval, whose assets were advertised to be sold August 25.

NEW BRUNSWICK.

M. A. Godfrey, grocer, St. John, has sold out to M. E. Grass.

Ashmere & Gilroy, bakers and confectioners, Waskada, have dissolved partnership.

Cooper & Surkin, late general merchants, Insinger, have assigned to C. H. Newton.

Fisher & Ross, general merchants, have sold their Leavings branch to L. H. Ugland.

M. Krolik, general merchant, Grenfell, has been succeeded by Krolick & Schroeder.

Whitecombe & Munro, grocers, Edmonton, have sold out to Brunelle & Studebaker.

G. M. Jackson, general merchant, Poplar Point, has sold out to Chas. H. Clarke & Co.

The stock belonging to the estate of Joseph Pailibert, general merchant, Duck Lake, has been sold.

G. Weston, Toronto; executive committee, A. W. Carrick, Toronto; G. Whittaker, Brantford; John Turnbull, Simcoe; A. M. Ewing, Hamilton.

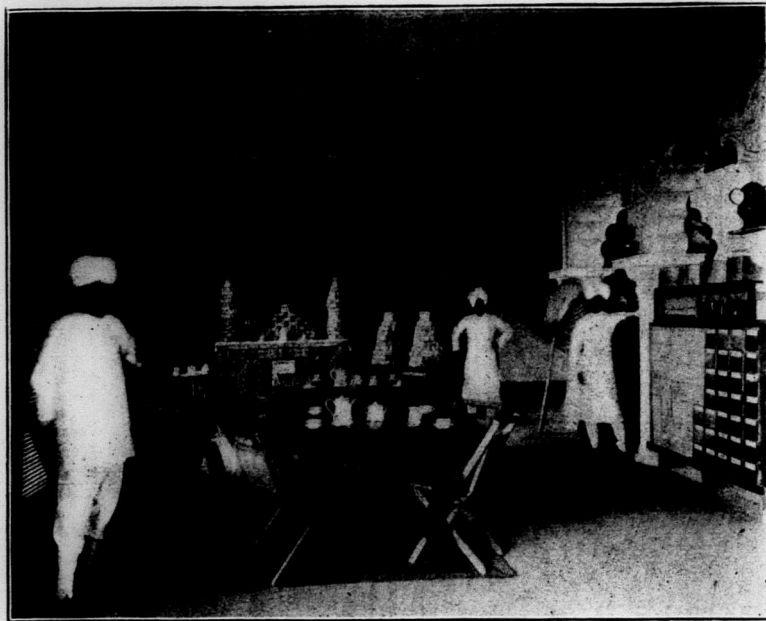
CANADIAN TEA FIRM AT ST. LOUIS.

MR. P. C. LARKIN, proprietor of the Salada Tea Co., Toronto and Montreal, has just returned from a tour of the Salada branches in the United States, including Buffalo, New York and Boston.

In an interview with The Grocer, Mr. Larkin states that his firm is making good progress in the United States, and that ultimately Ceylon and Indian teas will have it their own way over there. Instances of this are seen in the increased demand for Salada, and the frequent inquiries for it received daily. In Boston to-day every wholesale and practically every retail grocery store stocks Salada. The same is true of Buffalo, Pittsburg, Detroit, and throughout the New England states. In greater New York over 1,500 retailers carry Salada; in Chicago over 1,000; in St. Louis in the neighborhood of 600, and similar conditions prevail in all the principal cities of the United States. On August 18 a large telegraph order was filled from San Francisco; all going to show the prominent place Salada has secured in the United States market.

The Grocer is reproducing in this week's issue a photograph of the Salada tea exhibit in the Ceylon Government building at the St. Louis Exposition. Mr. Larkin says the exhibit has already done Salada a great deal of good, and will be productive of much more before the end of the fair. It may interest readers of The Grocer to know that the same exhibit is repeated in the India Government Building, so that Salada has no less than three exhibits on the fair grounds. Tens of thousands of visitors are availing themselves of the opportunity provided for a close inspection of Salada tripple exhibit, and through the courtesy of those in charge are gleaning much valuable information concerning far away India and Ceylon.

The accompanying illustration gives a fair idea of the actual exhibit. One of the most striking features is its size. Nothing is crowded; eastern bronzes and richly carved teak wood furniture are scattered about in luxurious profusion. Oriental rugs, tapestries and cashmere silk curtains are much in evidence, but wherever a bit of wood work is visible the eye is afforded a veritable treat in the way of Indian carving and arabesque work. The illusion is complete when a dark-skinned native in Indian costume appears on the scene and serves a cup of Salada tea after the fashion of the east.



"Salada" Tea Exhibit in Ceylon Government Building, St. Louis.

F. Fulmer & Co., general merchants, St. Martin's, have assigned.

The blacksmith shop in connection with the general store belonging to W. L. Belyea & Co., Sydney, has been destroyed by fire; loss \$200.

MANITOBA AND N.W.T.

Tyndale & Myers, confectioners, Roland, have dissolved partnership.

McKenzie & Rutherford, confectioners, Lariviere, have sold out to McKenzie Bros.

G. W. Halstead, baker and confectioner, Carnduff, has sold out to John Walker.

BRITISH COLUMBIA.

W. H. K. Russell, grocer, Vancouver, is giving up business.

Mr. G. A. Paulson, of Paulson Bros., grocers, Rossland, is dead.

EXECUTIVE OF MASTER BAKERS' ASSOCIATION.

The following is a list of the officers of the Master Bakers' Association of Canada for the coming year: President, A. A. Lees, Hamilton; vice-presidents, M. Bredin, Toronto; C. S. Clapp, Belleville; J. W. Wilson, Spring Hill, N. S.; secretary, J. Acton, Toronto; treasurer,

Something for you to think about

ARE you selling more **RED ROSE TEA** than you did a year ago? Most merchants are, and many tell and write me that they are selling very little of any other brand, and find that by pushing **RED ROSE**, they increase their sales more than when they were selling other brands.

Does it not appear reasonable that your customers have more confidence in you and the goods you sell, when you recommend only **one** brand of any one kind of goods?

There can only be **one** that **is the best**.

If **RED ROSE TEA** is **THE BEST**, that, without doubt, is the **one** you should recommend. If it is not the best, recommend the **one** that you think is.

T. H. ESTABROOKS

BRANCHES
TORONTO  WINNIPEG

. . . St. John, N.B.

MONTREAL RETAIL BUTCHERS' PICNIC.

A MONTH ago The Grocer had the pleasure of chronicling the outing of the Retail Grocers of Montreal at Delorimier Park. In this issue a like pleasure comes in reporting the annual picnic of the Retail Butchers' Association of Montreal, or, as their very handsome and elaborate programme puts it "22^eme Pique-Nique Annuel de L'Association des Bouchers de Montreal," which took place on Wednesday, August 17. The Butchers' Association of Montreal, has just reason to be proud of itself. Founded in 1870 the society after hard work and enterprising propaganda has become a power in the city, and its influence is socially, commercially, fraternally and politically one of the most prominent. Its progress from its formation with a membership of 35 members in 1870 has been steady and solid and to-day its list of members numbers 300 with prospects for a large increase very bright. Thanks to the wise and prudent administration of its officers, the financial condition of the society is excellent, with a reserve fund strong enough to meet future exigencies. Its presiding officers have been men prominent in their trade in the city and it is largely due to the close interest and attention given by these officers in the past that the present prosperous condition of the association is due. Among its past presidents may be mentioned the following: D. Contant, J. B. Bourrassa, F. Bayard, E. Lavigne, E. and Alf. Leduc the well known St. Henry packer; Jos. Denis, Macduff Lamb, of University street market; P. Bedard, and others. The present incumbent of the chair is J. Lamoreaux one of the hardest workers the society has had, who spares neither time, money nor interests in advancing the welfare of the association. Mr. Lamoreaux is assisted by a committee of hardworking and keen-sighted business men H. Portras, treasurer; J. A. Beaudry, secretary (Mr. Beaudry is also secretary of the Retail Grocers' Association); correspondent secretary, Aug. Prevost.

The trades of the grocer and the butcher are closely allied both purveying

to the requirements of the inner man. In these days, particularly in cities and in the larger towns, they are often combined, and it naturally follows that the picnics and excursions of the two associations are patronized mutually by members and friends of both. The picnic on Wednesday last was no exception to this mutual enjoyment, and the grocers of Montreal turned out freely to assist their confreres in making it, as it turned out to be, the banner picnic of the year, nearly 6,000 persons being present to enjoy the games and races provided by the committee.

One of the interesting features of the Butchers' Picnic is the annual parade of delivery wagons and private turnouts, with members, etc. This year owing to the threatening weather of the early morning, the turnout was not so large as last year's, but small as it was in comparison with its predecessors, it was sufficiently large and representative to attract attention and praise from the citizens on the route of parade. Accompanied by a band the procession left Champ de Mars at 10 o'clock, arriving at Delorimier Park at 12.30. Here under a large tent, the officers, invited guests and representatives of the press, partook of such a lunch as can only be spread by such connoisseurs and bon-vivants as the butchers of Montreal. Speeches were made by Mayor Laporte, Ald. N. A. Lapointe, Ald. Levy, Hon. Robert Biekerdike (one of the founders of the Association), N. Chartrand, president Retail Grocers' Association; C. O. Gareau, president Dry Goods Association; Mr. Watson, president Boot and Shoe Association; Alf. Leduc, ex-president Butchers' Association; Mr. Montet, of La Presse, on behalf of the members of the press present; J. Lamoreaux, president, and J. A. Beaudry, secretary Butchers' Association, and others.

After luncheon the games were entered upon and carried out with promptness and satisfaction to all, except the losers. Some 25 events were on the programme, and with the large number of entries for each, president Lamoreaux and his committees were kept more than

busy. Just as the last event had been pulled off Jupiter Pluvius, who had been keeping magnanimously in the background all day, concluded to take a hand in the sport, and started to pour out his blessings upon the thousands present, thinking no doubt that as the inner man had been moistened the outer man should restore the balance.

Prime Cuts.

That four-in-hand turnout with President Lamoreaux, Secretary Beaudry and Ald. N. A. Lapointe was a most magnificent rear guard for the procession.

Mayor Laporte received a splendid reception at the pavilion, and in his speech aptly referred to the similarity of interests and aims of the Butchers' and Grocers' Associations.

Alf. Leduc of course had to win that foot race. As at the Grocers' picnic he showed that "St. Henri" was in front.

O. Lefebvre of "Chinese Starch" fame, was enjoying himself up to the limit finding many friends to greet him.

Jos. Ethier, of Laporte, Martin & Cie., was one of the judges of the horse racing.

The crowd of over 6,000 people was one of the largest of the season, and seemed to thoroughly enjoy itself.

The absence of gambling was a feature favorably commented on by the patrons of the picnic. The wheel of fortune is certainly getting a thorough shaking-up all around, the police authorities keeping a close eye on the artists.

President Lamoreaux's bullock balloon created amusement. It was certainly a good ad.

"Tommy," the famous horse of "El Presidente" Cigar Co., ran his special race alone and received thunders of applause at the finish. It was a good and novel feature and much enjoyed.

Vice-President Maynard of the Retail Grocers' Association and 2nd Vice-President Limoges of the same society were popular participants in the festivities.

The Dominion Packing Company

LIMITED.

Telegraphic Address,
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

**Barrelled Pork
Compound Lard
Smoked Meats**

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT



BRAND

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line. Our Bacon is well trimmed. Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co.,
PORK AND BEEF PACKERS, LIMITED.
TORONTO, ONT.

Public confidence in the wholesome preparation and splendid eating qualities of

MATTHEWS' PORK SAUSAGES

is what sells the goods. The fall season is here, write us for special prices on weekly orders.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

MAGIC BAKING POWDER



REGISTERED IN CANADA

E.W. GILLETT COMPANY LIMITED

MAKES YOUR CAKES LIGHT.
MAKES YOUR BISCUITS LIGHT.
MAKES YOUR BUNS LIGHT.
MAKES YOUR LABOR LIGHT.
MAKES YOUR EXPENSES LIGHT.

Order from your Grocer.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

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PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The strength of the market of last week in smoked meats is continued this week. Prices are firm, and it is probable that long clear bacon and lard will be still higher in the course of a week or two. Stocks are low, which fact assists in sustaining prices. The fresh meat market is quiet, the holiday season telling strongly against it. Beef is a little weaker, although prices remain about the same. Spring lamb has taken a sudden leap to 9c., but will in all probability be down in a couple of days to its old level around 8c. We quote :

Long clear bacon, per lb.	0 08 1/2	00 08 1/2
Smoked breakfast bacon, per lb.	0 12 1/2	0 13
Roll bacon, per lb.	0 09	0 09 1/2
Small hams, per lb.	0 13	
Medium hams, per lb.	0 13	
Large hams, per lb.	0 11 1/2	0 12
Shoulder hams, per lb.	0 08 1/2	0 09
Backs, per lb.	0 13	0 14
Heavy mess pork, per bbl.	15 00	15 50
Short cut, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07 1/2	0 07 1/2
" tubs	0 07 1/2	0 07 1/2
" pails	0 07 1/2	0 07 1/2
" compounds, per lb.	0 06 1/2	0 07
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	8 00	9 00
" front quarters	4 50	5 80
" choice carcasses	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	9 00	9 00
Veal	6 00	8 50
Hogs, light	8 00	8 25

Butter—Conditions in the butter market remain about the same, with receipts large. The export demand is off a little this week, but prices are as strong as ever. Dealers complain of the poor quality of butter offered. The damp weather, with its long, rank grass, has resulted in soggy butter that neither packs or keeps well. One dealer asserts that he has never seen a season of such a poor quality of butter. This feature shows up most strongly in the tubs. We quote this week :

Creamery prints	Per lb.	0 19	0 20
" solids, fresh	0 17 1/2	0 18 1/2	
Dairy prints	0 14	0 15	
" in tubs	0 12	0 14	

Cheese—Two reasons are given for the advance in cheese on the boards a couple of weeks ago. One is that higher prices are expected on account of the spoiled cheeses reported in England. At least, the rumor reached this country, and probably had something to do with it. But from all appearances, it was a game of bluff almost pure and simple. If buyers had an idea that they could scare the Englishman into falling over himself in getting into the market simply by inflating prices they may find themselves mistaken. Dealers' prices remain firm, with a little falling off in the board prices. Stocks held in this country must be large, as the make has been unprecedented. Unless an improved export demand soon

appears, there is sure to be a lower level of quotations. Board reports are as follows :

Board.	Boxes.	Price.
Campbellford	1,465	(630 sold) 0 08 1/2
Ingersoll	4,752	(no sales) 0 08 1/2
Woodstock	3,370	(few sold) 0 08 1/2
Peterborough	5,893	(4,575 sold) 0 08 1/2
Stirling	950	0 08 1/2
Pictou	*1,000	(695 sold) 0 08 1/2
Brockville	1,750	(none sold) 0 08
Madoc	879	0 08 1/2
Kingston	1,220	(350 sold) 0 08
Barrie	480	0 08 1/2
Tweed	540	0 08 1/2
Vankleek Hill	1,150	0 08 1/2
Winchester	1,621	0 08
Parth	2,640	(few sold) 0 08 1/2
Napanee	1,470	(350 sold) 0 08
Listowel	2,866	(none sold) 0 08 1/2
Kemptville	1,000	(none sold) 0 08 1/2
South Finch	1,300	(few sold) 0 08 1/2
Ottawa	1,042	(few sold) 0 08
Iroquois	*785	(few sold) 0 08 1/2
Belleville	2,600	(1,400 sold) 0 08 1/2
London	2,129	(no sales) 0 08
Cornwall	1,685	0 08 1/2
Alexandria	1,337	0 08 1/2
Lindsay	1,752	0 08 1/2

We quote the following prices :

Cheese, large	Per lb.	0 08 1/2	0 09
" twins	0 09	0 09 1/2	

Montreal.

Provisions—A general steadiness marks provisions of all kinds. There are plenty receipts of live hogs, and a good demand. Sales continue at \$5.75 a hundred, off cars weight. A general demand has been noticed for fresh killed abattoir stock, and prices remain unchanged since last week. Canadian bacon is reported to be selling finely in the Old Country, enquiries have been frequent and there is a steady market. Lard is still active, and business good. We quote :

Canadian short out mess pork	\$17 00	\$18 00
American short out clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb.	0 12 1/2	0 13 1/2
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.	0 06 1/2	
" " " " " " " "	0 07 1/2	
" " " " " " " "	0 07 1/2	
Cases, 20 3-lb. tins, per lb.	0 07 1/2	
" " " " " " " "	0 07 1/2	
" " " " " " " "	0 07 1/2	
20-lb. wood pails, each	1 48	
20-lb. tin pails, each	1 38	

Wood net, tin gross weight—	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07 1/2	0 08 1/2
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08 1/2	0 09 1/2
" cases (24 3-lb. tins)	0 08 1/2	0 09 1/2

Butter—An excellent business has been carried on in butter, and early this week at the wharf, a thousand boxes were cleaned up at 19c. From the Old Country encouraging news has arrived, and the situation is stronger for export. Drought and hot weather in the Old Country has caused a scarcity of good stock, and Canadian butter will be in better demand than ever, no doubt. An exceptional price has been realised in 191-4c for Quebec creamery.

Butter Exports—The exports of butter are continually increasing, the total

shipment for last week, ending August 22, were 32,398 boxes; of these 28,259 were local shipment. For the corresponding week of last year, there were 21,371 boxes and of these 18,912 were of local shipment. The total butter shipments since May 1, were 238,276 boxes, and of these 210,860 were local export. For the corresponding period of 1903, there were 157,513 boxes shipped.

Cheese—A slight improvement has been noted in the cheese situation since last week. Considerable steadiness has been reported, and export enquiry has improved. Early in the week 7,000 boxes sold at 8c. In one small lot there was some competition between two firms, and a quarter to three-eighth cents more was bid. It is quite interesting to compare the offerings of a year ago at this time, when in one morning at the wharf, 12,000 boxes of cheese were offered. It might easily be exclaimed, "Oh, what a falling off was there!" From abroad

Few Flies last year
No Flies this year

if you use

**Wilson's
Fly Pads**

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

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

Are You the Man

we are looking for?—the man who wants the best class of goods. We make

Napoli Macaroni

—a better, more attractive, and cheaper Macaroni than the imported.

Samples Free.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

In the Coffee Business

Just because we know coffees. Lots of low grade blends. Few high grade blends. Always room at the top; hence

TORONTO CLUB COFFEE

—a matchless blend of genuine high grade Mandheling Java and Arabian Mocha. In sealed packages, 1/2s and 1s. Ground or whole. Sample free.

TORONTO CLUB COFFEE CO.
85 Jarvis St., TORONTO.

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.

An Inferior
Mince Meat
would be foolish

Necessity compels us to make
the best Condensed Mince Meat.



PEACOCK
BRAND

is best. Your
wholesaler will
supply you.

The Bates, Peacock Co.
HAMILTON, ONT.

it is learned that consumptive enquiry must have increased considerably, as the total stocks in London, for instance, are not much larger than they were a year ago, at this time. Cheese may improve.

Cheese Exports—For the week ending August 11, there were 84,647 boxes of cheese and of this 69,171 were local. For the corresponding week of last year, the falling off for this year is very noticeable, there being 96,985 boxes shipped. Since May 1 the total shipments amounted to 996,531 boxes, and in 1903 they were 1,368,718, so that the falling off is all the more marked when the aggregate is shown.

St. John, N.B.

Provisions—There continues to be a very light inquiry for barrelled pork and beef, little change in price reported. In lard holders of stock begin to see signs of a former market. Hams and rolls command full figures. In fresh meats domestic beef is easy and the outlook seems favorable to low prices. Western beef is unchanged, veal and mutton continue dull, lamb is selling freely at somewhat lower prices. We quote the following prices:

Mess pork, per bbl.	\$16 00	\$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	19 00	12 00
Domestic beef, per lb.	0 06	0 07
Western beef "	0 08	0 10
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb, "	3 03	0 09
Pork "	0 06 1/2	0 07 1/2
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08 1/2
" " pails "	0 08 1/2	0 09
Refined lard, tubs "	0 08 1/2	0 09
" " pails "	0 08 1/2	0 08

Butter—The market is well supplied. Prices are low. There is improved demand for best grades. Our quotations are as follows:

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair	0 12	0 14

Eggs—Prices are firm and tend to higher values. A steady sale is reported. Our quotations are as follows:

Eggs, hennery	0 15	0 20
case stock	0 14	0 15

Cheese—With the making of later cheese, factories have advanced prices. The outlook seems improved. We quote the following prices:

Cheese, per lb.	0 09	0 10
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Winnipeg.

Cheese—The market is steady and prices are well maintained by a good, regular demand.

Cheese, large, per lb.	0 00	0 10
" small, and twins	0 00	0 1

Butter—The market is firm and fairly bright. As usual, there is a good demand for choice quality. We quote the following prices:

Creamery, fresh churned, per lb.	0 22
" per lb.	0 20
Dairy, per lb.	0 18
" in tubs, per lb.	0 15 0 16

Cured Meats—The market is now firm. Quotations are as follows:

Hams, per lb.	0 12 1/2
Breakfast bellies, per lb.	0 13
Breakfast backs, per lb.	0 10 1/2
Picnic hams, per lb.	0 08 1/2
Long spice rolls, per lb.	0 10 1/2
Short spice rolls, per lb.	0 10
Long clear rolls, per lb.	0 08 1/2
Dry salt backs, per lb.	0 09 1/2

Lard—The market is firm. Our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 50
" 5-lb. "	5 55
" 3-lb. "	5 65
" compound, in 20-lb. pails	1 75

CHEESE AT CURING ROOMS.

The following statement shows the number of cheese received at the different Government curing rooms up to July 31 for 1903 and 1904:

	1903.	1904.
Brockville	5,326	5,820
Cowansville	9,175	8,040
Woodstock	8,155	7,146
St. Hyacinthe	2,544	8,622
Total	25,200	29,628

A BIG FRUIT SHIPMENT.

Thompson liner Kildona, which sailed from Montreal last week, carried a large consignment of fruit from the Government Exhibition Building, Ottawa, and which will be shown at the September Trades Exhibitions in London and Liverpool. Some of the specimens were preserved in antiseptic fluid, so that they would be fit for displaying next May at the Liege Fair in Belgium. After the fruit has remained two weeks on exhibition at the British fairs it will be disposed of in the natural condition. Apples and pears form the chief part of the shipment, there being also some peaches and plums. All the fruits were gathered in Ontario and Quebec, but it is expected that some samples from Nova Scotia will be procured before the exhibitions are over; they are this year's crop. The products of the dairy, canned goods and confections were shipped some weeks ago.

The Federal Government is also sending fruit to St. Louis, as well as a large quantity of immigration literature.

J. Walsh, St. Mary's, Ont., is making extensive improvements in his grocery store.

An Opportunity—

THE GREATEST AND MOST INTERESTING SALE, IN THE ANNALS OF THE WHOLESALE GROCERY TRADE, WILL BE OUR

FIRE SALE

WHICH OFFERS THE GREATEST OPPORTUNITY OF SECURING BARGAINS IN ALL LINES OF GROCERIES, TEAS, COFFEES, CANNED GOODS, ETC.

THE ENTIRE STOCK IN OUR WAREHOUSE, RECENTLY DAMAGED BY FIRE, AMOUNTING TO ABOUT

\$160,000.00

WILL BE SOLD AT PUBLIC AUCTION COMMENCING

WEDNESDAY, SEPT. 7th—AT THE WAREHOUSES OF
SUCKLING & CO., Wellington Street West, Toronto.

Catalogues—(AS SOON AS PRINTED)—WILL BE MAILED UPON APPLICATION.

FOR FURTHER PARTICULARS ADDRESS

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS
TORONTO

N.B.—ALL THE STOCKS IN OUR TEMPORARY WAREHOUSES ARE ALL NEW.
ALL DAMAGED STOCK WILL BE DISPOSED OF AT AUCTION.

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PERSONAL MENTION.

Mr. H. P. Eckardt, of H. P. Eckardt & Co., Toronto, has returned from Georgian Bay to the strenuous life.

Mr. and Mrs. Walter Paul, who have been holidaying in Europe, have just returned. Mr. Paul is one of Montreal's oldest and popular family grocers.

Mr. W. P. Downey, the energetic agent for Hires Root Beer, and many other grocers' specialties, has been enjoying the holidays with his family at Old Orchard Beach.

Owing to the courtesy of the Montreal Retail Grocers' Association, Mr. W. H. Seyler, of the Montreal staff of The Grocer, was able to enjoy their annual outing in Montreal this week.

Mr. W. R. Powell, manager of A. Keith & Sons brewery, Halifax, N. S., was in Montreal Sunday and Monday of this week. Mr. Powell was entertained by Mr. W. P. Downey, a well-known Montreal business man.

Mr. A. S. Muskratt, of Lakhapore, Assam, India, a prominent East India tea planter, was in Toronto on Friday last. Mr. Muskratt has been doing the World's Fair at St. Louis, and is taking a flying trip through Canada prior to returning to India. He is much interested in the development of the Ceylon and Indian tea trade in Canada.

Mrs. A. C. Gray, assistant secretary of the Board of Trade, Toronto, visited the Montreal Board of Trade recently. Mrs. Gray is an accomplished and capable woman of known ability, having been connected with the Toronto board for a number of years, where she has survived numberless changes of secretaries. Mrs. Gray has been spending a pleasant holiday in Quebec.

George Cassidy, one of the British Columbia fish packers of Vancouver and New Westminster, visited Montreal and Toronto during the past week. In going about Montreal he was accompanied by Mr. D. J. Byrne, of Leonard Bros. Mr. Cassidy was arranging some business for his firm, and he reported the catch of salmon very light. Everywhere there seemed to be a fair demand for all kinds of salmon.

Mr. Henry Wright, Toronto, president of the A. F. MacLaren Imperial Cheese Co., and their Mr. H. W. Bender, sales manager, for the United States, with offices in New York, will tour the principal cities of the United States in company with Mr. P. Lebrou, president of the Grande Societe of Roquefort, France, the manufacturers of the genuine "Societe" Brand of Roquefort Cheese. The A. F. MacLaren Imperial Cheese Co. are sole agents for this

brand, and do a very large business with it, both in Canada and the United States. The party will visit Boston, New York, Philadelphia, Detroit, St. Louis and Chicago, returning then to Toronto.

Mr. T. A. Snyder, of Cincinnati, whose name perhaps is known almost as widely as the illustrious Lipton himself, in connection with a catsup labelled "Snyders," visited Montreal this week. Mr. Snyder arrived in Montreal in his own yacht, the Palmetto, a beautiful little craft that attracted considerable attention in the harbor during the two or three days of his visit in Montreal. His representatives, Rose & Laflame, made it their pleasure to show Mr. Snyder the beauties of the city. Mr. Snyder was much impressed with Montreal as a business centre, and left to continue his outing on the St. Lawrence. He was accompanied by Mr. Roberts, a well-known business man of Philadelphia.

HINTS TO BUYERS.

It will pay every grocer to attend the fire sale of the Eby-Blain Co., Toronto.

A. F. MacLaren Imperial Cheese Co. report that they have on the way the largest shipment of fancy cheeses ever imported into Canada. The variety consists of Roquefort, Gorgonzola, Swiss, Edam, Pineapple, Limburger and English Stiltons, which are claimed by the various exporters to surpass in quality anything they ever exported.

Crockery and Glassware

Limoges Ware.

THE United States' commercial agent at Limoges has submitted the following interesting information on the china industry of that city: The growth of the china industry at Limoges presents a very interesting chapter in the history of French art and enterprise. All the wonderful development that has taken place—the discovery of kaolin at St. Yrieix, the building of factories, the establishing of a name and market throughout the world—have occurred within the last century. Limoges ware is considered by connoisseurs second to none in points of excellence. Its hardness, clearness, translucency, and general adaptation for table ware and decorative uses is unsurpassed.

KAOLIN AND CLAYS.

The first important factor in this china is the kaolin. What are reputed to be the purest deposits of this clay in the world are found in the quarries around St. Yrieix. There are many other decompositions of felspathic rock in other sections of France and in Great Britain, but they all contain more or less water, iron, mica, magnesium, and often sulphur. An excess of water is extremely injurious in making the very delicate paste used by the Limoges potters.

The different grades of this china are frequently caused by mixing the cheaper and impure clays from other quarries with the true kaolin. The color and weight of the ware is apparent immediately to the eye of an expert in china. The body of the glaze consists principally of feldspath and kaolin; many manufacturers add to these a certain proportion of ground china. One of the features of Limoges glazes is the entire absence of lead. This mineral forms an important factor in American and British enamel, but the excessive heat required to fire the hard china would make lead practically useless. The entire process of manipulating the clay and firing differs in France from the methods used in other countries. The American and British potters make a very hard bisque and a very soft glaze, while the French reverse the order of manufacturing.

Before the kaolin is delivered at the factory, it is washed and ground and all impurities removed. After its reception at the works it is again washed, and a pump carries the liquid up into a receiver, where it passes between two electro-

magnets to remove every particle of iron that might remain in the clay; this mineral discolors the china (often forming black spots, so much objected to). The liquid is then poured into bags and transferred to a hydraulic press, where the superfluous water is forced out of the clay. The bags are emptied on a sort of platform covered with zinc, over which run heavy rollers. Great care is taken to prevent the paste from touching iron, the cast-iron rollers being encased in zinc. When the clay has finished its course under these rollers it is placed on another zinc-covered disc and worked by similar cylinders. These mixtures give a plasticity and evenness to the paste that no other manipulator has been able to impart. The paste is now ready for the potter.

MACHINERY.

Nearly all the moulding and jiggering is done by machinery. The plaster is placed upon a jigger, or revolving disc, which is thrown in and out of gear by the foot. The knife gauge can be so arranged that the same machine can make several kinds of moulds. This machine economizes hand labor and contributes very much to the rapidity with which work can be done. There are machines for making plates, saucers, and platters. A machine reduces the paste to the desired thickness, while another throws it on the mould, and the plate is finished on still another. One man usually works these three machines. He

makes just as many plates as he can change the moulds necessary for each one of the three. These machines work automatically. Steam power is generally employed. They work so evenly that there is no danger of imperfections in the articles made. There are two machines for making hollow ware, such as cups, soup tureens, bowls, and deep dishes of all kinds. In one of these there are two pedals, one regulating the pressure made on the paste, and the other throwing the machines in and out of gear. The gauge is so arranged as to fit into both hollow and curved ware. There is not only a down motion, but a side motion, to the gauge, which makes it conform to the irregularities of the mould. This machine has reduced the cost of manufacturing soup tureens, sauce boats, salad bowls, and covered dishes. A subsequent issue of *The Grocer* will contain additional information on firing and decorating Limoges ware.

Increasing Popularity.

It is a comparatively short time since Maddock's Welded Edge Hotelware found its way into the Maritime Provinces. Repeat orders soon followed the first shipment, supplemented by a series of special orders for hotels, clubs and steamships in St. John, Sydney, Woodstock, etc., with their own crests or badges on the ware. E. W. Klotz, of Toronto, the Canadian representative, now feels assured of the increasing popularity of this durable ware, from the fact that unsolicited reports have recently reached him to the effect that next year these goods will be still more extensively used. This gratifying statement is but another evidence that the excellence of this ware is being appreciated in Canada as it is in other parts of the world where it has been given a trial. It also shows, as has been indicated in a former issue of *The Grocer*, that Canadians do buy ware of repute.

Dinner Sets, Toilet Sets, Fancy China and Lamps

We are showing a very large assortment in above lines. Newest shapes, up-to-date patterns, best ware procurable and rock bottom prices.

Open Stock Dinner-ware

In this line we wish particularly to call attention to three patterns which are winners, **Blue Countess, Pink Beauty and Pink Carmen**. Send for samples and price lists of these patterns, they are too good to be missed.

Taylor & Mulveney

Hamilton, Ontario

Maddock's Welded-Edge Hotel Ware.



RETURNED is the BEST RETURNED
OCT 25 1904
JOHN MADDOCK & SONS, LTD.
ENGLAND.

The Edge that counts for durability. Specially made for
Hotels, Restaurants, Clubs, Colleges, Hospitals, Railways and Steamships.

RECORD OF THE PAST: Free from crazage, chips less and wears longer than any other make.
PROBABLE RECORD FOR THE FUTURE: Repetition of the past, and more extended use.

Special attention given to CRESTS, BADGES, MONOGRAMS, ALSO TO BAND AND LINE WORK.

E. W. KLOTZ Sole Agent for Canada **Toronto** 24 Wellington Street West **Import Only**

MARITIME PROVINCE TRADE

will please note that Maddock's Hotel Ware is carried in open stock by W. H. HAYWARD & CO., Limited, ST. JOHN. N.B.

CROCKERY DEALERS

IN SMALL TOWNS



NOT VISITED BY OUR TRAVELLERS WILL FIND IT

Very much to their advantage
TO WRITE US FOR PRICES.

ASK FOR
BOOKLET No. 2

WHEN IN MONTREAL
CALL AND SEE US

BARNARD & HOLLAND CO.

English Pottery
Representatives.

Montreal.

Importers of
China and Glass

290 St. James Street, - Victoria Square.



**What Makes
Good Pickles ?**

Right kind of seed, right kind of soil, careful picking and handling, tanks as clean as much scrubbing and water can make 'em, brine of extra fine salt and filtered water, cut small and so there is no waste to the juices of the vegetables.

Experience in spicing and absolutely pure spices. A pure, pungent vinegar of extra strength. Clean, wholesome, sterilized packages. An honest endeavor to improve your product in some way every day.

We have learned and done these things during the past 60 years of our career in the business. With us pickles are the FRUIT OF EXPERIENCE.

Michel Lefebvre Vinegar Works
Founded 1894

A post card will bring quotations.

The OZO CO., Limited,
MONTREAL.

**CHEESE
CHEESE
CHEESE**

160

Small Roquefort Cheese

per lb. 27½c.

Fruh & Maurice

"HORSE HEAD"

Brand

The Finest and Best on the market.



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CANNED GOODS?**

Let Us Hear From You.

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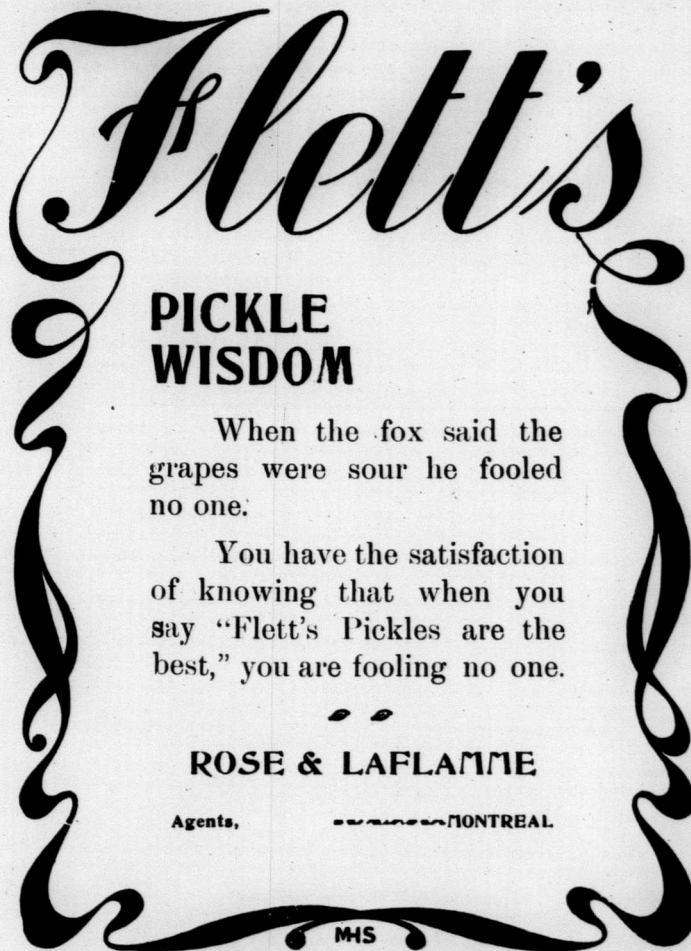
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MONTREAL.

— SOLE AGENTS FOR —

"DUBONNET" Tonic Wine, and for ST. LOUIS VICHY WATER
"RED CLOVER LEAF" Brand.





Flett's

PICKLE WISDOM

When the fox said the grapes were sour he fooled no one.

You have the satisfaction of knowing that when you say "Flett's Pickles are the best," you are fooling no one.

ROSE & LAFLAMME

Agents, MONTREAL

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BATGER'S

LIME JUICE CORDIAL

ALREADY SWEETENED,
DELICIOUS FLAVOUR,
REFRESHING,
QUENCHES THIRST,
SELLS WELL.

These are just a few reasons why you should STOCK BATGER'S LIME JUICE CORDIAL.

ROSE & LAFLAMME,
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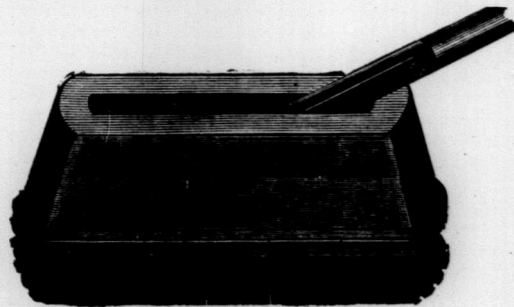
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A. F. MACLAREN IMPERIAL
CHEESE CO., LTD.,
TORONTO.

AN ELEGANT GLOSSY FLOOR

is always the result when

BOECKH'S RELIABLE WAXING BRUSHES



are used. They are made only of selected material, which is specially effective in producing a very high polish.

PRICES QUOTED ON APPLICATION.

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"BOECKH & BRYAN PAINTERS' BRUSHES ARE THE BEST MADE."

OUR LEADERS

are the most Saleable Goods in their line.

NOTE THEM:

POLLEN & ZOON

Holland Gin (in fancy white glass decanters, at very attractive prices). This is a splendid article for a cold.

MITCHELL BROS., Ltd.

(The most popular Scotch Whiskies). **Extra Special Liqueur, Red Seal**—the very finest on sale. **Special Reserve**—fine old Scotch. **Mullmore Scotch**—the best value and remarkably low prices. (All of these brands in different styles of bottles and flask.)

PH. RICHARD

Cognac, following grades:—**Fleur de Cognac**—V.S.O.P., V.S.O. and V.O. **3-Star White Brandy**—very rich flavored.

CHAS. COUTURIER

Cognac—a popular price line and excellent value.

F. MARION & CIE.

Cognac—a good, cheap Brandy in different styles and size bottles and flasks.

POLLEN & ZOON—Liqueurs

(Very choice; once tried, always used). We have: Kummel, Presico, Vanilla Cream, Anisette, Vanilla, Creme de Menthe, Parfait d'Amour.

BLANDY BROS. & CO.

The largest wine house in Madeira. **London Particular**—(the most popular Madeira on the market). Specially Selected. Very Superior. In bottles and casks. **Malaga Wine**—Dry and Sweet. **Sherry Amorosa**. **Sherry Manzanilla**—Very Old Port. **Invalids' Special** (a fine tonic).

Laporte, Martin & Cie.

Wholesale Grocers and
Wine and Spirit Merchants

Montreal, Que.

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Gillett, E. V.
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Bird Seed.
Nicholson J.

Biscuits, C.

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Reckitt's—

Brooms, B.

United Fa.
Waterloo

loo, On

Canned G.

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Old Home

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Lucas, Ste

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Mott, Joh

VanHout

Commissi

Dawson C.

Dingle & J.

Dunn, W.

Lambe, W.

Millman,

Nicholson

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Ryan, W.

Watt, J. J.

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Adams, E.

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Balfour &

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Bates, Pe.

Batty & C.

Bennett J.

Black Bro.

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Blue Ribl

Bradtree

Brantford

Burlingto

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Canadian

Canadian

Canadian

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Ceylon, T.

Chaput.

Chase & S.

Christie, I.

Clark, W.

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Bird Seed.
Nicholson & Brock, Toronto.

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Lamont, Corliss & Co., Montreal.
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Mott, John P., & Co., Halifax, N.S.
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Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Ratray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

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

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Klotz, E. W., Toronto.
Taylor & Mulvaney, Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Canadian Swiss Trading Co., Montreal.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Turner, James, & Co., Hamilton.

Finance and Insurance.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Davidson & Hay, Toronto.
Pacific Selling Co., New York.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Elen, Toronto.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Stringer, W. B., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Toronto.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Filis & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.

Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

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

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat.
Bates, Peacock Co., Hamilton.
Wetley J. H., St. Catharines.

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

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Douglas, J. M., & Co., Montreal.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flets—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Parke & Parke, Hamilton.
Patterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakley, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry and Cattle Food.
Myers Royal Spice Co., Niagara Falls, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.
Verret, Stewart Co., Montreal.

Shelf Boxes.
Bennett Mfg. Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Ocean Mills, Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
Ratray, D., & Sons, Montreal.

Summer Beverages.
Batter's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Lytle, T. A., Co., Toronto.
Simson Bros. Co., Halifax.
Turner, James, & Co., Hamilton.

Teas, Coffees, and Spices.
American Coffee & Spice Co., Toronto.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Gibb, W. A., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

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Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
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Wines, Liqueurs, etc.
Laporte, Martin & Cie, Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

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Years and Years!

For years and years the most persistent buyers of Windsor Salt have been the most successful cooks. One woman has told another about the salt that doesn't cake, the salt of unequalled purity, whiteness, dryness, and each woman is a link in the chain that has been forged from one little word, "confidence."

A woman can make or mar your success in business. She can influence trade—above all, *she does like to talk*. Think of the cumulative effect of years and years of constant talking—*constant praise for Windsor Salt*.

Windsor Salt

The Canadian Salt Co., Limited,
Windsor, Ont.

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.



NEW PACK TO ARRIVE SHORTLY

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

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



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MARITIME BOARD OF TRADE.

AS a special feature of this week's issue The Grocer is pleased to submit a full report of the Maritime Board of Trade convention at Moncton on August 17, 18 and 19. This is the twelfth consecutive time the amalgamated Boards of Trade of the Provinces of Nova Scotia, New Brunswick and Prince Edward Island have met in a convention which now ranks as one of the most important on the North American continent.

A Board of Trade is the place par excellence for the consideration of all matters affecting the industrial or commercial interests of a nation; none can speak with such knowledge and authority upon these things as those who are actually engaged in mercantile pursuits. The legislators of a nation are, as a rule, more or less closely in touch with its business men; at any rate it is the latter who wield the greatest influence

in Canada, and those who make the laws must in the long run take their queue from the merchant, the banker, the lawyer, etc.

At the present time Canada is face to face with a number of important questions such as the proposed "Transcontinental Railway line," "the fast steamship line," "Government ownership," and the "preferential tariff," all of which must be dealt with summarily; in turn there are other questions affecting only certain parts of the country. Nothing but good can come from the discussion of these problems by such a representative organization as the Maritime Board of Trade, whose constituent members are among the most representative business men in Eastern Canada.

NO IMPAIRMENT OF REPUTATION.

THE rust which is damaging the wheat crop in certain sections of Manitoba will not dull the bright prospects of the Great West.

Patches of rust in one season are not indicative of Manitoba's normal wheat growing condition. This is so patent that the ills of to-day will not seriously injure the high reputation earned by years of experience.

DISASTROUS SALMON PACK.

THE run of sockeye salmon on the Fraser, one of the greatest salmon producing rivers in the world, now over for the present season, will be the poorest by half in the history of the salmon fishing industry of British Columbia. Last year was supposed to have been the greatest failure since the inception of salmon fishing on a large scale; this year's pack will, however, be away below that of 1903. A fair idea of the shrinkage can be had only by a comparison of this year's pack of 65,000 to 75,000 cases with that of 1901, which totalled 1,236,000 cases.

British Columbia merchants will be undoubtedly the first to suffer on account of the poor pack. When fish are plentiful employes of the salmon canneries distribute "hard cash" to the ex-

tent of two or three million dollars among the trade. This year the various trades will miss this extra volume of business. The eastern Canadian trade will also be affected by the big shortage in sockeye salmon. In expectation of this, opening prices for the new pack were considerably higher than those of last year. During the past week these prices have advanced fifteen per cent., and it is reported that there are practically no sellers at the coast. It is believed that the requirements of the wholesale trade have been pretty well met by this time at contract prices, but it looks as if the few dealers who have not yet contracted for sockeye salmon will be "out of the swim" with a vengeance. A curtailment in the consumption is not improbable in view of the high prices expected to rule. Another direct result will be an increased consumption of cohoes and pink salmon in eastern markets, and a corresponding stiffening in the level of prices therefore.

HIGH PRICES FOR WHEAT.

THE language of the wheat market although general rather than particular, at the present time, is to be construed as indicating higher prices for wheat during the coming months than have ruled for many years. At the bottom of this fact the world's production is 190,000,000 bushels short. The European countries to which Canada exports will require more wheat than usual but it is doubtful whether the yield here will be sufficient to permit of as large an export as last season. Eastern Canada will require all her wheat for home consumption and will in all probability have to draw upon the Northwest.

In Manitoba and the Territories the situation is uncertain. There are conflicting reports concerning the damage likely to be sustained by the growing grain crops from rust, and the actual conditions cannot be estimated for another week or ten days. The opinion is expressed, however, that the West will not have as much grain for export as usual. Nothing can take the place of Manitoba hard wheat in the eyes of the

British miller, which means that although the English market just now is not in it with the high prices ruling in Canada, the situation across the water will presently be more favorable to sellers.

A PERSONAL VIEW OF THE WEST.

It is recognized that if a man is to develop his business to the fullest extent he must keep in personal touch with the conditions under which it is conducted. Not only should he have personal knowledge of the operations or processes by which his wares are produced, but he must have intimate acquaintance with the conditions under which they are sold.

Nor can any business man gauge the conditions existing in one section of a big country like Canada by intimate knowledge of the conditions prevailing in other sections. A manufacturer might, by careful study, acquaint himself thoroughly with the conditions affecting the sale of his goods in Ontario, and so adjust his operations to make the most of his business. Yet, this knowledge of Ontario's needs would be of small avail in an endeavor to build up a business connection in Manitoba and the west.

The conditions prevailing in the west are essentially different from those in the east. In the east there is, in most lines, strong local competition by manufacturers, so the primal need is economy of production; to reduce to a minimum the costs of manufacture. Generally speaking, Canadian manufacturers have so studied the needs of Ontario and Quebec that they are able to maintain their position against foreign competition; they are able, in short, to get their full share of the business in these provinces.

In the Canadian west, however, conditions are materially different. There are practically no manufacturers, though it is only a question of time till there will be in Manitoba and the west. Nearly all manufactured goods must be imported. Heavy freight charges on the one hand, and the keen competition of U. S. manufacturers on the other, combine to create conditions more difficult to solve than those they have encountered in the market nearer

their base of production. In fact, the situation demands separate study and distinctly different treatment than is necessary in Eastern Ontario.

The western market is too important for the manufacturer to neglect, however. The increase of population in Manitoba and the Territories has probably been, during the last year or two, greater than in all the rest of Canada together. In equal proportion the demands for all the necessities of life have increased in the west. So great has been the growth of consumption in some lines that in many cases Canadian manufacturers have not been able to keep the western market supplied, the result being that in many cases there has been a steady growth of immigration.

The arguments that apply to the manufacturers can with equal force be used in regard to the wholesale houses. If any firm desires to do business in all parts of Canada it must recognize that the competition of United States manufacturers is a more serious problem in the west than in the east, that the transportation and storage problems of the east are in no degree comparable with those of the west.

In short, if a business man desires his business to be more than provincial he should get a footing in the west as early as possible. And to get a proper footing he should visit the country himself and take enough time to study the needs of the country thoroughly.

IN RESTRAINT OF TRADE.

JUST when Toronto's fire district was being covered with sightly buildings, just when the unfortunate business men were in strongest hopes of being safely housed for Winter, and of seeing a resumption of business that has been delayed for almost five months, all their hopes and those of the city for the building up of an unsightly block in the centre of the wholesale district are dashed to the ground by the strike of the builders' laborers. And although they represent unskilled labor, the Masons' Union, contrary to the established practice of unionism, and in direct contra-

vention of their contract with the master builders, have inaugurated a sympathetic strike.

In the burnt district to-day, over one week after the commencement of the strike, scarcely a hammer is heard, and not a brick is being laid save in the cases where the imminent completion of the work induced contractors to grant the extra three cents an hour demanded. And it is all because a union of unskilled laborers are unsatisfied with two dollars a day of eight hours.

Last year the same union, after a thirteen weeks' fight, during which they were offered 21-2 cents an hour extra—within a half cent of what they asked—were forced to resume work at the old wages. Taking the working year of the length stated by the union—150 days—each week of idleness means the increased pay demanded of a third of a year, so that the fifteen weeks they have been idle already in the past two years will equal (supposing they win) the additional earnings of five years at the higher wage. The strike wage must not be considered, since this should in justice be returned, during busy years, for the benefit of striking laborers who have helped to contribute the amount in question.

And in this strike, as in every other, there are a great number of married men with families who are forced to quit work, much against their will. In this case over a quarter of those at the meeting voted against the strike and it is natural to suppose that a greater majority of the disaffected attended than those who desired to continue work.

However, justice or injustice has very little to do with the solution of a Toronto strike. Might is right, and a stand once taken will be adhered to to the last moment by both parties. In the meantime such large buildings as those of the W. R. Broek Co. and Gordon Mackay & Co. are lying half finished, although the wage demanded without recognition of the union, has been offered.



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THE CANADIAN NATIONAL EXHIBITION

ON August 29th, the directors of the Toronto Exhibition Association will once more throw open the gates of Exhibition Park to the public, and for two weeks, what will be known as The Canadian National Exhibition, will be full swing. As in past years, so in 1904, the directors have spared no effort to keep up the reputation for sterling excellence, which the Toronto Exhibition has always enjoyed.

Exhibits.

The plan of the Exhibition covers two distinct fields. On the one hand are the exhibits of art, science, industry and agriculture, and on the other hand the amusements, provided in music, pyrotechnic displays, special acts and social gatherings.

The exhibits include, in the manufacturers and liberal arts section, all that is newest and best in Canadian industry, and these are displayed in the handsome new Manufacturers Building.

The fine arts are represented by a collection of paintings and sculptures, to be found in the Art gallery, also a new and admirably arranged structure.

In the live stock and agricultural section, the exhibits cover the best of everything that is produced on the Canadian farm. Processes of manufacture are illustrated in a special building. Cats, dogs, poultry and other pets have a section devoted to themselves, and last, but not least, there is the women's section, which includes a great variety of articles made by or of special interest to women.

Amusements.

As a special attraction during the whole exhibition, the management have secured the services of the famous band of the 42nd Royal Highlanders—"The Black Watch." This band will play three times a day. Before the grand stand this year will be performed each evening a pyro-military pageant, descriptive of "The Relief of Lucknow." This will be followed by a display of fireworks.

The special acts before the grand stand will include Dare-Devil Schreyer in his 108-foot dive from a bicycle into two feet of water; Winschermann's marvelous troupe of trained bears; Adjie and her lions and the Bickett family in aerial acrobatic feats.

Corresponding to the "Pike" at St. Louis, will be "Vanity Fair," a gathering of interesting and entertaining specialties, where old and young alike will derive instruction and enjoyment.

The Black Watch Band.

Apropos of the appearance of the Black Watch Band in Canada, it might be explained that the famous regiment, of which the band forms a part, was organized one hundred and sixty-five years ago, and has been employed almost continuously in the defence of the Empire ever since. Its first great service was in Flanders in 1743, its last at

Manufacturers Exhibit.

The new Manufacturers and Liberal Arts Building contains 165,000 square feet of floor space, and has been especially constructed to permit of the best possible display of specimens. The enterprise of Canadian manufacturers is becoming each year more widely known, and even at this early date, the number of applications for floor space indicates a completeness in the displays of this department which will far outdo any previous year. The exhibits of manufactured articles are being more perfectly divided into their various sections than has heretofore been the case, and



Manufacturers' Building—Canadian National Exhibition.

Magersfontein in 1899. In the interim the regiment passed through bitter struggles during the War of the Revolution, hardships in the West Indies, arduous service in the conquest of Canada. This long period of active service stamps the regiment as one of the greatest in the British Army.

The Black Watch Band is a worthy adjunct to the 42nd Regiment. It consists of 60 pieces, including pipers, and has a reputation for excellent playing that is as world-wide as is the fame of the Regiment for brave fighting.

visitors are assured of much interest and entertainment in their examination of the numberless lines of goods to be found in this building. So extensive will be the display of manufactured goods, that an annex has been provided to meet the overflow.

The Process of Manufacture.

In the Process of Manufacture Building is to be seen the active work involved in the production of a great variety of useful articles. The making of rugs and carpets; the manufacture of silk materials; the printing and binding

of books; the making of shoes and boxes; the production of almost countless articles of daily use, from the raw material to the finished article, are illustrated. These demonstrations, completely given and intelligently explained, will afford to those who witness them some slight idea of the great value and importance which the manufacturing interests of the Dominion possess in the building-up of Canada's prosperity and greatness.

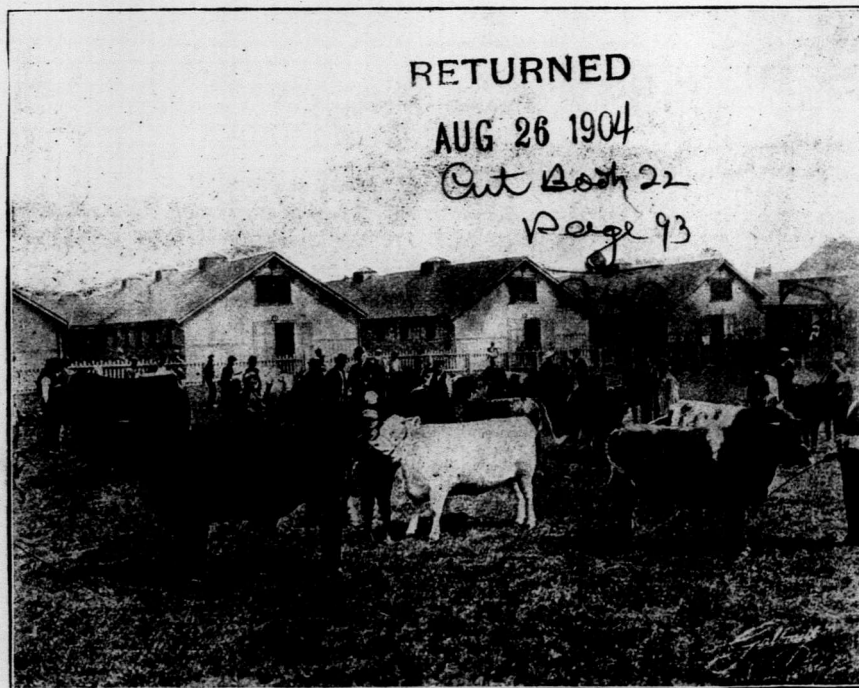
Three Masterpieces.

One entire room of the Art Building has been set aside this year for the exhibition of three original masterpieces aggregating in value \$200,000. These are the property of and are exhibited through the courtesy of Sir George A. Drummond, of Montreal. They are the "Raising of Jairus' Daughter," by Gabriel Max; the "Last of the Girondists," by Carl von Pilotz, and "A

This year a new administration building has been erected on the grounds, which should prove of great convenience to exhibitors. In one large room have been grouped together the representatives of all the buildings and all the departments. Whether one is showing a traction engine, a thoroughbred horse or a dainty piece of embroidery, entries can be made and display arranged for by application at this central office.

Cheap Railway Fares.

As usual in past years, special arrangements have been made with the transportation companies, under which the lines entering Toronto, will provide cheap rates during the continuance of the Exhibition. On special days, extra low rates will be provided. These travelling arrangements are always carried out to the letter, and those contemplating a visit to the Exhibition will find everything in this respect to their satisfaction.



Judging live Stock—Canadian National Exhibition.

Moorish Conqueror Surveying the Spoils of a Christian City," by Benjamin Constant.

New Administration Building.

Hitherto one of the most annoying inconveniences to which exhibitors have been subject has been the lack of a concise and systematic arrangement in the administration department. The offices of the various departments were located here, there and everywhere, with the result that exhibitors were compelled to go from point to point to arrange for reservations and to make other arrangements for displaying their various lines.

A QUEER FORM OF JEALOUSY.

In an editorial recently a Toronto paper endeavored to prove that Montreal was so influential with the railroads and the Federal Government that Toronto was being side-tracked. It was claimed that either of the big Canadian railroads, C.P.R. or G.T.R., had it in their power to bring Toronto within much nearer distance of Ottawa than it is at present, but that such an improvement had been headed off by Montreal influence. Mayor Laporte of Montreal, when interviewed on the matter, laughed heartily at the statements

shown him. He said that he was very glad that Montreal had so much influence with the authorities. It was, however, absurd to imagine that any class or body of men in Montreal had ever done anything to get the better of Toronto. He believed that the interests of the Canadian cities were identical. He used as an illustration the Dominion Wholesale Grocers' Guild, of which he is president. He explained that the vice-president lived in Toronto and other officers were spread throughout different cities in Ontario. There had been no assertion to the effect that the Grocers' Guild had done anything to militate against the business prestige of Toronto. As president, he declared that he had done all that he could possibly to promote the co-operation of the wholesale grocers in Toronto. He believed that what was true in this respect was true in all other lines of business.

ASSOCIATION NEWS.

The grocers of Smith's Falls have formed a Retail Grocers' Association for their mutual benefit. The officers are as follows:

President—Wm. Hyndman.
Vice-President—L. Rice.
Secretary—J. Halpenny.
Treasurer—W. W. Williams.
Inside Guard—E. A. Gilroy.
Executive Committee—H. Layng, F. S. Harrison, W. Fitzpatrick, J. S. Cook.

The association will hold its regular meetings the last Monday night of each month.

HINTS TO BUYERS.

Grocers will note a valuable seller in Blueol, which is forcibly described by J. M. Douglas & Co., Montreal, as "the housekeeper's favorite." Blueol is attracting attention everywhere on its merits. Another favorite of the public is Lea & Perrins Sauce, which this firm represents.

L. Chaput, Fils & Cie are making a run on small Roquefort cheese this month. They are offering them at a remarkably low price of 27 1-2c and their announcement is worthy of consideration. They have some good news regarding canned goods.

For the pickling season S. H. Ewing & Sons have a rare variety of spices to offer the trade.

The Ozo Co., of Montreal, are making a bid for trade in a striking expression of "What makes good pickles?"



"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE
PACKED ON THE FRASER RIVER.

For sale by nearly every Wholesale Grocer in Canada.

THE PACIFIC SELLING CO., 95 HUDSON ST.,
 NEW YORK, N. Y.

The name **BORDEN** indicates
THE BEST.

The *Pioneers* in the manufacture of **CONDENSED MILK** in America, we were the first to place upon the market the *purest* and most perfect products of milk and cream in convenient and condensed form.

2 brands always and ever reliable and profitable:—
 BORDEN'S "Eagle" brand **CONDENSED MILK** and
 "Peerless" brand **CREAM.**

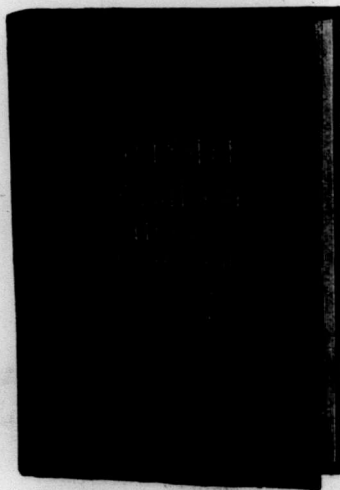
For sale by all Canadian jobbers.

WM. H. DUNN
 AGENT, MONTREAL

ERB & RANKIN, Halifax, N.S.
 W. S. CLAWSON & CO.
 St. John, N.B.

SCOTT, BATHGATE & CO., Winnipeg, Man.
 SHALLCROSS, MACAULAY & CO.
 Victoria and Vancouver, B.C.

It is worth something
to you



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will be mailed, postage paid to any address in Canada
 upon receipt of price \$2.00.

Its sale in the United States has been phenomenal.

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PICKLING SPICE

We are offering exceptional values in high-grade Pickling Spice. Each of the varieties is specially selected with a view to the best results, so that it can be recommended to the most fastidious trade.

**Sold either in bulk
 or packages.**

Our "White Swan," glass front, ¼-lb. package is unequalled as a 10c. line. 4 doz. in a case.

The Robert Greig Co., Limited
 TORONTO

NOTWITHSTANDING THE UNFAIR COMPETITION
 THAT THE FAMOUS

Lea & Perrins' Sauce

"The Only Genuine Worcestershire"

has continually to fight, consisting of the infamous imitations of bottle and label, it is to-day enjoying a sale unprecedented in its long history. It is, without doubt,

"The Sauce that has absolutely no equal."

No properly assorted Stock is complete without it.

J. M. DOUGLAS & CO., Montreal
 CANADIAN AGENTS.

RETURNED
 MAR 9 1905

To Montreal
 see book 32
 Page 66



MAKE MONEY

BY SELLING

CHINESE STARCH

Grocers make more profit out of it than in any other single line.

We give **no prizes**. The **quality** is the prize we sell you.

The **quantity** and **reasonable price**—are trade winners.

Manufactured **ONLY** by **OCEAN MILLS, Montreal, P. Q.**

OUR AGENTS:

- John E. Cox, - - - - - Ottawa, Ont.
- R. S. McIndoe, - - - - - Toronto, Ont.
- W. A. Simson, - - - - - Halifax, N.S.
- McKinnon & McNevin, - - - - - Charlottetown, P.E.I.
- Boivin & Grenier, - - - - - Quebec and Levis, P.Q.

- H. N. Bate & Sons, - - - - - Ottawa, Ont.
- S. J. Major, - - - - - Ottawa, Ont.
- Provost & Allard, - - - - - Ottawa, Ont.
- The F. J. Castle Co., Limited, - - - - - Ottawa, Ont.
- Joseph Grant, - - - - - Ottawa, Ont.
- H. P. Eckardt & Co., - - - - - Toronto, Ont.

FOR SALE BY FOLLOWING JOBBERS:

- Lucas, Steele & Bristol, - - - - - Hamilton, Ont.
- Foley, Locke & Larson, - - - - - Winnipeg, Man.
- Jobin-Martin Co., Limited, - - - - - Winnipeg, Man.
- Hudson's Bay Co., - - - - - Winnipeg, Man.
- Codville & Co., - - - - - Winnipeg, Man.
- Wilson Bros., - - - - - Vancouver, B.C.



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THE MARITIME BOARD OF TRADE

Tenth Annual Convention, held at Moncton, N.B., August 17, 18 and 19, 1904.

A Report of Proceedings—Yarmouth, N.S., the Next Place of Meeting.

THE tenth annual meeting of the Maritime Board of Trade at Moncton, N.B., on August 17, 18, and 19, 1904, was a remarkable one in many ways.

This meeting marked the close of the first decade in the board's history and must have been peculiarly gratifying to those who during these years have worked so diligently to bring the business men of the Lower Provinces to a better understanding and a closer unity for the furtherance of common interests.

The meeting at Moncton this year was one of the most numerous attended in the history of the board and the matters considered and passed upon were both many and important. As might be expected the transportation problem in its many phases was the chief consideration of the board, and the practical business insight, the thorough familiarity with detail and the splendid breadth of outlook brought to bear in the discussion of such matters as the "Fast Atlantic Service," and "Steel Ship-building" at once raised the deliberations of the Board to a high plane.

The board is well called "The Maritime." The flavor of the sea permeates its very atmosphere. It is the source of their wealth of the Maritime Provinces, the foundation of their industries and they know it like a book; a slip in nautical information calls down upon the perpetrator the reprimand of some veteran of the seas, stern for the truth.

Senator Josiah Wood, of Sackville, presided at the meetings, which were held in the hall of the Y.M.C.A. building.

The Convention Opens.

Shortly after 10 o'clock the president, the Hon. Senator Wood, of Sackville, took the chair and called the meeting to order. Before proceeding with the regular routine of business the president had the pleasure of introducing to the members Mayor James T. Ryan, of Moncton.

Welcomed to Moncton.

Mayor Ryan, on behalf of the City Council welcomed the Board to the city of Moncton. He referred to his city's

interest in transportation, and expressed the conviction that nothing but good could come from the discussion by such a body as the Maritime Board of Trade of the problems relating to inter-provincial trade, railway and water transportation, and other kindred subjects to come under consideration. The visit of any members of the board to Moncton was always welcomed. The hope was further expressed that at no distant date the city might again have the pleasure of welcoming the board. Mayor Ryan's address was received with applause.

WHERE THEY MET.

Moncton the scene of this year's Maritime Board of Trade meeting, is a thriving city of 12,000 inhabitants, situated on a bend of the Petitcodiac River 20 miles up from the Bay of Fundy, and formerly known as Moncton-on-the-Bend. The city is the headquarters of the Intercolonial Railway, the road dividing here, one branch running to St. John, and the other to Halifax. It is distinctly a railway city, a large percentage of the population finding employment either on the Intercolonial itself or in the shops in connection therewith. In these shops repairs are attended to, and most of the rolling stock used on the road constructed. The other industries of the city include a foundry and machine shop, an engraving company, a woolen mill and a cotton factory.

The city is also a wholesale centre of some importance, boasting in the possession of two wholesale groceries, one wholesale hardware and one dry goods establishment. Eight or nine handsome churches attest the piety of the inhabitants, while the private residences appear comfortable and home-like. What Moncton chiefly prides itself on, however, is the "Bore." Other cities have bores, but Moncton's never stays long enough to tire one. It hurls itself up the Petitcodiac River twice every day five feet high and at the rate of 10 miles an hour. It is truly a wonderful sight and draws many tourists and sightseers during the summer season.

Already a railroad centre, Moncton expects great things from the Grand Trunk Pacific which will probably have its terminal here, as well as from the Mackenzie and Mann line, which that enterprising firm are constructing down here. Owing to its favorable situation Moncton is bound to figure largely in the transportation question, as it concerns the Maritime Provinces and may not inaptly be termed the "Railroad City of the East."

The Roll Call.

The roll was called by the secretary, Charles M. Creed, and a very fair representation found to be present, some delegates from distant points arriving during the day. The list of representatives from the local boards was as follows:

Sackville, N.B.—Senator Josiah Wood, Chas. D. Stewart, J. M. Baird, Prof. W. W. Andrews, Geo. A. Fawcett, A. B. Copp, Thos. R. Anderson, H. C. Read, J. Smith.

Halifax, N.S.—G. S. Campbell, A. M. Bell, J. E. DeWolfe, O. E. Smith, Ed. Stains, A. M. Payne, Alex. Ste-

phen, W. Ross, H. S. Colwell, H. B. Colwell, H. R. Silver, B. F. Pearson, M.P.P.

St. John, N.B.—W. M. Jarvis, J. Hunter White, H. D. Mott, W. S. Fisher, F. H. Bullock.

King's Co., N.S.—Jas. A. Kinsman, C. O. Allen.

Kentville, N.S.—C. W. Webster, M. G. DeWolfe, Wm. Yould, E. J. Waid, B. H. Dodge.

S. Kings, P.E.I.—Fred G. Bovyer. Summerside, P.E.I.—Capt. Jos. Read, J. E. Lefurgey.

Charlottetown, P.E.I.—W. F. Tidmarsh, D. Nicholson, S. N. Rattenbury, Geo. E. Hughes.

Wolfville, N.S.—R. W. Starr, J. B. Oakes.

Chatham, N.B.—D. G. Smith, W. S. Loggie.

Amherst, N.S.—B. D. Bent, W. A. Fillmore, W. I. Logan, M.P., J. A. Laws.

Digby, N.S.—C. Jameson. Newcastle, N.B.J. D. Creaghan, F. B. Anslow.

Annapolis, N.S.—A. E. Atlee. Yarmouth, N.S.—E. H. Armstrong. Sydney, C.B.—L. Shaver, A. W. Cruise.

Canso, N.S.—H. A. Rice, Dr. W. A. Morgan.

Alberton and West Prince, P.E.I.—J. E. Birch, H. W. Turner.

Pietou, N.S.—J. D. MacDonald, A. D. Craig.

Souris, N.S.—H. H. Acorn. Louisburg, C.B.—Wm. Louis.

Moncton, N.B.—F. W. Summer, D. I. Welch, H. H. Ayer, J. Doyle, A. H. Jones, J. H. Harris, J. T. Hawke, P. McSweeney, J. E. Masters, E. N. Carthy.

Committee on Orders.

On motion of M. G. DeWolfe the minutes of the last meeting being in the hands of the members in pamphlet form were taken as read and the board proceeded to the appointment of a committee to determine the order in which the various subjects proposed by the local boards might be discussed. The committee was selected as follows: W.

S. Loggie, F. W. Summer, Chas. Stewart, W. M. Jarvis, Capt. Jos. Read, F. G. Pevyer, H. W. Turner, A. E. Atlee, J. A. Laws, H. A. Rice, C. Jameson, J. E. DeWolfe, Wm. Yould, Capt. C. O. Allen, A. J. Craig, R. W. Starr, C. H. Armstrong, A. W. Cruise.

The committee retired immediately, and the veteran secretary of the board, C. N. Creed, of Halifax, submitted his report, which was as follows:

Secretary-Treasurer's Report.

To the President and Members of the Maritime Board of Trade:

Gentlemen, — Your secretary-treasurer begs to herewith hand you his report for the current year. All the various resolutions and recommendations passed at the last annual meeting were forwarded as directed, and copies of important resolutions which required the attention of the Federal and Local Governments were forwarded to the Ministers of the various departments. Copies of the proceedings of the annual meeting as contained in *The Canadian Grocer*, of Montreal and Toronto, were forwarded to every board of trade in the Maritime Provinces, as also to the delegates who attended the meeting. At the opening of the Federal Parliament copies of the resolutions were again forwarded to the Minister and the members of Parliament from the Maritime Provinces interested.

The correspondence connected with the same, as also the correspondence with the various boards, being too voluminous to read, are now on the table for the inspection of members.

CORRESPONDENCE WITH BOARDS.

This has been steadily kept up, and I have much pleasure in being able to report that the majority of the secretaries have promptly responded to my notices, and the subjects for discussion at the annual meeting have this year been forwarded to the various boards in advance. This is most desirable, as it gives the delegates something to think about, and enables them to come to the meeting prepared to join in the debates on the subjects suggested.

ANNUAL REPORT.

As instructed at the annual meeting, I prepared and published a report with the date on which the board was organized, the officers and council for the year, a list of the past presidents, and the places at which the annual meeting had been held each year, and a list of the affiliated and the unaffiliated boards and the by-laws, copies of which were forwarded to all boards of trades in the Maritime Provinces, and circulated generally as occasion presented.

NEW BOARDS.

During the year three boards have been formed in Nova Scotia, viz.: Antigonishe, Chester and Mahone Bay. Antigonishe and Chester have affiliated, and so soon as Mahone Bay gets in working order, I hope to have it affiliated also. The affiliated boards now number 35, the unaffiliated boards now number 12; total, 47.

UNAFFILIATED BOARDS.

The unaffiliated boards have had every attention paid them. I have written them frequently and sent them notices of the date of the annual meeting, and asked them if they were not ready to affiliate to send delegates. They seem to be taking more interest in their own boards, and many boards that have been inactive I feel during the coming year will be working with renewed vigor.

I have used my best energies during the past year for the advancement of the board, at the same time doing all in my power to assist your worthy president, in which effort I had the advice and able assistance of Mr. M. G. DeWolfe, of Kentville, and the corresponding secretary, Mr. Chas. D. Stewart, and am pleased to report the result of the year's work has been most encouraging.

ACCOUNTS FOR THE YEAR.

The accounts for the year are all prepared, but as several boards will pay their per capita before the close of this



E. K. Spinney, Yarnmouth, N. S., President Maritime Board of Trade 1904-05.

day's meeting, they will be presented tomorrow for your approval. All of which is respectfully submitted.

(Sgd.) CHARLES M. CREED,
Permanent Secretary-Treasurer.

M. G. DeWolfe, in moving the adoption of the report of the secretary, together with the thanks of the board, said he had been in touch with the secretary throughout the year and it was difficult to appreciate the amount of work that had been carried through by Mr. Creed. He had been particularly energetic in stirring up the local boards, and keeping up the interest in the larger body. It was a difficult matter at times to get the local secretaries to answer

communications from the larger board, but he had much pleasure in knowing that much improvement was to be noted in this direction.

W. M. Jarvis had much pleasure in seconding the motion proposed by Mr. DeWolfe. He quite coincided in what the latter had said in regard to the secretary and he was glad to find that Mr. DeWolfe had lost none of his old-time eloquence.

The president, in putting the motion, which was carried unanimously, remarked on the energetic and faithful manner in which the secretary had discharged his duties.

Mr. Creed expressed his appreciation of the kindly feelings of the board and protested he had done nothing more than his duty. He had been secretary of the Halifax board for 43 years and was now superannuated, but not laid on the shelf. He again thanked them for kindness shown and expressed the hope of living to meet them another year.

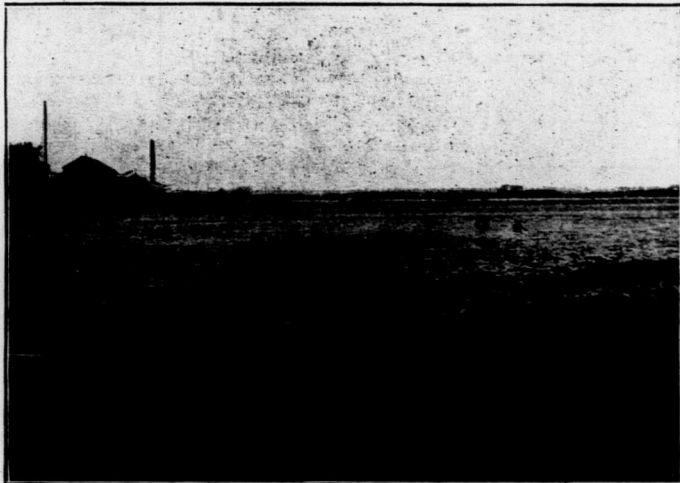
Communications.

A letter was read from the secretary of the Moncton Y.M.C.A. in whose hall the board met, extending to the members the privileges of the association during their stay in the city. The secretary was instructed to convey the appreciation of the board to the Y.M.C.A. for their courtesy.

Letters of regret at not being able to be present were also read from H. W. Kittson, president of the Hamilton Board of Trade; Geo. A. Drummond, president of the Canadian Manufacturers' Association; the president of Ottawa Board of Trade; W. I. Edmonds, Managing Editor of the MacLean Trade Newspapers; P. Gifkins, general manager Dominion Atlantic Railway; C. W. Y. Coding, president Portland Board of Trade; and the president of the Montreal Board of Trade.

The president's address was the next order of business, but in the absence of the gentlemen on the committee on orders it was decided to await their return before receiving the address. Discussion naturally turned on the inconvenience of having this committee meet at so late a time and in their absence from the deliberations of the board. Various plans were proposed to obviate the difficulty and on motion of G. D. Smith and A. M. Bell a committee of two was appointed to draft an amendment to the constitution providing that the council of the board should meet an hour or so before

the opening of the session and decide on the order of business. This was considered to be in accord with a notice of motion made at Sidney by Geo. F. Falkiner. The president appointed the mover and seconder to constitute the committee.



The Bore, Moncton, N. B.

The committee on orders having now returned, President Wood proceeded with his address.

The President's Address.

Gentlemen of the Maritime Board of Trade:

I was not present at the meeting in Charlottetown last year, and embrace this, the first opportunity I have had of thanking you for the honor conferred upon me in electing me to the presidency of this association.

I feel that I should, at the opening of our proceedings, express our appreciation of the courtesy and kindness of the Moncton Board of Trade, and on behalf of the association thank them for the invitation extended us to hold our annual meeting in this city. It is especially gratifying to myself that I was chosen to preside over this meeting. I have watched the growth and progress of Moncton, from a country village to a city, with a great deal of interest and satisfaction. I have been to some extent identified with its interests; some of my most intimate business associates and friends have been among the active and progressive business men of this city, and it affords me pleasure to testify to their energy, enterprise and business capacity, evidences of which are to be seen everywhere around us.

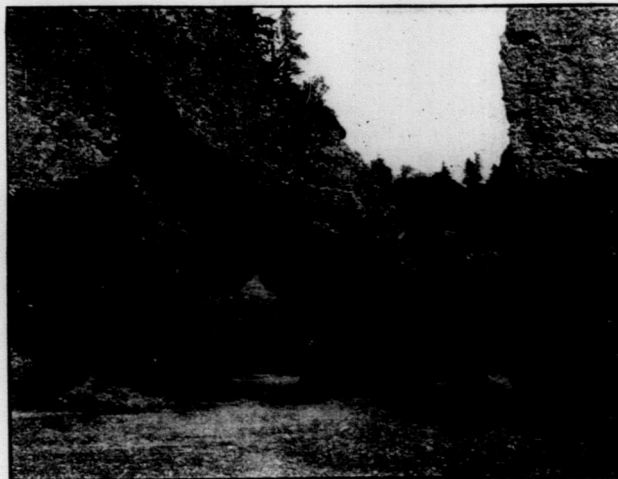
Moncton ranks today among the most progressive cities in the Maritime Provinces. It owes much to its geographical position. Its situation on the bend of the Petitcodiac River fixes it as a railway centre and an excellent point for the distribution of merchandise. These advantages have attracted to it a large share of the trade of an extensive district. It is surrounded on almost every side by extensive areas of fertile farming country, and is the natural market for the products of the farmers. It has advantages for manufacturing in some

respects exceptional. Its proximity to the coal mines, and facilities for transportation by water as well as by rail, ensure cheap fuel. A large portion of the people have a fondness and a special aptitude for industrial pursuits, and a plentiful supply of skilled mechanics and cheap labor is never lacking. Its manufacturing interests are among the most

healthy and prosperous in the Dominion.

I am glad there are so large a number of delegates present from so many different parts of these provinces, and that they will have the opportunity of seeing for themselves the advantage it offers for business, by visiting its different industries and meeting the business men of the city, and I am confident they will be favorably impressed.

I am glad to note that the programme prepared by the Moncton Board of Trade



Hopewell Rocks, Moncton, N. B.

includes a visit to the oil wells of the New Brunswick Petroleum Co. This is a new enterprise in which several of the enterprising men of this town and neighborhood have embarked, and in which the representative of this county in the Dominion Parliament has taken a special interest. It is very gratifying to be able to state that their operations so far have been attended with success, and

that there is prospect of this becoming a large and lucrative industry.

TRADE OF THE DOMINION.

Before entering upon the discussion of the various questions submitted for the consideration of this meeting, it will not be deemed inappropriate for me to offer some general observations upon the trade of the Dominion.

The official returns show that the total imports for the Dominion of Canada continue to increase, and will for the year ending June 30, 1904, amount to upwards of \$250,000,000, the highest figure reached in the history of the country. The imports will be \$8,500,000 in excess of the preceding year, and more than double the imports of ten years ago. The exports for the year ending June 30, 1904, do not make so favorable a showing. For the first time in many years, (except 1899), they show a slight decrease. The domestic exports for the past year will be \$16,000,000 less than for 1903. They will be about the same as for 1902, and larger than for any of the years preceding. The decrease is largest in the exports of animals and agricultural products, in this item alone amounting to nearly \$12,000,000. There is also a decrease in the lumber exports of about \$2,000,000, and a small decrease of about \$1,000,000 in the products of the fisheries.

Taking the trade of the Maritime Provinces apart from the rest of the Dominion, the imports for the year ending June 30, 1904, amounted to \$22,785,000, an increase over 1903 of \$780,000. This increase is proportionate with the general increase throughout the Dominion, the increase in both cases being about 3½ per cent. Our domestic exports for the last year amount to \$35,400,000. This is a decrease of about \$1,000,000 compared with the exports of the preceding year. The decrease is

relatively not so large as for the rest of the Dominion. For the whole Dominion the decrease in our export trade was 7½ per cent., while the decrease for the Maritime Provinces was only 2¼ per cent.

It will be seen from these figures that the Maritime Provinces have shared in the remarkable increase of trade which has developed throughout the Dominion

within the last few years. Our imports, which for several years fluctuated between \$13,000,000 and \$15,000,000, have within the last five years rapidly risen until they reach this year the total all ready mentioned of \$22,785,000, the largest in our history and an increase over the imports of five years ago of about 50 per cent. Our domestic exports, which were a little over \$18,000,000 in 1894, have gradually increased to upwards of \$35,000,000 in 1904, an increase in the ten years of nearly 100 per cent., viz.: 94 per cent.

It is not prudent for me to attempt a forecast for the coming year. I note, however, that the shipments of wheat from Montreal, since navigation opened this season, are less than half the shipments for the same period last year. The decline in lumber, the low prices now prevailing and the difficulty of finding buyers even at the low prices, will no doubt curtail lumber shipments during the present season. It does not seem probable under present circumstances that our general trade will show better results than it has during the year just closed.

In some respects the trade of the last year has been highly satisfactory, especially so far as Maritime Province interests are concerned. The Winter export trade shows a decided increase. There were 92 steamers loaded at St. John last Winter, and the cargoes they carried away amounted to \$15,745,501, the largest figure reached since this business began. It was an increase over the previous year's business of \$1,907,590, and almost double that of two years ago.

There has also been a very satisfactory growth in our trade with the British West India Islands and British Guiana. The volume of export trade has been maintained. For the year ending June 30, 1904, it is about equal to that of the year ending June 30, 1903, both years showing an export trade of little upward of \$2,630,000. In the import trade there has been a very gratifying increase. The total imports for the year ending June 30, 1903, were \$2,415,608, and for the year ending June 30, 1904, \$4,491,566, an increase of upwards of \$2,000,000. This increase is largely accounted for by the increased importations of sugar from the British West India Islands and British Guiana, a large quantity of sugar having been purchased in these markets which we had hitherto imported from Germany. The official returns show that for the year ending June 30, 1903, we imported from Germany 189,000,000 lbs. of sugar. For the eleven months ending May 31 last, our imports from Germany only amounted to 30,000,000 lbs. From the West Indies our imports for the year ending June 30, 1903, amounted to 94,000,000 lbs., and for eleven months ending May 31, 1904, they amounted to 242,000,000 lbs. This decrease last year in the imports of sugar from Germany of upwards of 150,000,000 lbs. is made up by the increase in the imports from the West Indies and British Guiana, which fully equal that quantity.

It will be remembered that the provisions of our preferential tariff of 33 1-3 per cent. extend to imports from the British West Indies, and also that since April 16, 1903, imports from Germany have been subject to a surtax or duty

of 33 1-3 per cent. in addition to the duty imposed upon imports from other countries. The effect of this tariff legislation has enabled us to purchase this year upwards of 150,000,000 lbs. of sugar in the British West Indies, which we formerly bought in Germany, and furnishes a practical illustration of the influence which preferential duties can exert in directing the course of trade.

PREFERENTIAL TRADE WITHIN THE BRITISH EMPIRE.

The question of preferential trade within the British Empire is of great interest and importance at the present time, and it is well to note the trend of public opinion in regard to it. It has received more attention from our press and our public men than any other question during the past year. In Canada there is practically a consensus of opinion on this question. The public press and the leaders of both political parties admit its advantages. Resolutions favoring it have been passed by



Capt. Joseph Read, Sumerside, P. E. I., 1st Vice-President Maritime Board of Trade 1904-05.

the principal boards of trade throughout the Dominion. It was the subject which occupied the most time and was most warmly debated at the Congress of Chambers of Commerce which met in Montreal in August last. At that meeting where upwards of 350 delegates were present from every portion of the British Empire representing all its important interests, after a discussion of the subject, a resolution was unanimously adopted: "That in the opinion of this congress the bonds of the British Empire would be materially strengthened and a union of the various parts of His Majesty's Dominion greatly consolidated, by the adoption of a commercial policy based upon the principal of mutual benefit, whereby each component part of the Empire would receive a substantial advantage in trade as a result of its national relationship, due consideration being given to the fiscal and industrial needs of the component parts of the Empire."

In New Zealand legislation has already been enacted giving Great Britain con-

siderable preference and in the Australian Commonwealth. The leaders of both political parties have expressed their readiness to adopt this policy in common with other sections of the British Empire.

The campaign inaugurated by the Hon. Joseph Chamberlain in September, 1903, in Great Britain, in favor of preferential trade within the British Empire, has been prosecuted since with great vigor and with a fair measure of success. Public meetings have been held which have been largely attended by all classes, indicating the intense interest which the general public feel in the question. In the British Parliament the resignation of Mr. Chamberlain and other members of the Government rendered a reconstruction of the cabinet necessary, but the reconstructed Government declare themselves that they are in sympathy with this general policy, although they are not committed to its details, and do not consider the time has yet arrived for its adoption. Several important resolutions have been moved in the British House of Commons during the present session which have presented the question in different phases, and which have fairly tested the opinion of the House. A resolution which raised the issue directly between the advocates of free trade and free food, and the advocates of preferential duties protective in their character, was introduced by Mr. Morley, and was the most important resolution bearing upon this question brought before Parliament. It was an amendment to the address in reply to the speech from the throne, and read as follows: "That the removal of protective duties has for more than half a century actively conducted to the vast extension of the trade and commerce of the realm, and to the welfare of its population; and the House believes that while the needs of social improvement are still manifold and urgent any return to protective duties, more particularly when imposed on the food of the people, would be deeply injurious to our national strength, contentment and wellbeing."

No person who believed in adhering to the present free trade policy of Great Britain, or who was opposed to placing any duty upon food, could consistently vote against that motion. Yet when the vote was taken the resolution was rejected by a majority of 51, 327 voting against and 276 in favor of the motion. It is worthy of note in this connection that 69 Irish members voted with the minority and against the Government, and Mr. Redmond, the leader of the Irish party affirmed that they did so in pursuance of their general policy of endeavoring to break down the Government in the interest of Home Rule, and that they were not voting upon the merits of the fiscal policy involved.

On the first of August last a resolution was moved by Sir Henry Campbell Bannerman, leader of the Opposition, condemning certain members of the Government for joining an association which was in sympathy with and organized for the purpose of advancing tariff reform. This motion was rejected by a vote of 288 to 210, giving the Government a majority of 78.

The action of the House on these resolutions furnishes a fair test of the attitude of the British House of Commons upon this question, and it is not unfair

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to assume that the British House of Commons fairly reflects the public opinion of the people of Great Britain whom they represent.

In the discussion upon the resolution moved by Sir Henry Campbell Bannerman, Mr. Balfour expressed his adherence to the views he had formerly expressed. He expressed his sympathy with the general policy, even though it involved duties on food, but he thought the country was not yet ready for its adoption. The Hon. Joseph Chamberlain, on the other hand, in the course of the debate, expressed his belief that the time had come for the submission of the question to the people at the polls, that he would welcome an immediate test of public opinion, and felt confident the verdict would be favorable to his policy.

I feel that the action of Canada and New Zealand in granting Great Britain a preference in their markets, the declaration of the political leaders in Australia, the tone of the press throughout the Empire, and the discussions and votes in the British Parliament show that the sentiment in favor of this policy is gaining strength and justifies the conclusion that the time is not far distant when closer trade relations will be established between Great Britain and the other portions of the Empire, and we do not doubt that as the result the trade of Canada with Great Britain will be largely developed and increased to our mutual advantage.

TRANSPORTATION.

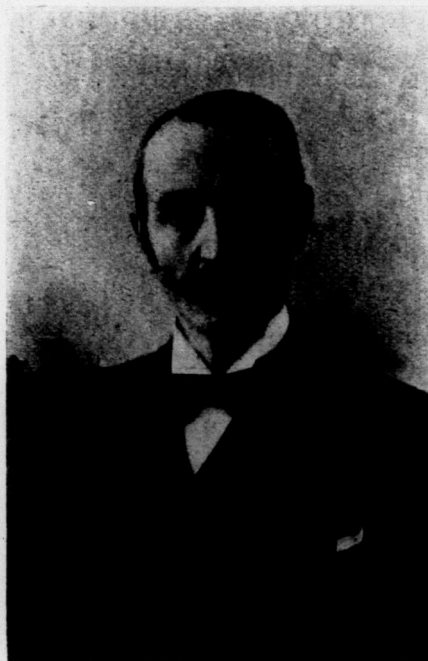
Another subject which is of the greatest importance to Canada is transportation. Since our last meeting, legislation has been passed to secure the construction of a second transcontinental railway. The object of the Government in passing this legislation is to promote inter-provincial trade and give the west and central portions of the Dominion more rapid and cheaper communication with Atlantic and Pacific seaports. The City of Moncton, in which we are now meeting, has been selected as the eastern terminus of this railway. The hope is entertained by many in the Maritime Provinces that when this railway is constructed, it will be the means of bringing a larger share of the western trade to our seaports. Whatever benefit may ultimately come to us in this way, it is apparent that many years must elapse before the railway can be finished and open for traffic and the benefits hoped for realized. In the immediate future we must base our hopes for the growth and development of this trade upon such facilities as the present systems of transportation may afford us.

The experience of the last few years has proved the value of our canals and inland waterways as means of economic transportation. There have been great improvements in the vessels used upon the Great Lakes in recent years, and great reductions have been made in the rates charged for heavy freight. During the last season, grain was carried from Lake Superior ports to Quebec for 3c per bushel, and the latest quotation I have seen for the present season is lower still, 2½c per bushel from Chicago to Montreal. It is impossible to believe that any railway, even under the most favorable conditions, can compete against these rates for this traffic. The best authorities now place the cost of

carrying heavy freight by rail at from six to ten times the cost of carrying it by water. This large difference in the freight rates in favor of the water routes has in the past, and is at the present time, giving them the principal share of the heavy freight traffic between the east and west, and while the cost of transportation remains so largely in their favor they must continue to practically monopolize the business. It is true that the water routes are only open during half the year, but experience proves that shippers prefer to hold the principal portion of their goods until navigation opens in the Spring rather than pay the high freight rates charged during the Winter season.

EXPORT TRADE OF CANADA.

These facts have an important bearing upon the export trade of the St. Lawrence and upon the Winter export trade of the Maritime Provinces as well. Wheat, which is the principal export of the west, will find its way to the seaboard during the Summer months, and



W. S. Fisher, St. John, N. B. 2nd Vice President Maritime Board of Trade 1904-05.

must either go forward by the St. Lawrence route to its destination in Europe or be stored at convenient points for shipment as the market prices warrant during the Winter season. Grain from our Northwest Territories and from the States around and west of Lake Michigan, can to-day be carried from Chicago or Fort William by water to Montreal and Quebec, at a less cost than it can be carried to any other ocean port, and it can under present conditions be stored at Montreal, shipped thence to St. John or Halifax during the Winter season, and delivered free on board there at less cost than in any other way, and at approximately the same cost as it can be delivered free on board by any route at New York, Portland, or any other Atlantic seaport. With greater storage accommodation at Montreal and other convenient points, it is to be hoped that our Winter export trade from the Mari-

time Provinces will continue in the immediate future to show as gratifying an increase as it has in the last few years.

The construction of the Georgian Bay Canal would give this route a still greater advantage. It is estimated that by this direct all-water route, freights from Lake Superior ports to Montreal or Quebec could be reduced to 1½c per bushel, about the same rate now paid to Buffalo. The State of New York has voted \$100,000,000 for the enlargement of the Erie Canal. If that scheme is carried through, the construction of the Georgian Bay Canal will be a necessity in order to enable us to retain the western trade by the St. Lawrence route. I was glad to note that in response to a deputation which waited upon Sir Wilfrid Laurier a few weeks ago, he expressed the opinion that although the time was not opportune for entering upon the work at present, the Georgian Bay Canal must eventually be built.

FAST ATLANTIC STEAMSHIP SERVICE.

Closely connected with the question of transportation is the question of a fast Atlantic steamship service. This has been often discussed, and its main features are well known. It is on the list of subjects for discussion at this meeting, and it is not necessary for me to discuss it now. I may, however, remark that under the present contract for this service some improvement may be looked for, but it still is far short of what we have hoped for, and what must be required before we can compete with rival routes and attract to our Canadian route any considerable portion of the travel which now goes to New York. The present contract is with the Allans. It provides for two new steamers on the turbine principle. They are about 10,000 tons register tonnage, have a speed of 17 knots, are expected to make the trip in Summer from Moville to Rimouski in six days, and in Winter to Halifax in six and a half to seven days. These steamers, with the Tunisian and the Bavarian, are to perform the service. The latter are about 10,000 register, have a speed of 14 to 15 knots, and make the trip in Summer from Moville to Rimouski in six and a half to seven days, and in Winter in seven to eight days. The subsidies paid under the present contract are £2,000 sterling per round trip for the new steamers, and £1,000 sterling per round trip for the Bavarian and Tunisian. This is an increase of about \$85,000 on the subsidy formerly paid, which last year amounted to \$170,000. The prospect for a 20 knot service in the near future is not very bright. Sir Richard Cartwright stated in Parliament in July last that the efforts of the Government to obtain a 20 knot service had not been successful. Two tenders only were received. One asking for a subsidy of \$1,000,000, the other for \$1,250,000, and conditions were attached with which it was not in the power of the Government to comply.

UNION OF MARITIME PROVINCES.

There are a number of other questions to which reference might be made if time permitted. Some of these will come up for discussion later on. The question of the union of the Maritime Provinces was brought up at our sitting last year towards the close of the session.

Its discussion was deferred until this meeting. It is not a new question. It will be generally admitted that a legislative union of the Maritime Provinces is desirable both in the interest of economical Government and in order to enable those provinces to retain in the future their legitimate influence in the councils of the country. It is in the adjustment of details that differences of opinion naturally arise.

THE ADMISSION OF NEWFOUNDLAND INTO THE CANADIAN CONFEDERATION,

is an equally important question. The desirability of consolidating under one government British interests in the northern portion of the American continent will not be questioned. During the past year the French shore question has been settled. In return for some concessions by Great Britain in connection with disputed territory in Africa, the French have relinquished their treaty rights on the Newfoundland coast. This terminates a condition of things which was a hardship and constant source of irritation to the people and detrimental to the progress of the colony, and one of the barriers to its union with our Dominion. Experience shows, however, that the ultimate accomplishment of such desirable objects as the legislative union of the Maritime Provinces and the union of Newfoundland with our Dominion is attended with difficulties which will require patience and statesmanship to overcome. If any action of this board can hasten their consummation, it will do Canada a useful service.

RUSSO-JAPANESE WAR.

I will bring my remarks to a close by a very brief reference to the most notable event of the year, the war between Russia and Japan. This has proved to be one of the greatest conflicts of modern times. It has already been the cause of an enormous sacrifice of life and destruction of property. It has not yet affected Canadian interests to any appreciable extent, nor has it had any very marked effect upon the commerce of Great Britain or other nations of the world. Its result must, however, have an important influence upon the future development of trade and commerce in the distant east, and its progress is being closely watched by the statesmen and leading men in commercial life in Europe and America. Fortunately, nothing has up to the present time occurred to involve any other nation in the strife, and it is to be hoped that it may be terminated, and that peace may be established on a satisfactory and permanent basis at an early date.

JOSIAH WOOD, President.

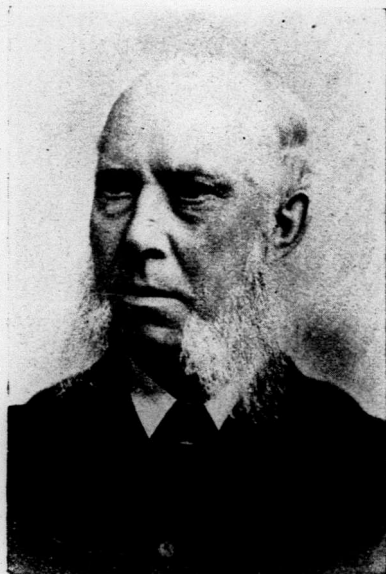
W. M. Jarvis was sure there was but one feeling in the meeting, namely that they were deeply indebted to the president for his address and for the able way in which he had dealt with the subjects to be brought before the board. He thought the address should be referred to a committee to deal with and he therefore moved "that the thanks of the board be given the president for his valuable address, and that it be referred

to a committee to report as the first matter for consideration at the evening session.

The motion was seconded by J. E. DeWolfe and the committee was made to consist of the mover, seconder and M. G. DeWolfe, of Kentville.

For the benefit of the reporters M. G. DeWolfe requested that each speaker on rising should give his name and board. Mr. DeWolfe also drew the attention of the board to the fact that The Canadian Grocer had again sent one of their editors to report in full the proceedings of the board. This, he said, showed in what respect the board was held and the interest taken by The Canadian Grocer in the affairs of the Maritime Provinces.

The report of the committee on orders was now received, the order of subjects



Chas. M. Creed, Halifax, N.S., Permanent Secretary Maritime Board of Trade, 1904-05.

to be discussed as laid down therein being as follows:

Subjects for Discussion.

1. Dumping clause in recent tariff changes—Halifax Board.
2. The Acts of Nova Scotia with reference to the protection of forests against fires—Annapolis Board.
3. Better export facilities on Intercolonial Railway—Antigonish Board.
4. Improved Express Service accommodation over the Intercolonial Railway—Canso Board.
5. Daily Steamer between St. John, N.E., and Digby—Digby Board.
6. What is the most advantageous way to advertise the resources of the Maritime Provinces, whereby a desirable class of British emigrants may be secured and retained as permanent citizens—Kentville Board.

7. Minas Basin Steamboat service—Wolfville Board.

8. Marine Insurance rates—Louisburg, C.B. Board.

9. Prince Edward Island communication for Winter via Cape Tormentine—Sackville Board.

10. Whereas municipal corporations in the Province of New Brunswick have been applying for and obtaining authority to impose a license fee upon mechanics and laborers working within and residing outside the municipality.

Therefore resolved that in the opinion of this Board of Trade, such legislation is not in the best interest of the Province, and that such power should not be granted to municipal corporations—Moncton, N.B., Board.

11. Circularizing merchants through the Maritime Provinces as to the amount of fire insurance carried by them on their stock—St. John, N.B., Board.

12. Subsidy for Steamer to ply between ports on North Side P.E.I., the Magdalen Islands and North Sydney—West Prince, Alberton, P.E.I., Board.

13. Whereas Lobster hatcheries have proven to be of great value in conserving our fisheries; Resolved that in the opinion of this Board it is advisable in order to preserve the Lobster fisheries, that hatcheries be established along the coasts of the Maritime Provinces at such places as will enable the spawn of lobsters caught for canning purposes all to be collected and hatched—Southern Kings, Montague, P.E.I., Board.

14. The adjustment of freight rates between points on the P. E. Island Railway and points on I.C.R., making through rates instead of what is practically three short haul rates as at present, Winter and Summer, both ways—Charlottetown, P.E.I., Board.

15. Necessity of an open port at Sydney for the shipment of coal and steel at all seasons and means of obtaining same—Sydney Board.

16. The Dog Fish pest—Digby Board.

17. Steel Shipbuilding—Halifax Board.

18. Should the Interecolonial Railway be double tracked and improved—Wolfville-Board.

19. Extension of the Interecolonial Railway from Sydney to Louisburg—Louisburg, C.B., Board.

20. Most practical way to spend Government appropriation for the encouragement of agriculture—Sackville, N.B., Board.

21. Making it compulsory for packers

to have weight of contents stamped on package—St. John, N.B., Board.

22. Requesting the Quebec Steamship Company, the Dobel Line, and other steamship lines running to Summerside, to land their freight at the railway wharf thus saving truckage and wharfage—West Prince, Alberton, P.E.I., Board.

23. Protection of Wool Industry—Southern Kings, Montague, P.E.I., Board.

23 1-2. Publication of advertisements in reference to undesirable investments—Digby Board.

24. Fast Atlantic Service—Halifax Board.

25. Purchase of historical places in Maritime Provinces—Wolfville Board.

26. Better Mail service—Louisburg, C.B., Board.

27. 33 1-3 per cent. preferential rebate only applying when goods are imported through British ports—St. John, N.B., Board.

28. Exchange on cheques between banks and their agencies in the Maritime Provinces—Halifax Board.

29. Government ownership of cables and telegraph lines—Halifax Board.

The Dumping Clause.

A. M. Bell, on behalf of the Halifax board began the discussion on the dumping clause of the new tariff by moving the following resolution, which was seconded by J. E. DeWolfe.

"That in the opinion of this meeting the recent tariff legislation known as the 'dumping clause' is in its present form detrimental to the interests of trade and should not be put in operation till fuller information is secured and details for carrying it into effect perfected."

Speaking to his motion Mr. Bell briefly outlined the provisions of the "dumping" clause, instancing cases to show its working. He complained that the details had not been worked out before the clause was put in operation, as a result of which business men were not in a position to know what to expect, each custom officer placing a different interpretation on the clause. Things were thus in a chaotic state and the matter of trade discounts was instanced as a case in point. It was essential that the word dumping be defined, and where men were engaged in legitimate trade they should be protected from annoyance, imposition and uncertainty. He had addressed Mr. Fielding on the matter and the reply was that we must rely

on the intelligent administration of the law by the officials. This, said Mr. Bell, was the last thing in the world to expect from the gentlemen of the customs, who, appointed for political reasons, were not familiar with the ways of trade.

Senator McSweeney thought the little difficulties would soon work themselves out.

J. E. DeWolfe, in seconding Mr. Bell's motion, urged that there were radical differences of interpretation among customs officials. Distinct instructions should be given so that such diversity would be impossible.

W. S. Loggie thought there was no more friction than is usual in such cases. He did not think there was any change in the way of treating trade discounts.



C. H. Armstrong, Yarmouth, N.S., Corresponding Secretary Maritime Board of Trade, 1904-05.

If they were genuine and not special they would be allowed.

J. A. Laws favored the dumping clause and showed in the case of carriages how it operated to protect Canadian manufacturers from unfair competition.

John D. MacDonald, of Pictou, remarked that the manufacturer viewed the clause one way and the importer another. It was designed to protect the manufacturer and seemed to be doing it. To say it should not be put in force because of a flaw here and there was not the thing. They should impress upon the Government rather the importance of making their instructions more clear and definite.

J. E. DeWolfe explained that he was strongly in favor of the clause but that the system of enforcing it was erroneous.

Capt. Jos. Read was of the opinion that the way to perfect the clause was to put it in operation. Set a piece of machinery in motion and you would soon find the hot places.

Jas. E. Birch declared he was in favor of the clause, if intelligently enforced; but this was not the case now.

C. Jameson disagreed with the last speaker. New laws always brought differences of opinion. Lawyers differed. These matters could only be settled by rulings made by the department as cases came up.

J. B. Oakes recognized that the importer labored under a hardship but thought the motion should take the form of a request for adequate information and instruction as soon as possible on the dumping clause.

T. S. Campbell moved in amendment, seconded by John D. MacDonald:

"That in the opinion of this meeting the recent tariff legislation known as the dumping clause, as at present administered, is in some respects detrimental to the interests of trade and the customs department is hereby requested to immediately make such necessary changes in the administration of the law as will remove all unnecessary restrictions to trade."

Mr. Bell complained that the amendment did not cover the point at issue. The department were making what haste they could now, but in the meantime the importer might be mulcted owing to a difference of opinion among customs officers.

The discussion was continued by J. Hunter White, E. N. Carthy, J. E. Lefurgey, J. T. Hawke, C. D. Stewart, C. H. Armstrong, T. R. Anderson, Capt. Jos. Read and Wm. Yould.

On being put to a vote the amendment carried and was made unanimous on motion of the mover and seconder of the original motion, Mr. Bell remarking that he favored the amendment except that it was not strong enough. They had put too much water in the whisky.

The board now rose for noon.

The Afternoon Session.

Between half past two and three o'clock the board re-assembled, and additional members having arrived the business of the day was taken up with

renewed zest. The first subject on the list ready for discussion was

St. John, Digby, Daily Line.

The matter was brought before the board by C. Jameson, of Digby, who on introducing the subject, referred to the number of times it had previously been presented to the board. He urged the members to remember their motto "Unite and Work." They now had a service of 24 trips during the year and for a pro rata increase could have it increased to 33 trips, giving a daily service with the exception of Sundays. The increase in traffic made the service very necessary. He therefore moved that: "Whereas, the increased requirements of commerce in the southwestern section of Nova Scotia coupled with those of the Annapolis Valley demand greater transportation facilities and in particular a daily mail passenger and freight service between St. John and Digby, N.S., which it is understood the D. A. R. Co. will operate for a pro rata increase in the subsidy now paid.

"Resolved: that the Maritime Board of Trade urge the Federal Government to provide daily steamboat communication between St. John and Digby by granting such pro rata increase in such subsidy; further resolved, that as the four previous requests of this board for an improved bay service have been overlooked by the Government, the present be submitted with the respectful request that it be dealt with immediately."

J. E. DeWolfe declared that to the best of his recollection this project had never been endorsed on account of the excessive subsidy demanded by the railway.

E. H. Armstrong, of Digby, in seconding the resolution, stated that the business men of Yarmouth were entirely in accord with the resolution. Accommodation was required for the increased traffic. The amount of the subsidy was a matter of detail.

M. G. DeWolfe outlined the history of the movement for a daily line. It had been started in Middleton, and Digby and Yarmouth were to blame in not having this improved service before. Improved facilities were required by the increase of freight, passengers and mail.

W. M. Jarvis for St. John was most anxious to develop their relations with all parts of the provinces. There was no opposition to the project from Halifax. St. John and Halifax always treated each other fairly. There were difficulties in the way. It had not been

found easy to deal with the D.A.R. Co. If you gave them an inch they wanted a mile. But the present state of affairs was awkward in Winter. They should do all they could but not press the matter so that the Government would be at the mercy of the D.A.R. Co.

J. E. DeWolfe concurred in that there was no opposition from Halifax. The D.A.R. had been demanding an excessive amount. He thought pro rata reasonable and would support the resolution.

W. S. Fisher of St. John, though pro rata hardly sufficient.

The resolution was adopted.

Forest Fires.

"Whereas, at the last session of the Nova Scotia Legislature, in the Act for the protection of woods against fires, provision was made whereby the Gov-



M. G. DeWolfe, Kentville, N.S., Auditor Maritime Board of Trade, 1904-05.

ernor-in-Council might appoint chief forest rangers whose duty it was to enforce the provisions of said Legislature, and

"Whereas, the Act has been made ineffective in many counties owing to the fact that the municipality having to make provisions for the salary of said official has declined to make any recommendation to the Government for the appointment of such an official or has openly opposed such an appointment, and

"Whereas, in the opinion of this board the subject is of sufficient importance to justify the Government in making said appointment in every municipality, and whereas, in the opinion of this board it would be advisable

to replant the burnt districts for the beneficial effect such replanting would have in increasing the welfare of the people.

"Therefore, resolved: That the Government of Nova Scotia be asked to forthwith make said appointments in the municipalities where none have already been appointed, and

"Further resolved, that the Government of Nova Scotia be asked to take into consideration the advisability of replanting such portions of the burned districts as may be found practicable."

The above resolution was introduced by A. E. Atlee, of Annapolis. His section, he said, was much interested in the manufacture of lumber and had suffered much from fires. The question affected not only the lumber districts but all parts, even the fruit and fish men depending for their packages on the lumber industry. The increase in fires would be a disaster to all. They had a good law but no machinery to enforce it. He asked the support of the board in favor of this resolution.

J. B. Oakes, of Wolfville, seconding the motion, emphasized the need not only of protection against fires but of re-forestation. No subject brought before the board was of greater importance, and he instanced the evil effects that had come to some parts of Europe through poor treatment of their forests similar to what was going on here. New Brunswick was even more vitally interested than Nova Scotia. Already he had seen great tracts reduced to barrenness on account of forest fires. The climatic effect of forests was most important. Streams, temperature, floods, droughts and late Springs were all related to the depletion of the forests.

The most effective way of preserving the forests was the diffusion of knowledge. Re-planting would pay and pay handsomely, as it was doing in Germany.

W. M. Jarvis, of St. John, seconded by W. S. Loggie, of Chatham, moved a rider that "The Government of New Brunswick be also requested to take into immediate consideration the extension of the Nova Scotia forestry system as well as the provision recently enacted for the County of Westmoreland, over the whole of the Province of New Brunswick.

C. D. Smith, of Chatham, informed the Board that New Brunswick already had a stringent law against fires, and had special guardians of the forests in their

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fishery guardians, who filled this double office.

Prof. Andrews, of Sackville, expressed his pleasure at finding this subject brought before so many business men. In Ontario they had a law so effective that even the Indians would put out their fires before breaking camp, and the result had been eminently satisfactory. He explained the Westmoreland fire law and said that already a new realization of responsibility was prevalent. In his university they had a course of lectures so that their students might go out imbued with an appreciation of the value of the forests. The city of Paden in Germany paid part of their taxes with the profit from their timber lot.

B. H. Dodge, of Kentville, N.S., objected that in his county the owners of the forests had got them very cheap, and it was not right that the people should pay to protect these private rights. The owners should at least pay the greater part of the expense.

The resolution with rider was adopted.

Minas Basin Steamboat Service.

J. B. Oakes, of Wolfville, moved, seconded by J. E. DeWolfe, of Halifax, that,

"Whereas subsidies have been provided for carrying into effect a more effective steamer service between Parrsboro, Kingsport and Wolfville, and whereas Wolfville has not yet been included in this service in consequence of the damage last Spring to the new wharf near the mouth of Mud Creek,

"Therefore resolved that this Board express its appreciation of the building of the wharf and the granting of subsidies to render the service possible, as also of the recent vote of \$6,000 for the reconstruction of said wharf.

"Further resolved that this Board urge upon the Department of Public Works the necessity of an early reconstruction of this pier, and recommend, if found practicable that Mud Creek be deepened by a Government dredge, in order to render transportation to and through the port of Wolfville less difficult, thereby increasing the volume of trade between the several cities and towns interested in this service."

Mr. Oakes urged that this was not a mere local matter but would redound to the good of trade in all the central part of the provinces.

Mr. DeWolfe believed that as the pier was there it should be made as serviceable as possible without delay.

The board concurred.

Coasting Laws.

Mr. Louis, of Louisville, complained of the ill condition of our shipping due to the coasting laws under which we live and asked for a committee to draft a resolution on the matter.

The request was granted and a committee appointed as follows: Capt. Louis, Capt. Allen, Capt. Read.

The Tormentine Route.

A lively discussion developed from the motion brought in by Capt. Anderson, of Sackville, declaring that in the opinion of the convention the most feasible route for Winter communication between

the people labored under without this service.

Fred D. Boyer, of Georgetown, spoke strongly against the resolution.

John E. Birch, Alberton, asked for a fair trial of the Tormentine route. Till late Fall and up till February there would be very little difficulty.

Geo. E. Hughes, Charlottetown, did not think the board were in a position to dictate to the Dominion Government how they were to carry out their contract with the island. He contended the scheme proposed had been tried and failed. It was not suitable for freight. He disputed Capt. Read's assertion that the people of the island thought the Tormentine route the best.

N. Rattenbury had no prejudice against the Tormentine route, but the freight rates were against the route.

Wm. Yould, Kentville, asked if the delegates from the island were not agreed on the route how could the board be expected to instruct the Government?

The Hon. Wm. Ross, Halifax, believed the matter could safely be left to the representatives of the island in the Dominion parliament. No part of Canada was better looked after than Prince Edward Island, and last year the mail and freight service had been a wonderful success.

The Hon. Senator McSweeney urged the necessity of uniting before results could be expected.

M. G. DeWolfe advised that the resolution be withdrawn.

A. B. Copp claimed great advantages for the Tormentine route.

Mr. Hughes protested that there was no jealousy of Summerside on the part of Charlottetown, but the facilities and rates by this route were not inviting.

Capt. Read retorted that there was no more jealousy between Charlottetown than there was between St. John and Halifax. (Laughter.)

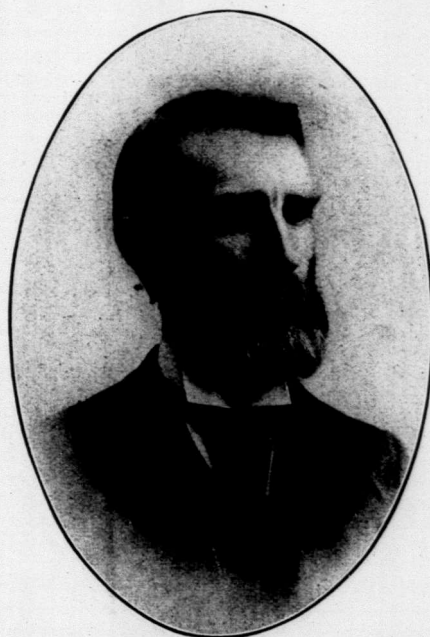
Geo. A. Fawcett gave his experience in shipment of cattle to and from the island. From this he favored the Tormentine route.

John D. MacDonald, of Pictou, moved in amendment that from the information before them at present the board should not make any further recommendations to the Government.

The amendment was carried.

The Preferential Tariff.

St. John's preferential tariff resolution was moved by W. S. Fisher, who was very brief, as he wished the board



Hon. Senator Wood, Sackville, N.B., Retiring President Maritime Board of Trade.

Prince Edward Island and the mainland would be between a point on the southern coast of said island at or near Carleton Head and Cape Tormentine at the extreme easterly point of New Brunswick, and asking that the Dominion Government be memorialized to provide a pier and safe terminal facilities at said Carleton Head on Prince Edward Island, and as soon as possible have a steamer put on the said proposed Cape Tormentine and Carleton Head route.

Capt. Jos. Read seconded the resolution and explained how the action of the tides kept the ice open at this point part of nearly every day throughout the Winter. He made a strong plea for this resolution, showing the disadvantage

to hear H. J. Logan, M.P., of Amherst, who had given the matter his especial attention.

The resolution, seconded by G. S. Campbell, of Halifax, read as follows:

"Whereas, under our present tariff the preference of 33 1/3 per cent. on British goods applies to merchandise imported via foreign ports as well as to goods coming direct through Canadian ports, and in consequence of this a very large proportion of goods destined for Canada under this law is received through foreign ports to the detriment and loss of Canadian commerce.

"Resolved, that the Government of Canada be asked to apply the rebate only to goods coming direct to Canadian ports so that our ports and transportation companies may be built up by the business of our country."

Mr. Logan believed the resolution should commend itself to the men of the Maritime Provinces, confining as it did the effect of the preferential tariff to goods coming through Canadian ports. Last year we imported \$15,000,000 in British goods through Boston that should have come through St. John or Halifax. Shipping companies complain of the difficulty in getting return cargoes. Such a provision would meet the situation. The United States could not object as we would be but following their example in their coasting laws, which were shutting out Costa Rica and the Philippines from the commerce of the world. We should be Canadians first, last and all the time and be loyal to the interests of our country.

J. E. DeWolfe expressed the feeling that the board lay under an obligation to Mr. Logan for his fine address. He hoped the resolution would have the unanimous support of the board.

The Hon. Senator McSweeney contended that imports came through the United States because of cheaper freights. The proposal would hamper trade.

Capt. Reid, speaking as an old sailor, former ship-broker and now a shipper, believed the freight question would be solved by this proposal. Freights were high because loads could be got only one way. He believed we could divert this trade to our ports just as New York had diverted trade from Baltimore.

The resolution carried.

The Evening Session.

On resolution in the evening D. G. Smith, on behalf of the committee appointed at the morning session to draft

an amendment to the constitution covering the fixing of the order of business, moved the following resolution:

"That by-law three be amended as follows: Subjects for consideration at the annual meetings and resolutions dealing therewith shall be forwarded to the secretary at least twenty days prior to the date of the annual meeting and the secretary shall have them printed and distributed to the local boards at least ten days before the date of such meeting; and the council of the board shall arrange the order in which the subjects may be discussed, so that they may be dealt with at the opening of the annual meeting.

The amendment was lost.

W. M. Jarvis, Halifax, as convenor, reported that the committee appointed



Horace Haszard, M.P., ex-President Maritime Board of Trade.

for the consideration of the president's address had much pleasure in recommending that the warm thanks of the board be given the president for his valuable address and the important information contained therein, and further, That the president be requested to furnish the board with a copy of his address and that the same be published under direction of the council with the annual report of the board.

Seconded by J. E. DeWolfe the report was adopted.

The president thanked the board for this compliment and said he was happy to have done anything that had contributed to the object for which they had met.

A. M. Bell moved and G. S. Campbell seconded that hereafter time devoted to any subject except with the permission of the board be one-half hour and speeches be limited to five minutes.

It was moved in amendment that the rules allowing 10 minute speeches be adhered to.

The amendment carried.

I. C. R. Express Service.

The discussion over the express service on the I.C.R. was decidedly interesting. It was participated in generally, and at times narrowly escaped being heated. The question was brought up by H. A. Rice of Canso, moving as follows:

"Whereas, under the Railway Act all express companies may have same privileges over all railways in Canada except over the Interecolonial railway, and

"Whereas, under the contract between the Government and the Canadian Express Co. paragraph 15 stipulates that this agreement is subject to the condition that equal facilities and equal terms shall and may be granted to any or all express companies which may contract with His Majesty for the conduct of an express business over said railway, or any part thereof, and

"Whereas, over the I.C.R. railway between Montreal and Moncton, and from Truro eastward in Cape Breton and in P.E.I., there is only one express company permitted to do business, and

"Whereas, the shippers of fish and other merchandise from Eastern Nova Scotia and P.E.I., and shippers of fruit from Western Canada to points on I. C.R. east of Truro are handicapped by being shut out from a competing express service and compelled to pay extra rates of carriage and

"Whereas, numerous resolutions have from time to time been addressed to the Government asking that Dominion Express Company be granted same privileges over Government railways as are granted to Canadian Express Company.

"Therefore, resolved that this Maritime Board of Trade endorses said resolutions and urges upon the Government the early granting of said express privileges to other companies than that one now having the monopoly of the express business.

"Further resolved, that copies of this resolution be forwarded to Minister of Railways and Canals, Minister of Finance and Maritime members at Ottawa."

The resolution was seconded by J. E.

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DeWolfe, of Halifax. Thirty similar resolutions had been forwarded to the Government. The agreement with the company provided for granting equal privileges to others and he had correspondence from fruit and fish men all over the province supporting the resolution.

E. D. Smith, M.P., Winona, Ont., a fruit grower of that province, said that last Winter a resolution was passed asking the Government to put the system upon the road as is now on a portion of it. These resolutions were taken before the Minister of Railways. They were cordially received and the Minister promised to take the matter into consideration. He suggested that objections might be raised and these objections have been raised by the company having the monopoly over the Maritime Provinces. The first argument is that the I.C.R. will lose some portion of its revenue through employing extra cars. But the Dominion Express Company has guaranteed the Government that there shall be no loss of revenue. The other argument is that it will derange the system, through the increased traffic. This is exactly what the I.C.R. wants and its able management will be able to distribute it without any loss of revenue. This is a Government road and ought to be available to all who wish to take advantage of it. The fruit growers, Mr. Smith said, felt very earnest about this.

John T. Hawke said that we were told that this question means merely competition for the Maritime Provinces. It was a well known fact that there was a cast iron agreement between these two express companies in regard to rates, and that allowing them to compete on the I.C.R. would not cause the lowering of the rates one dollar.

If, he said these gentlemen really wish competition, they would have no objection to the following rider which he moved:

"That this only be granted on condition that the C.P.R. give other express companies equal running right over their line with the Dominion Express Co., in the Maritime Provinces and Quebec."

Senator McSweeney seconded the amendment.

J. E. DeWolfe spoke at some length on this question and could not see why the two express companies could not be granted equal rights on the I.C.R. He produced letters from many fruit im-

porters of the East, and fish shippers, agreeing with the motion and giving their assent and support to the proposal. Mr. DeWolfe said that it was not the Dominion Express Co. who were asking for these privileges, but the fish shippers of Nova Scotia, and the fruit growers of Ontario.

A. Shaffer, of Sydney, said he could not see why any business man should oppose this proposal. It was a privilege which every man should vote for, as it would bring revenue into the lower provinces.

Mr. DeWolfe, Kentville, wished to know what was behind this, to keep any man from voting for this resolution.

A. W. Cruise thought there was something behind this, but it was on the other



W. A. Black, ex-President Maritime Board of Trade.

side of the fence. He said that there was no complaint of the express service at Sydney. This board was no doubt canvassed by the C.P.R.

Mr. Jarvis, St. John, had a resolution adopted by the St. John Board of Trade, urging the Government to grant to all express companies equal rights and privileges on all Government railways. Competition, he said, wakens everybody up and was a good thing for the public.

J. E. DeWolfe took exception to Mr. Cruise's remarks and said the Halifax board was not canvassed by any express company.

J. T. Hawke said that articles had been published in the Halifax newspapers, purporting to be public opinion

in favor of this question. These, it is understood, were really accepted and published as advertisements, and not as an unsolicited expression of opinion. Continuing, the speaker said that his amendment did not oppose the spirit of the resolution, but aimed to give the so-called benefit of competition to the oppressed people of the St. John Valley.

W. S. Loggie, Chatham, could not see what benefit could be obtained by two express companies.

Capt. Read, Summerside, said there were only two express agents on the whole island and they were shamefully careless. He thought the P.E. Island Railway should be put on the same basis as the I.C.R.

H. H. Acorn, Souris, P.E.I., said that more express privileges were needed on the P. E. Island Railway, as well as an increase in the number of express offices.

The amendment was lost and the original motion carried.

F. W. Sumner, president of the Moncton Board of Trade, announced that it was the intention of the local board to entertain the delegates to a trip to the Memramcook and St. Joseph oil fields, leaving the station at 8:30. All were cordially invited.

The invitation was accepted.

To Secure Emigrants.

The Kentville Board of Trade raised the question of "What is the most advantageous way to advertise the resources of the Maritime Provinces; whereby a desirable class of British emigrants may be secured and retained as permanent citizens."

The question was put forward by Capt. Allen and seconded by M. G. DeWolfe.

The latter said that in the Annapolis and Cornwallis Valleys they were much handicapped through lack of help. They needed a good class of emigrants. The trend was westward; streams passed through Halifax and never stopped in the lower provinces. In his district they had got out some illustrated pamphlets portraying the advantages of the Valley but if they were to keep up their industries in the Maritime Provinces they must unite in this work. He hoped some practical suggestions would be brought out.

W. S. Fisher, of St. John, agreed that there was a need for more people. The conundrum was how to get them. He believed something might be done by

preparing literature for circulation in Britain through the immigration officers.

G. S. Campbell concurred in what Mr. Fisher had said. A book should be prepared telling the advantages of the Maritime Provinces. These should be distributed to prospective immigrants.

C. Jameson moved the matter be referred to a committee of five to devise a scheme and report before the board adjourned.

D. G. Smith seconded the amendment.

J. E. Birch said the root of the difficulty lay in the fact that the young men went to the United States.

Capt. Read inquired what was the use of bringing people from outside when they could produce better at home. He said the C.P.R. were taking young men to the Northwest for \$10 and charging them \$20 to come back. He thought that should be prohibited.

The amendment was carried and the president named the mover, seconder, Capt. Allen, Mr. Dodge and Mr. Fisher as the committee to report on the matter.

Steamer to Magdallens.

J. E. Birch, Alberton, introduced the subject of a subsidy for a steamer to ply between ports on the north side of Prince Edward Island, the Magdallen Islands and North Sydney. The distance of the whole route is about 625 miles. Mr. Birch moved that a subsidy of \$200 per trip be given for this steamer to ply a weekly service between Prince Edward Island, Miramichi, Sydney and the Magdallen Islands.

The motion was seconded by H. H. Turner, West Prince, and carried.

Lobster Fishing.

"Whereas lobster hatcheries have proven to be of great value in conserving our fisheries; Resolved, that in the opinion of this board it is advisable in order to preserve the lobster fisheries, that hatcheries be established along the coasts of the Maritime Provinces at such places as will enable the spawn of lobsters caught for canning purposes all to be collected and hatched."

The above resolution was introduced by F. G. Boyer and C. Jameson, both speaking strongly on the matter and pointing out how the lobster fisheries have been depleted.

A. W. Bell inquired whether it were not illegal to can seed lobsters.

Mr. Boyer said it was, but it was done nevertheless.

W. S. Loggie, Chatham, moved as a rider that the Government be asked to prohibit the fishing of lobsters by "curleys" as these "curleys" are fished close to the shore and only small lobsters are taken.

Hon. Wm. Ross thought we should make every effort to improve our lobster fisheries.

The motion was carried.

On motion of A. M. Bell it was decided to appoint a committee to report on the names of officers for the coming year.

The committee as constituted by the president's nomination were the mover, the seconder and Messrs. DeWolfe, Jameson and Loggie.

To Meet at Yarmouth.

A letter was read by the secretary



W. S. Loggie, M.P.P., ex-President Maritime Board of Trade.

from the Yarmouth Board of Trade inviting the board to make Yarmouth its next place of meeting.

On motion of W. S. Loggie, seconded by J. E. DeWolfe the invitation of the Yarmouth Board of Trade to meet in their town next year was accepted.

A Field Day.

The board took Thursday off and as the guests of the local Board of Trade enjoyed a delightful trip to the Dover and St. Joseph oil fields now being developed.

It threatened rain in the morning, but despite this most of the delegates, together with a large number of Moncton business men, in all a party of about 200, boarded the special train at 8.30 in the morning and were soon landed at the quaint little village of Memramcook

in the centre of the beautiful Memramcook Valley.

The party were met at the station by the farmers of the vicinity and driven through the valley around to the Dover wells, where the pumping station and boring rigs as well as the wells themselves were inspected, the party coming away impressed with the bright prospects of this field.

From here the party were driven around to St. Joseph College, where they were given a most hearty welcome by the Rev. Father Cormier and the young ladies of the village who had volunteered to assist in extending the hospitality of the college to the visitors. Dinner, which was served immediately, reflected the highest credit on the menage of the college and gave the greatest satisfaction to the hungry visitors. The afternoon was spent inspecting the college buildings and grounds and the oil wells situated thereon. A special attraction was the shooting of one of these wells with nitro-glycerine, a sight seldom witnessed by any present. A further demonstration of the power of this explosive was given by setting off a can that had been nearly emptied. The detonation was tremendous and signally impressive.

The train met the party at college bridge, but before returning a hearty vote of thanks was passed to Rev. Father Cormier who had proved himself the "Prince of Hospitality" and to the young ladies who had volunteered their assistance for the occasion.

Next Year's Officers.

On resuming in the evening after returning from the oil fields the board immediately received the report of the nominating committee appointed the previous evening. The report was presented by C. Jameson and recommended the following gentlemen for the respective offices:

President—E. A. Spinney, Yarmouth.
1st Vice-President—Capt. Jos Read, Summerside.

2nd Vice-President—W. S. Fisher, St. John.

Permanent Secretary-Treasurer—C. M. Creed, Halifax.

Corresponding Secretary—C. H. Armstrong, Yarmouth.

Auditor—M. G. DeWolfe, Kentville.

On motion of Messrs. Bell and Smith nominations were closed and the secretary instructed to cast a formal ballot for each gentleman on the list proposed

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by the nominating committee confirming their election.

J. E. DeWolfe, as chairman of the committee on orders, asked that a question proposed by the Charlottetown Board of Trade as to the best means of developing the fisheries of the Maritime Provinces and inadvertently omitted, be added to the list. The request was granted.

Immigration.

Capt. Allen, chairman of the committee appointed to consider the question of securing immigration to the Maritime Provinces, moved:

"That in the opinion of this board the Governments of Nova Scotia, New Brunswick and Prince Edward Island should co-operate in the publication and distribution in Great Britain and Ireland, among a desirable class of prospective emigrants, of literature, showing the advantages offering to settlers in the Maritime Provinces of Canada; and that committees consisting of three members of this board from each of such provinces be now appointed to bring the subject before the respective Governments."

Speaking to the resolution Capt. Allen emphasized the need of immigrants, especially in Nova Scotia, which had been behind New Brunswick in this matter.

The resolution was seconded by C. Jameson, who added the suggestion that the local boards supply the committee with pictures illustrating the attractions of their several districts.

The resolution was carried unanimously and the appointment of the committees left to the president, who named the committees as follows:

New Brunswick—W. M. Jarvis, St. John; Hon. Senator McSweeney, Moncton; D. G. Smith, Chatham.

Nova Scotia—G. S. Campbell, Halifax; C. Jameson, Digby; Dr. W. B. Moore, Kentville.

Prince Edward Island—N. Rattenbury, Charlottetown; J. E. Lefurgey, Summerside; H. H. Acorn, Souris.

Capt. Wm. Louis, of Louisburg, felt that the shipping interests of the provinces needed protection and moved:

"That whereas the shipping interests of the Maritime Provinces are every year decreasing, and whereas the chief cause of such decrease is a treaty or treaties existing between the Imperial Government of Great Britain and several European nations, said treaty or treaties allowing the shipping of such European nations to become common carriers in the Canadian coasting trade,

much to the injury of our merchant marine, be it therefore resolved that this Maritime Board of Trade respectfully ask the Canadian Government at Ottawa to use its good influence with the Imperial Government of Great Britain to have such treaty or treaties as far as concerns the Canadian coasting trade amended."

Proceeding, the mover argued that all knew our coasting trade was falling off. The reason was that foreigners were taking our coasting trade away from our Canadian sailors and ships. Their ships were built abroad, their sailors hired abroad, and their supplies purchased share in our coasting trade to the injury abroad, and yet they were allowed to of Canadian shipping.

Capt. Allen, in seconding the resolution, said the foreigners who were tak-



D. G. Smith, Chatham, N.B., Secretary Maritime Board of Trade, 1900-1.

ing away our carrying trade would live on half what our own sailors required. If we were to preserve our mercantile marine we must take some such action as proposed by the resolution.

Capt. Read explained the working of coasting laws. Canadian ships could not coast in United States, or United States ships in Canada, but owing to treaties between Great Britain and Norway and Sweden, ships of these countries could coast on Canada while Canadian ships did not have reciprocal rights in these countries. They wanted the Government to ask Britain to denounce the treaties with these countries so far as they concerned Canada, and thus put us on a fair basis to build up our shipping interests.

J. E. DeWolfe suggested a change in the wording of the resolution which was concurred in as appearing above.

Senator Ross was of the opinion that no harm would result from passing the resolution. Great Britain, however, was very conservative in regard to her treaties, and he did not think she would be likely to alter them. But supposing the resolution was given effect where, he asked, were the ships to carry on existing trade?

Mr. Campbell rose to remark that there existed very grave dissatisfaction in Great Britain itself among ship owners over the coasting laws along the lines just indicated. He thought the passing of the resolution would have an effect.

The resolution carried.

The Lobster Fisheries.

Wm. T. Tidmarsh, of Charlottetown, on behalf of the South King's board, introduced the following resolution:

"Whereas the rapid decline of the lobster fishery, as shown by the reports of the fishing affairs in the Maritime Provinces, is viewed with alarm by this board and as the decline appears to be greatest in those sections where illegal fishing is carried on,

"Resolved, that it is desirable that the Government take active measures to enforce the regulations for the protection of the lobster fishery by instructing the officials of the Marine and Fisheries Department to suppress illegal fishing after the season in their respective districts.

"Further resolved that fishing stations for educating our fishermen be established by the Government at suitable places along the Atlantic coast and the Gulf of St. Lawrence; and further, that it is desirable that the Government take into consideration the re-organization of the fishing service with the view of bringing it up to a higher state of efficiency.

"That a copy of this resolution be sent to the Minister of Marine and Fisheries and to the Maritime members of parliament.

In support of his resolution Mr. Tidmarsh read a very able and exhaustive paper on the fisheries of the Maritime Provinces in general.

Capt. Jos. Read seconded the resolution "without remarks."

H. A. Rice, of Canso, explained what was being done at Canso by the Scotch fishermen brought over by the Government to experiment with the herring

fisheries. Their meshes were too small, but despite this they had shown reason to expect our herring would yet command the same price as Scotch herring.

The resolution carried.

Sydney's Harbor.

Sydney's claim for the use of a steamer part of the Winter to keep her port open was presented by S. Shaver of that town, and seconded by Mr. Fraser, of Summerside.

On advice of Messrs. Rattenbury, Ross, Read and Allen the mover and seconder changed their resolution to a request for a steamer for themselves and secured the endorsement of the board for the following resolution:

"Whereas, Sydney being a steel and coal centre of great importance to the commercial interests of the Dominion of Canada by and through her splendid geographical position on one of the most useful and beautiful natural harbors in the world, enjoying as she does the distinction of being the second largest shipper in the Dominion, and aspiring to the claim in the near future of being the largest shipping port in Canada,

"Resolved, that this Board of Trade representing the bone and sinew of the commercial and other interests of the Maritime Provinces, do petition and request the Government of Canada to supply an ice breaking boat to be located permanently at Sydney, thereby making Sydney harbor an open port to the world in Winter as well as Summer, facilitating as it will the easy and safe shipment of steel and coal from our port at all seasons."

The Dog Fish Question.

C. Jameson, on behalf of the Digby board, animadverted on the ravages of the dog fish which now made fishing in some months unprofitable. He had learned from the papers that the Government proposed to establish three plants for the destruction of dog fish. He moved that:

"Whereas the Federal Government contemplate the establishment at certain points in the Maritime Provinces of fish reduction plants for the extermination of the dog fish, and the utilization of the products of such plants for fertilizing purposes,

"And whereas it is feared that the proposed plants may not be of sufficient capacity nor so situated as to render them capable of treating all the material available,

"Therefore, resolved, that the Gov-

ernment be respectfully requested further to grant a bounty of reasonable amount to any person or company proposing to establish similar works as a private enterprise at such places in the Maritime Provinces as may be approved by the Department of Marine and Fisheries.

The motion was seconded by W. M. Jarvis without remarks.

Senator Ross thought they should see whether dog fish could not be sold to the West Indies. A couple of thousand cases should be put up and the experiment tried. He would not recommend that they be put up as dog fish. That would cause a prejudice against them. They should be given some other name.

J. E. DeWolfe reported that dog fish



Chas. D. Stewart, former Corresponding Secretary Maritime Board of Trade.

had been put up in cans and were very edible when not known as dog fish.

Capt. Read approved of Senator Ross' suggestion. In the East Indies and China a fish very similar to the dog fish was daily sold in the markets. They might sell dog fish there.

The resolution was adopted.

Amherst Wanted Board.

J. A. Laws, of Amherst, wished to re-open the question of the next meeting place. Amherst was very anxious to have the board next year and were surprised the matter had been decided so early in the meeting. The board appreciated very much the invitation from Amherst but were unable to re-open the question. The invitation, however, was

ordered placed on the minutes to give Amherst a claim the next time the board meets in Nova Scotia.

Steel Ship Building.

This very important subject was brought before the board by J. E. DeWolfe, of Halifax, who moved as follows:

"Whereas the substitution of steel for wood in the construction of ships has reduced Canada from her position as one of the four ship-building and ship-owning countries of the world to a place amongst the most unimportant;

"And whereas her coast line on two oceans of over two thousand (2,000) miles, with enormous lake and river navigation leading to the interior of the continent, has produced not only a great coastwise and foreign trade, but a large population skilled in maritime affairs;

"And whereas Canada possesses all the natural facilities and materials for the production of steel vessels, but is prevented from utilizing them by reason of the skill and capital employed in British yards, which have established England's supremacy in this industry, the products of which are admitted free to our coastwise as well as foreign trade;

"And whereas the above conditions prove that Canada can never regain her position as a maritime country unless the Government offers inducements by bonus or otherwise to shipbuilding companies to establish that industry;

"Whereas several municipalities and Boards of Trade in the Maritime Provinces have memorialized the Dominion Government to grant aid to the industry by means of bonus or otherwise, and;

"Whereas a similar memorial from parties interested in this industry in Western Canada has also been presented to the Government;

"Resolved, that the Maritime Board of Trade hereby endorses and approves the principle of a bonus to steel shipbuilding, as offering a new and profitable field for the utilization of our steel products, the employment of skilled labor, and more than all, in the creation of a new mercantile marine, which was formerly a great source of wealth to our country."

In seconding the resolution B. F. Pearson, of Halifax, pointed out the necessity of cheap transportation for our rapidly increasing exports. But as a matter of fact he showed Canadian shipping had decreased in numbers and tonnage. The only remedy was a bonus,

which was ent.

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which was by no means a new expedient.

N. Rattenbury in view of the immense exports we were soon to have, thought it of the utmost importance that the question of shipbuilding be solved and a bounty be granted.

Senator Ross said the question was a large one, and he thought some encouragement should be given help to the provinces to regain the place in the shipbuilding trade they had once held.

The resolution was passed unanimously.

Weights of Packages.

The last item to be discussed at the evening session was the one from St. John in regard to the weights of packages.

J. Hunter White moved, seconded by W. M. Jarvis:

"That whereas the interests of consumers are materially affected by a growing custom of short weight in putting up of various kinds of goods sold either canned or in packages, and whereas the reputation of wholesale dealers in such goods is also prejudiced thereby,

Therefore resolved, that this Maritime Board of Trade submit to the Government the importance of providing by law that in the case of such goods each can or package shall be marked with the net weight of the article contained therein and that suitable penalties be imposed for infraction of the law where it shall appear that there was short weight at the time of putting up such goods."

Messrs. Jarvis, Bell, Smith, Anderson, Read, Moore and Birch expressed their approval of the resolution, and it passed as read.

The Final Session.

The board resumed business Friday morning at 9.30, imbued with a determination to dispose of matters with dispatch, and a large amount of work was concluded before rising at one o'clock.

Labor Legislation.

The first matter considered was Moncton's resolution on the labor question. J. T. Hawke and Capt. Jos. Read standing sponsors for it. The resolution read:

"Whereas municipal corporations in the Province of New Brunswick have been applying for and obtaining authority to impose a license fee upon mechanics and laborers working within and residing outside the municipality.

"Therefore, resolved that in the opinion of this board of trade, such legislation is not in the best interest of the

province, and that such power should not be granted to municipal corporations."

The mover of the resolution protested against the aggression of the labor unions, especially as in Moncton it was almost impossible to secure labor. The resolution met with the favor of the board.

Fast Atlantic Service.

The father of the movement for the fast Atlantic service, A. M. Payne, of Halifax, again brought the subject briefly to the attention of the board, and proposed this resolution:

"Whereas the construction of a second Canadian Transcontinental Railway, and the growing expansion of Canadian exports and imports indicate the imperative necessity of utilizing Canadian shipping ports to the fullest possible extent, in order to keep pace with constantly increasing internal development;

"And, whereas, the maintenance of a separate Summer and Winter Atlantic mail service between Britain and Canada has proved inadequate to the requirements of Canadian commerce;

"And, whereas, it has been admitted in the Dominion Parliament that nine-tenths of the Canadian mails to and from Great Britain are dispatched and received via New York;

"And, whereas, the Home Government has recently granted the largest ocean mail subsidies on record to assist in the construction of the two fastest steamers in the world for service at foreign ports;

"And, whereas, the establishment of a Canadian fast Atlantic service affords a material all round decrease in mileage and consequently a more rapid conveyance of the Imperial mails to and from the Orient;

"And, whereas, the Atlantic ports of Canada are several hundred miles closer to the Motherland than other ports, and better adapted for rapid ocean mail transit on modern lines;

"Therefore, resolved: That the Maritime Board of Trade strenuously protests against the present divided system of Atlantic mail transit, which, at a cost of over a thousand dollars per day, only provides an ocean mail service very slightly, if at all, in advance of the average time of delivery for the Atlantic mails at the inception of ocean steamer navigation, three-quarters of a century ago:

"And further resolved: That in view of the fact that over twenty steamers with a speed of from twenty to twenty-three knots are now plying on the North Atlantic, the time has arrived for the people of this Dominion of Canada, with the aid of its Government, to in-

augurate the long-promised fast Atlantic service on the basis recently suggested by an acknowledged authority on the subject as 'The fastest ocean steamers on the shortest ocean passage.'"

Capt. Read, in seconding the resolution, urged that the board keep agitating for as fast lines for Canada as are to be had at New York. Halifax harbor, he said, was excelled by no harbor in the world.

Capt. Allen supported the resolution, and referred to the immense quantities of produce Canada would soon have to export. Trade would become congested, and he thought the Government should subsidize a fast Atlantic service which, contrary to prevalent opinion, would carry large quantities of freight.

Alex. Stephen of Halifax believed the time had arrived for a fast Atlantic service. A seventeen knot service was not good enough. He did not think it creditable that Canadians should cross the Atlantic via New York. He gave the board a motto he had seen on the tent of a party of campers, "Whilst we live, let there be no doubt about it." They should adopt this motto in their efforts to get a fast service.

Hon. Wm. Ross thought it unfortunate to have to pay heavy subsidies to a line which, after all, would give only a 17 knot service. "Let us have the fastest and best possible," continued Mr. Ross, warming up. The people in Ontario were narrow minded on this matter. They should eat more fish, and forget their prejudices.

The resolution was carried enthusiastically.

Improvement of Intercolonial.

R. L. Starr, of Wolfville, introducing this subject, stated that the Intercolonial had been built when speed was not so important as at present. He mentioned many places where the road could be improved. This was necessary, especially if we were to have a fast Atlantic service, and were to compete with American lines. It would take some years and should be begun at once. He therefore moved that:

"Whereas, it is considered advisable by this board that the Intercolonial Railway shall be so improved by double tracking where needed, by improving terminal facilities at Halifax, and by shortening and improving the grades where possible so as to provide for fast and increased traffic which will result from the establishment of a fast line of steamers from Halifax to Great Britain;

"Therefore, resolved: That the Dominion Government be respectfully requested to take this matter into careful consideration and inquiry; to appoint a competent person or commission

to survey and report upon the possible improvements, the estimated cost of such changes, as far as possible the benefits likely to accrue from such changes, and the extra speed to be attained by fast trains over the improved line."

J. B. Oakes remarked that the improvement of the Intercolonial was vitally related to the other reforms desired by the board.

Hon. Wm. Ross had a good word to say for the present Minister of Railways. The road could, he said, be shortened 12 miles between Moncton and Amherst.

J. T. Hawke thought the board need have no hesitation in adopting the resolution, but he said the Government had already anticipated much asked for in the resolution.

The resolution was carried without opposition.

P. E. I. Freight Rates.

Prince Edward Island had another grievance in the excessive freight rates to and from inland points on the mainland. In this connection G. H. Hughes, of Charlottetown, moved, seconded by Capt. Read, that:

"Whereas, shipments from points on the P. E. I. Railway to points on the I. C. R., and shipments from stations on the I. C. R. to stations on the P. E. I. are subject practically to three short haul rail rates, Winter and Summer, the ferry service on the Straits charging a short haul rate; and

"Whereas, shippers on the I. C. R. from points on the mainland to stations in Cape Breton, notwithstanding the ferry service at the Straits or Gut of Cause, are only charged a continuous railway haul, the resulting overcharge on shipments to and from the Island on fifteen ton carloads of 8th class produce on an 80-mile haul is equal to the difference between \$15 and \$28, as compared with an equal haul on the Intercolonial. Rates on first-class goods show a much greater injustice against Island shippers to the mainland than mainland shippers to the Island;

"Therefore, resolved: That in the opinion of this board the rates of freight from all points on these Government roads to and from the Island should be adjusted on the basis of a continuous rail haul;

"Resolved, that the same principle apply to shipments originating at Island points and transferred to the Intercolonial;

"Resolved, that copies of this resolution be sent to the Minister of Railways and our Maritime representative at Ottawa."

A. M. Bell of Halifax supported the resolution, but advised the Islanders to agitate for a broad gauge railroad and transfer ferry.

W. F. Tedmarsh of Charlottetown concurred with Mr. Bell.

Mr. Bovyer mentioned instances of exorbitant rates.

The resolution was adopted.

Committee on Ship Building.

At this juncture the president announced that instead of appointing the committee to implement the ship building resolution directly, he would ask the boards of Halifax, Sydney, Dartmouth and St. John to appoint committees to take the matter in hand, the Halifax board to be convenor.

The Wood Industry.

F. G. Bovyer, South Kings, P. E. I., seconded by Capt. Read, moved that:

"Whereas, the Maritime Provinces are eminently adapted to the wool raising industry, and woollen cloths at times manufactured contained inferior substances;

"Therefore, resolved: That it is desirable that the Government be requested to place such restrictions on manufacturers that will compel all woollen fabrics to be plainly marked as to proportion of pure wool or adulterations therein contained, in a manner similar to the legal restrictions placed by Government on manufactured imitations of dairy products, such as oleomargarine filled cheese, etc."

The resolution was adopted with little discussion.

Undesirable Advertisements.

C. Jameson of Digby found a grievance in undesirable advertisements that sometimes crept into newspapers, tending to deceive the public, such as wild-cat stock promotions, and proposed a resolution as follows:

"Resolved, that this board, having in mind the patriotism and sense of fair-play of our Canadian newspapers as a whole, cannot but regret the occasional publication therein of prospectuses and advertisements inviting and encouraging investment in ventures the commercial standing of which is entirely doubtful as unknown, and the object of which is to enrich the promoters at the expense of the public, thereby prejudicing the flotation of legitimate enterprises calculated to aid in the development and stimulate the production of the country;

"Further resolved, that this board entertains the hope that by the increased care and discretion of publishers the prospectuses and advertisements of unscrupulous promoters may in future be denied space in the Canadian press."

M. G. DeWolfe seconded the resolu-

tion, although rather at a loss to know how it could be made effective.

J. T. Hawke, as a newspaper man, supported the resolution. It would have a moral effect, and one that was much needed in these days when so many doubtful advertisements were being hawked about.

D. G. Smith did not think anything practical could come out of the resolution. If he did he would vote for it.

The motion was adopted.

To Preserve Historic Spots.

A resolution of unique but most commendable nature was brought forward on behalf of the Wolfville board by J. B. Oakes, who moved that:

"Whereas places of historic interest in the Maritime Provinces constitute one of the leading attractions, inducing tourist travel and the circulation of considerable money, and whereas most of these places are now owned by private persons and are unsightly and unmarked by any monuments and in consequence of which they are disappointing to strangers visiting among us, and whereas our historical societies could probably secure the erection of suitable monuments thereon by private subscription and thus foster in a higher patriotism and more firmly cementing the ties binding our English and French people together, therefore resolved that the Dominion and Provincial Governments be respectively memorialized and requested to take such steps as may result in the public ownership of the more important of these places commemorative of and binding us to our past."

Mr. Oakes supported his resolution with an address of a high order, alluding to the educative value of such spots in fostering patriotism in the young. Canada was slow in preserving her historic spots though no country possessed the scenes of deeds of greater value.

R. W. Starr, seconding the resolution, recounted what the Wolfville board had done. These historic spots now on private ground should be taken up by the Government.

A. E. Atlee supplemented these remarks with a summary of the work done at Annapolis. It would be a shame to allow these old historic places to remain in private hands and possibly destroyed.

Hon. Wm. Ross agreed it was very desirable that our children should be made familiar with our glorious history. He supported the resolution, which was carried enthusiastically.

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Bank Cheques.

O. B. Smith drew the attention to the prevalence of paying accounts by cheques and the loss resulting from the excessive exchange on cashing such cheques, and moved:

"Whereas chartered banks have established agencies at different points in the Maritime Provinces, and cheques drawn on these agencies have come into general use as a circulating medium,

"And whereas such cheques do not represent their face value outside the town or city in which they are drawn, and through custom the receiver is obliged to lose the exchange, an item which in the aggregate represents many thousands of dollars annually to the jobbing and distributing trade in the Maritime Provinces,

"And whereas the present charges made by the banks for cashing such cheques are considered excessive particularly for small amounts up to thirty dollars,

"Therefore resolved, that this board confer with the Clearing House Association at Halifax and St. John with a view to adjusting present exchange rates on a basis at least equal to that charged by express companies for transmitting similar amounts."

The motion was seconded by A. M. Bell and passed without opposition.

Cables and Telegraphs.

J. E. DeWolfe complained of injustice in the rates charged for sending messages by wire to and from the island and supported by Capt. Jos. Read, moved as follows:

"Resolved, that this board puts itself on record as in favor of the Government ownership and operation of telegraphs as in the United Kingdom, and that pending the general acquirement of the various systems the Government be memorialized to expropriate and operate the lines and cable of the Anglo-American Telegraph Co. from Sackville, New Brunswick to Prince Edward Island, including the land lines in the latter province.

The resolution was adopted.

Moved by J. B. Oakes, seconded by M. G. DeWolfe that the boards of Annapolis, Wolfville, Sackville and Moncton each appoint a member on a committee to communicate with the Government on the matter of preserving historic grounds. Carried.

Financial Report.

As the ordinary business of the board

was now concluded (item 22 and one or two others having been withdrawn owing to lack of time) the secretary presented his financial report.

THE MARITIME BOARD OF TRADE.

In account with Chas. M. Creed,	Permanent Secretary.	
To general expenses for 1904	\$121.49	
To Secretary's salary.....	125 00	
		\$246 49
CREDIT.		
By balance from 1903.....	\$183.15	
By subscriptions for 1904.....	238 18	421.33
Balance.....		\$174.84
Examined and found correct.		
M. G. DEWOLFE,		
Auditor.		

Votes of Thanks.

Before dispersing M. G. DeWolfe rose to his feet to move the hearty thanks of the board to the Mayor and city of Moncton for the magnificent way in which the board had been entertained. They had been given the freedom of the place, not only in the city but all the way out to Memramcook. They had had an enjoyable and profitable time and would look forward to three years from now when he expected they would come again to Moncton to be present at the turning of the sod with a view to making Moncton the terminus of the new trans-continental railway.

He also wanted to move the thanks of the board to the Y.M.C.A. for their great kindness in furnishing these rooms and extending to the members the privileges of the house.

One thing more must not be forgotten and that was to thank the MacLean Publishing Company for once again taking the pains and expense of sending one of their editors here to report in full the proceedings of the board; also the local press for their kindness.

The thanks of the board were also due the president for the kind and able manner in which he had fulfilled his arduous duties. It was a difficult position to fill, especially with such a strong delegation from the sister island.

He would further add the gentlemen of Memramcook who had driven them about on Thursday and Father Cromier for the splendid hospitality at St. Joseph College.

The motion was carried with enthusiasm by a standing vote and the secretary was instructed to communicate the sentiments of the board to the gentlemen concerned.

The president responded graciously for his own behalf and J. T. Hawke on behalf of the Moncton Board of Trade.

Capt. Read thanked the board for electing him to the honorable position of first vice-president; and moved at the same time, seconded by J. E. DeWolfe, a hearty vote of thanks to the Hon. Wm. Ross for coming at his age to the meeting and assisting the board with his valuable counsel and advice.

The motion was received with applause and the Hon. Mr. Ross replied feelingly.

With this the board adjourned to meet next year in Yarmouth, N.S.

Notes.

Moncton is a Scott Act town!

The Kentville board, as usual, sent a strong delegation of good live men.

F. W. Sumner, president of the local board, directed the trip to the oil fields.

Mayor Ryan, who welcomed the board to Moncton, is the proprietor of a well-kept grocery.

Most of the delegates found time during their stay to witness the arrival of Moncton's famous Bore.

Senator Wood made an admirable presiding officer and never the least friction was noted in the proceedings.

The citizens both in Moncton and the Memramcook Valley expect great things from the development of the oil fields.

Secretary Creed, despite his three score and ten and four years, retains all his old-time vigor and good fellowship.

Seventy-three delegates registered, representing twenty-two boards, making one of the most representative Maritime Boards for some years.

Capt. Jos. Read, of Summerside, besides being an old sailor, an ex-shipbroker and present shipper, is a raconteur of no ordinary ability, and can spin yarns of the sea by the hour to the charm and interest of his hearers.

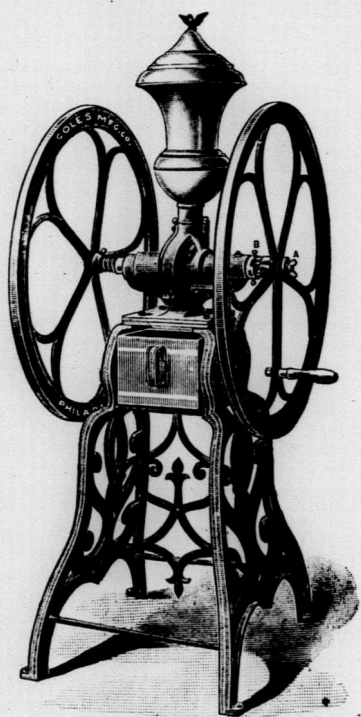
It is interesting to note that the public men of the province were well represented. Among these present were Senators Josiah Wood, Sackville, N.B.; and Peter McSweeney, Moncton, N.B.; M.P.'s Hon. W. Ross, Halifax, N.S., and H. J. Logan, Amherst, N.B.; M.P.P.'s, B. H. Dodge, Kentville, N.S., and Capt. Jos. Read, Summerside, P.E.I.; M.L.C.'s, Geo. E. Hughes, Charlottetown, P.E.I.; also Past Presidents, W. M. Jarvis, St. John, N.B.; M. G. DeWolfe, Kentville, and W. S. Lorgie, Chatham, N.B. Past Vice-Presidents, J. E. DeWolfe, Halifax, N.S.; W. S. Fisher, St. John, N.B.; D. I. Welch, Moncton, N.B.; and A. Stephen, ex-Mayor of Halifax.

"Tone Up Your Business"

with standard staples—lines that have successfully stood the test of time, sort out "stickers" and give them a wide berth in future, you will be money in pocket in the long run. Take "Salada" Ceylon Tea for an example as a seller, thousands of grocers will cheerfully testify to the doubling of their Tea Trade since using this tea as a "Leader."

It's Popular Favor is no conundrum, it's purely a matter of "good character."

Black, Mixed, or } Sealed Packets only.
 Natural Green. } Wholesale Terms and Samples from "SALADA,"
 TORONTO OR MONTREAL.



No. 17. List Price, \$40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT
 LABOR-SAVER.**

Our Grinders wear longest.

Agents...
 TODHUNTER, MITCHELL & CO., Toronto.
 DEARBORN & CO., St. John. N.B.
 FORBES BROS., Montreal.
 GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co
 PHILADELPHIA, PENNA.



Drum up your Starch Trade.

You can do better business in starch if you go after it in the right way. Give your customers the best starch and display it so they can't help but see it. Sell them.

Lily White Gloss Starch

in our new drum packages. They make very attractive store displays. There are six pounds in a drum, eight drums in a case and a pair of drum sticks for each drum.

Be up-to-date and you will get more trade—the Lily White Drum package is the latest.

**THE BRANTFORD STARCH WORKS,
 LIMITED.**
 BRANTFORD, CANADA.



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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Aug. 25, 1904.

Groceries.

THE grocery trade report improved conditions generally, and say they have already begun to experience the increase in the volume of trade usual at this time of year. Prospects point to a successful Fall trade in all lines of groceries. Travellers have been on the road for a week and a half since their holidays, and report that everything is going nicely. The most interesting item in the market is sugar, which continues strong and very high, with prospects favorable to sellers. The consumption of sugar compares favorably with that of other seasons.

The prospects are for a full crop of tomatoes and only a poor to fair yield of corn. Another important item is the shortage in the Fraser River salmon pack, where the pack of sockeyes is not more than half that of last year. As a result higher prices will be maintained, an advance of 15c per case on opening prices having already taken place, and cohoes and pinks will likely be brought up to a higher range of values. At the present time there are reported to be no sellers on the coast; in one or two cases however, individual cars are being offered at a price ranging from 25 to 50c higher than previously established prices. Syrups and molasses continue without special feature. In teas the chief item of interest is the inviting price of Japans, which has resulted in increased sales. Coffees continue high, although actual quotations have dropped 15 points since last week. Quotations in foreign dried fruits are generally higher than last year's, and, although a few confidential orders have been placed, trade is only beginning to become general. There has been an advance in rolled and flaked wheat of 25c per barrel.

CANNED GOODS.

Canned goods continue active at quotations given below. Most of the business is concerned with filling orders which were booked previous to naming the new pack. New corn and tomatoes are not being packed as yet, but prospects point to a full pack of tomatoes, while corn will be only fair. New pack asparagus tips 2's, are already out of first hands and are quoted at an advance of 15c on opening prices.

The principal item of interest in canned goods this week is the shortage of the Fraser River salmon pack, where the run of sockeyes is not more than half that of last year, which was one of the poorest in the history of the salmon fishing industry. As a result of these unfavorable conditions the higher prices established before the season commenced will not only be maintained, but have been advanced 15c per case, and the high price of sockeyes must in the long run bring cohoes and pinks up to a

higher range of values.

The newest feature of the British Columbia fish trade has been the introduction by a local firm of a carload of B.C. herrings, which arrived last week, and are reported to be giving satisfaction. The fish were sold at a very low price to open the market here, and can be bought by the retail trade at about three tins for 25c.

It is thought the requirements of the wholesale trade in sockeye salmon have been pretty well met, and that they will not experience difficulty in obtaining supplies at contract prices. There are, however, a few buyers in Canada who have not placed their orders, and now there are no sellers on the coast. In one or two isolated cases during the past week sellers have offered individual cars for which they are asking an advance of 25 and sometimes 50c over previously established prices. Our quotations are as follows:

Apples, 3s.....	0 90
" gallons.....	2 20
Asparagus, American.....	4 00
" tips, 2s.....	2 65
Beets, 2's.....	0 90
Beets, 3's.....	1 00
Blackberries, 2's.....	1 50 1 70
Beans, 2's.....	0 80 0 92 1
Corn, 2's.....	1 25 1 35
Cherries, red, pitted, 2's.....	2 20
" white.....	2 40
Peas, 2's.....	0 82 1 30
Pears, 2's.....	1 45 1 60
" 3's.....	1 90 2 10
Pineapples, 1 1/2's.....	1 50 1 60
" 2's.....	1 80 2 75
" 3's.....	2 50
Peaches, 2's.....	1 65 1 70
" 3's.....	2 60
Plums, green gages, 2's.....	1 10 1 40
" Lombard.....	1 00 1 30
" Damon, blue.....	0 95 1 25
Pumpkins, 3's.....	0 95
" gallon.....	2 50
Rhubarb, 3's.....	1 90
Raspberries, 2's.....	1 40 1 60
Strawberries, 2's.....	1 47 1 75
Succotash, 2's.....	1 00
Tomatoes, 3's.....	1 12
Lobster, talls.....	3 50
" 1-lb. flats.....	3 50 2 00
" 1-lb. flats.....	1 00 1 25
Mackerel.....	1 00 1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf".....	
1-lb. talls, 5 cases and over.....	1 77 1/2
1-lb. talls, less than 5 cases.....	1 80
1-lb. flats, 5 cases and over.....	1 90
1-lb. flats, less than 5 cases.....	1 92 1/2
1-lb. flats, 5 cases and over.....	1 77 1/2
1-lb. flats, less than 5 cases.....	1 90
Chums.....	0 95 0 00
Sardines, Sportsman 1's.....	0 15
" Portugese 1's.....	0 23
" P. & C. 1's.....	0 08 0 10
" P. & C. 2's.....	0 25 0 27
" P. & C. 1's.....	0 35 0 38
" Domestic 1's.....	0 03 0 04
" Mustard, 1/2 size, cases 50 tins, per 100.....	0 09 0 11
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00 9 00
Haddies.....	1 00
Haddies, per case.....	1 00
Kipper herring, domestic.....	4 00
" imported.....	1 45 1 55
Herrings in tomato sauce, domestic.....	1 00 1 10
" imported.....	1 45 1 55
California ripe olives, tins, per doz.....	4 75
Corned beef, 1s, per doz.....	1 50
" 2s, ".....	2 70
" 6s, ".....	9 00
" 1s, ".....	20 00
Lunch tongues, per doz.....	3 00
Potted meats, 1s, ".....	0 50
" 1s, ".....	1 00

For the new price list for 1904 pack vegetables and fruits not quoted above see Quebec markets.

SUGAR

There is little of particular interest to report for the week under review. The market has been quiet in the main with

few transactions in raws transpiring and these confined mostly to muscovado sugars. The quantity of centrifugals on order has been restricted. Just prior to going to press last week there was a sale of 800 tons Demarara centrifugals to New York refiners at full duty paid parity of 41-4c for basis 96. Further small parcels offering on this basis would probably find buyers, but refiners are at present indifferent to large cargoes and at the moment importers show no disposition to force sales. The small balance of sugar in Cuba remaining unsold is held for full current price of 27-8c, c. and f. for basis 95 or 41-4c duty paid for basis 96.

Beet sugars have shown only a slight fluctuation for the week, first reacting 3 4d per cwt. to 10s 5 1-4d, then advancing to 10s 6 3-4d, and later reacting to 10s 6d, at which the market remains firm. Weather reports, with only slight exceptions, are still unfavorable to the growing crops, there having been some rains which have caused speculators to realize. It is felt, however, that little improvement can come to the crop at this late date.

It is reported from Europe that since the American Sugar Trust began to buy beets this season it has purchased fully 100,000 tons, of which more than one-third will go to New Orleans, and the balance to New York, Boston and Philadelphia. It is predicted by ordinarily conservative people that the deficiency in Austria-Hungary will be fully 20 per cent., and Hungarian factories are eagerly buying back in London at 2s per cwt. advance sugar sold by them last May. This is a pretty good indication of how seriously the situation is viewed by those nearest primary markets.

Meltings at U. S. Atlantic ports for the week ending August 17 again increased 2,000 tons and are estimated at 44,000 tons for the week, against 34,222 tons for the corresponding week last year, thus reducing stocks by nearly 10,000 tons, and leaving total stocks of 136,972 tons, against 278,149 tons last year. There were no receipts at Cuban shipping ports for the week, exports amounting to 12,800 tons, leaving stocks on hand at 69,000 tons, as against 22,690 tons

last year. Combined deficiency in stocks in U. S. and Cuba is equivalent to 301,867 tons.

Combined stocks of Europe and America at latest uneven dates were 1,683,972 tons, compared with 2,188,298 tons for the same period last year, the decrease being 504,326 tons.

Holders of Javas have sold freely so far and at present have mostly withdrawn offerings from the market; it is estimated in a report from London that there remain now only about 40,000 tons in planters' hands unsold.

New business in refined sugar both in Canada and the United States has been light. During the interim period between the small and large fruit crops as compared with previous years, however, the demand has been surprisingly good and U. S. refiners are reported to have difficulty in keeping up with their orders, there being considerable delay in shipping in some cases. One Canadian refiner is at present largely oversold and has withdrawn from the market. Our quotations are as follows:

Table of sugar prices including Paris lumps, St. Lawrence granulated, Redpath's granulated, Acadia granulated, Berlin granulated, Domestic beet granulated, Phoenix, Bright coffee, Bright yellow, No. 3 yellow, No. 2 yellow, No. 1 yellow, and Granulated and yellow 100 lb. bags.

SYRUPS AND MOLASSES

The syrup and molasses market continues unchanged from last week. Sales of Barbadoes and New Orleans are reported in small quantities, and the same thing applies to the wholesale grocery trade, who are buying sparingly.

Table of syrup and molasses prices including Dark, Medium, Bright, Corn syrup, Molasses (New Orleans, Barbadoes, Porto Rico, West Indian), and Maple syrup.

THE MARKETS—ONTARIO

TEAS.

Locally trade in teas continues steady at quotation prices. The feature of the market is the tempting price for Japans. Third pickings of Japan teas are now offering on the market and show very good value. Teas quite good enough for the popular 25c trade can now be had to cost 15-16c.

Table of tea prices including Congou, Indian, Ceylon, China Greens, Pingsueys, and Japan teas.

COFFEES

The Rio coffee market continues to soar, although at the time of going to press speculative prices are 15 points lower than they were at the same time last week. The local demand keeps up, but wholesalers are buying very little coffee, in proof of which comes the report that very little coffee is actually coming forward to this market at the present time.

Private cable advices received from Brazil relative to the climatic conditions and prospects for the 1905-6 crop have been conflicting. Some reports have been to the effect that no damage was done by the recent reported frosts, while others stated that the damage was serious, with some reporting that there will be no August flowering.

for the crop year it will be close to 2,000,000 bags.

We quote the following prices:

Table of rice prices including Green Rios (Nos. 7, 6, 5, 4, 3), Mocha, Java, Santos, Plantation Ceylon, Porto Rico, Guatemala, Jamaica, and Maracaibo.

RICE AND TAPIOCA.

The rice and tapioca market is still without special feature this week. Trade is steady and prices continue unchanged. We quote the following prices:

Table of rice and tapioca prices including Rice (stand B., Patna, Japan, Sago) and Tapioca (staple, double goat, Carolina rice).

SPICES.

The spice market is steady with firm tendency all round. Sales are increasing as the pickling season comes on. We quote the following prices:

Table of spice prices including Peppers (blk, white), Cloves (whole), Cream of tartar, and Allspice.

Foreign Dried Fruits

The dried fruit market is beginning to show signs of increased activity. Although a number of confidential orders have already been placed, trade in new crop dried fruits may be said to be just beginning; it will not be general until the conditions of the market abroad are definitely known.

Some new crop California prunes have been ordered at the present low quotations to arrive two months hence. The trade are holding off however, expecting to see prices go still lower, as the present state of the market in California is believed to be permanent, and there is a great deal of old stock left over from last year.

Elmer figs, new season, are quoted 1c higher than at lowest level. They opened up lower this year, but are likely to go higher. First direct steamer commenced loading at Patras, Greece, Aug. 24.

Buyers have been led to believe that the current market in Greece has been low and irregular during the past week, but cables from reliable houses show that such has not been the case. Some offers have been made, and it is reported that orders were actually booked 1s. per 100 lower than last quotations.

The source, however, from which the low orders came makes buyers very unwilling to take advantage of them, and as houses considered reliable cannot and will not meet these prices, there has been a tendency to stay out of the market until things find their level. The actual cost of fruit on the present market and a comparison of these prices with the figures named by other houses who base their quotations on actualities, has unsettled buyers' views concerning the market.

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100-110s ... 90-100s ... 80-90s ... 70-80s ...

Lemon ... Orange ...

Tappets ... Naturals ...

Californiar

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product on account of damage by heat and rain, and will not exceed annual requirements.

Malaga raisins at the opening of the market indicate a lower range of prices. In Valencia raisins prices have opened on a moderate basis. The crop is ascertained to be smaller than that of last year, but better in quality. The future of Valencias is rendered uncertain by the demoralized condition of California raisins, where the Raisin Association is reported to be carrying over 2,000 car-loads from last season's crop. In Sultana raisins prices have opened several shillings above the opening price of 1903. Our quotations are as follows:

PRUNES.			
	Per lb.		Per lb.
100-110s	0 04 0 04	60-70s	0 06 0 07
99-100s	0 05 0 05	50-60s	0 07 0 07
80-90s	0 05 0 05	40-50s	0 07 0 08
70-80s	0 06 0 06	30-40s	0 08 0 08

CANDIED PEELS.			
	Per lb.		Per lb.
Lemon	0 10 0 12	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS			
	Per lb.		Per lb.
Tapnets	0 03	Elmes	0 09 0 20
Naturals	0 06 0 09		

APRICOTS.	
	Per lb.
Californian evaporated	0 12 0 15

PEACHES	
	Per lb.
Californian evaporated	0 08 0 12

CURRANTS.			
	Per lb.		Per lb.
Fine Filiatras	0 04 up	Vostizzas	0 07 0 08
Patras	0 06 0 06		

RAISINS.			
	Per lb.		Per lb.
Valencia, fine off-stalk	0 06 0 06		
" selected	0 07 0 07		
" selected layers	0 07 0 09		
Sultana	0 06 0 10		
Californian seeded, 12-oz.	0 09 0 10		
" 1-lb. boxes	0 10 0 11		
" unseeded, 2-crown	0 07 0 08		
" 3-crown	0 08 0 08		
" 4-crown	0 09 0 10		

DATES.			
	Per lb.		Per lb.
Hallowees	0 03 0 04	Fards	0 08 0 09
Sairs	0 03 0 03		

FOREIGN NUTS.

Walnuts, both "Bordeaux" and "Grenoble," show a slight change, and different quotations are expected shortly. At present there is a very excitable market for filberts. New crop filberts are beginning to move at prices 15 per cent. above last year's quotations. The demand continues to be good for peanuts and cocoanuts, although almonds have taken a sharp advance and the demand for them is increasing. Very little inquiry is made for other lines on the list, and with the exception of those already mentioned, trade is quiet. Prices remain unchanged. We quote the following prices:

Peanuts, green, per lb.	0 08 0 10
" roasted	0 10 0 12
" Spanish, green, per lb.	0 09 0 10
" roasted	0 10 0 11
" Japanese, green, per lb.	0 09 0 11
" roasted	0 11 0 12
Almonds, Tarragona, per lb.	0 12 0 10
Walnuts, Grenoble,	0 10 0 10
" Bordeaux,	0 10 0 10
Filberts, per lb.	0 10 0 15
Peanuts, per lb.	0 14 0 15
Brazil	0 15 0 15
Cocoanuts, Jamaica, per sack.	4 00 0 00

Country Produce.

EGGS.

There is no good word to say concerning eggs as yet in spite of large receipts, in fact, an advance of $\frac{1}{2}$ c is recorded, so that it stands now 17 to 18c. There is very little prospect of a decline. Large quantities will continue to be received for a month yet, but with the sustained high level of all Summer it will be a surprise to see any drop for the remainder of the year. In the meantime dealers have been buying as few as possible, and some have even refused to take the stocks of their regular customers. If an open Winter is the rule during the coming cold season dealers will drop a lot of money.

HONEY

Quite an amount of old honey carried over from last year is now being placed on the market.

While the crop this year is light owing to the severe Winter which resulted in the death of a large number of bees, prices will not be very high on account of the good supply of old honey. We quote the following prices:

Honey, extracted clover, per lb.	0 07 0 07
" sections, per doz.	1 65 1 75

BEANS.

The bean trade in white varieties continues good at unchanged quotations.

Reports from correspondents of The Grocer on the condition of the growing bean crops in Ontario say that the acreage this season has been increased about one-fourth over that of last season on account of the Winter-killing of the wheat and clover crops. The actual yield of beans, however, will not be any greater than last season's, namely, 970,000 to 980,000 bushels, on account of the dry weather of two and three weeks ago keeping the pods from setting and filling. Even on the late beans the pods did not form right, as they were in blossom at the time of the dry weather. On the night of August 19 there was an extremely heavy rain in the vicinity of Highgate, one of the principal bean districts of Ontario, which on the early beans drove the ends of the pods into the ground, thus injuring the sample.

From the present outlook the average yield of beans per acre this season is placed at 12 bushels. The crop prospects from now out cannot be much improved, and unfavorable weather may do much injury. Hand-picked beans are easier, having dropped 50c. We quote the following prices:

Beans, mixed, per bush.	1 25 1 35
" prime,	1 35 1 50
" handpicked, per bush.	1 50 1 60
" Lima, per lb.	0 05 0 06

Green Fruits.

Reports show that all Canadian fruit is from 10 to 12 days later this year

than last. This is due to the severe weather this Spring, which was detrimental to the growth. The amount of California fruit shown this week is light owing to the low prices it brought last week. As a result Canadian fruit was shown to good advantage, which resulted in good sales and a sharp advance in the market.

The outlook is for a heavy crop of early apples this season, far in advance of those of former years, and all are of a good quality. The crop of Canadian peaches is going to be smaller this year than last. Good supplies are arriving daily from the Niagara district. "Early Rivers" (white), are selling at from 30 to 50c per basket, while "Triumphs" (yellow), are selling at from 45 to 75c per basket. Crawford's are expected in a week or ten days. Good prices are being realized on Canadian peaches as a result of the scarcity of imported stock. Tomatoes are firmer and are selling at from 25 to 30c per basket. There is a scarcity of Canadian plums, and prices are expected to be higher for the rest of the season. Good supply of bananas are arriving daily, although the stock shown this week is superior to that of last week. As a result of the over supply they have taken another slump, and large bunches are now selling at from \$1 to \$1.50 per bunch, while 8's are selling at 80c and \$1 a bunch. California red Tokay grapes are expected to arrive shortly. The following report has been received by W. B. Stringer & Co. from J. C. Houghton & Co., Liverpool, on the sale of American apples in Liverpool: Williams, 10 to 13s.; Rivers, 8s to 9s 6d; Few, 11s to 17s 6d. Demand fair and sales good. Canadian cantaloupes have appeared on the market and are selling at 40 and 60c per basket. We quote the following prices:

California late valencias, per box	4 50 4 75
Verdell lemons, 300's, per box	3 50 3 75
" 360's, per box	3 00 3 00
Florida pineapples, per crate	4 25 4 50
Bananas, large bunches	1 00 1 50
Banana's, 8's, per bunch	0 80 1 00
Apples, Canadian, baskets	0 15 0 30
Limes, per box	1 00 1 00
Tomatoes, per basket	0 25 0 30
Watermelons	0 25 0 35
Cantaloupes, Indianas, per basket	0 50 0 55
Cantaloupes, Can, per basket	0 40 0 60
California peaches, per crate (4 baskets)	1 00 1 25
" plums	1 25 2 50
California Bartlett pears, per box	2 50 2 75
Blueberries, per basket	1 00 1 25
Black currants	1 25 1 25
Blackberries, per box	0 07 0 08
Peaches, Canadian, per basket	0 75 1 00
" Firsts, per basket	0 40 0 60
" Seconds	0 07 0 09
Lawn berries, per box	0 07 0 09
Pears, per basket	0 25 0 50
Sweet potatoes, per bbl.	3 75 4 00
Plums, Canadian	0 40 0 60

Vegetables.

Trade continues good on this market and prices are expected to continue practically unchanged until larger shipments are made, which will not occur until the latter end of the season. Potatoes are scarce, doubtless owing to

the bad weather. Cabbage is slow and the outlook is for a scarcity in this vegetable. Green cucumbers and green peppers are easier this week. We have added to our list "Butter Squash," selling at from \$1 to \$1.25 per dozen, and parsnips, which are selling at 30c per dozen. We quote the following prices:

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	0 15	0 20
Mint, per doz. bunches	0 15	0 20
Parsley, "	0 15	0 20
Sage, per doz.	0 15	0 20
Savory, per doz.	0 15	0 20
Carrots, new, per doz.	0 20	0 25
Beets, new, per doz.	0 20	0 25
Rhubarb, per doz.	0 15	0 20
Green onions, per doz.	0 15	0 20
Green house water cress, per doz.	0 20	0 25
Green cucumbers, per basket	0 60	0 90
Waxed beans, per bush	0 60	1 50
Cauliflowers, per doz.	0 30	0 40
Green peppers, per basket	0 30	0 40
Michigan celery, per doz.	0 35	0 50
Canadian celery, per doz.	0 60	0 75
Vegetable marrow, per doz.	0 40	0 50
Green corn, per doz.	0 65	0 85
Egg plant, per basket	1 00	1 25
Potatoes, per bush.	0 30	0 40
Butter squash, per doz.	0 30	0 40
Parsnips, per doz.	0 30	0 40

Fish.

The demand for this article has brightened considerably owing to cooler weather and to the fact that the majority of people have returned from their holidays. Prices remain the same, although everything is firmer. During the week under review trade has been brisk. Our quotations are as follows:

Halibut, "	0 12	0 18
Sea salmon, "	0 09	0 06
Whitefish, fresh caught, per lb.	0 06	0 08
Haddock, " per lb.	0 06	0 08
Cod, steak, " "	0 06	0 08
Perch, " "	0 06	0 08
Trout, lake, per lb.	0 05	0 07
Herring, lake, per lb.	0 05	0 07
Pike, per lb.	0 05	0 07

Grain, Flour and Breakfast Foods.

GRAIN.

The condition of this market to-day is better than it has been for some weeks past. On Saturday the 20th inst. the price of Manitoba wheat reached the top notch, which was 4c per bushel higher than to-day's quotations. As a result of reports received stating the outlook for Fall wheat as good and referring to the fine growing weather, the market slumped 4c per bushel on Manitoba Northern Nos. 1, 2 and 3 respectively, and 3c per bushel on new white wheat. Red has become firmer, having advanced 6c per bushel since our quotations of last issue. Oats are firmer, having advanced 1-2c per bushel. Trade is brisk and the demand is good. Our quotations are as follows:

Manitoba wheat, Northern No. 1 "	1 10	1 11
" " " " No. 2 "	1 07	1 08
" " " " No. 3 "	1 05	1 05
Red, per bushel, on track Toronto old	1 10	1 10
White " " " "	1 06	1 07
Barley " " " "	0 46	0 49
Oats " " " "	0 38	0 38
Peas " " " "	0 69	0 70
Buckwheat " " " "	Nominal	0 55
Rye, per bushel, " " " "	0 63	0 64

FLOUR.

This market is beginning to feel the effects of the advance in wheat. During the week under review Manitoba wheat

patents have advanced 20c per barrel, strong bakers' 15c per barrel, straight roller has become firmer by advancing from \$4.75 and \$5 to \$4.80 and \$5. Ontario wheat patents remain unchanged. The demand for flour continues good and trade moves briskly along. We quote the following:

Manitoba wheat patents, per bbl.	5 30
Strong bakers " "	5 05
Ontario wheat patents " "	5 10 5 20
Straight roller " "	4 80 5 00

BREAKFAST FOODS.

The demand for breakfast foods continues good. During the week under review rolled wheat has advanced 20c per barrel, this is due to the change in the wheat market which has been steadily advancing for three weeks. As a result of keen competition cornmeal has slumped 15c per barrel, otherwise prices remain the same. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 95
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl.	2 70
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" " " " in wood	4 00

SEEDS.

During the week under review the quotations for alsike clover has remained unchanged. This season is from two to three weeks later than previous ones owing to the severe weather this Spring. Prices range from \$4.65 to \$5.75 and a little higher for strictly fancy trade. We quote the following prices:

Alsike clover, per bush	4 65 5 75
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Hides, Tallow, Skins and Wool.

The tallow market this week is firmer, having advanced 1/4c per pound. The supply of wool this week is not so large as that of last. Pulled wool has advanced 1c per pound. Hides and calfskins remain unchanged. We quote the following prices:

HIDES

No. 1 green, per lb.	0 08
" 2 " " " "	0 07
" 2 " steers, per lb.	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 sp. inclusive	0 10
" " " 2 " " " "	0 08
" " " 1 15 to 20 lb " "	0 09
" " " 2 " " " "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 55
Shearlings	0 55

TALLOW.

Rendered Tallow, per lb.	0 04 0 04
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WOOL.

Unwashed wool, per lb.	0 11 0 13
Fleece wool, new clip, per lb	0 19 0 20
Pulled wools, super, per lb.	0 20 0 22
extra " "	0 21 0 23

FIRE SALE.

An important sale will be held on September 7, at Suckling & Co.'s warerooms, Wellington street west, namely the Eby, Blain Co.'s damaged stock valued at \$150,000. Fifty per cent. of the stock

is as good as new except for damage done to wrappers and labels by water.

The Eby-Blain Co. are filling all orders with brand new stock and are pushing the work of refitting their warehouse with all possible speed.

PERSONAL MENTION.

Mr. J. A. Courtmanche, Western representative of the Ocean Mills, is busily engaged in the district of Sault Ste. Marie. He reports most encouraging progress with Chinese starch. Grocers everywhere find it a ready seller, with excellent profits, despite the fact that no prize packages are enclosed with it.

REMOVAL.

W. H. Millman & Sons, grocery brokers, 37 Yonge street, Toronto, will, on September 1, move their office to 27 Front street east. The change will afford more commodious quarters, centrally situated.

MARKET FOR CANADIAN GRAIN.

Canadian Commercial Agent Sontum of Norway-Sweden, says that, as the result of the drought that has been common over Europe this season, there will be a heavy demand from all the Continental countries for grains and foodstuffs. Canadians ought to find a ready market and good price, therefore, for all they have to sell.

A prominent Norwegian business man reports that Canadian flour and wheat are already favorably looked upon by Norwegian buyers, and that Canadian mills, if properly represented during the coming season, ought to be able to take up a considerably larger part of Norwegian imports of grain.

QUEBEC MARKETS.

Groceries.

Montreal, Aug. 25, 1904.

EVERYONE is busy. There is every prospect of a continuance of first-class trade from this time forward. The demand for all kinds of groceries is first rate, and collections from the country are reported equally good. The sugar market is very firm, centrifugals being quoted at 4 1/2c in lots of 200 bags. Sales were made in New York at 4 1/2c, duty paid. The raw market is very strong with every prospect of continued stiffness for some time. Molasses is sagging somewhat; cargo

CANADA'S BEST!

"A SAMSON



IN STRENGTH"

"THE HOUSEKEEPER'S FAVORITE"

"CANADA'S BEST IS THE WORLD'S BEST"

SUPERIOR to any other Laundry Blue — *the result of study and experience.*

Put up in 10-lb. Boxes containing 50 4 square Packages, giving the retailer 10 4 square Packages more to the box than he gets in any other.

20 Boxes to the Case (200 lbs.)



ALSO, Put up in 12-lb. Boxes containing 80 3 square Packages, giving the retailer 16 3 square Packages more to the box than he gets in any other.

20 Boxes to the Case (240 lbs.)

J. M. DOUGLAS & CO.

MONTREAL

Estd. 1857. Manufacturers

lots are offering at 26c without many buyers. Tea is tame and featureless; prices have dropped considerably. In spices there is a tendency towards higher prices; slight advances have been established and there seems to be a shortage of finer grades. Black and white peppers are slightly higher in the foreign markets. For Zanzibar cloves the price is fluctuating, but the tendency is downward. Canary seed seems steady with a fair demand. Canned goods of nearly all kinds are scarce; corn and tomatoes being especially so. New salmon is particularly scarce. Foreign and dried fruits are becoming more active, and news from the countries of production is of the most encouraging character. In canned fruits a good spot business has been reported, which will help to clear off the old accumulations. A tendency for new season's goods is towards the advance. Immense shipments of pines have taken place, and it looks as if the market would be well stocked at the end of the season with fairly high-priced goods. Immense sales are taking place of green fruits at good prices, one large firm in Montreal having received seven carloads of California stock. This includes the first lot of Tokay grapes of the season. These grapes sold readily at \$3.50 a box. Plenty of

Canadian peaches, plums, pears, and watermelons are on the market, and are of excellent quality. A fancy grade of Japanese plums has been sold as high as \$2.75. Delaware grapes are on the market at \$3 a crate, and the Malagas are selling at \$5.50 a keg. Fish of all kinds are scarce, it being now between seasons. Haddock is exceedingly high, and steak cod is very scarce, the reason assigned for it being the voracious dogfish of the fishing beds on the Maritime coast.

SUGAR.

Sugar is very strong and advancing. It is said that this is owing partly to the continuance of drought abroad. Brokers have shown no unnatural tendency to secure profits, and in the big markets sugar has fluctuated considerably. In some cases it has receded from the highest points touched. There is at present very little prospect of a setback in the value of actual sugar. American refiners have contributed some support to the European market by remaining firm. What has attracted considerable attention abroad is the relative cheapness of grocery crystalized. We quote:

Granulated, bbls.	4 60
" 1/2-bbls.	4 75
" bags	4 50
Paris lump, boxes and bbls.	5 10
" 1/2-boxes and 1/2-bbls.	5 10

Extra ground, bbls.	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 25
Powdered, bbls.	4 75
" 50-lb. boxes	4 95
Phoenix	4 50
Bright coffee	4 30
" yellow	4 30
No. 2 yellow	4 30
No. 1 " bbls.	4 10
No. 1 " bags	4 00
Raw Trinidad	3 90
Trinidad crystals	3 40

SYRUPS AND MOLASSES.

The market is loaded up with molasses and quietness naturally rules. Offerings of fresh cargoes from Barbadoes have been frequent at 26c. A decided weakness characterizes the market. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30
" in half-barrels	0 31
New Orleans	0 22
Antigua	0 37
Porto Rico	0 45
Corn syrups, bbls.	0 48
" 1-bbls.	0 02
" 1/2-bbls.	0 03
" 3/4-lb. pails	1 30
" 25-lb. pails	0 90
Bbls. per 100 lb.	2 75
1-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " 1 doz. "	2 25
" 20-lb. " 1 doz. "	2 10

COFFEE.

Coffee is firm and interesting, with unchanged prices. Sales are taking place abroad of the first of the new season's coffee, and as the quality is fairly good, although the bean is reported small, prices are expected to continue stiff. Statistics show that there has been an increase recently in the visible supply of the world of 15,540 tons. Such news is

considered satisfactory, and it is supplemented by the reports of the quick marketing of the Santos crop, so that the whole market has been influenced favorably. At about the same period last year there was an increase for the corresponding month of 31,370 tons. Prospects are good for coffee. We quote:

Good Calcuttas	0 10	0 10
Choice "	0 11	0 12
Jamaica coffee	0 10	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

The tendency of all kinds of spices is towards the advance. We quote:

Peppers, black	0 17	0 19
" whit	0 22	0 28
Ginger	0 17	0 24
Cloves, whole	0 25	0 35
Cream of tartar	0 25	0 30
Allspice	0 14	0 17

TEA.

A general dullness characterizes the tea market, especially in Japan. Low grade Japans are away down. In India teas satisfactory crop reports have been received, conditions being generally favorable to a good growth. The output to date has been quite equal to, and, in some cases, in excess, of that of last season. In Ceylon teas the market remains firm, with a fair demand all around. Little business is doing in China teas, and there is no alteration to quote in the green market, which remains comparatively quiet. We quote:

Japans—Fine	0 24	0 28
" Medium	0 18	0 22
" Good common	0 15	0 18
" Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
" Pekoes	0 17	0 20
" Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
" Hysons	0 14	0 15
" Gunpowders	0 13	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows	0 12	0 12
" Packing boxes	0 12	0 14

CANNED GOODS.

Considerable uncertainty as to the new pack salmon seems to exist, and large transactions are uncommon, in fact, almost impossible. Valuations are not considered attractive for the trade to hold large stocks until the result of the pack is known. Tomatoes and corn are very scarce and in good demand. Tomatoes are now considered safe, as new stock will be in before many weeks. Salmon is particularly scarce; very little of it to be had at any price. Peas, beans, and early fruits are the only new pack goods available. Meats are selling a little slower. French sardines are reported very light in catch, in fact last week the catches were almost entirely absorbed by the fresh fish buyers, very few fish finding their way to the factories. A slight improvement in the fishing has been reported. We quote:

Fraser River salmon	5 75
Skeena "	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sockeye	5 00

Cohoos	4 00
Humpbacks	2 75
Tomatoes	1 05
Corn	1 25
Peas	0 87 1/2
String beans	0 85 0 90
Strawberries, preserved	1 40
Succotash	1 00
Rhuberries	1 10 1/2
Raspberries	1 47 1/2
Lawtonberries, 2s	1 57 1/2
Raspberries, black	1 42
Gooseberries	1 63
Pears, 2s	1 52 1/2
" 3s	2 00
Peaches, 2s	1 63
" 3s	2 57 1/2
Plums, Lombard 2s	1 35
" Green Gage 2s	1 47 1/2
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03
3-lb. apples	0 90 1/2
Gallon apples	2 20
2-lb sliced pineapples	2 00
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90
Salmon, pink	0 90
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50
Lobsters, tails	3 45
" 1-lb. flats	4 00
" 1/2-lb. flats	2 25
Canadian Sardines, 1s	3 65
California asparagus	4 50
Asparagus tips	3 50

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later.

VEGETABLES.		Per doz.
2s Asparagus Tips		\$2 50
2s Beans, Golden Wax		0 80
" Refugee or Valentine		0 82 1/2
" Crystal Wax		0 92 1/2
2s Peas, No. 3 "Standards"		0 82 1/2
" No. 3 "Early Junes"		0 85
" No. 2 "Sweet Wrinkled"		0 95
" No. 1 "Extra Fine Sifted"		1 30
2s Table Spinach		1 40

FRUITS.		
2s Cherries, red, pitted		2 20
" " not pitted		1 75
" " black, pitted		2 20
" " black, not pitted		1 75
" " white, pitted		2 40
" " white, not pitted		2 00
2s Currants, red, heavy syrup		1 57 1/2
" " red, preserved		1 77 1/2
" " red, standard		4 75
" " red, solid pack		7 00
" " black, heavy syrup		1 75
" " black, preserved		2 05
" " black, standard		5 00
" " black, solid pack		8 00
2s Gooseberries, heavy syrup		1 62 1/2
" " preserved		1 85
" " standard		7 25
2s Lawtonberries, heavy syrup		1 57 1/2
" " preserved		1 85
" " standard		4 97 1/2
2s Pineapple, sliced		2 25
2s " grated		2 35
3s " whole		2 50
2s Plums, Damson, light syrup		1 00
" " heavy syrup		1 30
2s " " " " " "		1 85
3s " " " " " "		1 85
Gals. " " " standard		2 95
2s " " " Lombard, light syrup		1 05
" " " heavy syrup		1 35
2 1/2s " " " " " "		1 62 1/2
3s " " " " " "		1 90
Gals. " " " standard		3 15
2s " " " Green Gage, light syrup		1 15
" " " heavy syrup		1 47 1/2
2 1/2s " " " " " "		1 72 1/2
3s " " " " " "		2 05
Gals. " " " standard		3 45
2s " " " Egg, heavy syrup		1 52 1/2
2 1/2s " " " " " "		1 80
3s " " " " " "		2 10
2s Raspberries, red, heavy syrup		1 40
" " " preserved		1 60
" " " standard		5 40
" " " solid pack		8 00
" " " black, heavy syrup		1 35
" " " preserved		1 50
" " " standard		4 75
2s Rhubarb, preserved		1 15
3s " " " " " "		1 90
Gals. " " " standard		2 62 1/2
2s Strawberries, heavy syrup, 1903 pack		1 47 1/2
" " " " " " 1904 pack		1 60
" " " preserved		1 75
" " " standard		5 50
" " " solid pack		8 50

Foreign Dried Fruits.

Messrs. Watt, Scott & Goodacre report as follows:

Our cables for the week place Mediterranean dried fruits and nuts, as to the present prospects, in three classes:—

I. Crops that promise a full average in quantity and quality are: Comadre figs, Smyrna figs, French prunes, Valencia raisins and Valencia almonds.

II. Crops of barely an average: Malaga raisins, Jordan almonds and Bordeaux walnuts.

III. Crops of comparative failure: Sultanas, currants, filberts, Tarragona almonds and Grenoble walnuts.

VALENCIA RAISINS.		
Fine off-stalk, per lb		0 05 0 08
Selected, per lb		0 06 0 06 1/2
Layers		0 07 1/2 0 07 1/2

FIGS.		
Comadres, per tapnet		1 00 1 10
Elmes, per box, new		0 90

DATES.		
Dates, Hallowees, per lb		0 03 0 03 1/2

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per b		0 12 1/2
Peaches "		0 09 1/2
Pears "		0 12 1/2

MALAGA RAISINS.		
London Layers		1 75 1 90
" " Connoisseur Clusters		2 00
" " Royal Buckingham Clusters, 4-boxes		1 00
" " Excelsior Windsor Clusters, 4-boxes		1 25

CALIFORNIAN RAISINS.		
Loose muscatels, per lb		0 07 1/2 0 08
" " seeded, in 1-lb. packages		0 10 1/2
" " in 12-oz. packages		0 08

PRUNES.		Per lb.	Per lb.
30-40s		0 09	0 08
40-50s		0 08	0 07
50-60s		0 07	0 06 1/2
60-70s		0 06 1/2	0 06
70-80s		0 06	0 05 1/2
80-90s		0 05 1/2	0 05
90-100s		0 05	0 04 1/2
Oregon Prunes (Italian style) 40-50s		0 08	0 08
" " " " " 50-60s		0 07 1/2	0 07 1/2
Oregon prunes (French style) 60-70s		0 06 1/2	0 06 1/2
" " " " " " 90-100s		0 04 1/2	0 04 1/2
" " " " " " 100-120s		0 04	0 04

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

SULTANA RAISINS.		
Sultana raisins, per lb.		0 06 1/2 0 08
" " 1-lb. carton		0 09
Shelled Walnuts		0 19 0 20

Green Fruits.

Plenty of green fruit is now dominating the market. About 600 packages of Canadian fruit were sold one day this week at steady prices, and steadiness prevails all through. Raspberries sold at 9c a quart, Lawtons black, 9 to 10c, peaches 30 to 35c a basket, plums at 40c, pears at 30 to 40c a basket, and Canadian harvest apples at 12 1/2 to 20c a basket, watermelons are selling freely at \$1.25 to \$2 a crate. California stock has been coming in freely, Hart & Tuckwell having received seven carloads of fruit in one day. We quote:

Cocconuts, per bag of 100	3 50
Canadian apples, in bbls	2 00 2 50
Pineapples, 24 to case	5 25
" " 30 to case	4 50
Bananas	1 10
Bananas, red, per bunch	1 00
New Messina lemons 30's	4 00
" " 360's	3 25
Peanuts, Bon Tons	0 12
" Sun brand	0 11
" Diamond G brand	0 09 1/2
" Coon brand	0 08 1/2

Sell Specialties

—things that your opposition doesn't sell. This is a good way to attract trade. An excellent specialty is

McGregor's Preserved Pineapple

—in glass jars. Perfectly made, of true flavor and can be retailed for 20c., 25c. and 40c., showing a good profit. Being made by

McGregor

its high quality is assured.

1 lb. glass jars, per dozen, \$1.70
Pint jars, " " 2.25
Quart jars, " " 3.75

Send for a case of 2 dozen.

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

Grocers' who Stock

Parke's Catsup flavor and preserver will find it to be a very rapid seller.

It affords a good margin, gives such complete satisfaction that those who purchase will send many more customers to you for it.

The price is \$2.00 a dozen. On receipt of order for three dozen we will allow express charges and furnish advertising display.

Trade supplied by Lyman, Knox & Clarkson, Wholesale Druggists, Toronto, by all wholesale grocers in Hamilton, and by the manufacturers, Parke & Parke, Hamilton.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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

New Brazils.....	0 13 1/2
New potatoes, per bbl.....	2 50
Limes (100).....	1 25
California peaches, per crate.....	1 50
California plums, per crate.....	1 25
Cantaloupes, California, per crate.....	6 50
Gooseberries, per basket.....	0 75
California late valencias, per box.....	4 50
Verdelli lemons, 300's, per box.....	4 00
Watermelons.....	0 25
Raspberries, Canadian.....	2 50
California Bartlett pears, per box.....	1 25
per half box.....	1 25

Vegetables.

The heavy rains of the past few days have changed the price of various vegetables. For instance mushrooms have dropped from 75c to 35c a pound. Celery is selling at 20c less than it was last week. Egg plants are selling at 75c a basket. The receipts of cucumbers have increased. Green corn is very plentiful. We quote:

Egyptian onions, per sack.....	2 00
Bunch lettuce, per doz. bunches.....	0 20
Radishes, per doz. bunches.....	0 20
Mushrooms, per lb.....	0 35
Mint, per doz. bunches.....	0 20
Farsley.....	0 15
Sage, per doz.....	0 15
Savory, per doz.....	0 15
Carrots, new, per doz.....	0 25
Beets, new, per doz.....	0 25
Egg plant, per basket.....	0 75
Rhubarb, outdoor, per doz.....	0 20
Green onions, per doz.....	0 15
Green house water cress, per doz.....	0 30
Green cucumbers, per bush, hamper.....	1 25
" per half bushel hamper.....	0 60
" per bbl.....	3 50
" per doz.....	0 40
Asparagus, outdoor, per doz.....	1 00
Green peas, per bush, 12 quart basket.....	0 20
" cabbage, per doz.....	0 70
" beans, per bush.....	0 75
Waxed beans, per bush.....	1 00
Cauliflowers, small, home grown, per doz.....	0 50
Green peppers, per basket.....	0 50
Canadian new potatoes, per bush.....	0 90
Michigan celery, per doz.....	0 40
Canadian celery, per doz.....	0 40

Fish.

A general scarcity marks the fish market, and prices are high accordingly. Haddock is considered quite a luxury, and steak cod seems to be getting higher every day, having gone up one cent in price. Halibut remains firm at 12c, although certain grades are selling at 10c. Serious reports are brought in daily from the Maritime fishing grounds, regarding dog fish. Not only are these sea wolves destroying the fish, but they are stealing bait continually, thus acting as a dangerous menace to Canadian fisheries. We quote:

Haddies.....	0 07 1/2
Smoked herring, per box.....	0 18
Fresh haddock, per lb.....	0 04 1/2
Pike, " round and dressed.....	0 06
Halibut, fresh, per lb.....	0 10
Gaspé salmon, fresh frozen.....	0 15
B. C. Salmon, frozen.....	0 14
Fresh steak cod.....	0 06
Lake trout, per lb.....	0 08
Whitefish.....	0 08
Dore.....	0 09
Fresh mackerel.....	0 10
No. 1 Labrador herring in 20-lb. pails.....	0 75
No. 1 Herring, Labrador, per bbl.....	4 75
half bbl.....	2 75
No. 1 Holland herring, per half bbl.....	6 50
No. 1 Scotch herring.....	6 50
per keg.....	0 85
Holland herring, per keg.....	0 65
Salt mackerel, pail of 20 lbs.....	2 00
Boneless cod, 1 and 2-lb. blocks, per.....	0 06
fish.....	0 05
" loose, in 25 lb. boxes.....	0 04 1/2
Boneless fish, in crates 12 1/2-lb. boxes.....	0 05
Pure Georges cod, 40 lbs.....	0 07 1/2
Skinless cod, cases 100 lb. (new).....	5 00
Marshall's kippered herring, per doz.....	1 40
Canadian kippered, per doz.....	1 00
Canadian sardines, per 100.....	3 75
Canadian cove oysters, No. 1 size, per doz.....	4 00
Canned cove oysters, No. 2 size, per doz.....	2 35
Standard bulk oysters, per gal.....	1 50
Selects.....	1 75

Country Produce.

EGGS.

Not much change has taken place in the egg market. The demand has been fairly good and receipts fair. Firmness still rules, and round lots range from 16 1/2 to 17c. Some special select stock realised 20c early in the week, and candled stock brought 17 1/2 to 18c. We quote:

Selected.....	0 21
Candled.....	0 17 1/2
Seconds.....	0 16 1/2

BEANS.

Beans are considerably firmer and some activity is reported. We quote:

Choice primes.....	1 35
car lots.....	1 30
Primes.....	1 35

HONEY.

Honey is unchanged. We quote:

White clover, extracted, tins.....	0 08
kegs.....	0 07
Buckwheat.....	0 06

MAPLE PRODUCTS.

Maple products are very dull. We quote:

Maple syrup, in wood, per lb.....	0 05 1/2
Maple syrup, in large tins.....	0 60
Pure sugar, per lb.....	0 07
Pure Beauce sugar, per lb.....	0 08 1/2

Flour and Feed.

FLOUR.

Flour is very strong, owing to the continued strength in cereals generally. On August 20 the Ogilvie Milling Co. advanced flour to \$5.50 for their best grade, Royal Household, and for Gleuora Patents to \$5.20. This being an advance of 10c in addition to the 20c advance of last week. It is anticipated that flour will continue still stronger and higher prices may be expected. We quote:

Manitoba spring wheat patents.....	4 90
" strong bakers.....	4 60
Winter wheat patents.....	5 10
Straight rollers.....	4 70
Extra.....	4 00
Straight rollers, bags.....	2 30

FEED.

In sympathy with the general strength of the cereal market, the feed activity continues. We quote:

Ontario, bulk.....	15 50
Shows.....	17 00
Mouillie.....	23 00
Ontario bran, in bulk.....	15 00
shorts.....	16 00
Manitoba bran, in bags.....	19 00
shorts.....	21 00
Mouillie.....	23 00

OATMEAL.

The oatmeal market is a reflection of other allied food products from grain, and is strong. We quote:

Fine oatmeal, bags.....	2 04
Standard oatmeal, bags.....	2 90
Granulated.....	2 90
Rollled oats, bags.....	2 55
bbis.....	5 30

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondent of THE CANADIAN GROCER.

Vancouver, August 18, 1904.

THE salmon season is now over, half than was ever known. Last year with one of the poorest runs by year was supposed to have been the biggest failure, but this year the pack is less than half of what it was then. Merchants are considerably affected by a poor pack. When there is plenty of fish the employes of the canneries, numbering some thousands, spend between \$1,000,000 and \$2,000,000 among the houses of this city and New Westminster, and in a season like the present it is just like so much money lost.

With the visit to Vancouver this week of Hon. Raymond Prefontaine, Minister of Marine and Fisheries, it is probable that we shall see the beginning of the end. He has promised in very definite terms that he will do his utmost to conserve and enlarge the fishing industry, and says it was for that express purpose he came west. Already instructions have been given for the erection of one Government hatchery, with a capacity for handling from 20,000,000 to 30,000,000 ova per season, at Harrison Lake. Another hatchery, equally large, is in prospect, but the site has not yet been decided upon. A close season will also be observed between August 25 and September 15, to enable salmon to reach the spawning beds. With this assistance, and proper care in the future, the fishing industry in the province will in a few years be perennially good.

Other fishery resources of the province, in addition to the halibut and salmon, will very likely be developed as a result of the visit of the Minister, who is making a very thorough personal inspection of the coast waters of the province.

Local market conditions are good. Up to last Monday there was an active trade with the Yukon, the endeavor being to get goods away so as to take advantage of the special commodity rates of the White Pass and Yukon Railway, which expired at midnight on that day. There have been one or two changes in quotations, though generally they are unchanged. Flour has gone up another 10c per barrel, making 30c in all, and is very firm at that. Sugar, however, notwithstanding the rise by eastern refineries, is still the same. Pepper is a little lower. Prices in the tea market are maintained. Rio coffees continue very cheap, but fine mild coffees are firm, the market being very strong.

Light stocks are prevalent in fruit, this being the time between the Cali-

fornia season and that of Washington, and local centres. This condition, however, has brought no raise in prices. Peaches are scarce, with a good demand for the preserving article, which is not yet in the market. The supply of local apples is of good quality, and goes from 75c to \$1.25 per box. Shipments of tomatoes from Kamloops have declined the price of the hot house variety which have held the first place. Last week they were \$1.75, and now are \$1 to \$1.25.

A feature of the vegetable market is the large shipments of potatoes to Dawson. They are selling at \$24 per ton.

Very favorable reports have been received relative to the appreciation of the British Columbia fruit exhibit at the Dominion Fair at Winnipeg this Summer. The display did a great deal to show what can be produced in this province, and was also shown at the Brandon Exhibition, before being shipped to England to be placed in the office of the agent-general in London. R. M. Palmer, freight rates commissioner of the Government, had charge of the exhibit, and supplied information in relation thereto.

Smoked meats have advanced several cents in the Dawson market, the cause being the Chicago strike.

New hay is being shipped in freely and the quotation is down a dollar a ton, being now \$15. Bran and shorts are also \$1 lower, namely, \$21 and \$26.

The Valkyrie Packing Co. has been organized as a limited company, with a capital of \$25,000, to acquire the business of the Valkyrie Packing Co. at Gabriola Pass, B. C., as a going concern, and to carry on the business of fish and fruit packers and canners in all its branches.

Very large shipments of flour are being made from Puget Sound ports to the Orient, the Tremont taking last week 11,250,000 lbs. About two-thirds of it goes to Japan.

No sailing vessels will be chartered to take the salmon pack to England hereafter. It will be shipped on the big round the world steamers of the China Mutual and Ocean Steamship Lines, which now call monthly at British Columbia ports. This route will save time and will be cheaper.

Commercial men report that the prospect for an immediate improvement in trade conditions with Japan is poor. They have had good crops, and the fishing season has been excellent.

Live stock shipments to the north are still brisk. One of the largest cargoes ever taken out of Vancouver was last week on the hulk Henriette, when

she had 208 steers, 35 hogs, and 608 sheep, the entire lot being consigned to the Dawson market.

A chicken-fattening station, to be established by the Dominion Government, will be of assistance here, where large quantities of poultry are raised.

A new creamery at Port Hammond, on the Fraser River, is of great benefit to the farmers in that locality.

The British Columbia Fruit Growers' Association held its annual meeting in Nelson this week, and was well attended and very profitable.

Shipments of maize to British Columbia from Australia are increasing, 3,000 sacks having been brought in on the last steamer.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N. B., August, 1904.

THE Maritime Board of Trade, which met last week at Moncton, greatly appreciated the effort of The Canadian Grocer to get a full and correct report of their meeting, sending, as they did, one of their head men to Moncton for this purpose. Mr. Gillies made many friends, and from a personal standpoint his presence was greatly appreciated. This enterprise is not, however, a new thing, as for several years The Grocer has been represented at these annual meetings, Mr. Edmonds being sometimes present, regarding whom Mr. Gillies had to answer many inquiries from personal friends of Mr. W. L. Edmonds, managing editor of the MacLean Publishing Co., who has formerly been present. A full report of the meeting is to be found in another part of this issue.

In business the present is rather a quiet season. Fall business, however, must soon begin. Markets in general are firm. This is particularly true of flour, which already shows considerable advance. Fish, an important factor in the business of the Maritime Provinces, continues scarce and high. Cream of tartar is firm and already shows some advance from lowest point. The success of our exhibition next month is assured. There is even now little or no space left for exhibits.

Oil.

Fall orders for burning oil have all been booked. Trade has been large, present prices being considered low. Lubricating oils show a fair business, prices are unchanged. Linseed oil is firm. In fish oil the market seems unsettled, with the appearance of a determined effort to bear the market.

Salt.

In Liverpool coarse salt, while there is a large stock values are firmly held, prices being very firm on the other side. Liverpool factory filled but a limited sale. In Canadian fine a continued good business has been done.

Canned Goods.

Outside packers continue to offer vegetables and fruits below association prices. There is a good volume of business being done. While vegetables are firm, with the arrival of new goods prices tend to become lower. Strawberries will be short. Salmon is very firm and higher priced; goods are likely to be short delivery. Meats are unchanged. In lobsters there is a short pack. Owing to a better run of sardine herring, the outlook for this industry is brighter. In all domestic fish full values are likely to rule.

Green Fruits.

Dealers are inclined to complain. Apples which are now being freely received are not in as brisk demand as usual at this season. Good New Brunswick apples are now seen on the market, and the crop is reported a good one. American apples continue high. In oranges and lemons, while high prices rule, there is a good steady sale. Melons are dull. Georgia peaches have a steady sale. In California pears there is a large demand and prices rule rather higher. Nice plums are being offered. Peaches are but fairly popular. Tomatoes are lower.

Dried Fruits.

The low prices of California loose and seeded raisins tend to confine business to these lines; the more so as the consumer seems to demand fewer Valencia layers and Malaga layer fruit each year. The low price of prunes has tended to a large sale. In Valencia raisins it is expected first shipments are just being made. Prices are likely to rule below last season's. Currants are firm and low prices are not expected. Dates continue low. Figs are firm at full figures. Peels are lower this year, there being increased competition and a wide range in the prices of English shippers. Evaporated apples show a light sale, and the market is firm. New Valencia onions are offering low.

Sugar.

The market is very firm at the higher figures quoted. Dealers carry large stocks, looking for higher prices.

Molasses.

The demand is rather quiet at present. There is a large stock of Porto Rico

Sure Money

Grocers are looking to-day to the manufacturer for **Money Makers.** A word now and then to your trade about the value and good qualities of

Clark's Sliced Smoked Beef
will repay the trouble.

This line is a **Money Maker.** Everybody comes back for more.

 <p>This design a guarantee of quality.</p>	<p>WRAPPING PAPERS — ALL GRADES, AND BEST OF EACH — GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.</p>
	<p>SAMPLES AND PRICES FOR THE ASKING.</p> <p>CANADA PAPER Co. Toronto LIMITED Montreal</p>

EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA



All Grocers Should Stock
THE STAVANGER PRESERVING CO.'S

Crossed Fish Brand Norwegian Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

W. G. Patrick & Co., 29 Melinda Street, Toronto
British Manfrs. Agency Co., Vancouver, B.C.

molasses held. In Barbadoes molasses the stock is light.

Fish.

In fresh fish the market is very poorly supplied. In dry fish high prices rule. Even if lower prices should be quoted it is expected values will be much higher than usual. Pickled and smoked herring, for which there is a large Fall demand, particularly for pickled herring, are very high. There is practically no pickled shad.

Flour, Feed and Meal.

In flour there is continued advance and market is very firm. Sales are good.

Feed is not freely offered. Oats can only be bought with difficulty, the stock is small. Oatmeal is firm at full prices. Beans are reported higher; the local market, however, has been very dull. There are light stocks of barley and split peas. The crop of hay will be light.

McWilliam & Everist, Toronto, are expecting the arrival of one car of late Valencia oranges, one car of fancy Missouri watermelons, one car of fancy late California Valencias, and also some smooth Cayenne pineapples.

Fresh and Cured Fish

Dog Fish or Miniature Shark.

THERE are two species of dog fish, namely horned and smooth. Horned dog fish live on other fish; smooth on crabs and lobsters. They usually frequent the coast of Nova Scotia from July to November. A species of dog fish is also found in fresh water, but this varies from sea dog fish. Dog fish proper are rarely more than four or five feet long, and more frequently are from two to three feet long. There are no less than nine or ten kinds of dog fish on the North Atlantic coast of this continent, the most common of which are called spring dog fish.

The great source of danger from these fish is that they exhaust the food supply in limited areas thus driving away the fish, owing to which cod and other fish are compelled to move from place to place in search of food, causing the fishermen a great deal of trouble. Some species produce living young, and it is said that where one per cent. of codfish survive 100 per cent. of dog fish survive. They damage the fishermen's nets and gear, often taking the hook and bait. They are rarely secured by the hook piercing their jaw as they suck it down gulping it into their throats.

Owing to a very heavy demand of codfish from abroad, and receipts being of a limited character, prices are very firm and as soon as the heavy demand for this food diet starts higher prices are looked for.

Pickled cured codfish are becoming more and more every day a staple article of diet and Canadian people in inland cities are gradually coming to know the value of this fish.

In the value of sea fish taken from Canadian waters codfish rank second, (value \$4,000,000) the greater portion of which is taken out of the coast of Nova Scotia.

New Fishery Cruiser for Canada.

It will be remembered that about a month ago, a special crew was dispatched from Canada to the Old Country to bring over the new fishery protection cruiser named "Canada." She was

launched last June, and left the Vickers-Maxims yard on August 18, for the Dominion. Her trial trips were completed to the entire satisfaction of the authorities. In order to insure the best results, the builders aimed at obtaining a speed of 17 1/4 knots, so that under the very worst conditions she will always be able to maintain the contract speed of 16 knots. Thus offenders against the fishery laws in the Maritime Provinces, or the St. Lawrence will not have much chance of escaping this swift-going boat. She is described as a smart-looking craft, the ram bow, rakish masts and funnel giving the suggestions of strength and speed. She will arrive in Halifax about August 27.

The Canso Experiment.

The steam drifter "Thirty Three" is not having much success in securing herring. In the last few weeks a few barrels only have been secured. Still Mr. Cowie is confident that he will secure enough herring to demonstrate the advantage of the Scotch method of curing. He hopes that the herring will be more plentiful later on. The intention is to put up, if possible, one thousand barrels and a like number of half barrels. The Nova Scotia fishermen also report no great quantity of herring, but still fair quantities have been taken from time to time in the traps along the coast.

Canadian Herring for Russia.

John Cowie, Scotch expert in charge of the Canadian Government herring curing experimental station at Canso, has just received returns of a trial shipment to St. Petersburg, which ensure the success of the employment of Scotch methods in curing Nova Scotia herring. A shipment of fifty packages of herring, caught near Canso, were sent to the Russian capital, and proved high-class fish, and realized prices as high as the best Scotch herring.

A previous shipment to New York brought eleven to thirteen dollars per barrel, twice as much as ordinary Nova Scotia herring command in the same market. The herring cured at Canso are

equal to the best Scotch fish, but the Scotch fishermen have not been very successful in catching fish. This is partly due to the small size of the nets used in the steam shifter "33," brought from England, and partly to the absence of any record of the movements of the herring at the Atlantic coast. In order to give the experiment a fair trial the operations at Canso will be continued for three years, and it is probable the Canadian Government will purchase the "33" and equip her with nets better suited to our coast fishing. The steamer will cost about \$15,000. It is believed that an enormous trade in Scotch-cured herring can be built up in Russia.

Japanese Oysters.

It may be news to readers of The Grocer to know that Japan leads the world in oyster culture. The industry is centered in the Inland Sea, which is considered by many the most important natural preserve of fish and shellfish in the world. There are three kinds of Japanese oysters. There is a small dwarfed salt water variety which is abundant along the southern and eastern coast of Japan. It is the most abundant of all the species. In actual size this oyster is rarely larger than one's finger nail, but its flavor makes amends for its tiny proportions.

The second variety is the important one, from a commercial point of view. Although not large, it averages the size of a Blue Point, and is the kind with which experiments are being made in Puget Sound. The oyster itself is cream colored, and is found in abundance throughout the Inland Sea. It thrives best in bays well tempered by fresh water. The third type of Japanese oyster is of a large size, specimens weighing as much as five pounds being not infrequent. Little value is placed on this oyster and no attempt is made to cultivate it for the market.

Because of the failure to plant Long Island oysters successfully in Puget Sound, they are now trying the Japanese oyster with prospects of success.

Fish Notes.

A new fisheries cruiser is being mooted for the coast service of British Columbia.

By October or early in November Nova Scotia will have a first-class cold-storage building at Canso for the preservation of fish bait, which will be one of the largest cold-storage plants in Canada. It is expected the building and plant will cost when completed between \$40,000 and \$50,000.

Sell advertised goods. They are most readily sold. Week in and week out they are most profitable. For this reason sell

Blue Ribbon Ceylon Tea

—the tea that is always good.

The Red Label at 40c. is a trade builder.

A GEM

We have added to our list of high-grade Coffees another brand, namely :

CHOICE JAVA and MOCHA
at 28 Cents.

CHASE & SANBORN

The Importers, Montreal

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.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " " 1 year.....	10 00

SITUATIONS WANTED.

A YOUNG man, good education, with several years experience in the tea trade, desires position in wholesale house or brokers; excellent references. Box 35, Canadian Grocer. (36)

SITUATIONS VACANT.

WANTED—Grocery salesman; young man, well posted in the grocery business; one accustomed to a country trade preferred, with some knowledge of boots and shoes. Apply personally, James Whimster, Aurora. (36)

AGENT'S WANTED.

A GENT IN NEWFOUNDLAND. An English firm manufacturing Worcestershire Sauce desires an agent to represent them in Newfoundland. Address Box 164 c/o THE CANADIAN GROCER, Toronto. (32tf)

OLD ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

FOR SALE

FOR SALE—OLD ESTABLISHED GROCERY, meat and liquor business; Hamilton: large trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason or retiring; the premises also for sale. Address P. O. BOX 27 HAMILTON. (36)

FOR SALE—Good grocery business, including dwelling; room for extension; post office in connection. Postmaster, Orr Lake, Ont. (35)

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

IRISH

Consumers prefer Canadian products. If you want to sell communicate with **J. H. Sheridan, 6 D'Olier St., Dublin** (23)

MANITOBA MARKETS.

Winnipeg, August 19, 1904.

THE most glowing reports are now circulating pertaining to the splendid and prospective condition of the grain. In some parts of the country it is so far advanced that cutting has already commenced, and it is now only a matter of a few weeks before threshing will be general throughout the Northwest.

All markets are steady, with the exception of flour, which has again advanced 10c.

Sugar—The market is now steady with prices firm, quoting: Montreal granulated at \$5.25 per barrel, and \$5.15 per sack; yellows, \$4.65. Wallaceburg the market quotes at \$5.15 in barrels and \$5.05 in sacks.

Flour—For the past few weeks flour has been on the advance, and this week again the market calls flour to the upward turn of 10c all around, quoting No. 1 patent at \$2.65, No. 2 at \$2.45, No. 3 at \$1.90.

Canned Fruits—The market at present is rather unsteady owing to the fact that all lines of new stock are not available as yet. Canned strawberries the market quotes at \$3.25 per case, and the new stock of raspberries, which will be on the market in the course of a few days, will be quoted at \$3 per case.

Canned Vegetables—The market is firm in all lines, and prices are generally well maintained. New stock canned beans are now on the market and are quoted at \$1.80 to \$1.90 per case. Canned peas are also available, which the market is quoting at \$1.90 per case.

Rolled Oats—The market is firm and prices steady, quoting 80-lb. sacks at \$2.25; 40-lb. sacks at \$2.30; 30-lb. sacks at \$2.35; 8-lb. sacks at \$2.65, and 6-lb. sacks at \$2.85.

Cornmeal—The market has now advanced slightly all around, quoting cornmeal at \$1.80 per sack and 90c per sack.

Coffee—The market now quotes No. 5 green Rio, good quality, at 10½c to 10¼c per lb.

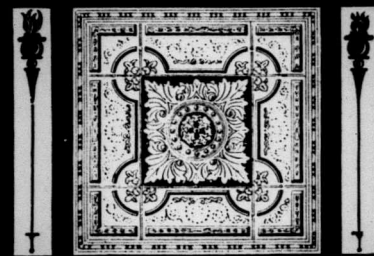
Evaporated and Dried Fruits—The market is firm, but all kinds of evaporated fruits are scarce. New stock of evaporated apples will be on the market about November 1. Evaporated apricots, 1904 stock, choice quality, are quoted at 13½c per lb. Currants are slowly advancing owing to the smallness of the crop in Greece effected by an unusual amount of wet weather.

Green Fruits—The market is fairly firm. Oranges are quoted at \$5 per case. California lemons, \$5 per case; bananas, \$2.75 to \$3 a bunch; peaches, \$1.35 per crate; but they are at present rather scarce. Pears, \$2.50 per crate; California plums, \$2 per crate; Washington plums, \$1.50 per crate; watermelons, \$4 per doz.; Washington apples, \$2 per box; American apples, \$5 per barrel; Ontario apples, which will be on the market in a few days, will be quoted at \$3.50 per barrel.

Canned Fish—The market at present is firm, but as the run will be very light this year we may expect an advance in salmon. The market is now quoting sockeye salmon, one to five cases, at \$6.75 to \$7 per case; cohoes at \$5.10 to \$5.25 per case, and humphacks at \$3.65 to \$3.75 per case.

OUR METALLIC CEILINGS AND WALLS

Are both artistic and serviceable. Popularly used by practical people everywhere.



Easily applied—most moderate in cost—fire-proof, sanitary and wonderfully durable—with countless designs to select from.

Write us for booklet telling all about them.

METALLIC ROOFING CO., Limited
Wholesale Mfrs. TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market value, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.I.L.M.

Counsellor at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U. S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Sell

BROCK'S

Bird Seed

IF YOU ARE WISE.

NICHOLSON & BROCK, - TORONTO

THANKS

—for your liberal patronage during the travelers' holiday season. They will be back with you next week loaded for bear

SEASON IS ON FOR . . .

SUGARS
SPICES
VINEGARS

and a wise grocer will buy a few **TEAS** while they are cheap.

BALFOUR & CO., Branch Canada Grocers Limited Wholesale Grocers **HAMILTON**

Has stood the test of every climate.

HIGHEST AWARD



Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition	-	Buffalo, N. Y.,	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of **THE ST. CHARLES CONDENSING CO.** are famous the world over for **HIGH QUALITY, ABSOLUTE PURITY,** and **ADAPTABILITY** for all the purposes of fresh milk.

Home Office and Address:

Correspondence and Trade orders solicited.

St. CHARLES, ILL., U.S.A.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

The boy is in the ring—



you will be too with reliable grocers selling

HIRES' Root Beer

—If your jobber don't keep it write direct to


W. P. DOWNEY
AGENT


26 St. Peter Street

MONTREAL

—It is a ready seller
—and a profitable one.
—Just the thing for this warm weather.

Todhunter, Mitchell & Co.

Will be glad to have you call on them and make **THEIR** offices **YOURS** during exhibition. 

7 Front Street East,  **Toronto**

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—


VAN HOUTEN'S COCOA

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

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



Ever and always
in the front
rank

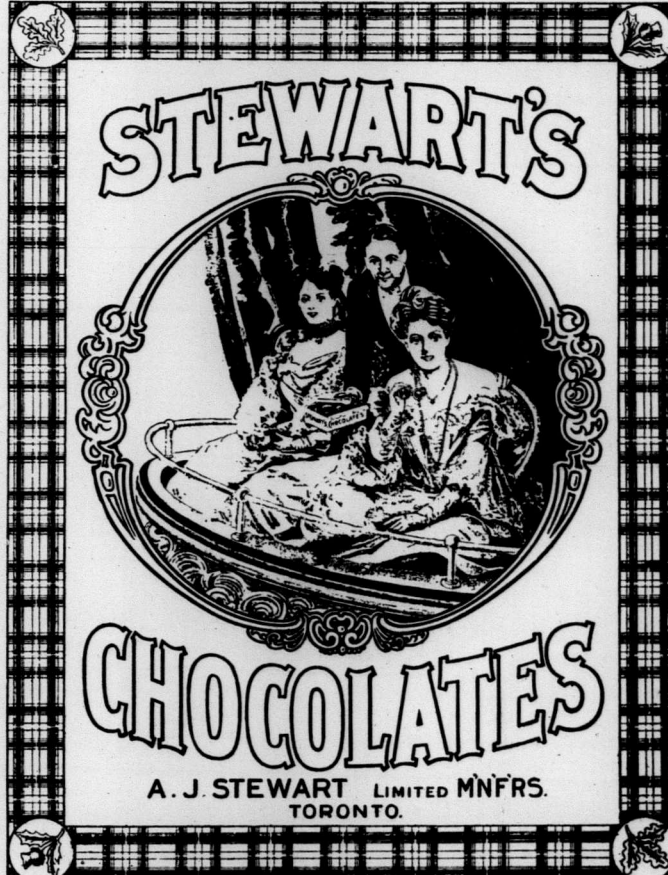
**MOTT'S
CHOCOLATES**

"Diamond" and "Elite" brands.

"CANADA'S BEST."

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. MCINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.



STEWART'S

CHOCOLATES

A. J. STEWART LIMITED M'FRS.
TORONTO.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **PUREST BRAND**. Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA, CANADA.

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FRAUDULENT OLIVE OIL.

A FRENCH grocers' syndicate or association seems to have done a useful work in exposing a number of so-called olive plantation owners in the Bouches-du-Rhone department of France, who for some time past have been pushing the "direct supply" business in "pure olive oil." As consumers were being extensively circularised and urged to "save money by purchasing direct of the producer, thus abolishing intermediary profits," the grocers' syndicate procured (through a member) samples of the "pure" olive oil from three producers, and, as the result of analyses an action was brought. It transpired that of the three samples analysed one contained 30 per cent. of arachis oil, the second contained 50 per cent. of cotton oil, and the third 40 per cent. of arachis oil. Seed oil, which is, of course, only worth about half as much as olive oil, figured prominently in the composition of this oil. It also came to light during the hearing—and the fact will hardly advance the "producer-to-consumer" cause—that a number of producers in the Salon District sell nothing else but seed oil (made at Marseilles or Salon), purporting to have issued from their own olive oil plantations. Others of these fraudulent individuals have even characterized themselves as "olive oil manufacturers of Nice," whilst in reality the extent to which they are established in that city consists, so it was stated at the hearing, in having a letter-box there for the reception of their correspondence. It is satisfactory to note that each of the defendants was mulcted in fines and costs, and, at the request of counsel watching the case on behalf of the grocers' syndicate, the judgment was inserted in five newspapers. —London Grocer of August 6.

FIRST SEASON'S WHEAT SHIPPED.

Great interest is being taken all over the British Empire in the new wheat crop of the Canadian Northwest. Only this week The Grocer was cabled from Liverpool regarding the Manitoba crop. This came from a daily paper, shewing the urgent anxiety with which Britishers and Europeans generally are watching Canada. What has gone across the wires there will go elsewhere to the four corners of the globe, telling that the crops are fifteen millions of bushels larger than last year. It could say, also, that the first cargo of this season's wheat crop was shipped from Napinka, Manitoba, to Winnipeg, on August 19. It was consigned to the Ogilvie Milling Co., and was shipped one day ahead of last year's first crop. The new wheat when graded by the inspec-

tors, gave a mark of "No. 1 Northern," which promises well for the season's rating.

A LARGE SHIPMENT OF FLOUR.

Probably the largest shipment of flour ever made in the history of Canada is being made from Montreal by the Ogilvie Milling Co. They are shipping 65,000 barrels of Royal Household flour to St. John's, Nfld., via the Black Diamond steamers. The flour is all to be delivered within two months. J. E. Cookson, agent of the steamship line, stated that if it had to be all shipped at once it would take more than their entire fleet to carry the flour. At least seven or eight ordinary steamers would be required, provided each was loaded with its usual cargo, namely, about two-thirds, flour, and the rest other things. All this flour will go from one mill, the Ogilvie mill in Montreal. It is very gratifying to note that the Canadians have superseded the Americans in the Newfoundland trade. In fact it is Canadian mills which supply about all the flour consumed on that island at the present time.

PASSING OF BEET SUGAR INDUSTRY.

The Warton beet sugar factory has passed into the hands of the shareholders of the industry, thus realizing the sum of \$150,000. It is thought that the factory cannot be moved from Warton until the claims of the town against this concern are settled in some way. There is talk of an American company being formed to continue the industry.

CANADA-AUSTRALIAN TRADE.

Advices from the Canadian commercial agent at Melbourne indicate that Australian wine growers are about to attempt to secure a share of the wine trade of the Dominion for the produce of the vineyards of the commonwealth. A sample shipment of wines will arrive in Vancouver on the next steamer from Australia.

Australian enterprise is also being moved in the direction of exporting salt to Canada, and a shipment will arrive here shortly.

PERSONAL MENTION.

A party made up from Winnipeg members of the Northwest Grain Dealers' Association, city bakers and grain men from St. Louis, Chicago and Minneapolis, left Winnipeg on Saturday, August 20, for a trip of inspection through the wheat fields of Manitoba.

**IT
IS A
REASONABLE
QUESTION**

to ask—why are

**Perfection
Cream Sodas**

all that we, the makers, claim them to be?

We could give an extended answer, but a brief explanation and a sufficient one is because

**THE PRINCIPALS
THE MATERIALS
THE EQUIPMENT**

combine to produce a perfect article. You can sell **Perfection Cream Sodas** to your advantage.

**SEND US AN ORDER
3-LB. CARDS OR TINS.**

**THE Mooney
Biscuit & Candy
Company,**

LIMITED,

Stratford, - Canada.

BRANCHES:
WINNIPEG and HAMILTON
Manitoba Ontario

TELEPHONE { MAIN 125
" 467

**Wm. McCann
Milling Co.**

MILLERS

AND GRAIN DEALERS

**192 King Street East
TORONTO.**

PURE GOLD TALK

No. 13.

The old saying, "There is no sentiment in business," we unequivocally and positively deny.

The confidence that should exist between buyer and seller is sentimental in the fullest sense of the word for confidence may exist but be sadly abused.

The Pure Gold Company are making every effort to promote "true sentiment" in transactions with their customers, and to insure confidence on a lasting basis they stand behind the retailer by guaranteeing all their products.

Our guarantee insures to the retailer actual saleability of Pure Gold goods, and no risk is involved in purchasing or carrying them in stock, as they are always worth 100c. on the \$.

Just how much risk we run in giving the trade such positive protection can be estimated by the value of goods returned, and we can assure you this condition does not worry us.

Pure Gold Brand stands for

Pure Foods No Adulteration

THE
Pure Gold Mfg. Co.
LIMITED
Toronto

TEA SETTLEMENTS IN JAPAN.

THE GROCER is indebted to C. M. Bernard, of Chicago, for the following list of tea settlements from Kobe and Yokohama, Japan, for the present season up to July 26 and 28 respectively :

Settlements at Kobe from Commencement of Season to July 23, 1904.

Buyers	1904-05.	1903-04.
Hellyer & Co.....	15,890	15,869
Smith, Baker & Co.....	7,150	8,558
Hunt & Co.....	11,324	16,421
Jardine, Matheson & Co.	4,183	4,152
John C. Siegfried & Co..	14,167	26,429
Averill & Co.....	788	3,543
Geo. H. Macy & Co.....	17,808	14,473
Nippon Seicha Kaisha..	11,394	15,590
Japanese Sundries.....	800	3,374
To Yokohama.....	1,424	
To Shizuoka.....	89	
Total	85,017	102,409
Stock.....	7,123	3,227
Total Arrivals	92,140	105,636

Settlements at Yokohama from Commencement of Season to July 25, 1904.

Buyers	1904-05.	1903-04.
Geo. H. Macy & Co.....	27,600	24,270
Hunt & Co.....	18,352	25,751
Hellyer & Co.....	26,060	27,561
Smith Baker & Co.....	28,834	25,833
Averill & Co.....	5,233	19,558
Jardine, Matheson & Co.	13,616	6,15
Bernard & Co.....	13,014	10,167
M. J. Brandenstein & Co.	1,284	2,513
Nippon Seicha Kaisha..	6,475	7,233
Sundries.....		203
Total	140,468	149,704
Stock.....	6,695	6,607
Total arrivals	147,163	156,311

Settlements at Kobe from commencement of season to July 26, 1904.

Buyers.	1904-05.	1903-04.
Hellyer & Co.....	16,230	16,730
Smith, Baker & Co.....	7,150	8,648
Hunt & Co.....	11,697	16,854
Jardine, Matheson & Co.	4,183	4,317
John C. Siegfried & Co..	14,167	20,756
Averill & Co.....	883	3,543
Geo. H. Macy & Co.....	17,926	14,904
Nippon Seicha Kaisha ..	11,394	15,825
Japanese Sundries.....	800	3,374
To Yokohama.....	1,424	
To Shizuoka.....	89	
Total	85,943	104,951
Stocks.....	7,055	2,367
Total arrivals	92,998	107,318

Settlements at Yokohama from commencement of season to July 28, 1904.

Buyers.	1904-05.	1903-04.
Geo. H. Macy & Co.....	27,867	24,785
Hunt & Co.....	18,863	26,123
Hellyer & Co.....	26,702	27,991
Smith, Baker & Co.....	29,350	26,065
Averill & Co.....	5,233	19,796
Jardine, Matheson & Co.	13,637	6,672
Bernard & Co.....	13,200	10,537
M. J. Brandenstein & Co.	1,284	2,513
Nippon Seicha Kaisha..	6,478	7,233
Sundries.....		
Total	142,611	151,918
Stock.....	7,587	6,420
Total arrivals	150,198	158,338

BRANDS MUST BE ADVERTISED.

Some important news has reached the Department of Trade and Commerce, Ottawa, from A. MacLean, Canadian Commercial Agent in Japan. He states that an importer who was handling Canadian flour in Japan, said that

he had tried to introduce Canadian milk, but the duty of 90 sen (45 cents) on 24 lbs. was one of the drawbacks to his being able to put the milk on the market. Mr. MacLean thinks that to introduce Canadian milk the brand, or brands, will have to be thoroughly advertised, and if need be, sold at a loss for some time, until the brand and quality become known. If the manufacturers are willing to spend some money in advertising their milk to introduce it their goods will find sale. In any case a new brand on the market must have, and maintain good quality, and must be prepared so as to stand the climate. No complaint is more often heard from importers, than that of failure to keep up the quality after the sample, or first shipments have been made the basis of a business connection.

COLD STORAGE.

APPRECIATIVE remarks are often heard as to the advantages of cold storage, and there is no doubt that, generally speaking, it is a tremendous boon, for it steadies prices and often relieves the intensity of a glut. Much money has been made by speculators by the cold storing of butter, and much has also been lost. But how fares the ordinary retail grocer in regard to cold-stored goods? says London, Eng., Grocer. We are probably correct in saying that there are very few grocers who have not at some time or other suffered through unwittingly buying cold-stored butter. To the credit of the wholesalers generally, they are now as a rule most willing to tell buyers whether the goods they are offering have been in a store or not; but there are some who act differently. They argue that the grocer uses his judgment in buying the butter, and ought to stand the consequences, although he has bought the butter believing it to be strictly fresh. Such butter, of course, goes rapidly "off" when exposed for sale, and the worry and annoyance the grocer suffers from complaining retail customers prevent his forgetting in a hurry the firm who thus served him. Butter sometimes arrives like kegs and boxes of oil; this is mostly caused by the heat of Summer, but is also partly due to faulty manufacture. It is sent into cold-store to give some sort of stiffness to it until it can be sold to the shopkeeper. When in the grocer's shop it speedily relapses into its oily condition, and quickly deteriorates; it is then the grocer discovers that he has paid a bit too much for it. When prices begin to advance the cold stores are drawn upon for supplies, and the retailer needs to be very cautious. That particular time has just about arrived.



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REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

Wilbert Hoey, Manager.
54 Noble St., TORONTO
Phone Park 513.

This cut represents No. 13.

COWAN'S

Perfection Cocoa (Maple Leaf Label),
Royal Navy Chocolate, Queen's
Dessert Chocolate, Chocolate
Cream Bars, Cowan's Cake
Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited

TORONTO

An
Irresistibly
Delicious
Confection



Gives
Eating
Chocolate
a New
Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.
Push Peter's. The Original. Other Brands are Imitations. Send for Sample.
LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation **Attention!** *old reputation*

The **BEST**
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal**)
at the Glasgow Exhibition.

Wholesale Depot for Canada:
Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

ZOECO
COFFEE and MILK

ZOECO
CHOCOLATE and MILK

ZOECO
COCOA and MILK

gladdens the heart of both the customer and the GROCER. The customer is pleased, because it is economical and easily prepared. The GROCER is pleased, because it gives satisfaction and pays a good profit.

SEND FOR SAMPLES AND PRICES.

J. H. MAIDEN,
Canadian Agent **MONTREAL.**

How to Increase and Maintain Canadian Trade

(By J. S. Larke, Canadian commercial agent for New South Wales, Queensland and New Zealand.)

(Continued from last issue.)

Ship the Goods Ordered.

IT won't do because it may be more convenient to substitute "something just as good" for the articles ordered. No changes should be made even for the better without the consent of the buyer. The change may not be an improvement in Australia.

Invoice as Advised.

Importers frequently require invoices to be made to suit their business methods. Hence the importance of getting instructions on this point with the order. Two points must always be observed: The invoice must specifically show the exact contents of each case, where there is more than one, and must conform to the custom regulations. In Australia the manufacture price must be set down and the charge for packing, inland freight or other extras show as separate items. If the goods are destined for New Zealand and come within the provisions of the preferential tariff the invoice must comply with its provisions as given in my report for January and February. (See Weekly Nos. 3 and 9.)

Ship as Ordered.

Observe the time specified. The Australian buyer orders to meet his requirements, and if the agent is an intelligent one, sufficient time is given to execute it. If the goods come six or nine months later, the buyer's trade is injured by his inability to supply his customers. Goods are frequently ordered in a regular trade to come in monthly shipments in the order set forth. The exporter delays No. 1 and No. 2, and then sends the three lots in one ship. The result here is that the buyer's trade is hampered by the delay; his finances are disarranged by having to provide for the payment at one time of three times the amount anticipated; his warehouse capacity is insufficient to store and his staff to handle the accumulation.

Ship by Route Ordered.

Only specially strong reasons should cause any change in the route set down in the order. The freight question should receive special study, and the buyer will be grateful for advantage gained for him in this way, but, if possible, he should be consulted before making the change. Some Canadian ex-

porters have caused annoyance, and in one or two instances loss of trade, by following some advice received in Canada and changing the method of shipment without consulting their customers.

In every case, and particularly in Atlantic port shipments, the consignee should be promptly advised of the ship on which the goods have been placed and the date of its departure.

Packing.

The package sufficient for carriage a hundred miles by rail is not good enough for sixteen thousand miles by sea and land. Much more attention must be given to this branch of the export business than the average Canadian firm has given to it. The following must be kept in view:

The package must carry the goods securely.

The packing must conform to customs regulations.

The contents must be exactly as specified in the invoice.

Economy must be observed in the cost of package and in securing lowest freight.

Freight by rail is per pound, by ship, per cubic foot, measured over all. Hence the case should be as light as is consistent with security, and, if possible, all strengthening of the corners should be inside, and not outside of it.

Drafts.

Where goods are payable by drafts on the Australian consignee, he should be invariably notified of the Australian bank which is to present it. Particularly is this necessary where the bills of lading accompany the draft. The drafts should be made as stipulated. Thirty days from date is nearly equivalent to thirty days sight in Canada, but it is thirty days or more sooner in a draft on Australia, and buyers do not care to be asked to pay for goods a month sooner than they agreed to do. When it is arranged that the draft is to be paid thirty or sixty days from sight, and the bills of lading are attached to the draft, it must be remembered that the bank will hold the documents until the draft is paid, unless specially instructed to give them up upon acceptance of the draft.

In case the documents are held, the arrangement that the buyer should have thirty or sixty days after receiving the goods before he has to pay for them is

defeated. It must be a part of the bargain whether the buyer or seller pays the exchange. In the former case the draft should be made with exchange added.

First Orders.

For reasons already stated, first orders will probably be small, but they are none the less important on that account, for by the method of their execution both the goods and the exporting firm will be judged, and if it is badly done, it will be difficult to get an opportunity for a second experiment.

These may seem to be very elementary conditions, but the non-observance of them is amongst the chief hindrances to the extension of Canadian trade in Australasia. There may be more than two Canadian firms doing business here who have reasonably observed these requirements, but I am unable to recall them.

Some Incidents.

Considerable time ago I endeavored to induce a business man, who mainly obtained his machines from Germany, to try Canadian goods. He replied: "I should like to do so, could I get the business done satisfactorily, but somehow in every experiment I have made something has gone wrong. The Germans do what I ask them and make no mistakes." Some months ago he ordered a sample machine from Canada, intending, if it were satisfactory, to order a supply for the next season's trade. After some delay, he received information that the machine had gone forward, but when it was shipped, or how it was shipped, and where it is now, he has no information, and the season is now nearly over.

Should be Well Done.

I have paid attention to what may appear to be these smaller matters, rather than to the greater questions, because it is of the first importance that the trade Canada is undertaking to do should be done well. The larger questions will require time and perhaps improved conditions to bring them about, but the lesser ones can be adopted at once by every one who wishes to do a trade with Australia. The fact that by right methods a single Canadian firm has been able to secure one-half of all the import trade in agricultural machinery should indicate what others may do by using similar means.

A Bird in the Hand

There is a reason why our chewing gums are the best sellers. It is because ours are unquestionably the best chewing gums manufactured, and the public demands the best.

When you stock any of our several brands of high grade chewing gums you know just where you stand. You know that the goods are right, that the demand is certain, and that you are sure of a profit. We do not sell our brands with premiums, therefore when gum is sold you have, instead of a premium, a big cash profit. Is it not A BIRD IN THE HAND?

Here they are

Adams' Tutti Frutti and Pepsin.

Britten's Kola Nut and Red Jacket.

White's Yucatan.

Dr. Beeman's Original Pepsin.

Ask your jobber for them.

The American Chicle Co.

Toronto, Canada.

PHONE MAIN 645.
 ESTABLISHED 1876

FRUITS

CARE IN SELECTING
 AND
 PROMPTNESS IN SHIPPING
 ARE
 CHARACTERISTIC
 OF
 OUR
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WRITE WIRE OR PHONE
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McWILLIAM
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 EVERIST

TORONTO, CANADA

The _____

DAWSON Commission
 Co., Limited

FRUIT, PRODUCE AND
 COMMISSION MERCHANTS.

Cor. Market and
 Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
 HIGHEST MARKET PRICES.

The W. A. GIBB CO.
 5 and 7 Market St., HAMILTON

Pineapples Tomatoes

Fancy, well-colored Pines. Lowest Prices.
 Florida Tomatoes. Elegant Stock.
 Strawberries. Arriving Daily.
 Oranges. Lemons. Bananas.

Give us your orders.
 We can fill them to your satisfaction.

HUSBAND Bros. &
 Co.

Wholesale Fruit and Commission Merchants.
 82 Colborne St., TORONTO
 Phone—Main 54, Main 8428.

GREEN FRUITS

Canadian Fruit Crops.

FALL apples in Ontario will be plentiful, although the outlook for Winter apples is not so good. Peaches are coming in fairly well, but the crop is under the average, and about the time there is usually a slump in prices this season's crop will have been exhausted. Pears are a fair to full crop, while grapes will be a poor yield owing to the prevalence of Peninsula black rot. Black currants are proving plentiful although reds have been rather scarce.

Detailed reports from different parts of the Province of Quebec show that the apple crop will likely be an average one. There will be a medium to full crop of Fall apples, while the Winter varieties may be described as light to medium. Very few insects have invaded the orchards, and fungus diseases have been comparatively rare. Some signs of moths may result in harm. Plums and kindred fruits are not nearly so strong as at first anticipated; the grape crop will be comparatively good. Cherries and currants have yielded abundantly and other fruits are very hopeful indeed all over the Province.

A generalized summary of reports received from correspondents in the Maritime Provinces would seem to indicate prospects fairly good in New Brunswick and just fair in Nova Scotia, while Prince Edward Island is likely to experience another of those "off years."

One Nova Scotia correspondent says: "The prospect for 1904 apple crop in Nova Scotia is not nearly so good as last season. The quantity will fall far short of last year, and, as black spot has not only made its appearance, but from present indications will render a good deal of early fruit impracticable to ship across the water, orchardists will not realize an average year no matter what the conditions are elsewhere; late fruit is also spotted to a considerable extent and few orchards will be able to ship clean Fall or Winter fruit. Sprayed orchards seem to give the best showing, but even they in most cases are not clear of the spot. Orchards have never been cared for so well, both as to fertilization and cultivation, as this season, so that the cold wet weather of early June must be blamed for the outlook now. Pears are a short crop, so also are plums. The crop may be estimated as follows: Apples—600,000 bar-

rels; quantities of each variety, Baldwin, 140,000; King, 99,000; Ribston, 70,000; Nonpareil, 80,000; Golden Russett, 70,000; balance, of all other varieties. Black spot and blight are developing on Gravensteins and some others, which may materially reduce this estimate. Plums, about 50 per cent. of crop; pears, 40 per cent.; peaches, 30 per cent.; strawberries, 50 per cent.; small fruits, 75 per cent. to 100 per cent."

A New Brunswick correspondent says: "Blackberries, raspberries and all wild fruits are abundant; currants and gooseberries are an average crop; plums and cherries are an average crop. Apples—Duchess, Peach, Fameuse; Yellow Transparent and New Brunswickers are an abundant crop. Red Astrachan, Ben Davis, and nearly all the grafted trees have very few apples on them; seedlings that bore last year have no apples this year, others a few."

A correspondent from Prince Edward writes concerning the fruit crop of his province that "owing to the very dry season it can only be medium. Early apples have set well and to all appearances will be up to the standard, a full crop. Later Winter are not so good, being only about 25 per cent. of a crop. The apple trees appear to be suffering from the very dry weather. Pears, though having a fine bloom, have set very little fruit, only a sample here and there representing this delicious fruit. Plums and gages make a splendid show at present. The trees, through the foliage being poor at first of season, after the hard Winter may possibly give about 75 per cent. of a crop. Red currants, white currants and gooseberries will be about half a crop. Black currants a small yield, some of the fruit set falling off the bushes before maturing. The very cold weather of the past Winter has had a very injurious effect on the orchard, followed by a dry Summer, some young trees almost drying out."

Vegetables Under Glass.

A prominent farmer from Leamington, Ont., says the growing of early vegetables is becoming an increasingly important and profitable industry in Essex County. The successful growing of vegetables under glass in February and March is an accomplished fact, which, if increased, will undoubtedly result in the inauguration of successful competi-

tion with the early vegetables imported from the United States.

A representative of The Grocer interviewed a successful farmer and market gardener in Western Ontario on the subject, and learned that he had already made preparations to try early vegetable growing as an experiment. He saw no reason why the vegetable trade of his vicinity should not be in the hands of local growers entirely. It was an anomaly, to say the least, to see imported tomatoes selling at a fancy price throughout the country when Canadian farmers and market gardeners might be supplying enough to fulfill all requirements.

Apple Shipments.

The following figures represent in barrels apple shipments from principal North American ports for the week ending August 20, 1904 :

	Liverpool.	Glasgow.	London.	Total.
Boston.....	672	....	....	672
New York.....	1,000	1,076	....	2,076
Montreal.....	308	151	....	459
Same week last year.....	1,980	1,227	....	3,207
.....	9,362	5,704	2,030	17,096

British Apple Crop.

Woodall and Co., of Liverpool, give the following comparative figures of the apple crop in the United Kingdom, from which it is likely to exceed any since 1900. The quality also promises to be good :

	Over Average.	Average.	Under Average.
This year....	128	109	15
Last year.....	2	17	248
Year 1903.....	12	98	184
Year 1901.....	15	90	163
Year 1900.....	148	138	16

The total imports from the United States and Canada into the United Kingdom during the past season were 3,053,000 barrels, as against 2,330,000 barrels in the preceding year, constituting a record; the previous largest import (in 1896-7) being 2,937,000 barrels.

Of the above 3,053,000 barrels, 1,616,000 were received into Liverpool.

Apples

Parties wanting apples in

Carload Lots

please communicate with

EBEN JAMES

BOARD OF TRADE BLDG.
TORONTO

Opening of the Oyster Season

We beg to announce that we will again have the agency of

H. C. Rowe & Co.'s Famous Long Island Native Oysters

These oysters last season gave the very best of satisfaction and were noted for their size and exquisite flavor,

**STANDARDS LARGE AS MOST SELECTS—IMPERIAL MEASURE,
TRY THEM AND BE CONVINCED.**

WHITE & CO., 64 Front St. E., TORONTO

W. B. Stringer.
J. J. McCabe.

You know

Phone Office.
Main 520.

if you are a customer of ours—are having us select your Fruit, that it is the best way to purchase—that you're having more satisfaction than is usually enjoyed by a retail fruit man. If you're not our customer **we know** that you're not making as much money out of fruit as you would were we making your selections—it would pay you to have us fill your orders.

Apple shippers can get true reports of the English market from us—write.

61 FRONT ST. E.
TORONTO

W. B. Stringer & Co.

AGENTS
FRUIT BROKERS

Arriving Daily- Almost

**Fancy Ripe BANANAS, PINEAPPLES
and FLORIDA TOMATOES.
Finest Quality. Prices Right.**

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son,

Guelph, Ont.

Ridge Hall Fruit Farm.

ROCKY FORD MUSK MELONS, in Baskets.
HACKENSACK MUSK MELONS, in Crates.

Now ready. Fresh picked day of shipment.

E. E. ADAMS, Leamington, Ont.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS
Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

Apples

Dried and Evaporated

Vegetables

Green and Desiccated

FINKLE & ACKERMAN
BOWMANVILLE.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

—

J. T. ADAMSON & CO.
27 St. Sacramento Street,
MONTREAL.
Tel. Main 778.

McDOUGAL & LEMON

OWEN SOUND

Wholesale dealers in Foreign Fruits,
Butter, Eggs, Cheese, Poultry, Raw
Hides, Sheep Skins, and Wool.

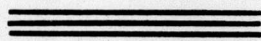
We want to sell you some fruit, and
we will buy your butter and eggs.

WRITE FOR OUR PRICES

SPECIAL NOTICE to the TRADE.



IN a previous issue of the Grocer we called the attention of the Trade to our very tender Sugar Pea. We now beg to call their attention to another line of peas which we believe to be first-class value. We refer to our brand "Midget" Peas. This is a pea just one grade larger than Petit Pois, and is selected from what is the most tender peas in the entire pack. It can be retailed at ten cents at any point in Ontario where the freight rates are only ordinary. As a straight ten cent line we believe it the best value to the consumer of any pea we pack. We finished packing peas on the 30th July, and all through the pack the weather was perfect for packing peas, cool and moist, so that the raw material was kept in fine condition. Taking the pack as a whole, we have every reason to believe it is the finest in quality that we have ever packed.



Bloomfield Packing Co.

LIMITED

Bloomfield, Aug. 9th, '04.



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FLOUR AND CEREAL FOODS

Conditions of Grain Crops.

THE following are the latest estimates of the Ontario grain crops for the current year, issued by the Department of Agriculture:

Fall Wheat—This year shows a further reduction of sixty thousand acres. The estimated yield this year is 16.2 bushels per acre as against 25.9 in 1903, and is 4.3 bushels below the average of the past twenty-two years. The total yield is 9,827,760 bushels as against 17,242,763 in 1903. The area of fall wheat plowed up totalled 189,274 acres, or nearly 24 per cent. of the area sown.

Spring Wheat—There is a decrease this year of twenty-three thousand acres. The estimated yield is 18.5 bushels per acre as against 18.7 in 1903, and is 2.7 above the average. The total yield is 4,165,735 bushels as against 4,650,707 in 1903.

Barley—This crop shows an increase of sixty-three thousand acres, the estimated yield being 32.5 bushels per acre as against 21.9 in 1903, and is 1.8 push-the average. The total yield is 25,136,635 bushels, and 24,378,817 in 1903.

Oats—An increase of sixteen thousand acres is shown for oats. The estimated yield this year is 39.3 bushels per acre as against 41.6 in 1903, and is 3.7 above the average. The total yield is 104,459,461 bushels, as against 109,874,053 in 1903.

Rye—Rye shows a reduction of forty-nine thousand acres. The estimated yield this year is 16.1 bushels per acre as against 16.6 in 1903, and is slightly below the average. The total yield in 1904 is 2,099,946 bushels as against 2,970,760 in 1903.

Peas—This crop shows a reduction of sixty-seven thousand acres. The estimated yield is 31.2 bushels per acre against 21.9 in 1903, and is 1.8 bushels above the average. The total yield is 7,177,786 bushels as against 8,924,650 in 1903.

Corn (for husking)—329,882 acres; corn for silo, 193,115 acres; buckwheat, 100,608 acres.

Latest C.P.R. crop reports continue to hold to the hopeful tone which has characterized them so far throughout the season. Regarding the alleged damage from rust and smut, which has been such a factor in the grain reports from the Dakotas, there are actually very few points where rust has been found at all and in these the trouble is comparatively insignificant.

A prominent American grain man, however, who has been making a trip through the Province for the purpose of investigating crop conditions there, reports the presence of rust and says the next week or ten days will tell what the actual damage will be. Certain authorities in turn claim that the latter report is nothing but a ruse to help the bull movement, and that the damage from rust has been grossly exaggerated. Some of these stories are attributed to United States land and railway companies, which desire to turn the ever-increasing flow of immigration back from the Canadian West.

Latest reports from the West say that rust is prevalent in certain districts, but in most cases the grain is too far advanced to be damaged to any extent.

The likelihood is that conditions continue favorable Manitoba and the Territories will have a bumper yield of wheat. Even the most conservative estimates which place the total yield at about the same as last year have taken into consideration the fact that the late wheat will be affected by frost. Cutting will be general in all parts of the Territories and Manitoba by the end of the present week. The percentage yield, as estimated at the present time, runs from 20 to 25 bushels to the acre with a good sample of grain.

There is practically no change in the situation across the line since last report. On account of the recent severe drought in the United States, the American Government has forbidden the exportation of barley, maize and all other kinds of fresh and dried fodder until further notice.

A speculative frenzy has attacked the

produce exchanges of the United States on the assumption that the United States Spring wheat crop is half ruined by black rust. It is asserted in well informed quarters that the damage has been enormously and wilfully exaggerated by professionals. These speculators have been helped by the bad out-turn of crops in many European countries so far. The Baltic has done little to encourage the rise in American prices, believing that like last year Europe may be able to dispense with American wheat, for the prospects in Canada are excellent. Russia is harvesting a fair crop, Australia, India and Argentina are shipping liberally, and the prospects for the next crop in these countries are promising.

Flour Trade in Japan.

(By A. MacLean, Canadian Commercial Agent at Yokohama, Japan.)

THE quality of flour used mostly in Japan is the grade known in the trade as "straight." Fancy grades are not used to any extent. The supply at present comes principally from the American Pacific coast States. Such brands as are used here a great deal are the Red Cherry, Yellow Cherry, Marble, Lion, Best Everett, White Navy, Queen, Centennial Best, Gold Drop, Portland, Sterling, California (Brown Bear XXX), Baker's Best, Dragon, Crown, Blue Seal. Generally each importer has his own special brand, and his brand is sold to him exclusively, although the same flour may be put up under other brands for other dealers. There is thus no competition in any one brand, but each brand competes against all others. The idea is to prevent undue competition, or the cutting of prices.

Uses of Flour in Japan.

Flour with a large percentage of starch has the greater demand. This quality is used in the manufacture of macaroni, vermicelli, and certain kinds of Japanese cakes which are cooked by the steaming process. The Japanese are not as yet great bread consumers, their use of bread corresponds to our use of rice, mostly as a side dish, or extra, or

Orange Meat

The Premium Food

Orange Meat

at first look

resembles some other ready-for-serving cereals, and is made mainly from wheat. It differs, however, from all other cereals in certain important details, which give it distinction and superiority. The flavor is very marked, and the large tasty flakes provoke a greater appetite. It is this fact of large consumption that has a significance to the grocer—the more consumed the more frequent the sales, and, of course, the profit is multiplied.

ORANGE MEAT

sells at 15c. There is another size which sells at 25c. The 15-cent size is priced:

Single cases, 36 pkgs. - \$4.50

5-10 case lots, freight paid, 4.40

The 25-cent size:

Single cases, 20 pkgs., - \$4.00

5-10 cases freight paid, - 4.00

ORDER THROUGH
WHOLESALE GROCERS.

THE FRONTENAC CEREAL CO.
Limited

43 Scott St., Toronto.

between meals. Their staple food is rice; and the consumption of cakes, macaroni and vermicelli is comparatively large.

Since machines (native makes) have been introduced for the manufacture of macaroni and vermicelle, the use of flour for such food has increased considerably, and where formerly only native flour has been used in the manufacture, the demand has exceeded the supply and they have been compelled to use foreign flour, and as year by year the demand for this food increases the amount of flour consumed must increase and if flour is not imported then wheat must be; the Japanese are preparing to grind considerable flour.

Prices.

Within the last six weeks prices have dropped about 20 sen (10 cents) per quarter sack on account of the good crop of wheat and barley harvested here this season. The acreage of wheat planted decreased considerably this year, because barley was selling at about 10 per cent. higher prices than wheat, last year; nevertheless the crop was about equal to that of a normal year regardless of the smaller acreage.

American flour is selling at prices ranging from Yen 1.65 (86 cents) to Yen 2.65 (\$1.33) per quarter sack of 49 pounds at present, and as large stocks are on hand, and as the Government is not buying, the present outlook is not satisfactory, it being difficult to move stocks at present.

There will be an increase of duty, beginning October 1 of .247 sen (.124 cents) per 133 pounds, the present rate of duty is .456 sen (.228 cents) per 133 pounds, and when the new duty comes into force the duty will be .703 sen (.352 cents) per 133 pounds, an increase of 54 1-2 per cent. of duty, whereas the duty on wheat does not change.

All flour shipped here must be put up into 40 pound sacks, which is the equivalent of a quarter barrel.

Methods of Introducing Flour.

Several dealers here suggest the shipment to this market of 50 to 100 sacks of 24 1-2 pounds each as a trial sample, to be distributed to reliable bakers through reliable dealers in order to a fair trial, the effect of which would be the creation of a demand which might be confidently expected to increase if nursed and kept regularly supplied. Some American firms have sent out small consignments to introduce their flour,

usually about 50 bags or so of 49 pounds each.

A great deal of speculation has been done on the strength of the war, and use of flour in the army and navy, but the Government is not buying any flour at present.

Several bakers and dealers here suggest the establishment of a supply house for Canadian goods generally, such as flour, fruits, butter, etc., so that demand could be promptly supplied direct from stock. The expenses for premises and attendance, small at first, to be increased only as required. Some of the bakers say that they are unable to get from Canadian flour more bread to the pound, and others that they are able to get a trifle more—some say as much as 15 per cent more—than from American flour. Statements of this kind usually depend upon the disposition of the dependent, rather than upon his experience.

Difference Against Canadian Flour.

A leading baker says that at present the difference against Canadian flour averages Yen 1.00 (50 cents) per four bags (bbl.), so that he is unable to use it, except for fancy baking; but, with prices and quality on a par with American, he could use it largely where he at present uses only the American article. I have a sample labelled "Hard Wheat Flour," (\$3.80 c.i.f.), received on the way out here, and described as "Special for export to Japan." Perhaps this points the way in which this market might be successfully approached. It looks like a movement by the miller to make an article that will suit the market, instead of expecting the market to adapt itself to the miller. Doubtless, flour from Manitoba No. 1 hard cannot come down to the level of Oregon, California, and Kansas City flour; but if ordinary business methods be applied to the situation, "No. 1 hard" could be introduced. Many of the well-to-do Japanese, and Europeans and other foreign residents would pay the price for it, if it would be supplied to them, and in course of time it would take its place in the market.

Japanese Government Purchases.

The Government of Japan is buying wheat and barley for food and feeding purposes, but there is an impression that after October 1 the duty on flour will be increased, the effect of which may be that more wheat will be used than formerly, and less flour—that is, for army consumption. Australian wheat and flour have been coming into the mar-

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ket somewhat lately; and, as the price of Australian flour and wheat is just between Canadian and American prices, a market to some extent has been opened for the sale of both wheat and flour from that country. The Japanese at present use some Canadian flour to mix with Japanese flour in making certain kinds of biscuits and cakes. An old commercial house in Yokohama has had a biscuit-baking branch in operation for years, and shortly expect to use the best flour available, and will give Canadian high grades a fair trial.

Packing.

Flour must be packed into white cotton bags containing 49 pounds each. These closely-woven, starched bags allow practically no waste and no infiltration of dust in the course of transportation. Grain bags will not do. Some Canadian flour comes shipped in 99-pound bags—grain bags, apparently—and during shipment a great deal leaks out, and much dust works its way into the flour, and the trade is complaining on that account.

Japanese Mills.

The brands of flour manufactured by Japanese mills are as follows:

No. 1 Matsu (Pine tree), Yen 2.15 per 49-pound sack (\$1.08).

No. 2 Take (Bamboo), Yen 2.10 per 49-pound sack (\$1.05).

No. 2 Sakura (Cherry), Yen 2.00 per 49-pound sack (\$1.00).

Sacks are largely obtained as follows: They have a system of buying up old American white cotton flour sacks, which are washed, patched, turned inside out, resown and rebranded. This costs 3-10th of a cent per sack, against new sacks at 7.10th, and they have a clear gain of .04 on the bag.

They at present are paying for wheat as follows:

Japan A. 1—Yen 3.30 (\$1.65) per picul (133 pounds).

Australian—Yen 4.20 (\$2.10) per picul (133 pounds), C.I.F.

Yokohama freight from Australia was contracted for last week at 15 sen (71-2 cents) per sack of 133 pounds.

Care must be taken as to the quality of flour placed here. Last September a milling company of San Francisco shipped out a lot of flour branded "Old Glory" and "White as Snow," cost, Yen 7.00 (\$3.50), C.I.F. The quality was poor, and it is still unsold at Yen 5.00 (\$2.50) per four bags of 49 pounds each. An article that gets a

bad name amongst the Japanese may as well be taken out of the market. This is but one example of several that are pointed out by Japanese as well as foreign merchants. There are at present

over 10,000 bags in Tokio that cannot be sold for this reason. But this market could be made to absorb much more flour if the miller would take care to study its requirements.



After all, the thing I like best about "FORCE" is the enjoyment I get from eating it.

It makes little difference how "good" a food is if you don't like it.

I've met mighty few people who don't like "FORCE."

Sunny Jim

You can relish "FORCE" for a longer time, without change, than any other food I know of.
But it isn't such a bad notion, now and then, to switch off onto something else for a day or so—
Even though you can't change to anything quite so good.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Our Imports from the U. S.

THE Bureau of Statistics of the Department of Commerce and Labor of the United States issued on August 16th, 1904, some interesting figures on the trade of the United States with the Dominion of Canada for the ten years from 1892 to 1903, those relating to the trade in tobacco being of importance to the trade.

The exports of leaf tobacco from the United States to Canada during these years were as follows: 1893, 10,598,520 lb., valued at \$1,553,739; 1894, 12,106,375 lb., valued at \$1,111,916; 1895, 11,849,907 lb., valued at \$1,082,263; 1896, 10,507,747 lb., valued at \$1,071,116; 1897, 14,918,477 lb., valued at \$1,528,221; 1898, 6,783,439 lb., valued at \$674,671; 1899, 12,567,965 lb., valued at \$1,246,015; 1900, 9,682,250 lb., valued at \$951,562; 1901, 10,338,113 lb., valued at \$1,019,809; 1902, 11,625,565 lb., valued at \$1,178,784; and 1903, 12,287,384 lb., valued at \$1,326,509.

The exports from the United States to Canada and stems and trimmings were: 1893, 47,320 lbs., valued at \$1,183; 1894, 78,464 lb., valued at \$9,035; 1895, 9,875 lb., valued at \$308; 1896, 118,110 lb., valued at \$2,860; 1897, 276,900 lb., valued at \$7,419; 1898, 60,960 lb., valued at \$1,364; 1899, 7,242 lb., valued at \$568; 1900, 347,550 lb., valued at \$8,796; 1902, 63,087 lb., valued at \$1,261; and 1903, 2,240 lb., valued at \$56.

The exports of cigars were: 1893, 27,000 valued at \$830; 1894, 8,000, valued at \$305; 1895, 17,000, valued at \$730; 1896, 21,000, valued at \$785; 1897, 60,000, valued at \$2,172; 1898, 23,000, valued at \$836; 1899, 54,000 valued at \$2,054; 1900, 85,000, valued at \$3,430; 1901, 320,000, valued at \$11,558; 1902, 90,000 valued at \$4,039; and 1903, 248,000, valued at \$12,946.

Cigarettes were exported as follows: 1893, 296,000, valued at \$1,092; 1894, 655,000, valued at \$2,968; 1895, 434,000, valued at \$1,371; 1896, 214,000, valued at \$787; 1897, 357,000, valued at \$717; 1898, 54,000, valued at \$141; 1899, 262,000, valued at \$811; 1900, 189,000 valued at \$308; 1901, 75,000 valued at \$158; 1902,

185,000, valued at \$386; 1903, 436,000 valued at \$1,578.

The exports of plug tobacco are given as follows: 1898, 35,800 lb., valued at \$10,802; 1899, 18,701 lb., valued at \$5,438; 1900, 94,074 lb., valued at \$26,908; 1901, 107,311 lb., valued at \$32,366; 1902, 99,611 lb., valued at \$32,648; 1903, 127,773 lb., valued at \$39,213.

The values of all other exported tobacco were: 1893, \$30,173; 1894, \$31,554; 1895, \$35,734; 1896, \$43,027; 1897, \$46,469; 1898, \$31,543; 1899, \$47,348; 1900, \$47,162; 1901, \$28,267; 1902, \$23,021; 1903, \$45,713.

The exports of wrapper leaf tobacco from Canada to the United States were: 1893, 74,520 lb., valued at \$41,627; 1894, 77,443 lb., valued at \$61,128; 1895, 213,508 lb., valued at \$167,555; 1896, 738,480 lb., valued at \$676,791; 1897, 288,842 lb., valued at \$282,223; 1898, 95,326 lb., valued at \$83,400; 1899, 125,909 lb., valued at \$124,013; 1900, 231,016 lb., valued at \$203,946; 1901, 157,630 lb., valued at \$162,111; 1902, 84,786 lb., valued at \$85,875; 1903, 155,657 lb., valued at \$136,874.

The exports into the United States from

Canada of all other manufactured tobacco were: 1893, 106,886 lb. valued at \$31,755; 1894, 143,904 lb. valued at \$52,192; 1895, 240,746 lb. valued at \$106,436; 1896, 441,136 lb. valued at \$210,435; 1897, 385,945 lb. valued at \$276,063; 1898, 309,740 lb. valued at \$179,835; 1899, 436,590 lb. valued at \$367,237; 1900, 175,484 lb. valued at \$89,015; 1901, 267,203 lb. valued at \$121,702; 1902, 156,622 lb. valued at \$60,329; 1903, 340,231 lb. valued at \$161,562.

The imports into the United States from Canada of cigars, cigarettes and cheroots were: 1893, 328 pounds, valued at \$513; 1894, 274 lb. valued at \$513; 1895, 305 lb. valued at \$336; 1896, 619 lb. valued at \$899; 1897, 95 lb. valued \$256; 1898, 124 lb. valued at \$106; 1899, 1,257 lb. valued at \$1,572; 1900, 39 lb. valued at \$52; 1901, 167 lb. valued at \$706, 1902, 196 lb. valued at \$697; 1903, 256 lb. valued at \$1,022.

Increase in Consumption of Cigarettes.

From 34,000,000 cigarettes in 1890, the annual consumption of cigarettes in Canada increased to 83,000,000 in 1895. In 1900 the official records show that 123,000,000 were manufactured and in 1903 the manufacture grew to 216,000,000 cigarettes.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

No need to keep any other lines.

If **Pharaoh** as a 10-center, and **Pebble** as a 5-center don't sell, we buy them back at the end of three months for cash. Not many grocers have asked for their money back. They order more Cigars instead—quite satisfied, only sorry that they didn't begin a Cigar department years ago.

Have you courage to order a trial 1,000 assorted?

J. BRUCE PAYNE, Limited, GRANBY, QUE.

Up a Tree

Really, it does seem that all other Smoking Tobaccos are "up a tree" when brought face to face with

T & B

Most grocers find the 10-cent size best.

Geo. E. Tuckett & Son Co., Limited
HAMILTON, ONT.



Does it End the Tobacco Trust?

It is said that the American Tobacco Co., bowing to the will of the Dominion Government, is preparing to cancel the contracts it has hitherto obtained from customers binding them to handle none but the Trust's brands of cigars, cigarettes and tobaccos. The Minister of Inland Revenue will have an official inquiry made at once to ascertain whether the contracts are still in force. In the event of such contracts not being cancelled Mr. Brodeur is empowered to cancel the company's licenses.

The United States Tobacco Journal

comments adversely as follows on the legislation of the Dominion Government for the annihilation of the American Tobacco Co.'s exclusive contract system:

As for the measure itself, it may serve its purpose, that is to say, break up the exclusive contract system instituted in our neighboring Dominion by the American Tobacco Co., and for that reason it will no doubt be hailed with satisfaction, too, on this side of the border by all the elements opposed to such a system and its originators. But the measure is nevertheless of such a drastic kind as no American Congress would stand for. Con-

sidering it impartially, from a purely constitutional point of view, it clothes a single executive officer with such arbitrary power as to endanger the trading liberties of the individual. If the contract system was contrary to law there are judges and courts in Canada to whom the question of its violation could have been safely submitted as it is being done now in our own Massachusetts. If there is such a law in Canada under which the question of this system could have been judicially ventilated, and the Ministers of the Crown did not avail themselves of the judicial proceeding in order to test the lawfulness or

The Chamberlain Cigar

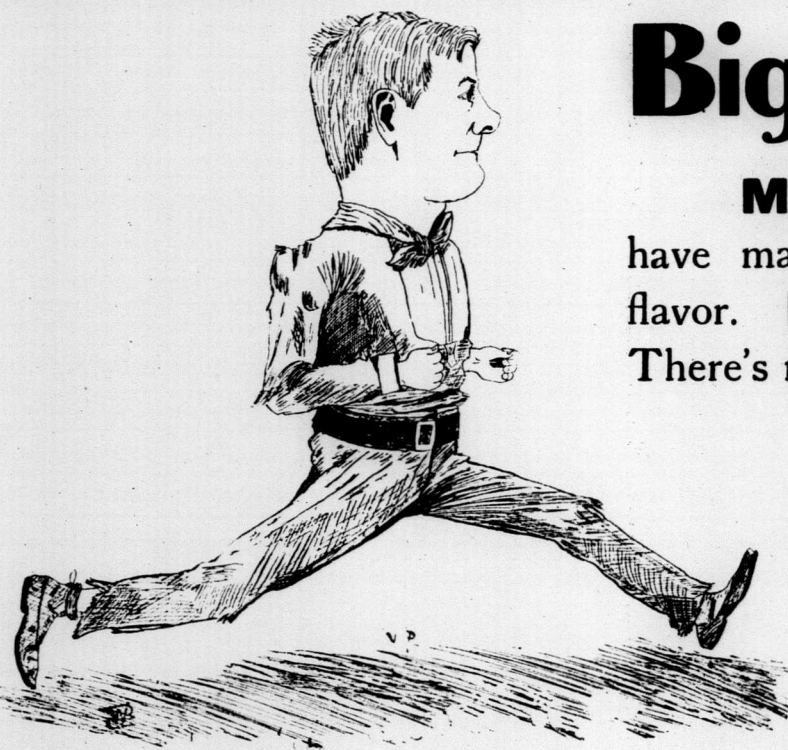
The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos



Big Strides.

McAlpin's Tobaccos have made big strides in public flavor. **It is in the flavor.** There's money to the tobacco sellers to give **McALPIN'S TOBACCOS** prominence; they pay a better profit.

A sample order will prove the point.

McAlpin Consumers Tobacco Co., Limited, - Toronto.

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The Trust: saries claim, is entitled to which means ney alone sho over property dian law ma Revenue, the sheriff, all i relations of tomers. Ar been ostensil agreements turers and j their output: what is to wreaking h refractory n license? T this measur Minister mu tion of the s

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lawlessness of the contract system, then the action of the Ministers must be interpreted as a lack of confidence in the integrity of the Dominion courts. But if there is no law covering this subject the remedy should have been supplied by a general statute and the offenders under it made amenable to the courts.

The Trusts may deserve all their adversaries claim, but even the meanest criminal is entitled to the protection of the law, which means that the prosecuting attorney alone should not have arbitrary power over property, life or liberty. The Canadian law makes the Minister of Inland Revenue, the prosecutor, judge, jury and sheriff, all in one person, concerning the relations of any manufacturer to his customers. And while the law may have been ostensibly framed to hit the Trust, as agreements between individual manufacturers and jobbers to handle exclusively their output are common daily occurrences, what is to prevent the Minister from wreaking his political vengeance on a refractory manufacturer by revoking his license? The arbitrary power lodged by this measure in the hands of a single Minister must inevitably lead to a corruption of the suffrage.

Tobacco Industry in Japan.

The last census of the tobacco industry, taken in 1902, discloses 525 factories in Japan, of which 261 are of sufficient importance to employ steam power for their operation. The total number of employes was 16,759, of whom 11,629 were females and 5,130 males.

The returns showing the rates of wages include only one classification in the tobacco industry, namely, tobacco cutters. In 1896, operatives of this class received 11.2 cents per day, a figure that has steadily increased until at the present time the rate is 52.1 cents per day.

The acreage and product of the domestic tobacco growing industry for the eight years, 1894 to 1902, are given as follows:

	Acres	Product Pounds.
1894.....	86,712	79,002,000
1895.....	80,080	73,476,000
1896.....	79,471	71,518,000
1897.....	77,118	73,455,000
1898.....	72,152	77,025,000
1899.....	102,035	87,817,000
1900.....	91,095	89,808,000
1901.....	58,667	69,075,000

Tobacco in Austria.

In 1902 the tobacco monopoly yielded the Austrian Government the enormous net profit of \$27,000,000. Of the 40,445 persons employed 35,284 were females; the number of factories was 30. The average

wages of the male employes were only \$2.-80 a week, of the females \$2.08. Since 1875 the number of cigarette smokers has increased enormously, while of snuff-takers there are only one-third as many now.

Toronto Cigar Makers Meet.

Representatives of the Western Federation of Miners, addressed the cigar-makers' union at their meeting last week in Richmond Hall, Toronto, asking assistance on behalf of the men striking at the mines at Cripple Creek, Colorado. Fifty dollars was donated by the union. R Haberstock, D. Henderson and W. V. Todd were elected representatives of the Union at the Dominion Trades and Labor Congress, which will be held in Montreal on Sept. 19.

Tobacco Notes.

Tobacco-growing experiments are being made on twenty acres in county Meath.

Mr. L. Dery, of El Sargent Cigar Store, and Mr Pampaloir, traveller for Jas. Cote, wholesale tobacconist, both of Quebec, have gone on a trip to the principal cities of the United States, including St. Louis.

The cigar makers will not hold an international convention this year as proposed, but it is expected that a proposition to hold one next year will be submitted to the general membership for a referendum note in the near future.

The tobacco customs duties collected in Canada during the fiscal year ending June 30, 1904, were \$604,555.82, an increase of \$138,294.35: the result of the higher tariff imposed in 1897. The inland revenue returns for the same period amounted to \$5,178,736.40, an increase of \$1,587,234.04.

New Tobacco Concern for Mexico.

ARRANGEMENTS are completed for the establishment of a branch of the American Tobacco Company at Monterey, Mexico, under the style of the Black Horse Tobacco Company. A State concession providing for an exemption for ten year from State taxes has been secured and a factory for handling the tobacco will be erected. From this point throughout Mexico will be distributed all tobacco that is now imported from the United States.

Conditions in the Turkish tobacco market should be favorable to the manufacturers this year. The crop is exceptionally large, being fully double that of last year, which was about the average. That of the Smyrna district amounts to about 7,000,000 kilos. For some reason the buy-

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

Each Caddy of

**"Currency"
Plug Chewing Tobacco**

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

- Premium Dept., No. 210 St. Lawrence St., Montreal
- " " No. 167 Yonge Street, Toronto
- " " Cor. Richelieu, St. Claire Sts., Quebec
- " " No. 87 Bank Street, Ottawa
- " " Oddfellows' Block (Cor. Princess St and McDermott Ave.) Winnipeg



REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.
C. P. FABIEN,
Merchant and Manufacturer.
167 to 171 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

ing last year was exceptionally heavy and this encouraged the planters to extend their acreage. Hence the heavy crop. The quality is hardly up to the average.

Consul W. W. Canada, at Veracruz, Mexico, has forwarded the following new internal revenue regulations relative to tobacco which became operative in that country on July 1st of this year. All foreign or native manufactured tobacco, such as selected leaf, granulated, long cut, or chewing, must be put up in sealed packages and a special internal revenue stamp must be affixed to each package, the value of the stamp being governed by the weight of the package, in accordance with the following scale: 100 grams (1 gram equals 15.34 grains) or less, net weight, 2 cents; more than 100 and up to 250 grams, 5 cents; more than 250 and up to 500 grams, 9 cents; more than 500 grams and up to 1 kilogram (2.20 pounds), 18 cents. Snuff of native manufacture is taxed double the amount, and if it is not put up in sealed packages its sale will be prohibited.

FREIGHTS AND CHARTERS

FREIGHTS are still dull. No changes have taken place during the past week, and the general tone of the market is easy. Very little grain is offering for shipment at present, and in this particular it is expected that little improvement will take place before three or four weeks, when the new crop is forwarded for shipment. The dairy produce exports are, as far as butter is concerned, improving from day to day. Live stock, however, is dominating the market. The recent decline in prices for ranchers in the

cold storage to Liverpool, is 40s., London 45s., Glasgow 45/6. The usual large number of deals that are shipped from Montreal, has fallen off amazingly, and the rate per standard to Liverpool runs at about 30s., London 32/6, to 37/6.

SOME NEW REGULATIONS.

Both the G. T. R. and C. P. R. have issued circulars in regard to warehouse storage. They state that in order to facilitate the prompt handling of freight in and through railway warehouses, and

and expense of the owner, minimum storage charge for any one consignment, to be 5c.

A number of molasses schooners, which arrived here with Barbadoes stock, have been chartered for September shipment with deals, and flour for the United Kingdom. New steamer charters are quite exceptional.

NEW STORE FOR GUELPH.

The work on J. A. McCrea's new branch store, corner of Norwich street

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs.; in sterling per 2,240 lbs.

DESCRIPTION.	Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags.. 2240 lb.	5 c	7c	6 7c.	9c.	12/6	10	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
" Oilcake and cotton seed cake.....	4 1/2 c	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
" Flake oatmeal, rolled oats, middlings, in bags.	5c.	8 1/2	5c.	9c.	15/	.....	.....	16/	10/	.....	10	10/	.....	10/	.....
" Lard, beef, pork, tallow and oleo, in barrels or tierces ..	5/3	13/3	13/3	15/	17/6	13 3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
" Lard in pails and other small packages ..	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
" Bacon and boxed meats.....	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
" Canned meats and fish.....	5/3	13/3	13/3	15/	.....	.....	.....	.....	.....	.....	16	17/6	.....	17/6	.....
" Canned goods (fruits, vegetables, etc.) ..	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
" Cheese in boxes. Condensed milk.....	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	30/	.....	.....	30/	.....
" Cheese in crocks in cases.....	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	35/	.....	.....	35/	.....
" Butter, in cases and kegs.....	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	35/	.....	.....	35/	.....
" Seeds, timothy and clover, in bags.....	10/	15/	12 6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
" Seeds, blue and other grass, in bags.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
" Leather, black and other, in heavy bales and bundles ..	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
" Leather, rough sole, and split, in rolls and bales ..	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
" Pot and pearl ash, No 1 asbestos and mica.....	7 6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
" Maple and elm blocks and squares.....	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	13/9	13/9	.....	13/9	.....
" Heavy lumber—oak, elm, birch and maple.....	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	.....	15c.	13/9	.....	13/9	.....
" Weight (coarse) ..	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
" Radiators and similar castings.....	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	12/6	12/6	.....	12/6	.....
" Seed, peas and beans, in shipper's bags.....	6/3	10/	10/	20/	12/6	10/	12/6	13/6	10/	.....	15/	15/	.....	15/	.....
" Measurement (coarse)..... 40 cb. ft.	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
" Measurement (fine) ..	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
" Woodenware, etc.....	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
" Furniture, etc.....	10/	13/1 1/2	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
" Implements etc.....	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
" Eggs, in cases or barrels.....	.....	.....	.....	15/	.....	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
" Apples, flour .. Barrel	.....	3/	.....	3/	.....	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
" Apples and other green fruit, in boxes..... 40 cb. ft.	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
" Smalls, of less than 1/4 ton wt. or msmt .. each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
" Grain, in shipper's bags .. Quart'r	.....	.....	.....	3/	.....	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....
" Deals .. Stand'd	30/	.....	32 6-37 6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of \$4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of \$4 86 to £1 stg.

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.

English market, is no doubt causing a curtailment of shipping from the West. There is, however, no more space available for August, and a large quantity has been booked for September in advance. Flour is still being shipped to Liverpool, at 5c. a hundred, London 6 to 7c., Glasgow 7c., Bristol 9c., Manchester 6c. Cheese still rules 20s. per ton, to Liverpool, London 25s. and the others according to tabular rate. Butter per ton, in

to prevent the monopoly of warehouse space, effective September 16, 1904, the following regulations respecting warehouse storage will be enforced. Inwards and outwards warehouse, or shed freight, will be stored free for the first 72 hours, after 72 hours, the following storage charges per week or portion thereof, will be made, (exception; freight in bond will be allowed six working days free). Freight stored will be entirely at the risk

and Elora road, Guelph, formerly occupied by J. & R. Millar, is being rapidly pushed on. The store will be managed by R. McCrea, and will be fitted in the most up-to-date manner. There will be separate departments for groceries, meats and fish. The fittings are being made by Jones Bros., Toronto, and will be of the same style as the main store. Mr. McCrea expects to be open and ready for business about September 1.

Sauce

Quot The department

Quotations etc. are sup agents, who accuracy.

Cook's Friend
Size 1, in 2 s
" 10, in 4 c
" 2, in 6
" 12, in 6
" 3, in 4
Pound tins,
12-oz. tins,
5-lb. "

Diamond-
1-lb. tins, 2
1-lb. tins, 3
1-lb. tins, 4
IMP

Cases.
4 doz.....
3 doz.....
3 doz.....
1 doz.....
2 doz.....
3 doz.....
2 doz.....
3 doz.....
1 doz.....
1 doz.....



NABOB SAUCE



The Sauce for Epicures

Batty & Co., Limited

Sauce and Pickle Experts, London, S.E.

“FACTS”

**THE BEST GROCERS
POPULARIZE THEIR STORES**

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE
TO THE CRITICISM OF THE BEST JUDGES.

POST

CARD WILL BRING
SAMPLE PACKAGE
FREIGHT PREPAID.

AMERICAN

**COFFEE & SPICE CO.
TORONTO.**

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 25, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
“ 10, in 4 doz. boxes.....	2 10
“ 2, in 6 “.....	0 80
“ 12, in 6 “.....	0 70
“ 3, in 4 “.....	0 45
Found tins, 3 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.	4-oz.	1 20
3 doz.	5-oz.	1 75
1 doz.	15-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2-lb.	10 40
1 doz.	5-lb.	19 50

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
4 “	16 “	1 65
2 “	16 “	1 70
1 “	2-lb.	4 10
1 “	5 “	7 30
2 “	6 oz.	Per case
1 “	12 “	\$4 25
1 “	18 “	“

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case.....	\$0 40
“ 4 “.....	0 75
“ 3 “.....	1 25
“ 2 “.....	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz. ...	\$ 45
Ocean Baking Powder, 1 lb., 5 doz. ...	30
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.

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 30
“ 1 lb.	2 80
“ 12 oz.	4 25
“ 1 lb.	5 50
“ 3 lb.	15 00
“ 5 lb.	25 00

“VIENNA” BAKING POWDER.

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 BAKING POWDER.

1-lb. tins, cases 4 doz. per doz.....	\$2 25
---------------------------------------	--------

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case 1 lb.	\$2 40
1 “ 1 lb.	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



EAGLE BAKING POWDER

Cases of 48-5c. tins	Per doz.
48-10c. tins	0 75
24-35c. tins	2 25
48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.	0 16
“ in bags, per gross.....	1 25
“ in pepper boxes, according to size.....	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blue.

“Blueol”—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 16c
“Sapphire”—14-lb. boxes, 1-lb. pkgs. per lb.....	12c
“Union”—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb. 10	

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1 gross, 4 oz.	

JAMES' DOME BLACK LEAD.

Per gross	
6a size.....	\$2 40
2a size.....	2 50

BORAX.

“Bee” brand, 5 oz., cases, 60 pkgs.....	1 40
“ 10 oz., cases, 48 “.....	3 25
“ 16 oz., cases, 48 “.....	4 25

EAGLE BORAX.

Per doz.	
Cases of 5-doz. 5c. packages.....	\$0 40
“ 5-doz. 10c. “.....	0 85

Brooms.

UNITED FACTORIES, LIMITED.

Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
“ “ “ B, 4 “.....	4 40
“ “ “ C, 3 strings.....	4 10
“ “ “ D, 3 “.....	3 85
“ “ “ F, 3 “.....	3 85
“ “ “ G, 3 “.....	3 80
“ “ “ I, 3 “.....	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
“ 7-lb. cotton bags, per bag.....	0 10
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tilson's Oats, 2-lb. pkgs., per case.....	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	per doz.
Hygienic, 1-lb. tins.....	\$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, per doz.....	2 25

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S  BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

Chocolate—	per lb
Queen's Dessert, 1/2's and 1/4's	\$0 40
" " " "	0 42
Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " " "	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	\$1.75
Orange, white and almond, 1/2-lbs.	1.90
Confections—	Per doz.
Cream bars, large boxes	\$2.25
" " " " small	1.35
Chocolate ginger, lbs.	3.75
" " " " 1-lbs.	2.25
" " " " wafers, 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	" "
" " " " 1/2's, 12-lb. boxes	" "
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities.	0 37 1/2

BENSNDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
1 lb tins, 1/2 doz. to case	per doz., \$ 90
" " " " 4 " "	2 40
" " " " 2 " "	4 75
" " " " 1 " "	9 00

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.



Mott's Broma	Per lb	\$0 30
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Mott's Prepared Cocoa, 1/2 and 1/4 boxes	Per lb.	0 28
Mott's Breakfast Cocoa, 1/2 in boxes	0 40	
Mott's No. 1 Chocolate	0 30	
Mott's Breakfast Chocolate	0 28	
Mott's Caracas Chocolate	0 40	
Mott's Diamond Chocolate	0 23	
Mott's Navy Chocolate, 1/2 in boxes	0 27	
Mott's Cocoa Nibbs	0 35	
Mott's Cocoa Shells	0 05	
Vanilla Sticks, per gross	1 00	
Mott's Confectionery Chocolate	0 21	
Mott's Sweet Chocolate Liquors	0 20	

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb.	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47	
German sweet, 6-lb. boxes	0 27	
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43	
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 35	
Caracas sweet chocolate, 6-lb. boxes	0 37	
Caracas tablets, 100 bundles, tied 5's, per box	3 00	
Soluble chocolate (hot or cold soda)	0 42	
1-lb. cans	0 42	
Vanilla chocolate wafers, 48 to box, per box	1 58	

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.
Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
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.

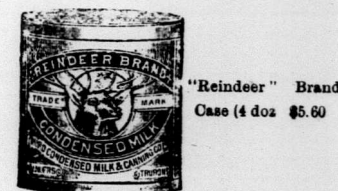
Condensed Milk.

Anchor brand, cases 4 doz., per case \$5 00
evap. cream, cp. 4d. " " 4 65



Borden's Condensed Milk Co.

Eagle brand	\$1 50
Gold Seal brand	1 30
Peerless brand evaporated cream	1 20



"Reindeer" Brand
Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " " " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31

Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kim 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.

Mocca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MAROEAU, 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 60
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 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I, 40-lb. boxes	45c.
" " II, 40-lb. boxes	42c.
" " III, 80-lb. boxes	37c.
" " IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S. Per lb.

Mocha and Java coffee, in 1-lb. tins, 30-lb. cases	32
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases	28

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	15 00
Small size	12 00
Roquefort—Large size	2 40
Small size	1 40

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

Leaders in their line—

The absolute purity of **Edwardsburg** Starches has been demonstrated for nearly half-a-century. Housekeepers from one end of Canada to the other know and use

Edwardsburg "Silver Gloss" Starch and Benson's Prepared Corn.

For sale by every jobber in Canada.

EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

63 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.	Un-bered.	Covers numbered.	num Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4c.	
100 to 500 books	3 1/2c.	4c.	
100 to 1,000 books	3c.	3 1/2c.	

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 22
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

Per doz.	
4-oz. cans	\$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents.

The Davidson & Hay, Limited, Toronto.

Food.

Gelatine.

Per doz.	
Knox's Gelatines	\$16 75
Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25
Per doz.	
5 doz., at	\$ 1 40
1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.	
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate	0 06
7, 14 and 30-lb. wood pails	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case	1 50
5 and 7-lb. tin pails 100 sticks, per lb.	0 09
7, 14 and 30-lb. wood pails	0 09

BRAND & CO.

Brand's calf's foot	\$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.	
5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " " 20 5-lb. cans	1 45
" Purity " licorice 10 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLET'S PERFUMED. Per case.	
1 case of 4 doz.	\$3 70
3 cases	3 60
5 cases or more.	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.	
Surelight (Parlor)	\$3 50
Flashlight (Parlor)	5 75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	\$5 75	\$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.	
D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar 0 75
" " 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 1 45
" " 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
" " " "	0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35
Old Crow, 12-lb. boxes—	
1-lb. tins	per lb. 0 25
" " " "	0 23
1-lb. tins	0 22 1/2
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 00
5 case lots	4 00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.	
"Anchor" brand 1-lb. glass	\$1 50
quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. \$0 95
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.	
Cement stoppers (pints)	per doz. \$1 30
Corked	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box	\$3 00
Case of 1-lb. (containing 120 pkgs., per box)	\$3 00
Case of 1-lb. and 1-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	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " { 30 1-lb. " } per box	2 75
" { 60 1-lb. " }	
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 Soap Powders.

A. P. TIPPET & CO., Agents.	
Maypole soap, colors	per gross \$10 20
" " black	15 30
Oriole soap	10 20
Gloriola soap	13 00
Straw hat polish	10 20

RABBITT'S.

Babbitt's "1776" 10, 6-oz. pkgs.	\$3 50 per box
5 boxes freight paid and a half box free.	
Babbitt's "Best" soap, 100 bars, \$4 10 per box.	
Potash or Lye, box	
each 2 doz., \$2 per box.	
WM. H. DUNN, AGENT.	



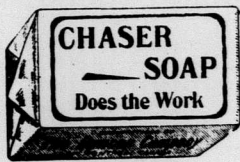
HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

S. H. & A. S. EWING'S

High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL



CHASER SOAP.

1 case \$2 40
5 cases 2 30
10 cases 2 20
20 cases 2 10
5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.
No. 1 White or blue, 4-lb. cartons. \$ 0 06
" 3-lb. " " " " 0 06
Canada laundry " " " " 0 06
Silver gloss, 6-lb. draw-lid boxes. 0 07
Silver gloss, 6-lb. tin canisters. 0 07
Edward's silver gloss, 1-lb. pkg. 0 07
Benson's satin, 1-lb. cartons. 0 07
No. 1 white, bbls. and kegs. 0 06
Canada White Gloss, 1-lb. pkgs. 0 05
Benson's enamel... per box 1 25 to 2 50

Culinary Starch—

Benson & Co.'s Prepared Corn... 0 07
Canada Pure Corn " " " " 0 06
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps. " " " " 0 08
BEE STARCH CO., MONTREAL.
"Bee" brand, cases, 64 packages. 5 00
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb. \$0 05
Acanite Gloss Starch—
1-lb. cartons, boxes of 48 lb. 0 06
Finest Quality White Laundry—
2-lb. canisters, cases of 48 lb. 0 06
Barrels, 200 lb. " " " " 0 06
Kegs, 100 lb. " " " " 0 06
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07
6-lb. toy trunks, 8 in case. 0 07
6-lb. enameled tin canisters, 8 in case. 0 07
Kegs, ex. crystals, 100 lb. 0 06

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb. \$0 07
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 06
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb. 0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.
Culinary Starches—
St. Lawrence corn starch, 40 lb. 0 07
Durham corn starch, 40 lb. 0 06

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb. 0 06
" 3-lb. cartons, 36 lb. 0 06
300-lb. bbl. " " " " 0 08
100-lb. kegs. " " " " 0 08
Canada Laundry, 40 to 46 lb. 0 05
Ivory Gloss, 8-8 family pkgs., 48 lb 0 07
1-lb. fancy, 30 lb. 0 07
large lumps, 100-lb kegs 0 06
Patent starch, 1-lb. fancy, 28 lb. 0 07
Akron Gloss, 1-lb. packages, 40-lb. 0 06

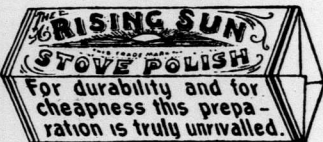


OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

San Toy Starch—
10c. pkgs., cases 5 doz., per do 1 00
less 5 per cent.

Stove Polish.



Rising Sun, 6-oz. cakes, 1-gross boxes \$5 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



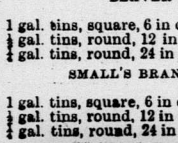
ENAMELINE



pr. dz.
Enameline No. 4, bxs., ea. 3 dz. 0 38
Enameline No. 6, bxs., ea. 3 dz. 0 65
Enameline liquid, bxs., ea. 3 doz. 0 75
Blackene, 5-lb. cans, per lb. 0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.
Enamelled tins, 2 doz. in case \$3 40
Plain tins, with label—
2 lb. tins, 2 doz. in case. 1 90
5 " 1 " " " " 2 35
10 " 1 " " " " 2 25
20 " 1 " " " " 2 10
(10 and 20 lb. tins have wire handles.)
"BEAVER" BRAND. Per case.
1 gal. tins, square, 6 in case. \$4 40
1 gal. tins, round, 12 in case. 4 50
1 gal. tins, round, 24 in case. 4 60
SMALL'S BRAND—Standard. Per case.
1 gal. tins, square, 6 in case. \$4 70
1 gal. tins, round, 12 in case. 4 90
1 gal. tins, round, 24 in case. 5 30



Teas.

SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1-lb. \$0 20 \$0 25
" 1/2 lb. " " " " 0 21 0 26
Green Label, 1/2 lb. and 1/4 lb. 0 22 0 30
Blue Label, 1/2 lb. and 1/4 lb. 0 30 0 40
Red Label, 1/2 lb. and 1/4 lb. 0 38 0 50
Gold Label, 1/2 lb. 0 44 0 60

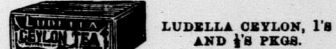


Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19
1-lb. " " " " 0 20
Blue Label, retail at 30c. 0 22
Green Label, " 40c. 0 28
Red Label, " 50c. 0 35
Orange Label, " 60c. 0 42
Gold Label, " 80c. 0 55



Cases, each 60 1-lb. \$0 35
" " 30 1-lb. " 0 35
" " 120 1-lb. " 0 36



LUDELLA CEYLON, 1/2 AND 1/4'S PEGS.
Blue Label, 1/2 lb. \$0 18 \$0 25
Blue Label, 1/4 lb. " 0 19 0 25
Orange Label, 1/2 and 1/4 0 21 0 30
Brown Label, 1/2 and 1/4 " 0 28 0 40
Brown Label, 1/2 " 0 30 0 40
Green Label, 1/2 and 1/4 " 0 35 0 50
Red Label, 1/2 " 0 40 0 60
"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and 1/2 lb. \$0 35 \$0 50
Blue Label, 1-lb. and 1/2 lb. " 0 38 0 40
Green Label, 1-lb. " 0 19 0 25
Green Label, 1/2 lb. " 0 20 0 25
Japan, 1-lb. " 0 19 0 25

E. D. MARQUEAU, Montreal.

Japan Teas—
"Oondor" I 40-lb. boxes. \$0 40
" " II 40-lb. boxes. 0 37
" " III 80-lb. boxes. 0 35
EMD AAA Japan, 40 lb., at. 0 32
" AA " " " " 0 30
Blue Jay, basket fired Japan, 70 lbs., at. 0 27
"Oondor" IV 30-lb. " " " " 0 27
" " V 30-lb. " " " " 0 27
" " XXXX 30-lb. boxes. 0 23
" " XXX 30-lb. " " " " 0 24
" " XXX 30-lb. " " " " 0 21
" " XX 30-lb. " " " " 0 22
" " XX 30-lb. " " " " 0 19
" " XX 30-lb. " " " " 0 20
LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 27

Black Tea—"Nectar" in lead packets
Green Label, 1-lb. and 1/2 lb. retails 0 26 at 0 20
Chocolate Label. " " 0 35 at 0 25
Blue Label. " " 0 50 at 0 36
Maroon Label. " " 0 60 at 0 45
Fancy tins—Chocolate, 1-lb. 0 32
" Blue, 1-lb. 0 42
" Maroon, 1-lb. 0 52
" Maroon, 1-lb. 1 50
"Oondor" Ceylon black tea in lead packets
Green Label, 1/2 lb. and 1/4 lb. 0 26 at 0 20
Grey Label, 1/2 lb. and 1/4 lb. 0 30 at 0 23
Yellow Label, 1/2 lb. and 1/4 lb. 0-lb. cases. retail 0 35 at 0 26
Blue Label, 1/2 lb. and 1/4 lb. 50-lb. cases. retail 0 40 at 0 30
Red Label, 1/2 lb. and 1/4 lb. 50-lb. cases. retail 0 50 at 0 34
White Label, 1/2 lb. and 1/4 lb. 50-lb. cases. retail 0 30 at 0 20

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 per lb. 0 35
No. 2 " " 0 38
No. 3 " " 0 25
No. 4 " " 0 20
No. 5 " " 0 17

LIPTON'S TEA (in packages).

1 lbs & Sold
Color of 1/2 lbs. 1/2 lbs. for
Label per per
lb. lb. lb.
Ceylon-India, Ex. ohst A Yellow 45 47 78
" " B Red 40 48 68
" " C Orange 35 37 60
" " D L Blue 25 28 48
" " E O L Green 20 22 38

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4s, 5s. and 10s. \$0 20
" Amber, 5s. and 3s. " " 0 20
Chewing—Stag, bars, 10oz. 0 43
" Bobs, 5/4s and 11s. " " 0 44
" 10oz. oz. bars, 6s. " " 0 44
" Courtenay, 12 oz. bars, 12s. " " 0 47
" 6s. and 12s. " " 0 47
Old Fox, narrow, 12s. " " 0 47
Snowflake, 14oz. b'rs., sp'd'd 'd 'd 0 41
" Pay Roll, 7s and 6s. " " 0 41
" Fair Play, 8s. and 15s. " " 0 46

Vinegars.

E. D. MARQUEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.. \$0 30
Oondor, pure distilled. " " 0 25
Old Crow, " " " " 0 30
Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, 1-casks, 25 gals. \$5 45 \$10 05
casks, 60 " " " " 10 25 22 48
Bottles, cases, 3 doz. 3 25 4 48

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—
24 25c. packages. \$4 45
100 lb. " " " " 7 88
100 lb. " " " " 3 98
1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz.
Washboards, Victor. \$1 35
" Crown. 1 45
" Improved Globe. 1 60
" Standard Globe. 1 70
" Original Solid Globe. 2 08
" Superior Std. Bk. Globe. 2 15
" Jubilee. 2 18
" Pony. 0 85
Diamond King (glass). 3 08
Tubs, No. 0. 11 25
" " 1. 9 00
" " 2. 8 08
" " 3. 7 00
Pails, No. 1, 2 hoops. 1 85
" No. 3. 2 08

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case. \$1 65
Gillett's cream yeast, 3 doz. 1 05
Jersey cream yeast cake, 3 doz. 5c. 1 08
Victoria " " 3 doz. 5c. 1 08

M

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

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De Blijcke Chemical Works AMSTERDAM.

ESSENTIAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Examining Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	1/2 lb.	3/4 lb.	1 lb.
COFFEE and CHICORY per cwt 250.....	2/3	4/-	7/-
PURE DUTCH COCOA per cwt 250.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. Terms: Cash with order.

The COFFEE and CHICORY is packed in cases of 25 lbs., while the COCOA is supplied in bags of 50 lbs.

SAMPLES FREE ON APPLICATION.

You are interested in something.

Examine it.

It is the only way to know the truth about a thing.

Don't be misled by cheap imitations.

Look for the **Butterfly Brand** on the label.

It is the only way to get the best.

De Blijcke Chemical Works, Amsterdam.

Agents: The Canadian Chemical Works, Ltd., Toronto.

100 King Street West, Toronto, Ont.

Phone 1234

1925

Fruit Jars

Schram Automatic Sealers

We can now supply for immediate
delivery

Quart Wine

Quart Imperial

½-Gallon Wine

Have you tried them yet? If not
send for sample lot any quantity.

GOWANS, KENT & CO.

WHOLESALE GROCERY AND GLASSWARE

16 Front St. East, TORONTO

[Faint, mostly illegible text, possibly a list of products or prices.]

Crosse & Blackwell

Philippe & Co.

[Faint text, possibly a brand name or product description.]

C. E. COLSON & CO.

THE STAMPA