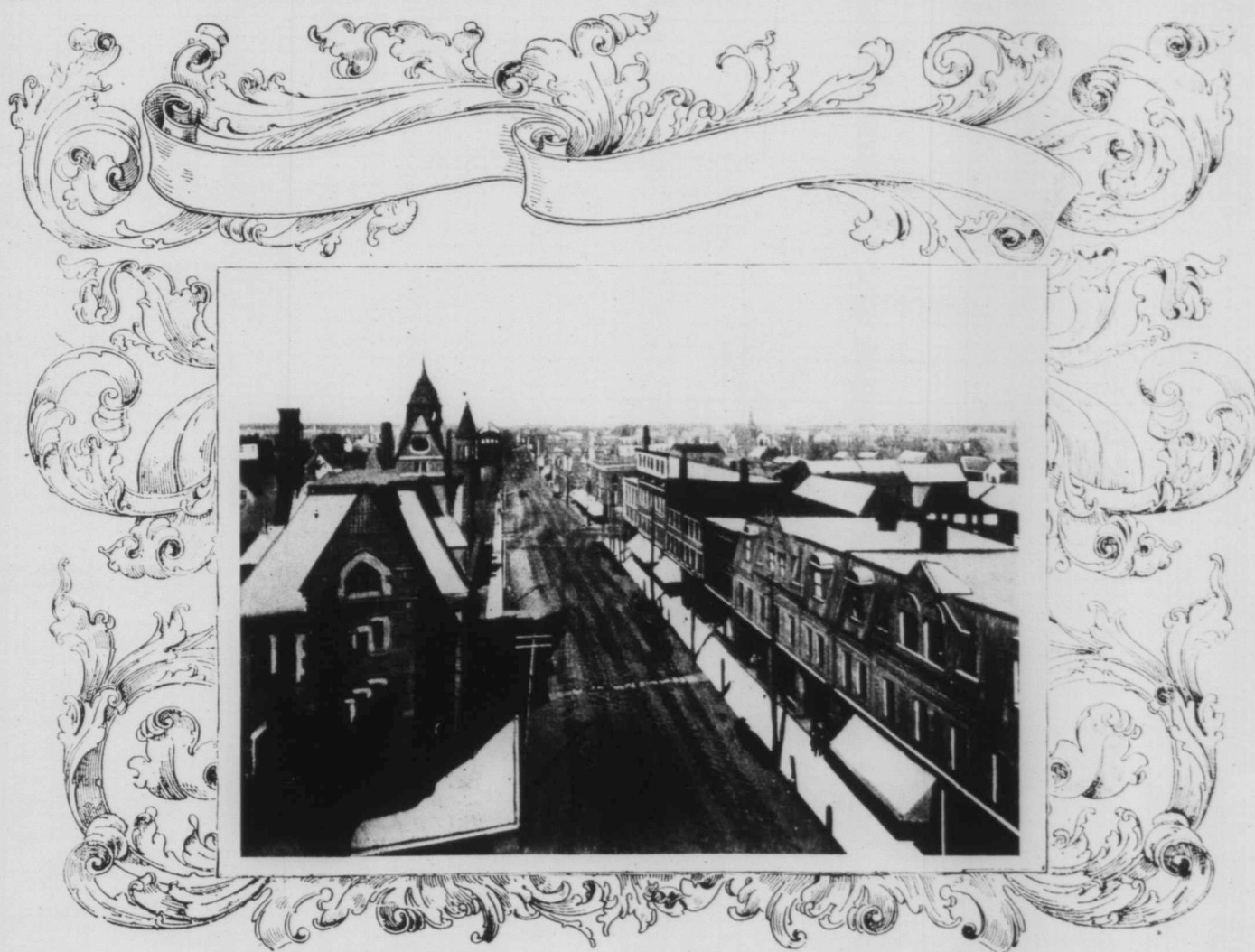


Maritime Board of Trade Number

# THE CANADIAN GROCER

VOL. XX.

NO. 34.



The City of Amherst where met the Maritime Board of Trade.

**AUGUST 24, 1906**

**THE MACLEAN PUBLISHING CO., Limited**

**Montreal**

**Toronto**

**Winnipeg**



GREIG'S  
BRAND  
**WHITE SWAN**



Buy the Best  
GREIG'S

**WHITE SWAN**

Flavoring Extracts

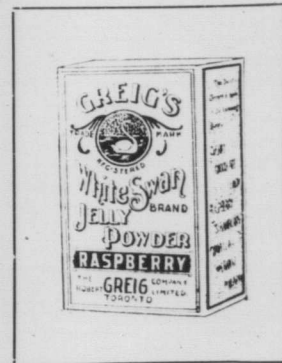
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Jelly Powders

QUALITY—The Key Note Throughout

THE ROBERT GREIG CO., LIMITED  
WHITE SWAN MILLS  
TORONTO

The Standard of Canadian Excellence



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VOL. XX.

Frank M

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53 Front St. East,  
TORONTO, Ont.

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, AUGUST 24, 1906.

NO. 34.

You may not have observed it but it is a fact that



Raised on it.

## Robinson's Patent Barley

is being used by more families every year—Your customers go to the drug store for it—Don't lose this trade—It belongs to you and it pays a good profit—It's a **FOOD** and you should sell it.

WRITE US FOR PARTICULARS

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

Every article in your store should be the best of its kind obtainable—

In the line of **STARCHES** your experience must lead to the conviction that

**Benson's "Prepared" Corn** (for cooking purposes)  
and

**Edwardsburg "Silver Gloss" Starch** (for the laundry) are, year in year out, the safest brands to place before your customers—Then—Why use any others?

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

53 Front St. East,  
TORONTO, Ont.

Works,  
CARDINAL, Ont.

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

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## Soaps For Family Use

"Queen's Laundry Bar" is a line every dealer who is in business for money should handle. It is a pure economical soap suitable for every household requirement—and a necessity in every home where there are always articles to be washed, which are of too fine a nature to send to the laundries. It is so pure that many use it for the bath. It is a soap that will make the people return to your store.

# Queen's Laundry Bar

One of the excellent lines manufactured by Albert Soaps Limited, Montreal.

# Redpath

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

Manufactured by

THE

**CANADA SUGAR REFINING CO. LIMITED**

*Montreal*



**Y. & S.  
SCUDDER  
M. & R.**

STICK LICORICE

ACME PELLETS

M. & R. WAFERS  
LOZENGES, ETC.

and a complete line of

**Hard and Soft Licorice Specialties.**

Price Lists and Illustrated Catalogue on request.

## National Licorice Co.

Brooklyn, N.Y.

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Montreal Depot, 21 Bonsecours St.,  
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## "EDINBURGH'S PRIDE"

EVERY BOTTLE OF



**Symington's**

**"Edinburgh"**

**Coffee Essence**

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

## Thos. Symington & Co.

EDINBURGH

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

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# Increase Their Faith!

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

## By Selling These Goods

### Felix & Co. Italian Macaroni

Always the same delicate, tender Macaroni that makes for *permanent* trade. Most attractively labelled and packed. Macaroni that will "increase their faith."

"SHELL BRAND" Registered



### "Shell" Soap

Made in Marseilles by Couret Freres only, contains 67% pure oil, over 10% more than ordinary brands—nothing equal for all household purposes.

### Griffin & Skelley's Dried Fruits

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

### 'Thistle' Brand Canned Fish

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N S.

Absolutely clean, delicate, appetizing. Prepared right at the water side where they are caught bring into one line. The brand of highest quality only.

Arthur P. Tippet & Co.

8 Place Royale, Montreal  
20½ Front St. E., Toronto.



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

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

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

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

**HALIFAX, N. S.**

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

**MOOSE JAW.**

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

**MONTREAL.**

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

**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen  
27 St. Sacrament Street, Montreal  
TEL. MAIN 778. BOND 26.

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

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

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

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

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

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

**McGAW & RUSSELL**  
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Highest References Correspondence Solicited  
Phone Main 2647

**C. E. KYLE** **S. HOOPER**  
**KYLE & HOOPER**  
Wholesale Grocery Brokers and Manufacturers' Agents  
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Highest references Commissions solicited

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COMMISSION  
GROCERIES, FLOUR, GRAIN  
Domestic and Foreign Agencies Solicited.  
Hochelaga Bank Building,  
QUEBEC.

**WINNIPEG.**

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

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243 Main Street  
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HIGHEST REFERENCES

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WINNIPEG, MAN.  
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Highest references and financial responsibility.

(Continued on page 4.)



**RUSSELL**  
 Agents and Importers  
 East, Toronto  
 Correspondence Solicited  
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**S. HOOPER**  
**HOOPER**  
 Real Estate Brokers and  
 Insurance Agents  
 Toronto  
 Commissions solicited

**CARRIER**  
 Insurance  
 Flour, Grain  
 Agencies Solicited.  
 Bank Building,  
 Toronto

**W. G.**  
 Our business to this  
 COUNTRY  
 account to our  
 ADVANTAGE.  
 Established over 12 years  
**W. G. & Co.**  
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 TORONTO

**WATSON**  
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 REHOUSEMAN  
 Street  
 , MAN.  
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**CHELL**  
**MAN.**  
 from firms wishing  
 reg. Travellers call  
 and Retail Trade in  
 financial responsibility.

# “GOODWILL”

This is what we have won, and take a pride in winning. Consistent good value, and quality, and the absolute reliability of our goods at all times, has gained us this **GOODWILL.** Everyone of our customers is an advertisement for us, and we owe the steadily increasing demand for **BLUE RIBBON TEA** to their recommendations of the extraordinary quality of our goods.

WE WILL BE GLAD TO HAVE  
 YOU CALL ANY TIME DURING  
 EXHIBITION AND SEE HOW  
 BLUE RIBBON IS PACKED.  
 EASY TO FIND, FOLLOW THE  
 ELECTRIC SIGN.

**BLUE RIBBON TEA CO.,**  
 Limited  
 12 Front St. East, TORONTO

## A HEARTY INVITATION—

is extended to all our friends in the trade, to make OUR  
 WAREHOUSE—YOUR HEAD QUARTERS  
 while visiting the

# Canadian National Exhibition

AUG. 27th to SEPT. 8th

We have some “snaps” that will make it worth your while  
 coming, in fact you will be able to cover your expenses for  
 the trip.

Free Telephone Service  
 (out of town)

Our Stenographers and  
 Mailing Department at your Service

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

**WHOLESALE GROCERS  
 TORONTO**

Manufacturers' Agents—Continued.

WINNIPEG.

**G. C. WARREN**  
REGINA

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

ESTABLISHED 1887.  
**JOSEPH CARMAN**  
Wholesale Grocery Broker and Manufacturing Agent.  
Union Bank Block, Rooms, 722 and 723  
Winnipeg, Man.  
Correspondence Solicited. Highest References.

**G. B. THOMPSON**  
Wholesale Broker and Commission Merchant  
159 Portage Avenue East, - WINNIPEG, MAN.  
Cable address, "CAPSTAN."  
Storage facilities. Correspondence solicited

**CALGARY STORAGE TO RENT**  
Second floor new modern warehouse  
100 x 25  
Track Privilege  
**THE McDONALD-DUNLOP CO., LTD.**  
BOX 363  
**CALGARY, ALBERTA**

**JOHN A. CHEYNE**  
Wholesale Commission Broker and Manufacturers' Agent  
Correspondence Solicited.  
41 Bannatyne Ave., Winnipeg, Man.

**R. B. WISEMAN & CO.**  
WINNIPEG, MAN.  
Wholesale Brokers and Storage Warehousemen.  
CENTRALLY LOCATED.  
Can handle a few additional lines.

**HALIFAX HOTEL**  
HALIFAX, N.S.

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

**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers  
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.  
Highest References. Correspondence Solicited.  
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897  
**SCOTT, BATHGATE CO.** BROKERS AND COMMISSION MERCHANTS  
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with a view to securing representation in his market or wishing their goods sold on commission to the jobbing trade. Best references.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

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

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

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QUERBEC, QUE.  
VANCOUVER, B.C.

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

MONTREAL, QUE.  
TORONTO, ONT.

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



**CHINESE Starch**

The greatest selling starch in the world—For sale by all Wholesale Grocers and Jobbers in the Dominion.

OCEAN MILLS, - MONTREAL

**TRADE WITH ENGLAND**

Every Canadian who wishes to trade successfully with the Old Country should read

**"Commercial Intelligence"**

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

**VICTORY DINNER RELISH**



is the sauce for every dinner—hot or cold, and the sauce for every Grocer, large or small.

Awarded 16 Medals.

**SPECIFY IT IN YOUR NEXT ORDER.**

**G. F. SUTTON SONS & CO.**

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto  
30 Hospital St. Montreal

GIL  
Magic  
Gil

Qualit  
Order  
Visitin

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Established 1852.

# GILLETT'S GOODS ARE THE BEST!

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



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

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

**Visiting Grocers.** Will be pleased to see you at our offices or at our booth in Manufacturers' Building at the Toronto Exhibition.

## E. W. GILLETT COMPANY LIMITED

Chicago, Ill.

TORONTO, ONT.

London, Eng.

*Awarded Highest Honors at all Expositions.*

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



**Chinese Starch**

Best in the world—For  
 Grocers and Jobbers in the

MONTREAL

ENGLAND

Who wishes to trade  
 in the Old Country

"Intelligence"

168 Fleet St.,  
 London, England.

Published per week. (Annual  
 postage, \$4.80.)  
 Subscribers are allowed  
 to change in the paper.

ROYAL

RELISH

Is the sauce for  
 every dinner—  
 hot or cold, and  
 the sauce for  
 every Grocer—  
 large or small.

Awarded 16 Medals.

**SPECIFY IT  
 IN YOUR NEXT  
 ORDER.**

**G. F. SUTTON,  
 SONS & CO.**

King's Cross  
 LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd.

154 Pearl St., Toronto  
 30 Hospital St. Montreal

From the "Elgin Sun," West Lorne, July 26th

# A Visit to the Canning Factory

**One of West Lorne's Leading Industries  
A Busy Place at Present**

After reading "The Jungle," by Sinclair, and other articles regarding the packing houses of Chicago, and other factories both in this country and the Old Land, the Sun scribe decided to visit the local canning factory and see how the choice brands of canned goods which we always use are put up.

We dropped in unawares without a pass and ran across Mr. Jas. A. Fuller, the manager, and informed him that we would very much like to see through the factory while it was in full operation, if it was not against the "by-laws and constitution." Another sign we noticed was "QUALITY AND CLEANLINESS OUR MOTTO," tacked up throughout the factory, and we must say THE MANAGEMENT LIVE UP TO THIS MOTTO. WE VISITED THE FACTORY ABOUT 4 P.M. AFTER IT HAD BEEN IN OPERATION ALL DAY AND ITS CONDITION AS TO CLEANLINESS WAS EXCELLENT. A plentiful supply of hot and cold water, wash basins, soap and towels for the employes was also noticed.

The new machinery installed has done away with two-thirds the hands formerly required in handling peas, and to a certain extent has done away with many hands formerly needed in packing other goods. The peas are pulled or cut and vines and all hauled to the factory where they are threshed and cleaned in one machine, after which the peas are weighed, the producer being paid by the pound for them, then he loads up his wagon with the vines and pods and hauls them home for his cattle and hogs.

The peas from the thresher run into boxes; these boxes are placed on an endless chain which takes them upstairs, where they are put through a suction

cleaner. They are then run downstairs into a grader where they are further cleaned and divided into three grades or sizes by means of sieves. They are then placed on a table and hand-picked by girls, after which they are washed in cold water, then placed in a blanching tank of scalding water, after which they are put through a washer containing cold water, run into cans and these cans placed in a brine tank, then taken to the capping table where they are capped and the trays containing them are placed in the retort where the peas are thoroughly cooked.

After being taken from the retort they are placed in a cooling tank filled with cold water. This tank is sixty feet long with an endless chain which carries the trays containing the cans through the water out into the cooling room. The cooling room is an open place where the cans remain exposed to the air for a time, after which they are placed in cases and conveyed to the warehouse, where the cases are piled on their side and left several days before labelling, in order that any leaks may be discovered.

The company are also putting up large quantities of string beans this season, but at time of the scribe's visit on Friday were only working on peas.

It takes from twenty to thirty minutes for a producer to get a large load of peas threshed and the straw loaded on his wagon again.

Some idea may be conceived of the difference new machinery has made in the factory when it formerly handled in the neighborhood of two hundred acres of corn, whereas it will this season handle in the neighborhood of five hundred acres of corn with less hands than formerly required.

In ordering Canned Goods it will pay you to stick to the brands as follows:—  
"CANADA FIRST," "AUTO," "LITTLE CHIEF," "LOG CABIN," "HORSESHOE,"  
"KENT," "LYNN VALLEY," "MAPLE LEAF," "LION," "GRAND RIVER,"  
"WHITE ROSE, etc.

"QUALITY and CLEANLINESS," our motto.

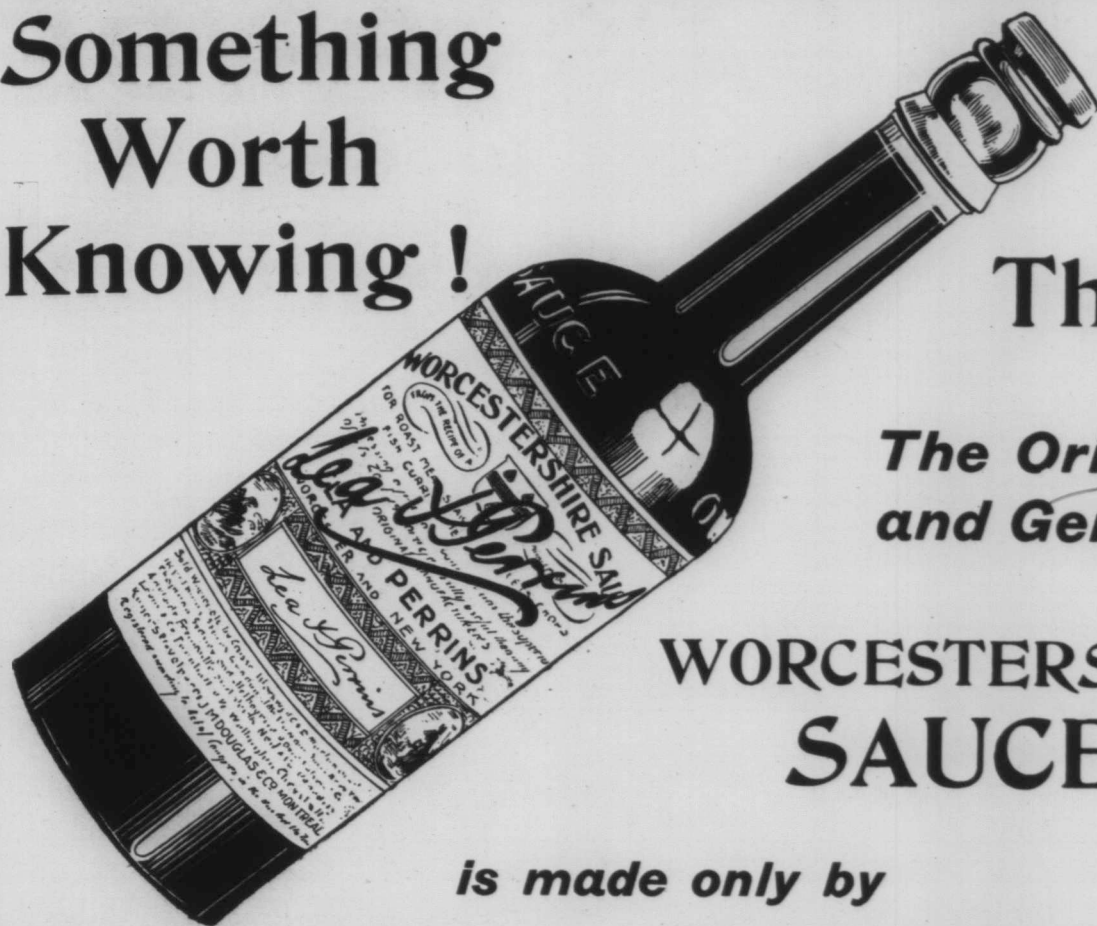
Yours respectfully,

**CANADIAN CANNERS, Limited**

Something  
Worth  
Knowing!

That

*The Original  
and Genuine*



WORCESTERSHIRE  
SAUCE

*is made only by*

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

The Target for All Imitators

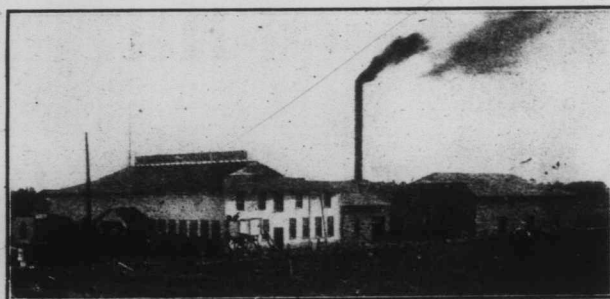
***70 Years Reputation Behind It***

---

J. M. DOUGLAS & CO., MONTREAL  
(Established 1857), Canadian Agents

# CANADA'S PRIDE

SEASON 1906



We have now fully equipped our factory with all latest machinery, making it modern and up-to-date and will pack a full line of FRUITS and VEGETABLES. We are situated in one of the best districts for producing a fine flavor, which was fully demonstrated by our pack of last year.

We would specially call your attention to our system of naming the different grades of peas, as on the label of each can is shown the exact size of the contents; the different grades being known as Nos. 1, 2, 3, which assures the consumers of getting exactly, what they are buying, instead of the great variety of names now employed, which no one understands. We respectfully ask that you give our goods a trial and allow the consumer to be the judge, ASSURING you we will pack, only, a HIGH-GRADE QUALITY, which will create a demand. Remember the brand "Canada's Pride," the best yet.

**NAPANEE CANNING CO., Limited**

W. A. CARSON, Manager

**THEY**

Sell  
Well

Show  
a Nice  
Profit.

Give  
Satis-  
faction.

WHY?

Because they are  
**CANADA'S BEST**

ROSE & LAFLAMME. MONTREAL

When buying your  
**Valencia Raisins**

Ask your Wholesaler  
for these Reliable Brands

**MAHIQUES, DOMENECH & CO.**

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

"W. Abel" Standard Quality

4 Cr. Layers  
Selected  
Fine Off Stalk

**They will please you**

AGENTS—

**ROSE & LAFLAMME** MONTREAL  
TORONTO

# THE GENUINE HOLBROOK'S

WORCESTERSHIRE

# SAUCE

has the largest sale in the world and  
is made and bottled in England only.



Did you ever test a drop of the Genuine  
Holbrook's Sauce? A small teaspoonful will  
go farther than half a bottle of cheap stuff.

**Remember,** goods well advertised are already  
more than half sold. Holbrook's Sauce is ad-  
vertised more than any other brand.

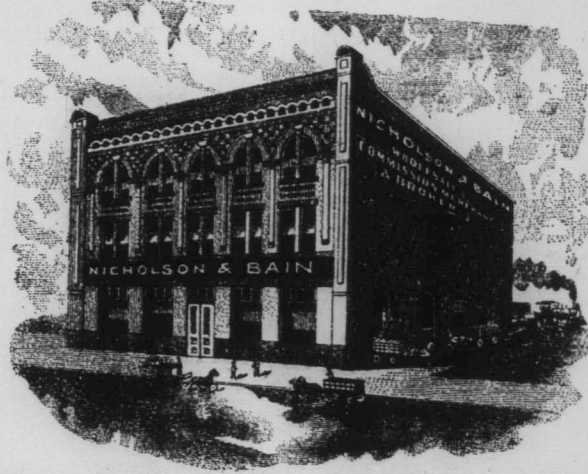
Sold in 25c. and 35c. Bottles.

## HOLBROOKS, Limited

28 Front St. E., Toronto.

Canadian  
Manager: H. GILBERT NOBBS

# WINNIPEG and CALGARY



## TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

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

**Firms in Great Britain** or Europe when in the market for Rolled Oats, Oatmeal, or Mill Feed, write us for c.i.f. prices any point.

We are, Yours truly,

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

Established 1882.

RY



Of course you can get along without selling Riverdale Brand Canned Goods, but what's the use of smothering T-R-A-D-E?



It would be presumptuous for us to say, "You cannot get along without Riverdale Brand," though, nevertheless, it might be correct to say it. The conviction on which we work is this:

We have the newest plant.

We have the most suitable surroundings.

We have the most far-seeing directorate.

All of which means **RIVERDALE BRAND Canned Goods** take the palm. Grocers; this is your song: "Riverdale Brand and Big Trade.

## The Lakeside Canning Company, Limited

Wellington, - Ontario

## SUCCESSFUL GROCERS

everywhere  
sell



**GILLETT'S  
CREAM  
TARTAR.**

*It is guaranteed Chemically  
Pure*

GILLETT'S OREAM TARTAR IS STANDARD



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



Whatever the function—indoors or outdoors—an indispensable is

**STERLING**  
*Brand*  
**PICKLES**

Observing grocers who study closely the trend of trade have noted this and always carry a well-assorted line.

—Buy from your Jobber  
—or direct from the  
—Manufacturers

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

And  
**The Trusted You!**

Loss of confidence begets loss of trade—it's a good thing to keep on the safe side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

*Next Time Give Her*  
**Windsor Table Salt**

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. That woman will keep on trading at your store.

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

**ROWAT'S**

The name that applied to

**PICKLES and OLIVES**

means

Quality the best  
Profit satisfactory  
Business increasing

You can't wish for more.  
All jobbers.

**PROFIT and —**

—shall it be loss or gain?

You may gain a profit but lose a customer.

VALUE GIVEN WILL DECIDE IT.

Quality ensures satisfied customers. Satisfaction holds patronage. Your patrons advertise your business.

The best business policy is to sell only goods of first quality, backed by guarantee, and known to please.

**Profit on the other kind may mean a loss**

**REINDEER CONDENSED MILK  
JERSEY STERILIZED CREAM**

**EVERYONE KNOWS THESE BRANDS**

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



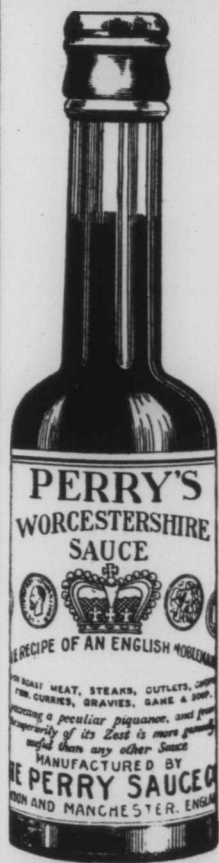


Unassailable and Invincible

# JAPAN TEAS

Draw light liquor with a  
flavor that's divine.

They show you a very good profit.



"For Gravies Perry's Sauce is good,  
It adds a zest to all such food.

There's not a "meat dish" but  
what is improved by a dash of

## Perry's Worcestershire Sauce

*When  
My Lady  
Comes in  
with the Grocery Order*

just ask her if she wouldn't like  
a bottle of PERRY'S WORCES-  
TERSHIRE SAUCE.

SELLING AGENTS  
**Taylor & Pringle Co.,**  
Limited  
OWEN SOUND, ONT.  
Manufacturers of Queen Quality Brand  
Pickles.

We don't know EVERYTHING  
but we DO KNOW that

## Our Matches

are the most  
perfect, cleanest, best packed and  
safest that modern machinery and  
scientific work can produce—  
We also KNOW

that you can make MORE  
MONEY selling our  
matches than any other  
kind. Write for prices, etc.

## The Improved Match Co.,

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P. Q.

# VALENCIA RAISINS

ASK your Jobber for

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

**D. RATTRAY & SONS**

AGENTS

QUEBEC

Montreal

OTTAWA

**WILLIAM GALBRAITH & SON**  
WHOLESALE GROCERS

68 MCGILL ST., MONTREAL

We control the sale of

**"CANADA'S PRIDE" CANNED GOODS**

FOR MONTREAL

The Best in the Dominion.

## **ST. JOHN EXHIBITION.**

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

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

**S. H. EWING & SONS**

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

Telephone orders receive prompt attention.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

THE CANADIAN GROCER

Good Coffee

Good Trade

Good Profit



FOR THE MAN  
WHO SELLS

Chase &  
Sanborn's

HIGH-  
GRADE

COFFEES

**Chase & Sanborn**

The Importers, - MONTREAL

**VALENCIA RAISINS** (28-lb., 14-lb., or 7-lb. boxes)

**SULTANA RAISINS** (28-lb. boxes)

**CURRANTS** (In half-cases or barrels)

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

For Import—  
We represent Reliable Shippers only.

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

**Fruit, a Short Crop This Year**  
**Jams Will Be a Good Seller**

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

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

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

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

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

DO IT NOW.

**THE OZO COMPANY, Limited, - MONTREAL**

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## "Relief in Sight"



It is a matter of common remark among some grocers that serious inroads are constantly being made into their Tea selling possibilities by peddlers.

Did it ever occur to you that this condition of affairs can only last so long as you are prepared to allow it.

You have the indisputable remedy in your own hands—then why not apply it.

"SALADA" is your best friend and safeguard for the reason that it leaves you a good margin of "protected" profit.

It has an enormous sale and is of good repute.

It is never sold by peddlers or jobbers.

No firm, company or corporation in existence has ever succeeded in matching the quality and value.

Stock up and push sales with a vim and you will be surprised at the result.

Instruct your clerks and use your own personal endeavors to get every person that visits your store to try a packet

—1-lb.,  $\frac{1}{2}$ -lb.,  $\frac{1}{4}$ -lb. or 2-oz.—any size to give it a trial.

Tell your customers that you are authorized by us to guarantee the greatest satisfaction or money will be refunded in full. No "buts" or "ifs" but in full.

Handle it with faith and sincerity and we will undertake to say that where you sold 10 lbs. in the past you will sell 100 lbs. in the future. We have many living examples of this doctrine all over the country, and you will never hear these men complaining of "Peddler" conditions.

They have applied the remedy and are reaping the benefit.

A postal enquiry and our experience will be at your service. Address, "SALADA," Toronto, Montreal

# Quaker Sugar and Cream Corn

---

This is a line that every progressive grocer should get next to. It is packed from the finest Maine seed, with the ears all selected, with the cans well filled with corn and not with watery juice. We believe there is a future for an article of this class among the trade. There is corn and corn. No line of canned goods varies so much in quality as corn. Our Quaker Sugar and Cream Corn is not only a really high class article, something in which the Goods are not only tip-top but a line that can always be depended upon for high and uniform quality. The reputation of the Quaker is behind these assertions. While the contents of a can are of more importance than the outside, it may not be amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

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The Packers of Quaker Canned Goods

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## *IN BUSINESS TO STAY*

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That being the case, it is the best policy as well as common honesty to supply your customers with goods that satisfy, that give them confidence in you, that make them your friends as well as neighbors.

Let the man around the corner, who will be around some other corner six months hence, take his chances on inferior canned goods.

If you buy and sell

### *OLD HOMESTEAD BRAND CANNED GOODS*

you will never disappoint one of your patrons. You will find your reputation for selling only the best growing steadily. You will find your general trade keeping pace with the increase in your canned goods department.

We make this claim because we know **Old Homestead Canned Goods** are as perfect as absolutely fresh fruits and vegetables can be made when processed by the most modern and approved manner.

**DO NOT FORGET OUR HANDSOME LABELS.  
THEY HELP A LOT WITH FIRST SALES.**

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*The Old Homestead Canning Co.*

*PICTON, ONT.*

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Goods

# CANNED GOODS

If you have not placed your orders for your season's supply, it will pay you to write us for our prices or see our travellers. We carry a large assortment of the best known brands of Tomatoes, Corn, Peas, and all vegetables and fruits. We also carry the best 1906 catch of Salmon, among others, our special :

**Victoria Brand, Red Sockeye**  
**Red Poppy Brand, Red Spring**  
**Eagle Brand, Red Cohoes**  
**Jacques Cartier Brand, Best Pink**  
**Clover Leaf and Horse Shoe, in 1-lb. tall, 1-lb. flats**  
and ½-lb. flats.

Our prices for these are to your advantage, and *we guarantee* "Full Delivery" in all kinds—*note this.*

## Japan Teas

Japan Teas are much higher than a month ago, but as we bought our own special brands before the advance, we can guarantee best value in our "**Victoria**" and "**Princess Louise**" brands.

If you want lower grades of Japans we have still a few hundred half-chests which we bought at very low figures. Write for samples and prices of these—and get them now.

# Laporte, Martin & Cie., Limited

*Wholesale Grocers, Wine and Spirit Merchants*

## MONTREAL



**\$21.00**

Size 8 x 12

**STOCK  
CONTINUOUS  
LEDGERS**

**\$23.75**

Size 12 x 12

The above prices are for a complete outfit comprising,

**1 Regular Crain Continuous Binder and Index  
1 "K" Sectional Post Canvas Transfer Binder and Index  
One Thousand Pages (500 leaves)**

The Continuous Binder is the same in every particular as the high-class goods we have always manufactured

**FIVE DIFFERENT LEDGER RULINGS TO CHOOSE FROM**

on best ledger paper.

Before placing your order for a new ledger this fall write us for further particulars.



*THE* **Rolla L. Crain Co**  
LIMITED.  
OTTAWA, CANADA.

TORONTO

18 Toronto Street.

MONTREAL

74 Alliance Bldg.

WINNIPEG

Sylvester-Willison Bldg.

**Busy, Busy, Busy**

Cans are rushing.

**Get your supplies in--Don't  
wait until the last moment**

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

**Order Now!**

**Acme Can Works**

**MONTREAL**

**"WALKER BINS"**

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

Write for Illustrated Catalogue  
"Modern Grocery Fixtures."

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

# COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating



No. 65

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

**Our Grinders Wear Longest**

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

GRINDING CAPACITY.  
Granulating 2 lbs. per minute.  
Pulverizing 1/2 lb. per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

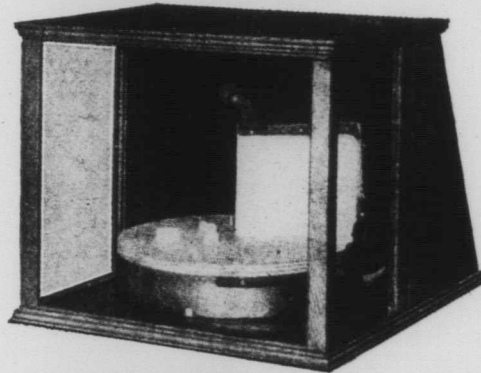
PHILADELPHIA, PENN., U.S.A.

AGENTS:

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

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

## A Strong Combination in Cheese



**THE STANDARD COMPUTING CHEESE CUTTER**

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

**THE STANDARD CHEESE CABINET**

A Cabinet of the highest quality in every detail.

Write for folder and special price

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

BERLIN, ONT.

Limited

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

DO YOU PREFER AN

## Automatic Pendulum Computing Scale



to any other style? If so be sure to get the best and at the same time the cheapest—**We have it.**

**No. 103 DAYTON**

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.  
Full Capacity Thirty Pounds.  
Each Pound Same Width on Chart  
Each Cent Indicated by a Line.  
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

**\$57.00**

The "Dayton"

Send a postal to

**THE COMPUTING SCALE CO.**

OF CANADA, LIMITED

164 King Street West, TORONTO



**What a Difference It Makes**

When you look up at a ceiling and, instead of seeing smoky plaster, see beautifully designed

**METAL CEILING**

That's the aesthetic point! Then there is the sanitary point. **Metal Ceilings** are more healthful than plaster or wood. Then there is the financial point. **Metal Ceilings** need never be repaired. They last forever.

IF YOUR STORE NEEDS THIS CEILING YOU SHOULD GET IT.

**METAL SHINGLE & SIDING CO., Limited**

PRESTON, - - - ONTARIO

**Cheese**



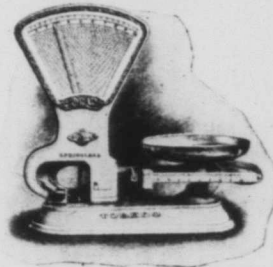
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They last forever.  
**SHOULD GET IT.**  
**CO., Limited**  
**ONTARIO**

**TOLEDO COMPUTING SCALES**

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



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

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

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

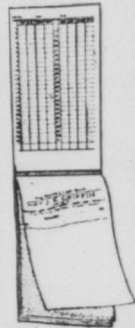
**Things Will Run More Smoothly**

in your store after you get our

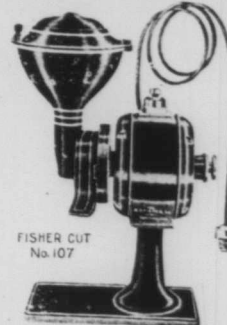
**SPECIAL DUPLICATING Counter Check Book**

Manufactured by

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



**ELECTRIC POWER COFFEE MILLS**



FISHER CUT No. 107

This small cut illustrates another of the designs we make.

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

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

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

Write for Catalog and prices

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

**"Batger's"**

**Lemon Squash, & Lime Juice Cordial**

When your customers come in and ask for a **Good Summer Drink** sell them **Batger's** Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—**No Sugar Required**, but just add water. Very **handy** and **economical**. Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

**Rose and Laflamme**  
Montreal and Toronto

**IMPERIAL MAPLE SYRUP**



*The standard from Ocean to Ocean*

**Quality Acknowledged Superiority Admitted Purity Guaranteed**

Your money back if you do not like it.

ROSE & LAFLAMME, Agents, Montreal

THE CANADIAN GROCER

# Fancy SEEDED RAISINS

For Prompt Shipment

THE DAVIDSON & HAY, LIMITED  
WHOLESALE GROCERS, TORONTO



**THE Farmers' CANNING CO. BLOOMFIELD, ONT.**

**IF THEY ARE NOT CANNED FRESH  
THEY WILL NOT TASTE FRESH**

Will corn, peas, etc., become fresh in the preserved state? Not likely! If they were not cooked when the flavor was at its best they will not be a perfect product—will lack certain palatable qualities.

"All the 'after' skill in the world cannot correct a 'before' fault." Packing fruit and vegetables that have "stood" is an irremediable fault.

The needless delay between the "ready-to-preserve" stage and the "preserving" stage in the average canning factory was the cause of the formation of The Farmers' Canning Co., whose methods summarized are:

**"PACK THE DAY PICKED."**

Compare "Farmer Brand" with the "others" and note the difference in favor of "Farmer Brand."

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

## Canned String Beans

NEW STOCK

PRICE RIGHT

# Thomas Kinneear & Co.

WHOLESALE  
GROCERS

TORONTO AND PETERBORO

JUST

We also

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# Tartan BRAND

SIGN OF PURITY

**JUST ARRIVED**

TARTAN Whole Strawberry Beets, 3s, \$1.10

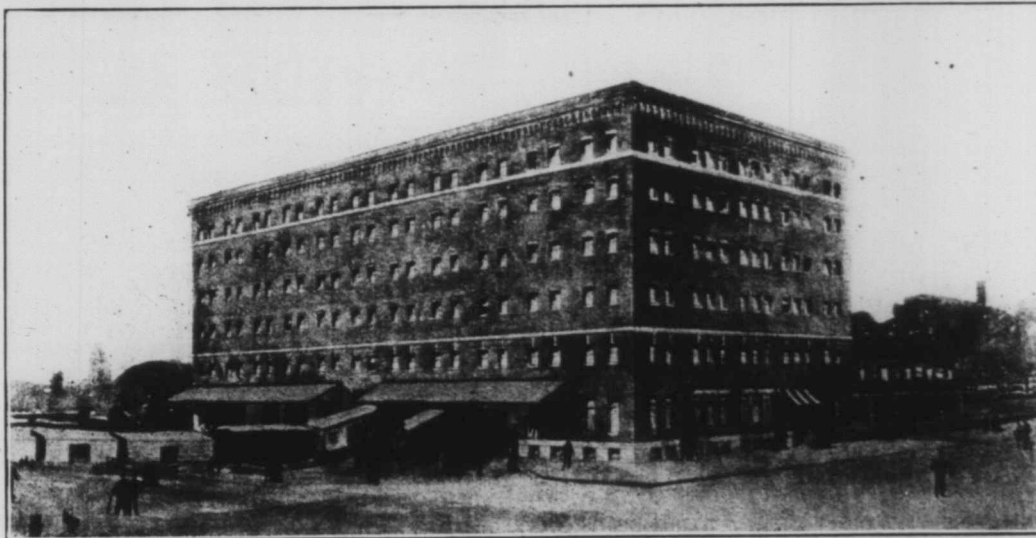
A car of Fancy Oiled Java Rice

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

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

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

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



## TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system. Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transshipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity. Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries. Lowest rates of Insurance. Ratage and deterioration reduced to a minimum. Customs, Storage, Cartage, Transshipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter. Less worry for merchants and manufacturers when dealing with a company of large financial responsibility. For information please communicate with the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

12-38 Grey Nun Street, MONTREAL

# Currants Currants Currants

GREECE'S FINEST PRODUCTIONS:

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

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

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

Wholesale Grocers

Importers of Fine Fruits

# JAM AND PICKLE SEASON

Be well prepared with full lines

Fruit Jars, 10c. tins bottling Wax

Jar Rubbers, 1-lb. cakes Paraffine Wax

Full lines of

Pickling Spices for Pickles and Catsup

**LUCAS, STEELE & BRISTOL**

Wholesale Grocers,

HAMILTON,

ONT.

## Show Cards

Have you ever realized the valuable advertising space you have in your show window—that you can talk to thousands of passers-by by attractive show cards and price tickets?

We invite your inspection of the finest line ever made in Canada. Suitable for any business.

Our 72-page Catalogue, giving illustrations, is free to all interested.

**The Martel-Stewart Co., Limited**  
Montreal, Canada

## "ANTITIS PEPPER"

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

## KING OF ALL PEPPERS

Guaranteed absolutely a pure blend  
of Finest Peppers

Specially Selected  
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

**ANTITIS PEPPER CO.,** 40 Botolph Lane  
LONDON, England  
TRIAL ORDERS SOLICITED

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL  
JOBBERS

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

## "QUEEN BRAND PEAS"

Are The Best Peas Packed in Canada To-day

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

QUINTE GARDEN                      SIFTED JUNE  
SWEET WRINKLE                      and                      GOLD LABEL  
FRENCH PEAS

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

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

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

# Resuming Trips

On Monday, August the 20th, our Ontario travellers will be again on the ground looking for business.

They will have special bargains and inducements to offer.

It will be impossible for them to be everywhere at once, so, if you are in need of goods and our man has not advised his call, wire at our expense.

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

PHONES 422-1265-1816

WHOLESALE GROCERS

**"The Brand**



**of Quality"**

Grocers who want the best to be had in Canned Vegetables and Fruits will find the "ESSEX" brand nearer perfection than anything thus far introduced. Essex County is one of the most favored agricultural sections, and with new and improved facilities at our disposal, we are able to retain all the fresh garden flavor in packing. Nothing in any sense inferior is allowed to go out under our brand.

**The Essex Canning & Preserving Co., Ltd.**

*Head Office : 8 Wellington St. E., Toronto, Canada*

FACTORY AT ESSEX, ONT.

**EASON**

1 lines

**ting Wax**

**affine Wax**

**and Catsup**

**BRISTOL**

**ONT.**

**PER"**

d in 2, 4, and 8 oz.,  
and 7 lb. Tins.

**PPERS**

and  
Peppers

ifically Prepared

ph Lane  
N. England

**AS"**

**Canada To-day**

ade a SPECIALTY  
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**FTED JUNE  
OLD LABEL**

ave a perfectly clear  
rands on the market.  
ask your Wholesale  
BRAND Peas. One

**NG CO.,**

## PRESERVATIVES AND PURE FOOD

Letter to The Canadian Grocer by New York food expert—Ptomaine Poisoning—Consumers Must be Particular—Some Suggestions for Healthful Living.

H. H. Langdon, food expert, New York, writes to The Canadian Grocer as follows:

I perused an article in your esteemed issue of August 3 headed "An Analysis of Meats." It is pleasing, I assure you, to learn that out of 322 samples of canned meats only four showed signs of decomposition, and that boric acid was the only preservative of which traces were found, and that it did not exceed the quantity fixed by the English Parliamentary Committee. The pure food wave that is passing over the country will certainly do a vast amount of good. The adulteration of food is practiced to such a large extent that it is absolutely necessary to place some curb on manufacturers who are flooding the market with cheap, adulterated foods.

### Labels Should be Studied.

The new law (United States) will compel true labels on all articles of preserved food. If the public, however, do not pay heed to the labels, of what value will they be? The public must be taught that there is no economy in cheap foods which have been adulterated with some inferior substance that would lessen the food value.

The preservation of food, however, should not be considered adulteration as the preservative is used to prevent the article from deteriorating. It is not the ordinarily preserved food that injures the consumer, it is food that has not been preserved that is in condition for the propagation of toxic germs which are a great menace to life. Those who advocate dispensing with mild preservatives do not realize the danger which lurks in food that is not preserved.

### Ptomaine Poisoning.

Many varieties of micro-organisms produce poisonous ptomaines. After they are once produced they are not easily destroyed. The putrifactive organisms which produce ptomaine poison in such articles as canned meats, fish, fresh pork, head cheese and other animal matter, both raw and cooked, are very dangerous to human life. A peculiar feature of ptomaine poison is that it cannot be detected by sight, taste or smell. The cause of ptomaine poison can be traced to the lack of facilities for preventing the development of toxic germs. Meats, fish or fowl that are sprinkled with borax or boric acid are kept in a clean, healthful condition which prevents the formation and propagation of toxic germs.

The Senate, recognizing the value of mild preservatives, accepted an amendment which will allow borax or boric acid on any article of food from which it can be removed by maceration in water prior to consumption. Preservatives of a penetrating nature could not be removed in this manner.

It is an erroneous supposition to think that preservatives could be used to convert a tainted piece of meat into a sweet, edible condition.

Laws should be enacted and enforced so as to protect the unwary consumer. Our new pure food law will not be of much value to the masses until the various state laws are amended so as to conform with the national law.

### Hints for All Mankind.

The spices and condiments that are used have comparatively no food value and they are partaken of to momentarily satisfy the palate (which has been educated to crave such articles), to the detriment of the digestive organs.

The question of eating is a very serious one. It is not so much, however, what we eat as it is how we eat. Food must be assimilated to be beneficial; our rations should be balanced; our diet should be varied. Thorough mastication is absolutely necessary to prepare food for the stomach. When persons bolt their food and wash it down with liquids they are candidates for the dyspeptic brigade.

We can live without food for thirty days or more, we can live without water for about seven days, we cannot live without air, however, for five minutes. Consequently, as much or more attention should be paid to our water and air supplies as there is to our food. There should be vigilant inspections of school rooms, factories, public buildings, etc., to insure perfect ventilation.

We spend about one-third of our lives in bed. We must breathe regularly, however, during our sojourn in slumberland, and if we breathe pure air all night, we will certainly arise in the morning greatly refreshed.

We have power within ourselves to be moderate in all things and if we exercise this power, we will enjoy life as the Creator intended we should.

### FISH TRADE DEVELOPMENT.

What the Atlantic Fish Co. are Doing—Fast Increasing Trade.

The Grocer has for years past endeavored to bring the importance of our Atlantic fisheries prominently before the trade of Central and Western Canada and has published many interesting and valuable facts bearing on this industry. When it is considered that the annual business totals something like \$29,000,000 it will be realized how important a factor this is in the trade returns of the Dominion. To adequately realize the work and financial outlay necessary to the marketing of this enormous business an actual trip over the fishing grounds and the various drying and curing establishment is necessary, and a close study of the situation all-important. Several such trips have in the past been undertaken by representatives of The Grocer and the results published.

During the past week the Montreal representative of The Grocer had an interview with two of the most prominent gentlemen engaged in the Atlantic fisheries, Wm. Duff, managing director of the Atlantic Fish Co., Lunenburg, N.S., and E. C. Whitman, of Canso, N.S. Both of these gentlemen are men whose life study has been the fisheries of the Atlantic, and since the amalgamation of their respective businesses and the purchasing of other large fish concerns they have launched out upon a campaign of drawing the attention of the trade and the consuming public of Central and Western Canada to the merits of eastern

fish. That they will succeed, the plans adopted by them in their campaign will undoubtedly demonstrate, as nothing has been left unthought of that will conduce to this result.

Mr. Whitman, in speaking to The Grocer and referring to the curing and packing plant of the Whitman Fish Co., Canso, said:

"Our plant at Canso is now the most perfect and complete that modern methods can demand, and with our newly erected large refrigerating house we are in a position to prepare our products in a manner that must appeal to all lovers of fish. We prepare, among others, kippered herring of the Aberdeen Awa' and Atlantic brands, fresh mackerel, deep sea lobsters, and in the frozen fish line, had dock, halibut, mackerel, salmon and herring. The Canso salt herring, formerly commanding a large sale, will be placed upon the market in such perfect condition that we anticipate a prompt revival of the trade, and I feel sure that the package we are placing upon the market will command the admiration of the consumer and the support of the trade."

In speaking of the Labrador herring trade Mr. Duff stated that his company had purchased large fishing rights at Bay of Islands, on the Labrador coast, and erected there one of the best fishing plants on the Atlantic coast. Mr. Duff said:

"We have fitted up wharves and buildings on a scale to handle a very large quantity of herring. To insure proper handling and regularity in fish we have built large air-tight vats with a storage capacity of from 2,500 to 5,000 barrels. We are guaranteeing regularity and quality of all our pack and this we can do on account of having overcome the one great fault of former years and shippers, the great trouble of rusty fish. This question of rusty fish, as all dealers know, has been a serious one for many years, and was the cause of declining trade. Our 'pickle-tight' barrel, if I may so describe it, is an air-tight package bound with galvanized iron hoops and will insure fish arriving at destination in perfect condition. I have just returned from the United States markets and am pleased to state that our prospects for business are exceptionally good, but (and this was said with a patriotic vigor) we will look after our Canadian trade first and that is why Mr. Whitman and myself are visiting the Montreal and Toronto and western trade and supplying the trade here. Our success in calling upon the local trade with our representative, A. H. Brittain, has shown us that the business is here and our success has been most satisfactory. The impression prevailing last season that herring were scarce is an erroneous one; the fact is that the greater portion of Labrador herring was shipped to the United States at very much higher prices. With the improved conditions prevailing and our facilities for securing, storing, handling and shipping fish, I anticipate a very large Canadian trade this year. Besides our herring trade, greater efforts than before will be made to insure a good and excellent supply of our Halifax and Acadia brands of boneless codfish, and Duff's boneless herring in packages."

Messrs. Duff and Whitman left for Toronto, where a branch office similar to the Montreal branch will be opened. H. G. Connor, who has been for some time with the Atlantic Fish Co., is being sent to Winnipeg to open up a western branch.



### QUEBEC

FLUCTUATION  
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THE MARKETS

The Canadian Grocer

Table listing various fruits and their prices, including Pears, Currants, Raisins, and Apples.

NUTS—The trade is interested in the new crop and almonds are regarded as certain to be very high.

Table listing nuts and their prices, including Almonds, Walnuts, Filberts, Pecans, and Peanuts.

SPICES—Quotations are unchanged.

Table listing various spices and their prices, including Peppers, Ginger, Cassia, Nutmeg, Cloves, and Mace.

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

Table listing rice and tapioca products and their prices, including Rice and Tapioca.

DRIED FISH—Prices are unchanged.

Table listing dried fish products and their prices, including Boneless fish, Cod fish, and Quail-on-toast.

WOOL AND HIDES—Hides are lower and calf skins higher. There is little new in the situation.

Table listing wool and hides and their prices, including Hides, Country hides, Calf skins, and Wool.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, August 23, 1906.)

There are no quotable changes of importance this week in the general grocery list. Business is active for the month of August.

CANNED GOODS—Prices have been announced on Goodwillie's strawberries and white cherries for delivery about Nov. 1. The new season price is \$3.10 per dozen. We quote:

Table listing canned goods and their prices, including Apples, Cherries, and various fruit products.

Table listing various fruits and their prices, including black pitted, white pitted, Currants, Gooseberries, Peaches, Plums, Pineapples, Raspberries, Strawberries, and Beans.

VEGETABLES.

Table listing various vegetables and their prices, including Beans, Corn, Peas, Succotash, Beets, Spinach, Asparagus, and Tomatoes.

FISH.

Table listing various fish products and their prices, including Salmon, Lobsters, and various fish species.

MEATS.

Table listing various meat products and their prices, including Pork and beans, Clark's 1 lb. plain, Soups, Canned chicken, Turkey, Duck, and Corned beef.

SUGAR—Prices continue as follows:

Table listing various sugar products and their prices, including Montreal granulated, Yellow, Wallaceburg, and various sugar grades.

Table listing various sugar and molasses products and their prices, including Berlin granulated, Icing sugar, Powdered sugar, Lump hard, and Raw sugar.

SYRUP AND MOLASSES—Prices are steady. We quote:

Table listing various syrups and molasses products and their prices, including Syrup 'Crown Brand', Kaimomel, Barbadoes molasses, and New Orleans molasses.

COFFEE—Prices are steadily maintained at the advance noted in last issue. We quote:

Table listing various coffee products and their prices, including Whole green Rio, Ground roasted Rio, Standard Java, Old Government Java, Imperial Java, Pure mocha, and Choice Rio.

JAM AND MARMALADE—

Table listing various jam and marmalade products and their prices, including Upton's jam in pats, Upton's homemade jam, and Upton's marmalade.

MATCHES—Prices are held firmly at the recent advance. We quote:

Table listing various match brands and their prices, including Telegraph, Telephone, King Edward, Head Light, Rising Star, Eagle, Victoria, Silent, and Comet.

FOREIGN DRIED FRUITS—Prices are quoted as follows:

Table listing various foreign dried fruits and their prices, including Sultana raisins, Table raisins, Valencia raisins, and various fruit products.

California raisins for November delivery.

Table listing California raisins for November delivery and their prices, including California raisins, muscatels, and various raisin grades.

Prunes, October delivery.

Table listing prunes for October delivery and their prices, including Prunes 10-120, 90-100, 80-90, and 70-80.

Table listing various products and their prices, including Prunes, Raisins, Currants, and various fruit products.

CANDY

Table listing various candy products and their prices, including Lemon, Orange, and other candies.

EVAPORATED MILK—

Table listing various evaporated milk products and their prices, including Evaporated milk, Sterilized milk, and various milk brands.

BEANS

Table listing various bean products and their prices, including Beans, Peas, and various bean brands.

NUTS—

Table listing various nut products and their prices, including Almonds, Filberts, Peanuts, and Walnuts.

SPICES—

Table listing various spice products and their prices, including Pepper, Cayenne pepper, Cloves, and various spices.

HONEY

Table listing various honey products and their prices, including Honey, Clover honey, and various honey brands.

BUCKWHEAT

Table listing various buckwheat products and their prices, including Buckwheat, and various buckwheat brands.

RICE—

Table listing various rice products and their prices, including Rice, and various rice brands.

POTATOES

Table listing various potato products and their prices, including Potatoes, and various potato brands.

OATMEAL

Table listing various oatmeal products and their prices, including Oatmeal, and various oatmeal brands.

GRANULATED

Table listing various granulated products and their prices, including Granulated, Standard, and various granulated brands.

**Canadian Grocer**

Prunes 60-70 ".....	0 04
" 50-60 ".....	0 09
" 100-130 per lb.....	0 09
" 90-100 ".....	0 05
" 80-90 ".....	0 05
" 70-80 ".....	0 06
" 60-70 ".....	0 07
" 50-60 ".....	0 07
" 40-50 ".....	0 07
Prunets, uncleaned, loose pack, per lb.....	0 06 1/2
" dry cleaned, Filatras, per lb.....	0 06 1/2
" wet cleaned, per lb.....	0 06 1/2
" Filatras in 1-lb pkg. dry cleaned, per lb.....	0 07 1/2
Vostizzas, uncleaned.....	0 06 1/2
Wallowee dates, new per lb.....	0 05 1/2
" cooking in tins and sacks.....	0 05 1/2
" boxes.....	0 05 1/2
Appricots, choice, in 25-lb. boxes, per lb.....	0 18
Appricots, standard in 25-lb. boxes, per lb.....	0 17
Appricots, choice, per lb.....	0 17 1/2
Appricots, choice (new delivery about August 1), per lb.....	0 22
Appricots, standard (new delivery about August 1), per lb.....	0 21
Praches.....	0 16 1/2
Pears, choice (halves), per lb.....	0 16
" standard ".....	0 15
Piama, choice (dark pitted) per lb.....	0 14 1/2
Nectarines, choice.....	0 16
CANDIED PEEL.—Prices are steady since the recent decline. We quote:	
Lemon, per lb.....	0 10 1/2
Orange.....	0 10 1/2
Citron ".....	0 18 1/2
Strixed, in 1-lb drums per doz.....	2 10
EVAPORATED AND DRIED APPLES.—Old stocks are almost exhausted. New stock for delivery in October is quoted at 7 3-4c. per lb. in 50's and 8c. in 25's.	
BEANS—No. 1 white beans are quoted at \$2 05 per bushel and No. 2 at \$1 90.	
NUTS—	
Almonds, per lb.....	0 12 1/2
" (shelled), per lb.....	0 30
Filberts.....	0 10
Peanuts.....	0 10 1/2
Jumbos.....	0 12 1/2
Walnuts, new, Grenoble, per lb.....	0 15 1/2
" Maribols ".....	0 13 1/2
" " shelled, ".....	0 32
Pecans, per lb.....	0 15
Brazils, per lb.....	0 15
SPLICES—	
GROUND SPICES.	
Pepper, black, in 10 lb boxes, per lb.....	0 18
" white, " 5 ".....	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.....	0 20
Cloves, in 5 lb. boxes, per lb.....	0 22
Cassa, ".....	0 12
Allspice, ".....	5 11 1/2
Ginger, in 10-lb. boxes, per lb.....	0 13
Mixed spice, in 5-lb. boxes, per lb.....	0 20
Sauce, in 5-lb. boxes, per lb.....	0 70
WHOLE SPICES.	
Black pepper, per lb.....	0 13
White pepper, per lb.....	0 25
Cinnamon (ordinary), per lb.....	0 18
Cinnamon (extra choice), per lb.....	0 24
Nutmegs, per lb.....	0 25
Cloves according to quality.....	0 14 1/2
Ginger, per lb.....	0 10
Allspice, per lb.....	0 08 1/2
Sauce, per lb.....	0 70
Mixed spices, for pickling.....	0 12
" 4-oz. packets, per doz.....	0 75
HONEY—	
Clover honey 1-lb glass, 2 doz. in case, per doz.....	2 00
" 5-lb tins, 1 doz. in case, per tin.....	0 50
" 10-lb tins, 8 in case, per tin.....	1 00
" 60-lb tins, per lb.....	0 07
Fancy comb honey, 2 doz. to the case, per doz.....	2 50
" " per case.....	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.....	6 75
" 10-lb. tins, 8 in case, per case.....	6 40
" 60-lb. tins, per lb.....	0 10
BUCKWHEAT—Quoted as before at 1 70 per half sack.	
RICE, TAPIOCA AND SAGO—Tapio- ca is steady at the recent advance. We quote:	
Japan rice, per lb., cwt. lots.....	0 05 1/2
" 50-lb. lots.....	0 05 1/2
Longoon rice, per lb.....	0 04
Ratna ".....	0 04 1/2
Tapioca, per cwt.....	7 50
Sago, per lb.....	7 75
" 0 04 1/2	
POT AND PEARL BARLEY—	
Pot barley, per sack.....	2 20
Pearl barley, per half sack (49 lbs.).....	1 65
" sack.....	3 30
OATMEAL AND CORNMEAL—	
Rollod oats, 80-lb. sacks, per sack.....	2 20
" 40-lb. ".....	1 12 1/2
" 20-lb. ".....	0 57 1/2
" 8-lb. ".....	0 26
Granulated oatmeal, per sack.....	2 45
" standard ".....	2 45
Cornmeal.....	1 70

**THE MARKETS**

**NOVA SCOTIA MARKETS**

Halifax, N.S., August 21, 1906.

There is a general complaint regarding the scarcity of smoked meats and corned pork on the local markets. All pork products are unusually high and the dealers find difficulty in procuring sufficient pork, hams and bacon to supply their customers. Nearly all of the best stock has been cleaned up. Jobbers find it difficult to reach a conclusion as to the condition of the market. Whether it is that the consumption is greater, or that the farmers are not raising as much pork as heretofore, are questions which cannot be decided off hand, but many are inclined to the opinion that the former is the cause.

Business is satisfactory all around, and good orders from outside points continue to come in. Prices are very steady. American beef has advanced 50 cents per barrel. Sugar is firm, the advance looked for not having as yet gone into effect. Sugar is now cheaper in the local markets than on the American market.

**EGGS AND BUTTER**—The demand for eggs is light at present and the supply is limited. The receipts of Nova Scotia eggs is only fair and some of the stock marketed is far from first-class. One dealer informed me during the week that all the eggs he had in stock would have to be candled, as he could not guarantee them. About 18 cents is the average price quoted.

With the decrease in the receipts the price of butter has been advanced. Creamery prints are quoted at 24 cents for the best and creamery solids at 23 cents. The factories are not making as much butter now. Small tubs of good dairy butter are quoted at 20 cents.

**FRUIT**—There is plenty of good fruit on the market and the price is easing off a little, pears having dropped 50 cents a box. Eastern American pears are now coming on the market, which lessens the demand for the California fruit to some extent, as it is cheaper. Nova Scotia apples are also coming in. The quality of the first varieties is very poor, but they are readily bought up, principally for cooking purposes. Tomatoes have also taken a big drop, ten pound baskets now selling at 50 cents.

**FISH**—The fish markets are showing greater activity and the dealers are stocking up. The receipts of fish during the week were quite heavy and include the following: Sehr. Hazel, from North Bay, 575 qtls., green fish; Sehr. Kasaja, Banks, 550 qtls. fish; Sehr. Maggie Ball, St. Margaret Bay, 350 barrels pickled mackerel; Sehr. La France, Bay of Islands, 762 barrels herring, 260 qtls. dry fish, 10 barrels salmon, 16 cases lobsters five barrels caplin; Sehr. Ellie May, 180 barrels of pickled mackerel, and 150 qtls. cod; Str. Defiance, Chester, 100 barrels pickled mackerel; Sehr. Ella May, 50 qtls. hake and five barrels of pickled mackerel; Sehr. Electro, Banks, 1,000 qtls. cod. In addition to the above, one dealer received 5,000 pounds of fresh halibut. The receipts

of fresh cod and haddock were also quite heavy. Prices are steady. There is a good demand for pickled mackerel and also for fresh mackerel.

Since last report the schooner Sirocco from Havana has landed here 1,000 barrels of molasses for the Dominion Molasses Co. The steamer Kathinka landed 800 packages of sugar and the steamer Oruro, from the West Indies, 5,000 packages of sugar.

G. H. Vroom, the fruit inspector for Nova Scotia, gives the following statistics of apple shipments from Maritime ports: The total shipments of apples of the crop of 1905 from St. John and Halifax amounted to 345,230 barrels, 178 half barrels and 3,013 boxes. Of these 15,000 barrels were grown in Ontario; 700 were from New Brunswick orchards; 5,000 were cider apples sent from the Annapolis Valley. Subtracting these and adding 1,093 barrels for the contents of half barrels and boxes, the total foreign shipments were 325,623 barrels. To this should be added about 60,000 barrels disposed of in markets on this side of the Atlantic. Of the foreign shipments 29,366 barrels went to Liverpool, 1,482 to Glasgow, 3,814 boxes to South Africa. The shipments from Halifax were 321,576 barrels, and from St. John 23,654 barrels.

**MAKES LIFE BRIGHTER.**

Minto Bros., proprietors of Melagama tea, "mother's favorite," are giving away to grocers something that "makes life brighter." That's the motto that goes with it. It's not a sunbeam or an electric light, but a simple contrivance for making instantaneous photographs. Send and get one.

**NOTES OF INTEREST.**

W. P. Downey, Montreal, has returned from a few days holidaying at Old Orchard Beach.

John Cameron, general manager of Perkins, Ince & Co.'s branch, Peterboro, has just returned after spending a few weeks vacation at his cottage, Stoney Lake, and is looking the very best.

The lemon market appears to know no bounds this season. The higher prices predicted a few weeks ago have faded away and it is now a case of "get the lemons at any price." No new Messina lemons can reach us before October 25 and with practically no fresh supplies in sight till that time, the future will see the high water mark on lemons for many seasons unless the weather should turn cooler suddenly.

S. H. P. MacKenzie, manager of H. P. Eckardt & Co.'s sample room, is spending his holidays in Muskoka.

Mr. and Mrs. Charles W. Gillett, of Chicago, arrived in Toronto Wednesday afternoon of last week in their handsome Panhard touring car, having made the trip from New York via the White Mountains, Ogdensburg and Prescott. After spending a week in Toronto they left for Chicago in their big French machine. Mr. Gillett is the president of E. W. Gillett Co., Limited, and is a motoring enthusiast. His outfit of 60 horse-power is one of the largest and most powerful that has visited Toronto this season.



Established 1886

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**JOHN BAYNE MACLEAN** President

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**MARITIME BOARD OF TRADE.**

The Maritime Board of Trade is a union of the business men of the three Canadian provinces washed by the Atlantic. When the financial, industrial and mercantile interests of Eastern Canada are thus united by common purposes and aims, what good reason is there for longer continuing three political divisions? The name "Maritime Provinces" is itself indegative of common interests.

The representative business men of the Atlantic division of the Dominion have declared unanimously for a provincial amalgamation of the three into one. How long will the politicians tarry behind? Just as long as they dare. There will be plenty of opposition. The office holder and the office seeker will regard union as an outrage, a disgrace, a forfeiting of all provincial traditions and sentiment. The tiny politician, who can cut some figure in a small field but would be totally lost in a larger one, will cry down union with a magaphone. And the mass of the people will be added weight.

The union of the three provinces will be attained only after a good deal of agitation and education of public opinion. An effective way of going about it would be to form an associa-

tion to keep up the agitation, show the people of the three provinces that socially, industrially and politically, their interests are identical, that there would be a great economy in substituting one government for three, and that in federal matters one large province would be a much more potent factor than three small ones. There is but one way, and it is plain, in the one word AGITATE.

This twelfth annual parliament of Maritime businessmen was an unqualified success. The attendance was large and representative; the interest might rightly be termed enthusiasm and a spirit of kindred aim and neighborliness was apparent that could not but extend the horizon and broaden the sympathies of every delegate. It was a gathering well worth while. Already the west has copied the idea with splendid results, and some day the boards of trade of Central Canada will hold their annual conventions. The next step will be a congress of the boards of trade throughout Canada to form and give expression to the business opinion of the Dominion.

**AT THE TORONTO EXHIBITION.**

Toronto's Industrial Exhibition will open next week bigger and better than ever. The city will be crowded. Many subscribers to and friends of The Canadian Grocer will be in the city and we cordially invite them to make the office of the MacLean Publishing Co., at 10 Front street east, next door to the Board of Trade Building, their downtown headquarters. We can't furnish meals or beds, but if you want to rest a while, or a place to meet a friend or write a letter, we will be very pleased to see you and make you welcome to the best we have. Even if you don't want any of these things we'll be glad to see you anyway. We would be delighted if every grocer and purveyor of foodstuffs who comes to the Fair would call at the office of The Grocer.

Whatever you do, don't miss the Fair. If you haven't time to come for fun, come for business and get ideas and suggestions that will help to improve your trade.

**LOW WATER AFFECTING SHIPPING**

Low water in the port of Montreal is affecting the shipping trade. For the past week or so none of the large boats have been able to load capacity on this account, being restricted by the port warden. As a consequence shipping companies find it necessary to exercise considerable care in making bookings. Several companies when spoken to by The Grocer stated that they had been compelled to exercise the greatest discretion

in loading their vessels, in some cases having to refuse shipments of particularly heavy goods. Most of the vessels which have cleared Montreal recently have had either short cargoes or else were loaded with light goods which took up all space in the holds without being too heavy.

When asked the cause of the low water, the port warden stated that the continued dry weather was chiefly responsible for it. Rains this Spring and Summer had been few and far between. It is improbable that conditions will be bettered this year, so that low water will affect the shipping during the remainder of the season. At the present time the water is sinking at the rate of about an inch a day, consequently if this continues the river will be considerably lower than it now is before the season finishes. It is nearly ten years since like conditions prevailed, and shipping companies feel that it is hard lines, particularly since the outlook for the remainder of the season is so bright.

**FOREIGN TRADE INCREASING.**

A recent report issued by the Dominion Government gives to the public some interesting information on the foreign trade of Canada during the month of July. The aggregate foreign trade during that month amounted to \$41,996,228, which is over nine million dollars ahead of the same period in 1905. In a young and growing country like Canada such an increase as this in the volume of trade transacted speaks well for the future of commerce between the Dominion and other countries. Canada is rapidly rising in the commercial firmament, and her products, which only a few years ago were comparatively unknown outside of the British Empire, are now recognized as being pretty nearly the best obtainable. The trade mark "Made in Canada" is acquiring a significance of great value to exporters, a significance which, if maintained, will be of untold value in the future. Imports for the month in question amounted to \$23,652,122, while domestic exports were \$16,549,548, increases, respectively, of \$5,172,357 and \$3,500,099. Animals and their products showed the largest increase in exports, being \$1,555,421 ahead of the corresponding period last year. In the export of fish products there is a falling off noticeable, but in agricultural products and manufactures there are substantial increases.

The products of British Columbia last year, Provincial Finance Minister R. G. Tatlow states, was \$50,000,000, about \$1,250 for every white man in the Pacific Province. Hon. Mr. Tatlow asserts it is a world-beating record.

**Grocers Will**

London  
 The retail grocer to revive after the war. With months vacation for many out of town workers. Some grocers are holidaying.

The people back, however, with the West school vacation home. Last was almost equal. Though market work, the heat encourage much when the market with buyers. The price basket.

**The Retail**

London had a Monday evening decided to wind noon half-holiday months by a big August 29. The for which their general public will show what don't grocers are mer park below don and reach the street rail for the grocers will be market features, such attractions, with attendant committee app take charge Messrs. Harry and Thos.

One of the anticipated don's newest Free Press Ne of boys, who 1 months train weeks ago and after ever since of the youngsters everywhere. I grocers will hific.

Mr. Frank I Secretaryship ( Association, owing much occupied grocery business Canning Co.

The associat able man for men who has been by telephor devote to a r up. The idea i debts list. Fe felt that much each year if dead-beats cou

## LONDON TRADE DOINGS

Grocers Will Conclude the Wednesday Half Holiday for the Season by a Monster Picnic—Summer Trade Better Than for Years

London, Ont., Aug. 21, 1906.

The retail grocery trade is beginning to revive after the usual Summer fall-off in trade. While during the recent months trade has been better in London than for many Summers, still the going out of town was more noticeable than ever. Some grocers say that more people are holidaying this year than ever before.

The people are beginning to come back, however, and in another week, with the Western Fair in sight and school vacation over, most citizens will be home. Last Saturday the trade done was almost equal to normal.

Though materials are plenty this week, the heat has been too great to encourage much preserving and as a result when the market on Tuesday was filled with tomatoes there were few buyers. The price did not go above 25c. per basket.

The Retail Grocers' Association of London had an enthusiastic meeting on Monday evening, when it was definitely decided to wind up the Wednesday afternoon half-holidays during the Summer months by a big picnic at Springbank on August 29. The idea is to have a picnic for which there will be no financial receipts for the grocers but to which the general public will be invited and which will show what an energetic lot the London grocers are. Springbank is the Summer park belonging to the City of London and reached by a four mile ride on the street railway; it is an ideal spot for the grocers to have this picnic which will be marked by numerous sporting features, such as ball games and other attractions, concluding in the evening with attendance at the theatre. The committee appointed Monday evening to take charge of the programme are Messrs. Harry Ranahan, William Mullins and Thos. McCormick.

One of the features of the outing that is anticipated is the presence of London's newest musical organization, the Free Press Newsboys' Band. This band of boys, who have had but three or four months training, made their debut a few weeks ago and have been much sought after ever since. There are about thirty of the youngsters and they make a hit everywhere. If they can be obtained the grocers will have them play at the picnic.

Mr. Frank Harding has resigned the secretaryship of the Retail Grocers' Association, owing to his time being so much occupied since retiring from his grocery business to go into the London Canning Co.

The association are looking for a suitable man for secretary. They want a man who has an office and can be reached by telephone and will have time to devote to a new work they will take up. The idea is to systematize their bad debts list. For some time it has been felt that much money could be saved each year if bad-paying customers and dead-beats could be avoided. But there

has been no way of properly attending to the list. They now hope to pay a man to keep this list in shape and give reports like a regular Bradstreet's. The new secretary will also be expected to do other organization work for the association.

### THIS PACKING HOUSE ALL RIGHT.

Acting under instructions from the Manitoba Government, Dr. R. M. Simpson, chairman of the Board of Health, of the Province of Manitoba, recently made an inspection of the abattoirs and packing establishments of the province. In his report the following reference was made to the plant of the Manitoba Canning Co.:

"Subsequent to the inspection of the establishments hereinbefore mentioned, the factory of the Manitoba Canning Co. located on the open prairie about ten miles southeast from Winnipeg, was visited. This establishment has been in operation for about three years, and is under the management of a gentleman who received his training in France. The business embraces the canning of corned beef, roast beef, tongue, turkey, chicken, game and other specialties. At the time of visit the factory was not working, owing to improvements being made, involving an expenditure, it was stated, of \$25,000, consisting of new buildings and the installation of new and modern machinery and appliances. The premises were found to be clean and well kept, and all the floors where the products enter during the course of manufacture, are of concrete with adequate drainage facilities. Samples of all the products were taken and have been carefully examined and found to be in good condition and of excellent quality.

"In conclusion I desire to say that the proprietors and managers of all the inspected plants are eager to submit to a most rigid system of inspection, and, to my mind, it is most important and desirable that this should be established at as early a date as possible."

### BUSINESS PERSONALS.

H. P. Ferguson, grocer, Parry Sound, Ont., is dead.

Louis Gagnon, of Hudon & Orsali's staff, is on a fishing trip at present.

E. Patoine, Laporte, Martin & Cie., Ltd., is holidaying at Sherbrooke, Que.

J. Rose, of Rose & Laflamme, Montreal, is in the Old Country at present.

John Crawford, of Mathewson's Sons' traveling staff, is up the Gatineau on his holidays.

Mr. Clough, representing S. H. Ewing & Sons, Montreal, in Toronto, is on his vacation at present.

David Seath, secretary to the Harbor

Commissioners, Montreal, is on his vacation at present.

L. M. Bassard, of the traveling staff of Hudon & Orsali, Montreal, is spending his vacation at St. Johns, Que.

J. E. Monday, of S. H. Ewing & Sons, Montreal, is in St. Gabriel de Brandon, Que., for a few days rest.

G. O'Neil, of the traveling staff of Mathewson's Sons, Montreal, is spending his vacation at Huntingdon, Que.

A. Sirois, of Manitoba Self-Raising Flour, Montreal, is spending his holidays at the seaside and in the country.

Mr. Lussier, of Demers, Fletcher & Co.'s grip department, and Mr. Bourbonneau are both enjoying their holidays at present.

H. Probert, representing Lever Bros., Sunlight soap, Toronto, was a caller at the Montreal office of The Grocer during the week.

Metis, the Summer resort down east, at present holds Chas. Wilkinson, of the traveling department of Mathewson's Sons, Montreal.

Fred Darvis, Western Ontario representative for the F. W. Fearman Co., is receiving congratulations on joining the ranks of the married men.

W. M. Fielding, a man of the grip with S. H. Ewing & Sons, Montreal, is fluctuating between Hamilton Beach and Toronto, devoting his time to rest and amusement.

Alf Childs, of Laporte, Martin & Cie., Ltd., Montreal, is in Ottawa on his holidays. W. E. Sullivan, with the same company, is spending a few days at Foster, in the Eastern Townships.

R. D. Campbell, Brantford, Ont., on account of ill health has had to retire from business and has sold his grocery and meat store to John Kew, from whom he purchased it about a year ago.

S. Rousseau and Hormisdas Delorme, Laporte, Martin & Cie., Ltd., have returned from their holidays. Mr. Rousseau spent nine days at Isle Perrot, while Mr. Delorme made a trip up the Saguenay.

One of the Canadian delegates to the Congress of the Chambers of Commerce of the Empire recently held in London, in the person of Colonel W. N. Ponton, Belleville, passed through Montreal last week on his way home.

Messrs. Rousseau and Booth, two of S. H. Ewing & Sons' Montreal travelers, have given up business for a few days and are now holidaying. The former is at Cacouna, while the latter has chosen Waterloo, Que., as his resting place for the time being.

The Montreal Milk Shippers' Association has issued a circular announcing an advance of a cent a quart in the price of milk from September 1 to April 30 next. Cream will be advanced proportionately. The circular states that conditions this year are unusual and that the advance is absolutely necessary.

Messrs. Jos. Ethier, manager Laporte, Martin & Cie., Ltd.; P. Daoust, president of the Montreal Retail Grocers' Association, and J. A. Beaudry, secretary of the Montreal Retail Grocers' Association, have returned from a week's holidays spent at Old Orchard Beach. They all look as if they had enjoyed the sea baths, etc., to their full extent.

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# MARITIME BOARD OF TRADE

SEA-BOARD PROVINCES ONE IN BUSINESS INTERESTS—MERCHANTS' PARLIAMENT ADVOCATES  
 POLITICAL CONSOLIDATION INTO ONE PROVINCE—SPLENDID GATHERING AT AMHERST,  
 N.S.—MANY IMPORTANT SUBJECTS DISCUSSED—INTERESTING ADDRESS BY THE  
 RETIRING PRESIDENT, CAPT. JOSEPH READ—H. F. McDUGALL TREATS  
 OF THE PROBLEM OF THE DEVELOPMENT OF MEANS OF  
 TRANSPORTATION IN CANADA.

## NOVA SCOTIA.

Amherst—Harvey Pipe, E. B. Elderkin, J. A. Crossman, John McKeen.  
 Annapolis—A. E. Atlee.  
 Berwick—H. G. Harris.  
 Canning—A. D. Payzant.  
 Canso—C. H. Whitman.  
 Halifax—W. H. Sterns, Hon. W. Ross, J. S. Creed, J. E. De Wolfe, W. J. Clayton, Geo. E. Faulkner, John W. Regan, A. M. Bell, I. C. Stewart, A. N. Whitman, G. S. Campbell, A. T. Weldon.  
 Kempt, Queens County—Thomas Keilor.  
 Kentville—W. G. De Wolfe, Wm. Fraser, E. J. Ward, H. G. Harris, C. W. Webster.

Williams, G. L. Harris, John Abram, F. W. Gunner, Jas. M. Ross, H. G. Chanter, F. W. McDougall, C. P. Harris, T. J. Welsh, E. C. Coll, W. H. Edgett.  
 Sackville—Hon. Josiah Wood, S. W. Copp, F. B. Black.  
 St. John—W. S. Fisher, W. H. Thorne, J. M. Sutherland, T. H. Estabrooks, Jas. Pender, W. W. Frink, C. M. Bostwick, P. W. Trider, W. M. Jarvis, Robt. Maxwell, Thos. White, W. F. Hathway, W. E. Anderson, J. A. Likely, Newton Harvey.

## PRINCE EDWARD ISLAND.

Alberton, West Prince—Rev. A. E. Burke, W. H. Dennis, Jas. E. Birch.  
 Summerside—Joseph Read, W. A. Brenan, Wm. Stewart.  
 Charlottetown—S. N. Crabbe, Hon. Geo. E. Hughes.  
 Newspapers—A. M. Belding, St. John Telegraph; G. S. Gowe, St. John Sun; C. D. Cliffe, MacLean Trade Papers, Toronto.

Mr. De Wolfe remarked that a number of delegates were not present at the roll call and he advised that a full list would be issued before closing day.

Mr. De Wolfe further suggested that as a full report had been issued in the MacLean trade papers, of all the proceedings, the reading of the minutes might easily be dispensed with. This was unanimously adopted.

A committee was then appointed as follows to select a sort of menu for the convention: Vice-President R. S. Fisher, W. H. Thorne, E. L. Derkin, J. McKeen, Rev. A. E. Burke, G. A. Calkin, W. H. Sterns, S. P. Challoner, Hector McDougall.

While the committee was away Mr. Creed read letters of regret from Governor Snowball, R. L. Borden, W. S. Fielding, Hon. Senator Josiah Wood, Sackville; P. Giffins, general manager D. A. R.; D. Pottinger, general manager I.C.R.; J. M. Lyons, general passenger agent, I.C.R.; Lieut.-Col. J. B. MacLean, Toronto; the secretaries of the Montreal, Ottawa, Toronto and Hamilton Boards of Trade and the Montreal Star and Toronto Globe.

## SECRETARY-TREASURER'S REPORT.

Mr. Chas. M. Creed was loyally applauded when he arose to read his annual report, as follows:

Gentlemen,—Your secretary-treasurer begs herewith to 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 requiring the prompt attention of the Federal Government were forwarded to the

Progress and enthusiasm were the dominant notes of the twelfth annual convention of the Maritime Board of Trade which was held at Amherst, N.S. under most favorable auspices on August 15 and 16.

The subjects discussed were of great importance and several resolutions of considerable importance were put through.

Rev. Father Burke was again on hand from Prince Edward Island and put forward with greater vigor than ever the project of the tunnel.

At the election of officers a very popular and capable man, Mr. W. S. Fisher, of St. John, was elected president.

There was a fine attendance of delegates from all parts of the Maritime Provinces.

Captain Read, the president, called the meeting to order promptly at ten o'clock. On the platform besides himself were C. J. Silliker, mayor of Amherst, John McKeen, president of the Amherst Board of Trade; W. S. Fisher, first vice-president of the Maritime Board of Trade, and Charles M. Creed.

Captain Read was applauded when he called upon the mayor of Amherst to address the gathering.

The mayor of Amherst, C. J. Silliker's opening address was one of welcome. He asked the delegates to make themselves at home. The members of the council had consulted the different managers of the manufacturing plants, and every delegate would be permitted to visit these works without the usual red tape of having a pass.

He apologized for the tearing up of the streets which had been necessary at this time. He hoped for a good profitable time and he knew that would be the case.

President of Amherst Board of Trade, Mr. John McKeen, said on behalf of the board that it was gratifying to see the splendid response to the invitation of the Amherst board. The local members had looked forward to the meeting. They found on the day of opening that there were more delegates than Amherst could accommodate in hotel life. Citizens had come to their rescue and their loyalty was appreciated by the board. It was the desire of Amherst to make the visitors happy and it would be accomplished if all would co-operate.

Referring to Amherst, he said that the city had nearly doubled in population during the year. Yet the building operations had not kept pace with the growth of population; but Amherst was going ahead in every respect. He again welcomed the members.

## Roll Call of Delegates.

Following are the names of delegates present:



W. S. FISHER, ST. JOHN, N.B.  
 President Maritime Board of Trade, 1906-7.

Kings County Board—J. A. Kinsman, S. A. Bowser.  
 Truro—C. E. Bentley, G. O. Fulton, G. A. Hall.  
 Windsor—B. W. Mills, H. A. Lynch.  
 Yarmouth—C. H. Armstrong, Robert Caie, R. S. Crawford.  
 Sydney, C.B.—J. S. McKinnon, H. F. McDougall, H. E. Kendall, J. H. Young, J. W. Dawson, H. G. Hagen, A. S. Curry, F. L. Dixon, S. P. Challoner.  
 North Sydney—J. M. Armstrong.

## NEW BRUNSWICK.

Chatham—J. L. Stewart, W. L. T. Weldon, W. B. Snowball.  
 Moncton—Hon. F. J. Sweeney, A. E.

ministers of the different departments as speedily as possible after the annual meeting, those concerning the provincial governments were forwarded to the premiers of the same and copies of all resolutions were mailed to every board of trade in the Maritime Provinces.

On January 9, as usual, copies of all resolutions were mailed to W. S. Loggie, M.P., Chatham, N.B.; J. J. Hughes, M. P., P.E.I.; Dr. J. B. Black, Windsor; H. J. Logan, M.P., Amherst, and B. B. Law, M.P., Yarmouth, in advance of the meeting of the Federal Parliament in order that they could become familiar with them.

After the opening of the Federal Parliament copies of all resolutions were forwarded to the ministers of the various departments, and to all members from the Maritime Provinces.

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



CAPT. JOSEPH READ, SUMMERSIDE, P.E.I.  
Retiring President  
Maritime Board of Trade.

#### Annual Report.

The annual report was published as usual and copies mailed to the ministers of the departments at Ottawa, the members from the Maritime Provinces and senators, also to all boards of trade in the Maritime Provinces and elsewhere as opportunity offered.

#### Correspondence with the Boards.

This has had unremitting attention during the year, and am pleased to report a growing interest is being taken by the secretaries who have been prompt in answering correspondence.

#### Unaffiliated Boards.

Have had every attention paid them; they have been written to frequently urging them to affiliate, and as a result the boards of Dartmouth and Liverpool have affiliated, and are doing good work.

#### New Boards.

A new board has been formed at Caledonia called the Queen's Board; it has affiliated with this board and is doing good work.

#### Subjects for Discussion and Notices of Annual Meeting.

The subjects for discussion at the annual meeting were mailed to all boards on August 6. This is most desirable as it gives the delegates time to study them and enable them to come to the meeting prepared to join in the debates on the subjects proposed.

Notices of the date and place of annual meeting with railway arrangements for delegates were mailed at the same time.

#### Lovell's Gazetteer of British North America

Having been brought to my notice that Messrs. J. Lovell & Son, of Montreal, were about publishing a new edition of their Gazetteer, I wrote them asking if my assistance in sending them a list of the industries in the cities and towns of the Maritime Provinces would be of service to them, to which they replied thanking me for the offer. Circular letters were sent to all the boards of trade with the result that twenty-four boards sent in statements of the industries of their cities and towns, which were forwarded Messrs Lovell & Son, who duly acknowledged the receipt of same.

#### Sixth Congress of Chambers of Commerce of the Empire.

The sixth congress of Chambers of Commerce of the Empire was held at London, G.B., in July and this board was ably represented there by our esteemed second vice-president, A. M. Bell.

In conclusion, during the past year I have devoted a deal of time, care and thought for the advancement of the board, at the same time doing all possible to assist your worthy president, in which I had the able assistance and advice of our first vice-president, W. S. Fisher, of St. John, N.B., and also of M. G. DeWolfe, of Kentville, N.S., who has been unremitting in his efforts at all times for the advancement and prosperity of the board.

#### Accounts for the Year.

The accounts for the year are all prepared, but as several boards will pay their per capita tax before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted

CHARLES M. CREED,

Mr. De Wolfe then paid compliments to Mr. Creed as permanent secretary, and in moving the adoption of the report he could not avoid saying he averred that without Mr. Creed there would be no Maritime Board of Trade. The motion was carried unanimously.

Captain Read, the president, joined in the expressions of good will towards Mr. Creed. Captain Read believed that

no body could live without a good secretary.

Mr. Creed formally thanked the members for receiving his report.

W. F. Humphrey, St. John, N.S., spoke in favor of shortening the proceedings of the committee by some arrangement before the day of session.

Captain Read agreed with Mr. Humphrey that it was a very important matter to shorten the agenda of doing, but it would be a mistake to deal severely with the matter of elimination of subjects as it would discourage many of the smaller boards should there be too many subjects erased from the bill of fare as arranged.

Mr. Atlee, of Annapolis board, also thought some improvement could be made as the committee could be aided greatly by some work before the day of convention.

Several others spoke, expressing the feeling that the board was a great meeting place for busy men who could get relaxation out of it.

James E. Birch, of Alberton, spoke strongly in favor of the present method



E. K. SPINNEY, YARMOUTH, N.S.  
Past President Maritime Board of Trade.

being continued. No one could tell he claimed, what number of delegates would attend. It would be impossible to tell until the president saw the delegates how to adjust the proceedings.

Captain Read thought that the secretary alone would be the man to help them out by putting the more prominent subjects in relative order.

Among the other speakers on this subject were M. G. De Wolfe, of Kentville, W. H. Dennis, of West Prince, P.E.I., and A. H. Wetmore, St. John.

Mr. Sutherland, C.P.R., St. John, thought a great deal of the discussion might have been avoided if a little more care had been exercised by the local boards before sending in matter for consideration.

#### Decision Reached.

Several others spoke, and finally it was moved by Prof. W. W. Andrews, seconded by A. E. Atlee, and carried

the president of the Maritime Board shall each year to serve as chairman to arrange the next year's meeting with the Maritime Board president the order shall be sent to in the form, a meeting of the

At the afternoon announced that constitutional, given as a notice the resolution was next meeting.

#### Subjects

The committee as follows upon passed. The Rev. man read the list

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Yarmouth—Advices in the i and repatriation (farmers). Syd Halifax—Establi publicity for Ma

2. Transporta ports—St. John, —Daily service Liverpool—Conti John—Amendmei only to goods en ports—P. E. question. Albert rates

3. Internation Halifax—Abroga St. John—Unioi Indu

4. National Monu—Steel Government owr

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YARMOUTH, N.S.  
 Maritime Board of Trade

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the president at each meeting of the Maritime Board name five boards who shall each elect one of their delegates to serve on a committee of resolution to arrange the programme for the next year's meeting; such committee meet with the officers of the Maritime Board at a convenient date preceding the meeting. And further, that it be ordered that all resolutions shall be sent to the secretary prepared in the form, a week previous to the meeting of the board."

At the afternoon session Captain Reid announced that this resolution was unconstitutional, and would have to be given as a notice of motion.

This was accepted by the movers and the resolution will be taken up at the next meeting.

**Subjects of Consideration.**

The committee upon agenda reported as follows upon the list of subjects discussed. The Rev. Father Burke as chairman read the list as follows:

1. General development of Maritime Provinces. Berwick—Cause and remedy for decreased population in counties of Nova Scotia bordering on Bay of Fundy.

7. Municipal. — Dartmouth—Bonusing. Halifax—Municipal taxation. Truro — Municipal ownership.

**PRESIDENT'S REPORT.**

Captain Read then read his annual report. His first request was on behalf of the Board of Trade of Summerside, that the Maritime Board should choose Summerside as their next place of meeting. He said:

Gentlemen of the Maritime Board of Trade:

Before we enter into the discussion of the important subjects which will engage your attention during this session of the Maritime Board of Trade, I wish to thank this important body for the high honor conferred on me, personally, and upon Summerside, a town that does perhaps more produce business in proportion to its population than any other in Maritime Canada. It is indeed an honor to be recognized by such a representative body of professional, commercial and agricultural gentlemen as make up the Maritime Board.

In recognition of the honor, I have a

through Canadian territory in conjunction with an Imperial subsidy. In this connection it is worthy of note that the new Isthmian railroad now in operation between Coatzacoalcos, in the Gulf of Mexico, and Salina Cruz, on the Pacific, better known as the Tehauntepec route, is claimed to be shorter from New York to the far east by 1,200 miles.

This emphasizes the paramount importance of insisting on Atlantic terminals for the new national transcontinental railroad, now building, and for which such liberal public subscriptions are being made.

Another feature of this commission report is the nationalization of, among others, the ports of Sydney and Halifax and St. John, N.B.

Government support to the building of steel ships in Canada is also recommended, and I would suggest that the Maritime Board of Trade endorse and emphasize these portions of the report.

Towards the tunnel to connect the two Government railways, viz., the I.C. R. and P. E. I. R., and which is only the



VIEW OF AMHERST, N. S.

Yarmouth—Advertising of Maritime Provinces in the interests of immigration and repatriation. Souris—Immigration (farmers). Sydney—Immigration, etc. Halifax—Establishment of department of publicity for Maritime Provinces.

2. Transportation—Nationalization of ports. St. John, Halifax, Sydney, Digby—Daily service St. John and Digby. Liverpool—Control of railway rates. St. John—Amendment of preference to apply only to goods entering through Canadian ports. P. E. Island—Communication question. Alberton—Excessive I. C. R. rates.

3. International policy. — Digby and Halifax—Abrogation of *modus vivendi*. St. John—Union of Canada and West Indies.

4. National policy. — Halifax and Moncton—Steel shipbuilding. Chatham—Government ownership.

5. Interprovincial. — St. John—Maritime Union. Sackville—Improvement of dyke lands.

6. Miscellaneous. — Digby—Sheep raising. Kings—Sheep raising. Kentville — Sheep raising. Moncton—Protection of forests. Halifax—Technical Education.

mandate from our town and board of trade to invite this institution to come to Summerside next year to hold their annual meeting.

Most of the questions discussed last year and on which resolutions were passed, have received the attention of the Federal House and some of the recommendations have been acted upon effectively.

**Fast Atlantic Mail Service.**

Something has been done to advance this project, but not enough to warrant us resting on our oars.

The report of the Royal Commission on Transportation, which was given to the Federal Parliament during the last session recommended among other things the establishment of a bi-weekly fast Atlantic mail service, all the year round between Liverpool (England) and Halifax, N.S. Coupled with this recommendation it was also suggested the expediency of completing the chain of rapid transit by a similar fast Pacific line to give an all-British mail service

permanent and certain solution of the transportation question as it affects P. E. Island, while not much has been done, yet much has been accomplished by enlisting the support of Canadian statesmen of the first class. I have it on the best authority that the Premier of Canada is now convinced as to its necessity and its feasibility and that just so soon as the pressure of some of the very large undertakings of the Government is overcome, the tunnel will be built. It is for this Maritime Board a matter of first duty to hurry the day when that important work shall be commenced.

**People's Railroad.**

During the year just passed some political demagogues combined with the jealousy of certain vested interests have made an attack on the people's railroad. This has produced a mixed result, partly good, but largely evil—good where it made for economical management, bad where it made for impairment of the service and exorbitant local freight rates.

The undue pressure brought to bear on the railroad management, by the ungrateful people of Ontario, particularly, the very province which has been receiving the most benefit by the low freight charges of the Government roads and who have been especially benefited by the abolition of canal tolls, a measure which was so generously supported by the Maritime Provinces, had forced the Railway Department to do things, which, to say the least, have not been in the public interest. For instance, Ontario gets a freight rate seven times less than P. E. Island on goods of the same class for export to Barbadoes, etc., the Government in each case being the sole common carrier. They pay nine cents for a carriage of 825 miles while P. E. Island pays 23 cents for a carriage of 309 miles. I am, therefore, not surprised to see among the subjects for discussion this session the question offered by St. John, N.B. "Should not the canal system of Canada be made to pay its working expenses?"



A. M. BELL.  
1st Vice-President Maritime Board of Trade.

Certainly the action of the Government in connection with the Government railroads, if continued, changes the whole canal question.

Great improvements have been made during the year in aids to navigation in these provinces; especially commendable is the Government's action in planting wireless telegraph stations at prominent points around our coasts, which is placing within the reach of the great ships that come to us from over sea as well as our coasting steamers, means of communication unthought of a few years ago. The introduction of gas buoys, fog signals and better lights has been marked; but this board should impress upon the Marine Department the necessity of giving timely notice of changes in the lighting of our coasts.

#### Maritime Union.

This subject is not to my mind within the scope of practical politics at any

rate as far as my province is concerned; the fear engendered by the non-fulfilment of terms of union with Canada regarding winter communication and the action of the Federal House in reducing the representation against the well-known intention of the fathers of confederation have so embittered the people against the greater union that they are mightily prejudiced against the lesser and more desirable one. The irritation of the island people against the central authorities above noted is strongly reflected by the sister island of Newfoundland, which waits to see justice done to the smallest member of the Dominion before trusting her destinies to a possibly similar breach of faith. There is no consummation more desirable at this moment from a Maritime Province point of view than the admission of Newfoundland to the union and nothing the Federal Parliament could do to hasten that inevitable event would be more surely effective than doing P. E. Island justice in the matter of her parliamentary representation and the construction of the tunnel.

#### Inland Fisheries.

Some attention was paid to this board's recommendation regarding Inland Fisheries. Very shortly there will be a conference between the provincial and federal authorities which will touch among other matters the very important matter which is yearly becoming more obtrusive.

I do not wish to worry you with a too long address, but feel that attention should be drawn to the self-containedness of these three provinces and to the real and permanent progress they have made in the year.

New Brunswick had never before received such high prices for her lumber, Nova Scotia has flourished marvelously in mining, manufacturing and commerce, and Prince Edward Island has had a most magnificent crop and got generally splendid prices. I cannot illustrate the self-containedness of our heritage better than advise you that the Sydney Board of Trade are contemplating the erection of a building for themselves. This building will be constructed of material drawn from a district within a radius of 40 miles of Sydney.

The foundation will be of Cape Breton freestone; the front will be of C. B. marble, quarried at Eskasoni on the east bay of Bras D'or Lakes; the remaining walls, of Sydney cement building blocks, with red granite trimmings from Boisdale, on the Little Bras D'or Lake; the chimneys, of brick manufactured at Mira, about twelve miles from the city; the plaster to be calcined plaster, the product of the gypsum quarries at St. Ann's; the interior finish, of C. B. maple and birch; roofing, the product of the Sanderson Manufacturing Co., a new concern to be established here next month (August); roofing cement from the Dominion Tar & Chemical Co., of this city; the girders of steel, the product either of the Dominion Iron & Steel Co. or the Nova

Scotia Steel & Coal Co.; the nails to be made from the product of the Dominion Iron & Steel Co.

Subject to the site finally selected, the cost of the land and building will range from forty to eighty thousand dollars. But what need of illustration from a distance. Look round you right here in Amherst. It is not long since this busy city was a sleeping country village. Its advance has been wonderful and to-day it stands as an object lesson of what other towns in our provinces might be, ought to be, must be.

#### Insurance.

The unfair system of rating the larger Atlantic ports and the fogless Prince Edward Island ports on the same basis as the St. Lawrence River and foggy gulf ports still obtains.

Adjustment of the severe fire losses at San Francisco has evoked an indignant outburst of criticism regarding the attitude of certain fire insurance companies, which have either repudiated



C. M. CREED, HALIFAX, N.S.  
Secretary Maritime Board of Trade.

their liabilities or compromised their settlements.

Some of these companies have been yearly taking lines of insurance in these Maritime Provinces; hitherto the integrity and ability of these corporations have been unquestioned.

The Government has been probing the methods and management of life and accident insurance companies doing business among us, and while the results have not yet been fully given to the public, enough has been shown to inspire confidence in the majority of our Canadian companies. Apart from this the investigations both in Canada and United States will eventually do a great deal of good in correcting past and present evils, also in preventing mismanagement in the future.

#### Maritime Immigration.

The action of this board last session has been fruitful in moving the Provinces

cial Government question of immigration; the movement is gratifying and is being taken advantage of the pointing of agencies on a scale at St. John, N.B., by the European ports booklet pamphlet regarding the end of the Dominion is a manifestation.

I am convinced that many of our homes will be found in the west.

A commendable exhibition, Halifax next month to inaugurate a substantial exhibition of the Dominion. Exhibitions to be held in St. John, N.B., which previous years.

The success of the Winter Fair at Halifax is evidence of the stock and these provinces great branches.

#### Sixth Meeting of the Commercial League.

A few weeks ago, England, the Commercial League was its sixth annual meeting, was represented by Mr. Bevan, vice-president, and Mr. Bevan, president, put to you fulling as it does in the Imperial unity even in its present the most wondrous unity that our allegiance and potency" politically, con of time and sation, with t as to be mutually just—w make fe sion, and free

#### Federation of the Maritime Provinces.

This idea has been put forward by the two groups communication maintained an between them. This reciprocal treatment both these Br evitably draw the near future

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cial governments to take hold of the  
question of immigration into these Mari-  
time Provinces; and while we must de-  
fine the movement of our own people  
west it is gratifying to know that steps  
are being taken to replace them by emi-  
grants of the best quality. The ap-  
pointing of agents to meet the steamers  
on arrival at St. John and Halifax, sup-  
plemented by similar methods at the  
European ports of departure whereby  
booklets, pamphlets and general informa-  
tion regarding the opportunities in this  
end of the Dominion, would be distri-  
buted is a matter worthy of recom-  
mendation.

I am convinced that as a matter of  
fact many of our own people are leav-  
ing homes much better than they will  
find in the west.

#### Exhibitions.

A commendable feature in the Domin-  
ion Exhibition, which is to be opened in  
Halifax next month, is a determined ef-  
fort to inaugurate a proper fishery ex-  
hibit, a substantial building having  
been erected for the purpose.

Exhibitions of the first class will also  
be held in St. John, N.B., and Charlot-  
town, which promise to be the best for  
years.

The success which has attended the  
Winter Fair at Amherst affords gratify-  
ing evidence of the interest taken by  
the stock and agricultural interests of  
these provinces in developing these  
great branches of human effort.

#### Sixth Meeting of the Chambers of Commerce of the Empire.

A few weeks ago there met in Lon-  
don, England, the members of the Cham-  
bers of Commerce of the Empire. This  
was its sixth meeting and this board  
was represented by my friend and col-  
league, Mr. Bell, of Halifax, one of our  
vice-presidents, who will no doubt re-  
port to you fully. This body, represen-  
ting as it does the whole Empire, is de-  
signed to do much to weld together in  
Imperial unity this great Empire, which,  
even in its present chaotic condition is  
the most wonderful aggregation of hu-  
manity that ever acknowledged a com-  
mon allegiance. It has the "promise  
and potency" of an Empire that unified  
politically, connected by that annihilator  
of time and space, electrical communi-  
cation, with trade matters so arranged  
as to be mutually beneficial and finan-  
cially just—would be an Empire that  
must make for peace without oppres-  
sion and freedom without license.

#### Federation of the West Indies with Canada.

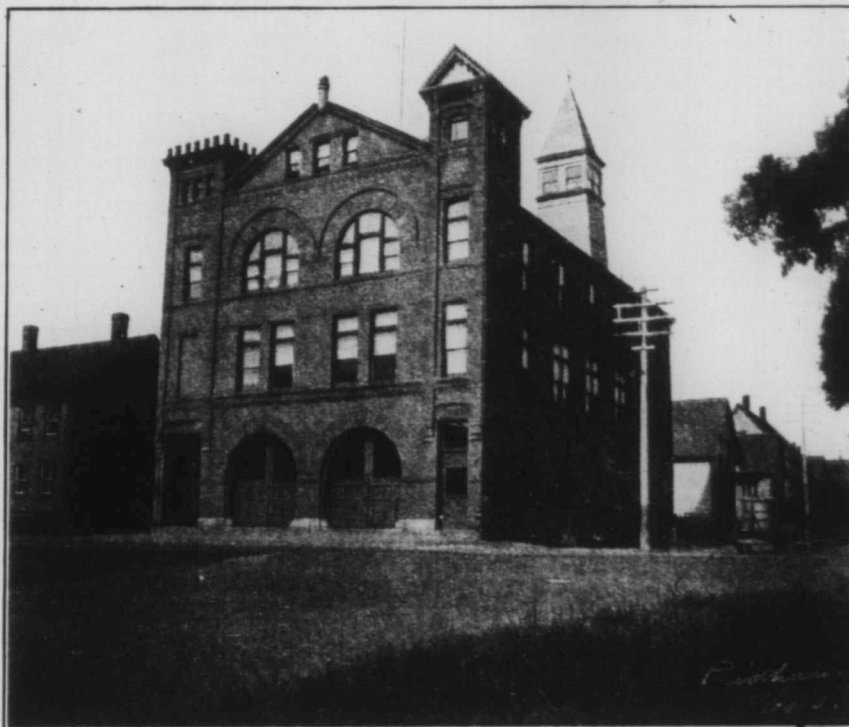
This idea has not yet been taken hold  
of by the public mind in either of the  
two groups of communities. Trade  
communications, however, are being well  
maintained and the volume of business  
between them is increasing year by year.  
This reciprocal interchange and the pre-  
ferential treatment of each other by  
both these British communities will in-  
evitably draw them closer together in  
the near future.

#### Tourist Business.

From the testimony of a large number  
of the boards affiliated with the Mari-  
time Board, it appears beyond doubt  
that the volume of tourist travel  
throughout the provinces has been well  
maintained since our gathering at Yar-  
mouth last year. The arrivals at nearly  
all the points up to the present date  
also indicate satisfactory progress in  
this line of effort for the present season.  
An encouraging feature is the yearly in-  
creasing number of visitors from our  
sister provinces of Quebec and Ontario  
as evidenced by numerous organized ex-  
cursions favoring us with their pres-  
ence. Our delightful Summer climate,  
scenic and historical attractions are be-  
ing recognized as affording ideal op-  
portunities for conventions and business  
gatherings in addition to the seekers for

mine, mill and farm shall show a steady  
increase from year to year.

We should not, however, become care-  
less in these days of plenty and un-  
equalled prosperity. I cannot but ad-  
vise you that much of the good times  
we are now enjoying is due to the fact  
that our greatest competitor in the pro-  
duce markets of Europe is now com-  
mercially prostrated by internal troubles  
as she was this time last year by her  
disastrous war with Japan. Let our  
people look to it that they maintain the  
character of their goods in such high  
standard of quality that when Russia,  
with 120 millions of people, with a quar-  
ter of the land area of the globe, be-  
comes clothed in the garment of free-  
dom, Canada may be so in possession of  
the markets by reason of the good qual-  
ity of her goods and by reason of her



TOWN HALL AND FIRE STATION, AMHERST, N.S.

health and change of scene. The sys-  
tematic efforts introduced by this board  
and its affiliated boards are meeting  
with gratifying results in more reason-  
able transportation fares and improved  
hotel and cottage accommodation.

Considerable interest is also being tak-  
en in preserving historic sites as sug-  
gested by this board.

#### General Business.

Taken as a whole, the varied resour-  
ces of the Maritime Provinces in the  
fisheries, lumber, mining, agricultural,  
horticultural and manufacturing produc-  
tion show an all-round average of satis-  
factory development. To ensure ade-  
quate results the benefits of technical  
knowledge in every branch of industry  
is gradually being recognized in our  
midst, as in other world centres, in or-  
der that the yield from sea and forest,

consanguinity that she may not be oust-  
ed from her position.

#### The Peace Congress.

We have seen and heard of three great  
peacemakers, men whose high positions  
have been exalted by their acts, Ed-  
ward VII, King of England; Roosevelt  
I, President of the United States and  
Bryan, the silver-tongued candidate, who  
is the Democratic idol of the latter  
country, vie with each other in promot-  
ing peace, which haply to-day is almost  
universal.

A. M. Bell moved the adoption of the  
report and referred to the part of the  
report which mentioned the growth of  
mining in the provinces.

Mr. De Wolfe then seconded the reso-  
lution in a witty speech. He considered  
it one of the finest addresses they had  
ever heard. It was carried unanimously.

W. S. Fisher gracefully put the resolu-

tion and made some very nice remarks about Captain Read's report.

#### Defends Parliament.

Senator Ross wished to correct the idea that the Federal Parliament was to blame for the scanty representation. That would require imperial legislation over the British North America Act.

Captain Read replied saying that Prince Edward Island did not come into Confederation for a long time after the other provinces, yet one of the conditions of coming into the Dominion was that the island should have six members in the Federal House. On the other hand Senator Ross was right about the B. N. A. Act.

#### East Seeks Justice.

Rev. Father Burke offered a general resolution: "That in view of the fact that the upbuilding of the west has entailed a tremendous drain on the population and resources of Maritime Canada, the time has arrived when the general Government should devise some efficient means of recompense; by encouraging immigration of a suitable sort for the development of the fisheries, the agriculture, and the mines of these provinces, and by such bonusing or other fiscal treatment of prime industries as must necessarily give the requisite impetus to trade and commerce within them."

Mr. McDougall spoke of the reasons for the great immigration to the west. He had found out that the Northwest had been advertised extensively. He urged numbers of the immigrants to come to the Maritime Provinces. He showed them the benefits to be found in these provinces. He had pictured great things to many and could not induce one to come. In the Old Country he had found not a sign of any advertising of the provinces in London, Liverpool and Glasgow. Not one inducement was advertised over there to show the benefits of the Maritime Provinces. He found that people were carried from Liverpool to Winnipeg for the sum of \$30. He regretted to see men leaving the east, but he was glad they were remaining in Canada. He believed that the Maritime Province people could induce the Government to use some means to bring more immigrants to the east. In Cape Breton they had several iron industries. Why should not the fishery men and the agriculturists use their influence to get something done for the eastern provinces? The Government should not be permitted to disregard the conditions of the east. Rates west were always less than rates east. The Government railway should be used to bring immigrants back to the east from Montreal. If the C.P.R. could carry them west for \$10 then the I.C.R. should be also able. Some effort should be put forth by this board to ask the Government to have ships land somewhere in the eastern ports.

Mr. McDougall's remarks were heartily applauded.

#### Advertising Abroad.

Mr. Regan then read a paper on this subject of advertising the Maritime Provinces abroad. He believed a bureau of advertising should be established at once in the Maritime Provinces. The daily papers could help greatly by using more space for the advertising of the Lower Provinces. Some school books were not enough devoted to local information. He

argued that normal schools would do well to have departments in which the beauties and history of the provinces were accentuated. He referred to the results of good advertising in the American and Canadian west.

#### Advertising Brings Results.

Railroad systems always maintained publicity departments. In fact, nearly all business men were alive to the needs of publicity. It had always brought results.

Tourists, for instance, should be more encouraged. He showed how the neighboring State of Maine made sixteen millions last season out of tourists. The Maritime Provinces could do even more than that. Some advertising was being done, but more could be done. He believed that within the next ten years millions of American money would be invested in the Maritime Provinces, most especially if the Government would take action immediately and give an appropriation, not niggardly, for advertising the provinces.

Mr. Regan was warmly applauded and Captain Reid remarked upon the value



M. G. DeWOLFE, KENTVILLE, N.S.  
Auditor Maritime Board of Trade.

of the paper, yet reminded the convention that speakers were as a rule limited to ten minutes.

J. McKeen emphasized the need of getting immigrants from England and Scotland to come direct to the Maritime points as destinations.

Father Burke: "Don't we want anyone from Ireland?" (Laughter.)

#### The New England of Canada.

Mr. McKeen pointed out that it was all very well to advertise, but one must have something good to advertise. The possibilities of the west were immense. They should never forget that. What the Maritimes must remember was that they must be the New England of Canada; they must be the makers of goods for all these consumers who were migrating to the great west. Without worrying about the migration, let the east encourage manufacturing so that supplies for the whole west would be furnished by the Maritime Provinces. He emphasized the growth of the commerce

of Amherst. He said that an output of three and a half millions came from this one little town. They were sending goods to the great west. Money was coming back and building was necessary to keep pace with the increase of population that must come. He believed that bonusing industries was an artificial means of getting factories. Natural methods were the only means of attracting genuine industries. (Applause.)

#### Something Wrong Somewhere.

Mr. De Wolfe, of Kentville, pointed out how large was this subject, and it seemed as if either the provinces were standing still or there must be something wrong. Although the provinces had the natural facilities they were not going ahead. He endorsed the remarks of Mr. McKeen, and spoke of Amherst as a model for all other towns. He spoke of Truro, where he had just visited the Truro Knitting Mills, and there was a fine example of what two bright young men could do. They could not fill their orders owing to the demand in the great west.

Senator Ross spoke of the comforts available in the Maritime Provinces, and it was the environment and associations in the provinces which should be advertised. Farmers should deal more liberally with their sons and daughters. It would be unwise to make little of the privileges and attractions now in existence in the Maritime Provinces.

W. S. Fisher, of St. John, remarked that he felt sure there were one hundred factories in the provinces now busily selling to the west. Amherst had done wonders. What had been done by Amherst could be done by others. The right sort of men had been at work in Amherst. He referred to the excellent paper of Mr. Regan, and wished to explain that the chief reason for the provinces not being boomed was because no literature had been supplied agents who were in the immigration work.

Captain Read explained that the local Governments had taken up this matter of advertising the provinces. He felt that the movement of the people west was a removal of the generative forces as all the young men were flitting west and the old men were left behind.

Mr. Armstrong, of Yarmouth, pointed out that the Government had recently appointed a representative agent in Boston.

The general motion was put and carried with only one dissenting voice.

#### Population in the Bay Counties.

The next question was that of a possible remedy for the decrease of population in the counties of Nova Scotia bordering on the Bay of Fundy.

W. H. Reid, of Berwick, spoke, and the reason he gave for the decrease was that sheep raising did not pay down in his district.

A. E. Atlee, of Annapolis Royal, read an interesting paper on the retaining of the young men in the east. This paper had been read at the Annapolis, Hants and Kings Boards of Trade, and referred to industries affecting population and their remedies. Mr. Atlee said in part:

#### Industries Involved.

"The fishing interest out of Gloucester, Mass., yearly draws upon Nova Scotia for men, and it has now become a common practice for a Nova Scotian to take out American papers of naturalization, and sailing in a vessel under

United States registration waters and United States. County are occupied and many so engaged abroad.

"The call for men in the State of Maine at high wages for many of our work Nova Scotia operations in New Dor, and our work there.

"The development of industry in Cape men (of a class) supply.

"The decline of has seriously affected

#### The

"The fishing industry should be excused abrogation of the be brought about.

"The preservation of ter and more wood products, waste that has years.

"The development of mines in Annapolis

"While large vessels now compete with urgent call for sm a hopeful revival in wooden vessels and I believe wooden and better adapted trade than steel, and that the ble to the coal trade on and Nova Scotia ing up the St. La

#### Co-operation

"In farming it should give good population. Co-operation and shipping would distributing points: ley and lead to theories for using water, and evapor farm could be on basis it would have men who now leave many farmers by their live stock grain that should lands. I contend the majority of growth to supplying, barrel and

"I would point the farm is too instead of encouraging and that the opportunity for honest held or discouragement have an interest him be paid for his profits, and we would leave the province get away.

"To encourage increase our value prime necessity of established markets. In the p hampered and bu directions because make their own deal of unnecessary. The farmers of Annapolis counties matter seriously

United States registration, fish in Canadian waters and land the catch in the United States. Natives of Annapolis County are occupied in this business, and many so engaged take up their residence abroad.

"The call for men for lumbering in the State of Maine and in New Brunswick at high wages for a short time attracts many of our working men, and lately Nova Scotia operators have undertaken operations in Newfoundland and Labrador, and our working men have gone there.

"The development of the coal and iron industry in Cape Breton calls for more men (of a class) than Nova Scotia can supply.

"The decline of wooden shipbuilding has seriously affected the population.

#### The Remedies.

"The fishing and fishing rights of Canada should be exclusively Canadian. The abrogation of the *modus vivendi* should be brought about as soon as possible.

"The preservation of our forests, better and more careful manufacture of wood products, without the enormous waste that has taken place in former years.

"The development of iron and gypsum mines in Annapolis and Hants counties.

"While large wooden vessels cannot now compete with steel there is an urgent call for smaller sail tonnage, and a hopeful revival in building this class of wooden vessels and also small steamers. I believe wooden propellers are safer and better adapted to our coastwise trade than steamers built of iron or steel, and that this may also be applicable to the coal trade between Cape Breton and Nova Scotia ports and for trading up the St. Lawrence.

#### Co-operative Farming.

"In farming the co-operative idea should give good results in holding our population. Co-operative apple packing and shipping would give employment at distributing points in the Annapolis Valley and lead to the establishment of factories for using waste stock for vinegar, cider, and evaporated fruits. If every farm could be put on a self-sustaining basis it would hold many of the young men who now leave the province. Too many farmers buy instead of raising their live stock and import feed and grain that should be grown on our own lands. I contend that there should be on the majority of farms sufficient wood growth to supply all needs for fuel, fencing, barrel and box cooperage.

"I would point out that the boy on the farm is too often driven away instead of encouraged to work at home, and that the opportunity to do good work for honest pay is entirely withheld or discouraged. Let a farmer's son have an interest in the home farm, let him be paid for his work or share in the profits, and we will hold many that now leave the province as soon as they can get away.

"To encourage immigration and increase our valley population, it is a prime necessity that there should be an established market value for farm products. In the past trading has been hampered and business turned in other directions because buyers have had to make their own prices and spend a great deal of unnecessary time to fill orders. The farmers of Hants, Kings and Annapolis counties should consider this matter seriously. There should be a

regular market price for hay, cattle, butter, eggs, cheese, apples, etc. To fill an order for a thousand tons of hay should be a transaction that could be done in a day. I venture to say that it would take weeks, and much of this time wasted, to fill an order of this kind. This state of things is discouraging to both growers and buyers, and is detrimental to intending buyers of farm properties.

#### Value of Sentiment.

"When a stranger comes to reside amongst us or a new industry starts up, it should not be our part to stand ready to shew 'arf a brick' at the first chance. A community can be either for or against, in sentiment, in money matters or in work. Sentiment alone can kill what might otherwise turn out to be a prosperous undertaking with the very slightest encouragement.

"Another point—if we are to increase our population we must give employment. If every merchant in every town in the three counties engaged sufficient and efficient help to conduct his business in the most up-to-date manner, and if manufacturers and employers of labor made an effort to keep all their employes fully engaged all the time; if every well-to-do farmer employed men or boys so that every acre of his farm would give its proper return, would it not give work to ten times as many hands as are now engaged?

"How many of us know the merchant whose book-keeping is faulty, and his inability to supply what we are anxiously willing to buy; the manufacturer who seldom or never is up to time with his orders; the farmer with mistaken ideas of economy whose lands lie untilled and he is 'land poor.' Find work, give work, make work. Let those who have not tried it begin now, and we will have hopes of holding the rising generation in the counties of Annapolis, Kings and Hants."

#### At the London Congress.

A. M. Bell, of Halifax, was called upon to tell the convention of his experience in the Old Country at the Congress of the Chambers of Commerce in London, Eng.

Senator Ross then spoke upon the abrogation of the *modus vivendi*. Bait in fishing, he said, was the most important part of the industry. The fact that American fishermen took away the best bait from Nova Scotia injured the industry. In Newfoundland the American fishermen were compelled to get bait outside. Then came the opposite question. Americans made easier conditions for getting fish into the United States for those who served them well. Speaking for himself he believed in reciprocity with the United States. Another view was that the herring which the Americans wanted for bait were not much sought for eating purposes in Nova Scotia, and the selling of it to the Americans gave a living to poor people. Still another plea was that the British Government was not anxious to stir up any ill-feeling with the United States. Now if this abrogation were to be brought about, it must come through the Dominion Government. The Government, he knew, was not anxious to excite any ill-feeling with the United States.

A resolution was presented that the board urge upon the Government the abrogation of the *modus vivendi*.

Mr. Whitmore, of Canso, said that he believed it would be unwise to abrogate the treaty. He believed there was a large class who made a living by selling bait. It looked to him like class legislation. The privilege of selling to the American fishermen should not be taken away. This was good business to sell bait as well as supplies to the American fishermen. It would be impossible to prevent the Americans from catching fish. Their market was too great to be ignored. If we antagonized the Americans we would meet with reprisals later on that would be detrimental.

#### Fishing Grounds Being Depleted.

Prof. W. W. Andrews thought that reports showed that our fishing grounds were fast being depleted. We had lost our forest assets; were there chances of losing the fish? Surely bait could be sold to Canadian fishermen.

W. F. Humphrey said that information should be given as to how much in value was the bait sold to Americans; how much fish were caught by the Americans, etc.

Senator Ross said he believed that the ocean was as prolific in fish to-day as it was 100 years ago.

Mr. Whitmore said that Newfoundland was on the point of making a reciprocity treaty with the United States. He did not think it would be a shrewd thing to abrogate the treaty.

Mr. Birch, of Prince Edward Island, argued that the Americans protected their industries and we should protect ours. Canadians could give as much for bait as the Americans. The abrogation of the treaty would give all fishermen better chances. He referred to the rigid duty restrictions of the American buyers.

J. McKeen said there was a good deal to be said on both sides of this question and he would deprecate the board taking any action that would commit them to any drastic measure. Likely any resolution would irritate rather than do good.

It was moved and seconded that this matter be left on the table. It was moved in amendment and adopted that a committee of five be appointed to study the question and report upon it at the next annual meeting.

#### Union With West Indies.

The union of the West Indies and Canada was the next subject taken up. It was brought forward by the Board of Trade of St. John.

W. S. Fisher spoke first. He explained that last year a resolution had been passed urging closer relations between Canada and the West Indies. He asked the meeting to reaffirm the resolution of last year and allow the committee to keep on working towards this union of West India and Canada.

Mr. Fisher was of the opinion that there were many possibilities for trade in the union of the West Indies and the Dominion. It was purely for trade advantages. He had noted that the press deprecated the union owing to the difference in races, etc. The Americans were after the West Indies and Canadians should be awake to their interests and opportunities in the British West Indian trade. The sentiment now was strong in the Indies in favor of British connection and it was wise to make a live issue of the subject.

The speaker's remarks aroused great applause.

Seconding the motion Mr. Elderkin

said the United States were only too anxious to annex these British islands in the Caribbean Sea, and he could not see why the Government was so apathetic. He believed a delegation should be named of men who would go to Ottawa and bring the subject before the Government in the right way.

#### An Opposite View.

I. C. Stewart, of Halifax, said he was opposed to Mr. Fisher's views and he was sorry they could not agree. The industrial conditions of the West Indies were being improved by Sir Daniel Morris, the Commissioner of Agriculture, and no fears of hopeless decline need be entertained. The British West Indies now grew cotton, the finest cotton in the world. The Barbadoes were also much improved and the outlook was that Great Britain would be the great market for cotton and other products.

He felt that before the board passed any resolution every member should know more about industrial conditions in the Indies. He would suggest that they get a report upon the Indies and especially what the people there thought of union with Canada.

Mr. Fisher claimed that Mr. Stewart's statement regarding the growth of the Indies was an argument in favor of union.

Mr. De Wolfe said that the Government of Canada was opposed to union with the Indies.

#### A Public Benefactor.

A letter was read from John Williams, of Worcester, Mass., in which he stated that he had advertised the attractiveness of the Maritime Provinces for tourists.

Mr. Armstrong, the delegate from Yarmouth, stated that he knew Mr. Williams well, and that he was deserving of a vote of thanks. This was passed unanimously.

Mr. Fisher broached the subject of union of the West Indies and Canada at the evening session. The motion of Mr. Fisher was carried.

#### Immigration and Publicity.

The motions of Sydney delegate and the Halifax Board of Trade council regarding immigration and publicity had been considered as dealing with practically one subject and a committee which had been appointed to draft a new resolution brought in the following:

"Resolved, that the respective local Governments of the Maritime Provinces be memorialized to establish a provincial bureau of industry, publicity and immigration, to collect and tabulate detailed information as to cost, extent, description and location of vacant lands available for settlement, local labor supply, opportunities for industrial development, etc., etc., and have this and similar data printed together with suitable illustrated literature and other reliable printed matter relating to the resources of the provinces, circulated through competent channels; and also, that the agents of the provinces and of the Dominion in the United States and in Great Britain be requested to take active steps to distribute this material in quarters where it will do the most good; and further resolved, that such immigrants to Canada as may desire it be given an opportunity to land at a Maritime Province port at all times."

#### Union of the Provinces.

Mr. Maxwell, of St. John, advocated the union of the Maritime Provinces into one and moved: "That this board reaffirm its attitude of a year ago regarding the desirability of a union of the three provinces and that the executives for the ensuing year urge upon each Government that the matter be taken up for consideration at an early date." He argued in support of his contention that as years went by, there would be a reduction of Parliamentary membership. This had happened in Prince Edward Island, and it would happen in all the provinces. The unit of membership in Quebec at 65, according to the area of miles would affect the membership in all the provinces as Quebec had increased in area. The chances were that the Maritime Provinces would be continuously decreased in representation in the Federal House. He thought the name Acadia—a good Scotch name—might do well for a Federal name for a union of the three provinces. It would be a great economy to centralize the Government of the Maritime Provinces.

Senator Ross said the most serious question was the reduction of representation in the House. He believed the influence of a united province would be greater at Ottawa. It was a subject worthy of discussion by the Attorney-General of each province. He favored the union. (Applause.)

Mr. Stewart claimed that the basic principle of representation was on population. The population of the east did not increase and of course representation must decrease. The decrease of membership was a question which must be faced. He was in favor of Maritime union but not on the ground of decrease in membership. The chief ground would be economy and increased influence.

Captain Read pointed out that this argument would not hold in Prince Edward Island. There they had 25,000 more population than when they had six members and they now had four members. Under the present governmental conditions there were no provincial rights.

The motion in favor of Maritime union was carried.

#### The Dyke Lands.

The improvement of dyke lands in Sackville was the next subject considered. Prof. Andrews spoke of the importance of increasing and improving natural resources. At Sackville and West Amherst, he said, unions had been formed with a view to improving marsh lands. The purchasing power or earning power of the farmers around the Bay of Fundy was decreasing. Greater than all other industries was the problem of agriculture. Manufacturing came next to agriculture. The cost of reclaiming marsh would reach \$100 an acre. When once done it would last one hundred years. The number of marsh owners was decreasing.

The following resolution was submitted by Prof. Andrews and seconded by Mr. Stewart: "That the Maritime Board express its approval of all efforts which may be made to increase the yield of the dyked lands of the Bay of Fundy and thus add to the productive power of these provinces, and therefore its population."

The question of sheep raising in Digby, Kings and Kentville was discussed at length. A resolution was moved by S.

A. Bowser and seconded by G. De Wolfe and carried, in effect that the board record its vote in favor of legislation at the earliest possible moment which would meet the needs of the situation.

Captain Reid referred to the notable attention paid to the board's resolutions by the Dominion Parliament.

Rev. Father Burke's report upon the permanent committee was adopted.

F. C. Whitman, Annapolis; S. Y. Wilson, Halifax; C. H. Whitman, Canso; J. Agnew, Alberton; and J. L. Stewart, Chatham, N.B., were appointed a committee to look into the matter of the modus vivendi, and report upon it at the next meeting.

At the conclusion of the evening session C. H. Whitman, of Canso, entertained the delegates by reading an interesting paper upon the fish industry.

#### TRANSPORTATION IN CANADA.

H. F. McDougall, of Sydney, C.B., read the following paper on "The Transportation Needs of Canada, Grain, Coal, Iron and Steel Products."

The great and urgent need for an improved system of transportation for the carrying inward and outward the product of the important and rapidly growing industries of the country is at the present time the most serious and most far reaching, as well as complicated, problem before the Canadian people.

There is neither complaint nor dispute as to the fact that Canada has for the past twenty-five years kept pace with the most prosperous and advanced of its contemporaries in providing facilities by land and water for its growing trade and industries. The very large expenditures on railways, canals and steamboat lines, added to which other very large indirect expenditures such as light, dock and harbor service, make up a total in the neighborhood of about \$200,000,000—much in excess of that which reasonably could be expected of a small population spread over a very large territory.

#### Great Results Attained.

The fruits of those expenditures, however, have now reached a point of development far in advance of the expectations of the most ardent and sanguine advocates of those expenditures. In one item alone, that of grain, the product of that industry last year reached \$100,000,000 in value, all of which was grown in a comparatively small portion of a vast area of country but a few years ago considered by a large portion of our people nothing but a waste and barren territory. The value of the present annual production of a small part of this great territory in grain alone would be sufficient to wipe out the whole public debt of Canada in less than 3 years. The rate of progress of further advancement in this industry in evidence at present, would justify an increase of over 100 per cent. in less than 10 years.

#### Looking Ahead.

Canada in ten years will be producing two hundred million bushels of wheat alone. The problem of transportation, therefore, is a most serious one, and one which needs immediate consideration. Heretofore the transportation of grain from the west over the C.P.R. has been nearly all together transhipped into lake shipping at Fort William and Port Arthur, at the head

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G. De Wolfe the board re-legislation at present which is the situation. The notable resolutions of the board upon the subject.

Mr. S. Y. Manso, J. L. Stewart appointed a committee to report upon it.

Mr. Manso, entering an inter-industry.

#### CANADA.

Sydney, C.B., on "The Canadian Grain, etc."

and for an improvement for outward the country is at a serious and as complicated Canadian people. It is not dis-Canada has for years kept pace and advanced providing facilities for its growing very large canals and which other features such as ice, make up a good deal of about the expected of over a very

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of Lake Superior, a portion of which was carried to ports on the Ontario lakes and therefrom carried by rail to different points in Ontario, Montreal and Quebec. A portion came down by Detroit and the system of canals extending from Lake Erie to Montreal and a portion went to Buffalo and other points in the United States for trans-shipment to European markets. The Canada Atlantic Railway carried a large portion of this grain from Parry Sound, on the Georgian Bay to Montreal, but the system is circuitous and not by any means equipped for the handling of so large a traffic nor are the other railways with terminals on the lakes any better equipped with such facilities as should be required for the handling of so large a traffic with the expedition its importance demands in this growing line of transcontinental traffic. While specially adapted for the conditions that obtain for inter-provincial and local traffic they fall far short of present requirements of the traffic that now offers for placing the products of the Great West at the distant market with that expedition called for by reason of climatic and geographical conditions. Expedition, therefore, is of necessity the principal factor in this problem, made urgent by a combination of natural disadvantages, chiefly that of the short season between the date when the grain is ready to move and the date of closing of navigation in the Great Lakes and St. Lawrence, and the long distance over which it is necessary to carry these products to reach open Atlantic ports in Canada in Winter.

#### Facilities Between East and West.

In order to overcome those difficulties, in a measure at least, and to meet the demands for increased transportation facilities between the west and the east, strong appeals have been made for the deepening of the canals between Montreal and the upper lakes. A proposition has been before Parliament for several years for the building of the Georgian Bay Canal, a system of stream navigation and several canals extending from Montreal by way of the Ottawa River and small lake waters extending to Georgian Bay on the Great Lakes. One very great difficulty in respect to those canal improvements is the long time before any relief could be obtained from this plan and other difficulties would be found in their very slow services, as well as in their imperfect connections.

#### First Consideration.

The first question to be considered is the fact that there must be an immense grain production henceforth in the Western Provinces of Canada and the great bulk of that grain must find its way to the Atlantic seaboard at the earliest possible date after being ready to move from the fields of production.

The second is that this part of the transportation must be done within about three months to escape Winter conditions, which practically close navigation on the St. Lawrence, as well as on the Great Lakes, by the first of December. The interest of the producer and the grain dealer in Canada would require at least one-half the product to find its way to markets beyond the handicap points within those three months before the close of navigation,

with the remaining half to be forwarded via St. John, Halifax and Sydney ports during Winter, to be partly used in the supplying of home markets and partly for Summer export beginning in April or May.

#### Reserve National Channels of Trade.

The third is that, although for a longer period of the year shipments destined for European markets could find their way through the United States to the seaboard, the difference is not so great as to justify the abandonment of a policy so important and national in its character from various points of view, as that of maintaining the channels of trade and transportation within Canadian territory.

The fourth is that we have now a complete railway system from east to west, and that that system in handling this class of freight finds it necessary to drop the greater portion of it at Fort William and Port Arthur to be carried across the lakes, thence across the country to the St. Lawrence, instead of continuing over the additional distance of a thousand miles from Port Arthur to Montreal, or other points at longer distance on the St. Lawrence. That the two lines of railway now under construction between the east and the west are likely, on account of natural conditions of competition, to reduce the cost of haul to the terminals at the head of the Great Lakes and correspondingly lessen the practicability of any appreciable increase in the quantity to be carried over the new roads from head of the Great Lakes to the St. Lawrence which, owing to their further northern location, have to cover longer distances in reaching the St. Lawrence. Essentially those new lines east of the head of the Great Lakes must exist on passenger, mineral and timber traffic, with such ordinary colonization development as the country being opened up will be found adapted to.

#### Question of Transportation.

The question, therefore, resolves itself into the position of Canada for the purpose of trade having to have recourse to such means as will improve and cheapen its system of transportation from the head of the lakes to a point on the Georgian Bay, thence by rail across the Ontario peninsula to the St. Lawrence at or near Montreal, where the final transfer can be made to ocean steamers. This system would secure to this branch of the trade of the country the very best possible results during the three months immediately following the date when the first grain is ready to move. The Great Lakes navigation being open for nearly a month later would make it possible to continue those shipments during that time partly for domestic or inland markets and partly for export during Winter from St. John, Halifax and Sydney.

#### Montreal to Georgian Bay.

An air line of double track railway from Montreal to the nearest navigable point on the Georgian Bay, equipped with the most modern and perfect service for carrying and handling this class of freight, with docks and elevator facilities adapted to the handling in the quickest possible time the largest possible quantity of this class of freight, would necessarily call for a very much

improved system of both elevator and dock facilities than exist under present conditions, but only such as would be warranted by the results that naturally would flow from the alternating of a number of broken and inadequate as well as antiquated services into a consolidated and enlarged modern service with expedition and cheapening of cost the chief objects in view.

#### The Coal Trade.

An important auxiliary to this trade is made possible by conditions not unlike those that handicap the free movement of the grain trade of Canada, that militate against the continuous development of the great coal industry of the country. The coal deposits of the Dominion, so far as these are in a state of development, are located east of the Province of New Brunswick and west of Manitoba, and the intervening portion of the country extending over 2,500 miles have to draw their coal supply over long distances from the two extremes or take their supply from the United States. At present Ontario is nearly all supplied from the United States, and Quebec nearly all from Nova Scotia.

The navigation of the St. Lawrence for deep sea shipping for six months of the year makes it possible for the coal of Nova Scotia to reach Montreal at a reasonable cost, a cost which, with the assistance of return cargoes that could be handled without detention, could be considerably reduced. In the County of Cape Breton there is mined annually about 4,000,000 tons of coal, about 3,000,000 of which finds its way up the St. Lawrence during the six months of open navigation in the St. Lawrence. The Province of Ontario consumes annually about 4,000,000 tons, and it is nearly all imported from the United States, about half being hard coal and not obtainable from Nova Scotia. Of the remaining 2,000,000 tons Nova Scotia, with an improved system of transportation and handling, should supply 1,000,000 tons at least during open navigation.

#### The Western Crop.

The same railway service that conveys the grain from the Great Lake points in Ontario should be made, with very little additional cost, adapted to the hauling of this coal from Montreal to within reach of the great centres of industry within the Province of Ontario. Much of the coal that comes from the United States into Ontario now comes by water to certain points and thence into the interior of the country by rail, which is accomplished with very inferior and expensive equipment, whereas the handling from vessel to rail at one point like Montreal could be done with the aid of the most modern coal handling appliances. Coal can be handled and stored much on the same principle as grain, by means of labor-saving appliances and modern methods. The trade once established through channels with strong guarantee for permanency such as the one proposed would justify permanent appliances for handling the product such as are now established at the shipping points of the operators and to some extent at Montreal.

#### First Requirements of the System.

First requisites for carrying out the proposed improved system of transpor-

tation of the chief products referred to, namely, grain, coal and iron and steel products:

A fleet of steamers to carry grain from the head of the Great Lakes to eastern points on the Georgian Bay in Ontario.

An air line double track railway from a point on the Georgian Bay over the most direct and shortest route to the City of Montreal.

A fleet of steamers to carry grain from Montreal to European points and from Montreal to Sydney, and return cargoes of coal to Montreal and points on the St. Lawrence.

Modern elevator, storage and transshipping equipment at Port Arthur, Fort William, and at a point on the Georgian Bay, Ontario; Montreal, Quebec; St. John, N.B.; Halifax, and Sydney, Nova Scotia.

A ship building plant and docks in the harbor of Sydney, Nova Scotia and at Halifax.

Milling plants at Georgian Bay point, Montreal, St. John, Halifax and Sydney.

Tendency of grain trade is growing more in favor of exporting the finished product and retain the off takes for the production of dairy and meat products.

Comparative value of grain shipments moving east from Port Arthur and Fort William, 1904 and 1905:

In 1904 grain shipments moved from Fort William and Port Arthur amounted in value to \$17,117,221.10, of which \$14,302,086 was moved in Canadian vessels, chiefly to Owen Sound, Midland, Depot Harbor, Godenoh, Montreal, Toronto, and other points, on the Ontario lakes and shores of the St. Lawrence, while \$2,724,135.10 was moved in United States vessels to Buffalo and Detroit.

During the past year (1905) this trade was increased to \$19,139,184.20 carried in Canadian vessels to Canadian ports, and to \$11,137,089 carried by United States vessels to United States points, and \$81,793.10 carried in United States vessels to Port Huron, in Canada. Thus it will be seen that nearly all the increase of shipments of 1905 over 1904 found its way from Port Arthur and Fort William in United States vessels and to United States ports because Canadian owners were unable to handle it.

**Important Facts.**

Coal Production of Nova Scotia.—Annual coal production of Nova Scotia, about 5,000,000 tons, of which about 70 per cent. is mined and delivered for consumption and shipment in the harbor of Sydney, C.B.

Shipping Tonnage Employed.—Tonnage now employed to perform water-born business of Canada is over 80,000,000 tons; at the present rate of increase 100,000,000 tons will be required sooner than it will be convenient to supply it from Canadian shipyards.

Shipping Owned.—Canada in ownership of shipping stands seventh in the world, Great Britain, United States, Germany, Norway and France being ahead in order.

Steel Ship Building.—Changed conditions in the iron and steel trade and increased demand for carrying tonnage must force Canada into steel ship building on a larger scale than at present. Twenty years ago 90 per cent. of the pig iron used was imported; at present less than 35 per cent. is imported.

**Relative Shipping in Six Canadian Ports**

Statement of arrivals of sailing and steam vessels at following ports for the year ending June 30, 1904:

	Vessels.	Tons.	Reg.
<b>Montreal:</b>			
From sea .....	430	1,311,348	
Coastwise .....	6,337	2,539,673	
	5,767	3,851,020	
<b>Halifax:</b>			
From sea .....	1,171	921,252	
Coastwise .....	4,119	534,456	
	5,290	1,455,708	
<b>St. John:</b>			
From sea .....	1,396	333,275	
Coastwise .....	2,286	342,618	
	3,682	1,175,893	
<b>Sydney, N.S.:</b>			
From sea .....	212	291,359	
Coastwise .....	1,387	754,568	
	1,599	1,045,927	
<b>North Sydney, N.S.:</b>			
From sea .....	911	145,547	
Coastwise .....	1,090	255,072	
	2,001	400,619	
<b>Louisburg, N.S.:</b>			
From sea .....	256	276,293	
Coastwise .....	291	139,320	
	549	415,613	
<b>Totals for Sydney Harbor:</b>			
From Sea .....	1,123	436,906	
Coastwise .....	2,477	1,009,640	
	3,600	1,446,546	

**The Scheme Approved.**

The reading of the paper was received with many marks of appreciation and at its conclusion S. P. Challoner, Sydney, seconded by Hon. Senator Ross, Halifax, moved:

Resolved, That an important system of transportation affecting the shipments of wheat from Western Canada over the Great Lakes and from the lakes at a point on the Georgian Bay to Montreal, for shipment by the St. Lawrence route during open navigation and by rail to St. John, Halifax and Sydney, after close of St. Lawrence navigation, and for the carrying of coal west, such as is outlined and advocated in a paper read before this board by H. F. McDougall, representing the Sydney Board of Trade, hereby receive the approval of this board.

The motion was carried unanimously.

**Winter Route to P. E. I.**

Hon. Geo. Hughes, of Charlottetown, P.E.I., moved that "Whereas, the Winter communication between Prince Edward Island and the mainland is still in a most unsatisfactory condition, therefore resolved, that this, the Maritime Board of Trade, urge upon the Hon. the Minister of Marine and Fisheries the great necessity of placing a more powerful boat than the Minto or Stanley in the Straits of Northumberland this Winter for the purpose of ascertaining the most practicable route for Winter navigation between Prince Edward Island and the mainland."

The motion was carried.

**Freight Rates Too High.**

It was moved by W. H. Dennis, of Prince Edward Island, seconded by J. E. Birch that "Whereas, the freight rates on the Intercolonial and Prince

Edward Island railways are excessive as they now stand and detrimental to the best interests of these provinces, therefore, resolved, that the Minister of Railways be requested to reduce the said scale of rates to those in effect on these roads in 1905." Carried.

Mr. Hughes read the resolution regarding freight rates which was passed at the meeting in Moncton, N.B., in August, 1904, and moved "that this Maritime Board of Trade, now in convention assembled, re-affirm the above resolution and urge upon the Federal Government the necessity of adopting means to carry the same into immediate effect, thus placing shippers to and from Prince Edward Island on the same footing as those from Cape Breton Island and the Island of Vancouver."

**A West End P. E. I. Boat.**

J. E. Birch, Alberton and West Prince Board of Trade, moved, seconded by Prof. Andrews, "that one of the steamers employed between Prince Edward Island and the mainland for the purpose of inter-provincial communication in Winter be placed on what is known as the western route, so that the advantages of direct communication with the west be as often as possible afforded to the public."

The motion was carried.

**The Fish Industry.**

The following resolution proposed by C. H. Whitman, of Canso, and seconded by Rev. Father Burke, was carried:

"Whereas, the fresh fish business of the Maritime Provinces is already an important industry and is destined to be one of the leading industries of Canada, for this reason it being important that the railroads should be in the closest possible touch with the sources of supply; therefore, resolved, that in the opinion of this board the Dominion and local Governments in the making of any future contracts for railway extension should insist upon the main sources of fish supply being included in any such extension where at all possible.

"Resolved also, that for the better encouragement of deep sea fisheries the Government of Canada should readjust the conditions warranting the reception of fishing bounties, so as to make the lobster period count in determining the time and quantity requisite for same."

**Back up the Commission.**

A. M. Bell, of Halifax, spoke on transportation. It was a mistake, he thought, to boom Montreal as a port for freight and mail. Montreal and St. John were good ports for distributing freight, but for mails and passengers he was in favor of Halifax and Sydney and other Maritime extremities. In advocating a route he must submit to modern engineering and all the arguments regarding ports were relative from the point of view of engineers. Mr. Bell proposed the following resolution based on a recent report of the Transportation Commission. This was seconded by Mr. Bentley, of Truro, N.S.:

"Whereas, the report of the Royal Transportation Commission in dealing with the requirements of the Maritime Provinces makes the following recommendations:

"(1) That the grades and curves on the Intercolonial Railway between Moncton and the Atlantic ports be as far as possible reduced in order to secure faster and cheaper transportation;

"(2) Tha tween Que the most

"(3) Tha secured by Grand Tr and the similar rig Pacific ov the Atlant vices and

"(4) Tha Canada an fast mail, be establish tween Hal

"(5) Be foregoi with the Canadian adian prod this board are hereby the interes Provinces

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Mr. Stew clause 2 l resolution. Mr. Fish was not je ed to have The St. J cede a gre to vote for Hon. Mr tion to the Charlottet Mr. Sum unprejudice

"(2) That the Grand Trunk Pacific between Quebec and Moncton be built by the most direct route;

"(3) That equitable running rights be secured by the Intercolonial over the Grand Trunk system between Montreal and the Great Lakes; and also that similar rights be given the Grand Trunk Pacific over the Intercolonial between the Atlantic ports of the Maritime Provinces and Moncton.

"(4) That it is in the interests of Canada and the Empire that a high-class fast mail, passenger and express service be established to run semi-weekly between Halifax and Liverpool.

"(5) Be it therefore resolved, that the foregoing recommendations, being in line with the declared policy of providing Canadian routes for the carriage of Canadian products are cordially endorsed by this board, and the Federal Government are hereby urged to carry them out in the interests not only of the Maritime Provinces but of the whole country."

#### Remember St. John and Sydney.

Mr. Hathway, of St. John, criticized the proposed resolution and said the members of the Transportation Commission from Winnipeg had shown a lack of knowledge of eastern conditions. St. John and Sydney should be in that resolution.

H. McDougall did not like to see the resolution hurried through as it was. At Sydney there were two ports but there was only one harbor. North Sydney was one port and Sydney another. The port was open from one end of the year to the other during some years. It was not safe to say it was an open port.

Prof. Andrews thought Mr. Bell in behalf of Halifax had spoken in a broad-minded way on this question and the question was which would be the point of mail call, Halifax, St. John or Sydney. It was a Canadian matter and should be looked at in a broad Canadian way.

Mr. Hathway proposed, seconded by M. H. Thorne, of St. John, an amendment to Mr. Bell's resolution.

Captain Read would not allow the resolution to be put as an amendment. He ruled that it was a substitution, not an amendment.

J. S. Campbell, of Halifax, spoke in defence of Mr. Bell's resolution and elaborated on the problem in sight over the question of transportation.

W. H. Thorne, of St. John, spoke on the question of Halifax and St. John men coming together. They had tried this. The St. John men could not see eye to eye with Halifax men. St. John men objected to the Grand Trunk Pacific scheme. Direct connection to St. John should have been allowed, and owing to the G.T.P. scheme the representative in the cabinet from St. John resigned. St. John further thought that as the mail service had been divided, St. John should be considered.

Mr. Stewart moved in amendment that clause 2 be eliminated from the main resolution.

Mr. Fisher explained that St. John was not jealous of Halifax. They wanted to have a just share in the resolution. The St. John men were willing to concede a great deal, but it was impossible to vote for the resolution as it stood.

Hon. Mr. Hughes extended an invitation to the board to meet next year at Charlottetown.

Mr. Sumner, of Moncton, spoke as an unprejudiced man, and said he thought

the resolution should go through as it stood.

The amendment was put and lost by a large majority.

#### Mail at North Sydney.

It was then moved by Mr. Challoner and seconded by A. M. Bell, that the following new clause be added to the original resolution and the whole offered as an amendment.

Hon. J. N. Armstrong, of North Sydney, suggested a further addition to the main resolution. Mr. Challoner and Mr. Bell, as well as Mr. Bentley, the seconder of the original motion, all agreed to this. After much parleying over parliamentary usage the question was put and carried with this addition:

"Further resolved, that as the contract entered into by the Dominion Government for the carrying of the mails places the option of the Minister of Trade and Commerce of obliging the subsidized mail and passenger steamers that make their terminus at Quebec and Montreal to call at North Sydney; that it is desirable in the opinion of this Maritime Board of Trade, particularly in the interests of the Maritime Provinces, and generally of all Canada, that the option of the minister should be exercised so that the mail steamers call at North Sydney accordingly."

#### The New Officers.

The committee to nominate officers, comprised of M. G. De Wolfe, Rev. A. E. Burke, W. F. Hathway and N. T. Weldon, reported as follows: President, W. S. Fisher; first vice-president, A. M. Bell; second vice-president, Hon. Geo. E. Hughes, Charlottetown; secretary-treasurer, Chas. M. Creed, Halifax; auditor, G. M. De Wolfe, Kentville; recording secretary, M. Anderson, Halifax.

The report was approved unanimously. Mr. Fisher was congratulated warmly upon his election and all the other officers received similar greetings.

#### A Pleasant Outing.

The afternoon was occupied by an automobile drive to the Chignecto mines, and most of the delegates participated. The Board of Trade of Amherst were the hosts. After inspecting the mines and enjoying an ideal drive on a perfect road with finest of weather, a stop was made at the Government experimental farm.

There a band was playing and the ladies of Amherst had prepared the best of refreshments, which were served on the beautiful lawn.

When the meal was over the guests assembled in front of the house and a photograph was taken of a group of 150 at least, including as many of the ladies as wished. Speeches of appreciation and welcome were made by the different officers of the boards of trade and by R. Robertson, head of the farm. Cheers were given for Amherst, the ladies, and the boards of trade.

In driving back to the city the electric illumination of the Rhodes-Curry Co.'s factory was a feature that attracted attention.

The board of trade after its holiday resumed sessions promptly at 8.30, even before all the delegates had returned.

#### Help for Railroad.

Thos. Keiler, delegate from Queens, set the ball rolling by a report regarding a new railway from Digby to Liverpool.

The following resolution was adopted:

Moved by T. Keiler, and seconded by W. M. Jarvis, "That the Government be urged to grant adequate financial assistance to any company that will build a railroad from Liverpool, in the County of Queens, to Digby, in the County of Digby, by way of Caledonia and Bear River, thereby affording railway connection to a section of Nova Scotia which is now without such connection and placing the towns along the route of the proposed railway on more equal terms with other parts of the province."

A paper on "Shipping, Old and New," was read by F. McDougall, of Moncton. He spoke highly of Nova Scotia and New Brunswick sailors. All over the world Nova Scotia sailors were in demand. They, he claimed, were the best sailors in the world.

A motion by Father Burke and Hon. G. E. Hughes was passed that the expression of the board on the P.E.I. tunnel passed last year be reaffirmed.

#### To Revive Shipping.

In connection with the shipping paper, the following resolution, offered by the Moncton Board of Trade, was adopted:

"As it is of the first importance to the Maritime interests of Canada that we should secure and hold a place in transportation by sea, therefore, to revive our fast declining shipping industry it is desirable to promote Canadian ship owning under the new conditions now prevailing; moreover, as supplementary or corollary to this, it is necessary that Canada should have the power to limit the coasting privileges now enjoyed by European nations;

"Therefore, resolved, that in the opinion of this board the Dominion Government should first pass a ships subsidy bill for the promotion of sea-going Canadian owned tonnage, and second, take such steps as will secure for Canada the privilege of cancelling existing coasting privileges now enjoyed by foreign countries under old Imperial treaties, the idea being to have Canada control these treaties as we control our tariff."

H. F. McDougall, of Cape Breton, suggested an addition to the resolution, to the effect that a recommendation might be made to the Government asking for support to the industry of building wood and iron ships.

#### Want M. P.'s to Attend.

It was moved by Prof. Andrews and seconded by Hon. G. E. Hughes, and resolved, that the secretary notify all provincial representatives in the Federal Parliament that it is the desire of the Maritime Board of Trade that they attend the annual meetings of the board and take part in the proceedings.

#### Lower Postal Rates.

The question of reduced postal rates was dealt with unanimously in a resolution put forward by J. L. Stewart, of Chatham, N.B., and seconded by W. L. T. Weldon, as follows:

"Whereas, although letter postage has been reduced, the rates on some other postal matter, particularly miscellaneous printed matter, has been materially increased;

"And whereas, the postal revenue has so greatly increased that a surplus has been reported by the department;

"Therefore, resolved, that in the opinion of this Maritime Board of Trade these increased rates should be reduced to at least the rates that prevailed before the increase was made."

### Technical Education.

The subject of technical education was dealt with by A. A. Hayward, of the Mining Institute of Halifax, in the following resolution:

"Whereas, the commercial and industrial success of the foremost nations of the world at present has been in a large measure due to technical education in equipping the men of these nations to better develop their natural resources;

"And whereas, individuals, communities and national governments are supporting technical institutions in all parts of the world;

"And whereas, the great natural resources of these Maritime Provinces demand technically trained men for their more efficient and complete development;

"And whereas, the industrial trend of the age demands that our young men should have an opportunity to acquire the highest technical training within their own borders at a moderate cost to themselves;

"And whereas, a sum of money more than large enough to support local technical institutions is annually paid to alien institutions by students from the Maritime Provinces;

"And whereas, higher technical institutions, situated in the Maritime Provinces, would be best able to cope with the industrial problems of this eastern section of the Dominion of Canada;

"And whereas, delegates from Nova Scotia colleges and from Mount Allison of New Brunswick, assembled in Halifax, April 19, 1906, to discuss better and more efficient means of technical education, endorsed the facts already outlined and promised their hearty co-operation, and requested the Government of Nova Scotia to enact such measures as would bring about the establishment of such an institution as the conditions demand;

"Therefore be it resolved, that it is necessary that higher technical institutions should be established in each Maritime Province, equipped with such laboratories and instructors for teaching and research as the local needs demand;

"Further resolved, that this Maritime Board of Trade recognizes the importance of greater facilities for higher and more complete technical education at home, and pledges itself to do all in its power to promote the establishment of institutions that will more fully equip our young men to develop our great natural resources and place these provinces in a better position to share in the industrial prosperity of the age.

"Resolved also, that this Maritime Board recommend to each local board of trade that on account of the paramount importance of the subject, it be made a matter of discussion at least at one meeting of each board of trade during the year in the hope that the interest of our people be thoroughly aroused in this matter so vital to the continued industrial development of the provinces."

Prof. Andrews spoke upon the resolution and presaged in glowing terms of the magnificent possibilities of the Dominion and the coincident part which technical education would play in this development. He dwelt upon the great need of trade schools in all growing centres, conducted on the lines suited to the existing industries and conditions locally.

Other able speeches were made upon the subject by Mr. Hathway, of St. John, J. McKeen and R. Maxwell, of

St. John, and the resolution was carried.

The following resolution submitted by the Truro, N.S., Board of Trade was carried:

"Whereas, by an act of the Legislature of Nova Scotia passed 27th of March, 1902, the incorporated towns of Nova Scotia are deprived of the privilege of granting permission for the opening of streets for the purposes of supplying light, heat and power;

"Therefore, resolved, that in the opinion of this Maritime Board of Trade the said act should be amended and the incorporated towns of Nova Scotia should be given the privilege of granting permission for such purposes, subject, however, to a majority vote of the ratepayers of any town."

The auditor's report was read and adopted as follows:

Amherst, N.S., August 16, 1906.

The Maritime Board of Trade,

To Charles M. Creed,  
Secretary-treasurer.

To general expenses	....\$ 74.39	
Printing resolutions, circulars, paper, etc.	..... 37.75	
Annual report	..... 70.75	
Secretary's salary	..... 125.00	307.89

#### Credit.

Balance on hand	.....\$104.62	
Subs. paid	.....219.85	
Do unpaid	..... 79.30	299.15
		<u>403.77</u>

Balance	.....	\$95.88
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Examined and found correct.

M. G. De Wolfe,

Auditor.

Amherst, August 16, 1906.

Mr. Creed made a cheerful speech at the conclusion and thanked all the members for kind wishes for him.

Captain Read in concluding the session asked Mr. Fisher to take the chair, and designated him a "worthy successor."

Mr. Fisher spoke briefly thanking the board and stating that he would endeavor to do his best in taking up the work of worthy predecessors.

A. M. Bell brought in a vote of thanks to Captain Read who very suitably responded.

A vote of thanks was passed to the Board of Trade of Amherst, moved by A. M. Bell and seconded by H. F. McDougall.

Mr. McKeen replied on behalf of Amherst.

M. G. De Wolfe moved a vote of thanks to the MacLean Publishing Co. for their friendly work in connection with the Board of Trade.

The next place of meeting was voted upon and St. John was chosen.

### NOTES.

Amherst was gaily decorated with flags, and the whole town said welcome.

Capt. Read was an ideal chairman. At critical moments his judgment proved of great value.

The local club was open to all delegates and Mr. Curry, jr., made a cordial host wherever possible.

No man seemed to have more of the knack of making others happy than W. S. Fisher, the popular new president.

Secretary Weldon, of the Halifax Board of Trade, was an active though quiet participant in all the proceedings.

There were two senators, Ross and Wood, at the convention. They added their knowledge of procedure to a dignified gathering.

Mr. Atherton, the head of the local entertainment committee, was a wonder and he deserved all thanks. Mr. Ross and others also assisted.

E. K. Spinney, of Yarmouth, was much missed at the convention. His ears must have burned if saying nice things about him would cause it.

G. DeWolfe was described jokingly as a professional "introducer." No man did more to make strangers feel at home and especially in the case of newspaper men.

Mayor Silliker, and Mr. McKeen, president of the Amherst Board, made everyone welcome. There is no doubt about why Amherst is going ahead. Mr. Fisher solved it: "They have the right men."

### TO IMPROVE POTATOES.

#### Departmental Expert Tells How to do it —A Breeding Plot.

T. G. Raynor, of the Seed Branch of the Ontario Department of Agriculture, writing of how to improve potatoes, says:

"It is true that the potatoe balls are the medium for originating new varieties, and that many potato growers let their varieties run out; but is it not due largely to the fact that so many growers sell or eat all the large ones and plant the small ones? The contention of the seed branch is that having once got a good variety, growers should stay by it as soon as it is acclimatized, and improve it by selection and using a breeding plot.

"Let the potato grower in starting out to improve his variety, note the strongest and best growing hills by putting down a little stake by them. We will say he selects 50 hills in this way. When they are ready to dig, let him dig the 50 hills first and from them select 20 hills which he considers the best in the lot. Let him keep in small bags the product of each hill by itself, and the following season plant eight of the best potatoes saved from each hill, in a row, one potato in a hill. Then from this plot select 20 hills again of the best for a breeding plot the following year, and keep all the seed on the breeding plot for planting except, of course, the small ones, which should be fed. In this way we can hope to keep up the standard of any variety and should improve it some from year to year.

It has been found as a result of experimenting that the largest and best yields of potatoes were obtained from cutting large potatoes to one or two eyes, and planting one piece in a hill. The most economic production, however, has been the result of planting medium potatoes cut to two eyes. Each eye corresponds to a seed and too many plants in a hill act like weeds."

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## GATEWAY TO THE ATLANTIC

**Halifax the Busy and Beautiful—Early Beginnings and Commercial Development—Outlet of Canada's West Indian Trade—Some of its Progressive Business Houses.**

Every person of school age and over in Canada knows Halifax as the chief military and naval station on the North Atlantic, as the most easterly city of the Dominion and as the location of one of the finest harbors in the world. Unfortunately comparatively few of them reared west of the Maritime Provinces ever see it. Halifax is one of the most thriving and one of the most beautifully situated cities in the Dominion. No one can better speak of it than John Forrest, president of Dalhousie College, and in an article for the American Science Monthly's encyclopedia he says:

"Halifax, the capital of the Province of Nova Scotia and county seat of Halifax County, a city and port of entry on Halifax Harbor on the Intercolonial and Dominion and Canadian Pacific Railways. The harbor, originally known as Chebucto, 'chief of havens,' is one of the best in the world. It is 16 miles long from north to south, with an average width of a mile, and terminates in Bedford Basin, a beautiful sheet of water four miles wide, affording 10 square miles of safe anchorage. The Northwest Arm, an inlet on the west of the city, is a charming bay, on the shores of which are many of the villa residences of the wealthier Haligonians. The harbor is protected by eleven forts and batteries. A citadel crowns the hill on the slopes and at the base of which the town is built. The streets are regularly laid out on a rectangular plan, are lighted by gas and electricity and have electric street car line. The public buildings are built chiefly of freestone, the houses of wood.

#### Means of Communication.

"Halifax is the chief British naval station in North America and has extensive dockyards. \* \* Halifax has railroad communications with all parts of the Dominion and the United States and steamship lines connecting with Great Britain, the West Indies, Boston and New York. The chief occupations of the inhabitants are commerce and fisheries. The city has considerable West Indian trade, exporting lumber, fish, and agricultural products, and importing sugar, rum, molasses and other sub-tropical products. Most of the commerce of the province is carried on through Halifax. The principal manufactures are iron castings, machinery, agricultural implements, nails, paints, gunpowder, cordage, leather, boots and shoes, clothing, soap and candles, cotton and woolen goods, and woodenware. There are also sugar refineries, distilleries and breweries.

"Halifax was founded in 1749 by Hon. Edward Cornwallis, and named in honor of the Earl of Halifax. The following year it was made the capital of Nova Scotia, then including New Brunswick, in place of Annapolis. In 1817 it was declared a free port. In 1842 it was incorporated a city."

#### World-Wide Trade.

The business of the city is large and increasing, and there are several firms who trade extensively all over the Dominion, such as the Dominion Molasses

Co., Wm. Stairs, Son & Morrow, the Starr Manufacturing Co., of Dartmouth, and others.

The shipping trade of Halifax is growing rapidly. The exports as well as the imports show steady increases and this serves as a barometer to all students of trade development. During the month of August the city streets were nearly all torn up and new pavements are rapidly replacing old uneven roads. There are signs of improvement on every hand. Fine new business buildings are in course of construction and Halifax is enjoying its share of the general prosperity of the Dominion. Steamship lines of the first importance trade with Halifax. Manufacturers are always given open-handed treatment by the Halifax City Council and the attractions for industrial enterprises are numerous.

#### Levi Hart & Son.

Founded in 1848 by Levi Hart, now the president, Levi Hart & Son are one of the oldest business houses of Halifax. Since their establishment they have carried on a large, successful and ever increasing fish business, being now one of the largest exporters in North America.

In January, 1901, they formed themselves into a joint stock company, combining a flour and feed business with their fish industry. They purchased the Crown Mills, having a daily capacity of 500 barrels, and have since improved the plant so that it is now thoroughly up-to-date and is in charge of a competent miller from Western Canada. Their Gold Dust brand of cornmeal is a standard in the Maritime Province market.

Besides being millers themselves they represent several of the best flour mills in Ontario and the west, notably the Brant-Wood Flour Mills, of Brantford, Ont., and have a large and growing trade in mixed cars of flour, feed, rolled oats, etc. They make a specialty of handling grains.

In fish they export to the New York, West India, South American and Mediterranean markets. In consequence of their extensive range of trade they are in an especial position for handling advantageously for their customers all fish and grain products, either by sale or purchase.

The business is under the direct management of H. Flowers, Jr., widely known for his energetic and pushing capabilities. He is assisted by an efficient and obliging staff. It is a pleasure to do business with such a firm.

#### H. W. Wentzell & Co.

This firm is reputed to be the largest wholesale grocers in the Maritime Provinces and their large warehouse in Halifax is one of the finest in Eastern Canada. The firm has been established nearly twenty years and it has distanced some of its oldest competitors. How they have done it is simply by hustling, and anyone who knows Howard Wentzell will not long wonder why the business has succeeded so well. He is a worker and his whole staff seem imbued with his spirit. They have a sign out, "The busy store," and it is aptly chosen.

Their fine block was known formerly

as the Kenney block. It consists of four fine floors all lighted by electricity and fitted with electrical elevators. Everything is up-to-date. They are direct importers and have their own bonded warehouses. Their annual turn-over is very large, as it must be to insure their dividends, since their margins in many cases are very small. One of their specialties is the Three Star brand tea, which is widely and ably advertised. Mr. Wentzell is also the largest shareholder in the Cape Breton Wholesale Grocery Co., of Sydney, C.B.

#### J. Frank Crowe & Co.

The wholesale grocery business of J. Frank Crowe & Co. is one of the most important, though it is one of the youngest, in Halifax. Mr. Crowe is very popular in business circles and his trade is continually increasing. Since he purchased the business in 1897, increasing vigor has characterized it, and to-day it stands in the front rank. The premises are well located at the head of City Wharf, Water street.

#### The Moirs Co., Limited.

The Moirs Company are said to be the largest confectionery and biscuit makers in Halifax. They put out branded goods and do a very large trade. Their biscuit trade covers the Maritime Provinces thoroughly, while their chocolates and candy are very well known. They have a fine plant in the heart of the city.

#### The Halifax Hotel.

The comfort available in the Halifax Hotel is of the home type. Bright, clean, luxuriously furnished and elaborately appointed, the house stands easily as the aristocratic and leading hotel of the east. About a year ago the present company took charge under the management of E. L. Macdonald. New life has characterized every department and hundreds of guests have visited the hotel this Summer and are now personal advertisements for it. The house looks out on the harbor of Halifax and a fine conservatory lends additional attractiveness to the handsomely furnished drawing-rooms. The bedrooms are well lighted and airy. Every accessory to modern hotel life has been employed as well as an excellent cuisine. The dining room is most attractive and a first-class orchestra lends additional charm.

#### BEHIND WITH SOAP ORDERS.

The St. Croix Soap Manufacturing Co., producers of Surprise soap, have made extensive improvements and enlargements in their plant and this work has curtailed their output to some extent for a couple of months. Though the factory is again in full swing with a largely increased capacity the company find considerable difficulty in filling their orders promptly. This is partly because their business has increased very much this year. They hope, however, to soon catch up, but in the meantime are treating the customers as well as they can in the matter of shipments.

T. J. McCammon, grocer, Moose Jaw, Sask., is building a new store and expects to be in it early next month. Mr. Rondell, formerly with Cullend Co., London, Eng., arrived a fortnight ago to assume his duties in the store and will give his attention to the stores' Old Country customers.

## TO BE CANADA'S WINTER PORT

High Ambition of the City of St. John—Its Early History—Landing of the N. E. Loyalists—Some Leaders of its Business Life To-Day.

The town derives its name Saint John from the river which pours into its excellent harbor. The river was named after a great prelate who lived in 1630 when Chas. Le Tour built a fort at the river's mouth. It became the scene of many stirring events. Much romance is found in the history of the district from 1670 to 1713, when the region was ceded by France to England. In 1758 the place was occupied by English soldiers and was called Fort Frederick. In 1762 the first English settlement was made by New Englanders. Three thousand loyalists from New York landed in St. John in 1783, just after the revolutionary war, and in 1785 these men were largely the founders of the city which was granted a charter in that year. The Province of New Brunswick had been formally established a year previous.

### St. John as a Trade Centre.

In 1904 Sir Thomas Shaughnessy, president of the C.P.R., said: "With all that may be said upon the subject, the Canadian Winter port must of necessity be at St. John or in that vicinity. There are one or two other points quite close to St. John that could be utilized, but at either of these it would be necessary to start anew and build a port, where there would be none of the advantages of a city of considerable size like St. John."

When work now in progress is completed, the City of St. John will have spent upwards of a million dollars to provide harbor facilities to accommodate the Canadian export and import trade during the period when the St. Lawrence is closed to navigation.

The waterworks system just completed shows an expenditure of two millions to provide a gravitation system of the purest water, having its source in a chain of lakes.

The city has spent \$538,000 on a sewerage system. They have a new ferry steamer costing \$80,000, connecting the eastern and western sides of the harbor, and it compares favorably with similar craft in Boston and New York. The people are industrious and intelligent. The business men are easy to meet and pleasant to deal with at any time.

### A Renowned Harbor.

The harbor is a wonderful place. It has the advantage of being at the mouth of the River St. John. New wharves are to be erected, the Government having let contracts which will be carried out next year. Just now the Federal Government is considering the question of nationalizing the port of St. John. This was recommended by the Transportation Commission in its recent report to the Government.

The city has unrivalled facilities for cheaply gathering raw material, of which lumber, lime, coal and iron are at her doors and others within easy reach by water routes. There are splendid facilities, too, for distributing the finished product. There is an equable climate Winter and Summer and work need not cease because of low temperature.

Exceptional opportunities are available for low freight rates to and from the

United Kingdom and South Africa in Winter by regular steamship lines. Summer and Winter services are carried on to Glasgow, Liverpool, London, United States and the Indies.

The city deals liberally with all pro-

ada. It is the chief depot for the fish trade of the Bay of Fundy with fine fish-curing and packing houses for home and foreign trade. There is an estimated population of 50,000 people and St. John has a future that is worth the careful consideration of business men.

### White's Restaurant.

One of the chief attractions of St. John is White's restaurant, a picture of which is given here. Mr. White is a brother of White, the candy man, and



WHITE'S RESTAURANT, ST. JOHN, N.B.

motors of bona fide industrial enterprises. With cheap water, moderate insurance rates, efficient fire protection and intelligent labor the city possesses four of the cardinal advantages to attract industrial ventures.

St. John is the Atlantic terminus of the C.P.R. and one of the termini of the I.C.R. and will be one of the Atlantic termini of the Grand Trunk Pacific. It is easily the chief Winter port of Can-

the two enterprises work well together, though entirely distinct. The cafe and confectionery store are on King street and constitute one of the busiest places in the city. The restaurant is renowned for its excellent dining parlors, its fine cooking and its extremely low prices. It has equipment, accommodation and style equal to the finest and much more expensive restaurants.

Thomas White, head of the White Can-

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dy Co., naturally provides the candy for the restaurant and it, too, is just as popular with the Maritime public and tourists. White's chocolates are hard to beat and are being sold all over the Dominion.

**The Crosby Molasses Co.**

Since the last convention of the Maritime Board of Trade, at which L. G. Crosby was a delegate, his firm has been changed to a stock company under the name of the Crosby Molasses Co., Limited. Mr. Crosby has taken his very capable son, Fred S. Crosby, into the company as secretary-treasurer. This company claims to be the largest direct importer of molasses in Canada. Mr. Crosby, the president of the company, has been in the molasses business for over a quarter of a century. He is a native of Yarmouth, N.S., where he started in the West India shipping business in 1888. He has been located in St. John for over eleven years. His frequent trips to the West Indies keep him in touch with the finest import trade and all customers can depend upon the Crosby Molasses Co. In addition, the company export large quantities of Canadian products, such as lumber, shingles and flour.

**Charles H. McDonald.**

Charles H. McDonald has opened fine premises for himself on Water street and has secured a number of fine agencies. He is a St. John boy and has made a good name for himself in business. He served Malcolm MacKay in the lumber business, and there received a sound training. Later he joined the wholesale grocery and tea house of H. W. de Forest. There Mr. McDonald established the reputation of being a hustler and he early got the notion of starting out for himself. At the age of 26 years he is started as a manufacturers' agent and importer, and with his brains, energy and determination success must attend him. He has four fine warerooms, all equipped for storage. Among his chief agencies are Guggenime & Co., San Francisco, fruits; the Campbell Milling Co., Toronto; Canada Milk Condensing Co., Antigonish; Dalton Bros., Toronto.

**Baird & Peters.**

Baird & Peters have a very fine wholesale grocery which dates its inception from 1886, when it was founded by John H. Baird and C. H. Peters, the latter being head of the firm to-day. They cover the provinces thoroughly with a highly efficient staff of travelers and have a leading trade. The firm also control Vim tea, a high grade blend created by this firm.

**G. E. Barbour & Co.**

G. E. Barbour, head of the wholesale grocery house bearing his name, is a splendid type of business man. It is gratifying to note that the firm is doing a fine business and that they are rapidly climbing past old-fashioned competitors. They own the Maritime Spice Mills and do a large and growing trade all over the provinces. A competent staff of travelers is employed and all orders receive prompt and careful attention. Personally Mr. Barbour is a model of business astuteness combined with fine social qualities that win the good will and respect of all with whom he comes in contact.

**Northrup & Co.**

This company has been established in St. John since 1883 and at first went

under the name of H. & W. Northrup. In 1890, I. H. Northrup was taken in as a partner, when the name was changed to Northrup & Co. The firm has won its way by intelligent progressiveness and good management. They have several good agencies and look after them. Fish is their specialty and they pride themselves upon the superior quality of their goods and their prompt attention to orders. Braun's canned clams is a line they push with vigor. They are great sellers and find favor in the trade.

**T. H. Estabrooks.**

No reference to St. John business men would be complete without the name of T. H. Estabrooks, the Red Rose tea man. His handsome five-storey-and-basement warehouse is an architectural ornament to St. John. Since May, 1894, Mr. Estabrooks has been building his success upon the rock of business integrity and hard work coupled with the best of judicious advertising. He has today one of the finest tea warehouses in Canada. He has seventeen travelers in different parts of Canada and the popularity of his tea is increasing daily.

**St. John's Leading Hotel.**

When down by the sea, in Canada, scarcely any traveler omits to call at the Royal Hotel, St. John. It is unique for many reasons. First, it is genuine home; second, it is a result of years of good management and development. The hotel is well located on King street and is constructed so as to face on two streets making an ideal hotel site. It is furnished from basement to attic with the best and newest hotel comforts and accessories. The hotel is owned and managed by two partners, W. E. Raymond, nephew of the man who founded it nearly half a century ago, and H. A. Doherty, who has been with the house for 37 years. He has risen from the position of bell boy to that of one of the proprietors.

Messrs. Doherty and Raymond make a great team. Mr. Doherty is attentive to all the tiring details of this big house, and always pleasant and obliging. Mr. Doherty is liked, as his partner is, by all who know him. Both take an active interest in the welfare of St. John. In the office of the hotel is Mr. T. B. Reynolds, the chief clerk. He is know almost as well as the proprietors for his unflinching good temper, capability and politeness. He is called the "Beau Brummell" of Canadian hotel clerks.

**ITEMS OF INTEREST.**

O. Nichols, confectioner, Rodney, Ont., is dead.

A. V. J. Herbert, grocer, Ottawa, has assigned.

The Bank of Hamilton has opened a branch at Carievale, Sask.

Dufault & Bilodeau, grocers, Montreal, have dissolved partnership.

W. Lavique, grocer, Montreal, has assigned to Alex. Des Marteau.

Octave Fournier, grocer, Fraserville, Que., has assigned to P. Langlois.

Robt. Miller grocer and flour-and

feed merchant, Grand Valley, Ont., is advertising his business for sale.

W. B. Hampton, grocer, Fort Erie, Ont., has assigned to C. S. Scott.

The assets of J. Pauze, crockery merchant, Montreal, are advertised for sale.

M. McNeil, general merchant, Lavoz, Alta., is offering the business for sale.

J. H. & G. L. Leclaire, grocers, Montreal, have been registered as Leclaire Frere.

Mahen & Wutele, general merchants, Arthabaska, Que., have dissolved partnership.

Theo. Laconline, general merchant, Chateau Richer, has effected a compromise.

Peter L. Van Duzen, grocer, Barton Township, Ont., has assigned to W. G. E. Boyd.

John D. McAllister, general merchant, Beaver Lake, Alta., has removed to Mundare.

J. J. Kearns & Co., general store, Blind River, Ont., has assigned to W. S. Robertson.

The grocery stock of W. B. Crawford, Ottawa, was disposed of by sheriff's sale last week.

Jno. W. Chittick, general merchant, Waterdown, Ont., has sold his business to W. D. Airth.

(Mrs. Stephen Wilkinson, Essex, Ont., has sold her grocery and crockery business to W. D. Beattie.

Chas. Jeffery has purchased the grocery and crockery business of George Bonnsall, Blenheim, Ont.

Lord Provost Cuthbert, of Perth, is hon. president of the Scottish Commercial Travelers' Association.

Louis Lavigne and D. L. G. Lavigne, general merchants, Lawrenceville, Que., have registered as Louis Lavigne & Fils.

Whitney Bros., general merchants, Essex and Wheatly, Ont., have sold the Wheatly business to Everett Omstead.

J. T. Chillick, of Walkerton, Ont., formerly general merchant at Cargill, has purchased the flour, feed and seed business of the Thorp Co., Guelph.

Loiselle, Ar-hambault & Co., Red Deer, Alta., groceries, boots and shoes, have dissolved partnership and the business will be continued by A. Loiselle.

The Fraser River Cannery Association, of British Columbia, have memorialized the Fisheries Commission for a reduction of the head tax on Chinamen from \$500 to \$100, the old figure. Scarcity of labor is the reason given.

A model refrigerator has recently been installed in the grocery department of the Hudson Bay Co's store, Winnipeg. It is of hardwood, 32 x 15 x 8 feet, handsomely finished with heavy plate glass panels on two sides. The interior is divided into four compartments. The largest is used for smoked and cooked meats, dressed poultry and eggs, another for cheese, and the fourth for a tempting display of fruit and is so arranged that customers can select from the outside. The capacity of the ice chest is 8,000 lbs. Two modern marble topped counters have also been installed.

# White's

ST. JOHN, N.B.

## Chocolates and Caramels

**STRICTLY FIRST-CLASS**

**Received Medal at Paris, 1900**

Put up in 1-lb., ½-lb. and 10c. boxes, for fine retail trade. Put up also in 5-lb. boxes bulk.

WHITE'S RESTAURANT and CONFECTIONERY is the leader, not only in St. John but in all the Maritime Provinces. **Unique** and without a rival

Correspondence invited from leading Grocers, Druggists and Confectioners in every town.

**SAMPLES ON APPLICATION**

### THE WHITE CANDY CO.,

LIMITED

ST. JOHN, N.B.

AGENCIES: { MONTREAL—J. S. CREED, Board of Trade.  
WINNIPEG—R. L. MORAN, 62½ Princess St.

“Read Your  
Answer

THREE  
STAR  
TEA

in  
the  
stars”

THREE  
STAR  
TEA


“Where can I get a tea that my customers will like — which I can sell again and again on a profitable basis and which will always be uniform in quality?”

## Three Star Tea

Answers these questions!

### H. W. Wentzell & Co.

“The Big Store.”

HALIFAX,  N. S.

A large  
**PO**

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Office-

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# **MOLASSES**

A large and fresh stock of the following brands always on hand.

## **PORTO RICO.**

**Cintron Brand (Fajardo) Extra choice Molasses.**

**Bird's Leon Brand Extra Choice Molasses.**

## **BARBADOS.**

**Jones & Swan Brand (Choice Grocery)**

**Jones & Swan Brand fancy Molasses.**

All the above goods are direct importations and quality guaranteed the best.

*Write or wire for Quotations*

**The CROSBY MOLASSES CO., Limited**

*Office—7 Nelson St.*

*St. John, N.B.*

**PRICES ALWAYS RIGHT**

**LEVI HART & SON, Limited**

**HALIFAX, N. S. P.O. Box, 213**

Flour, Grain, Feed and Hay Dealers

Cornmeal Millers

**AGENTS** for

**ROYAL GOLD VIENNA BUNS, NORTH-WEST GEMS**

Mixed Cars with Feed a Specialty

Commission Merchants and Fish Exporters

Buying all kinds of Dry and Pickled Fish

*Correspondence solicited with a view to the exchange of products.*

**Right Prices and Right Goods Our Motto**

# TO THE WIDE AWAKE DEALER

Handle Fish in the up-to-date way.

The modern way is the package way. **Convenience, Cleaness, Character.**

Our Company has been organized for the purpose of putting on the market a high grade product of Boneless Codfish in package form for Grocery Trade. We will be prepared to supply the product during the course of this month. Our brands will be "**H. F. Co.,**" "**Scotia**" and "**Chebucto.**" The first two named will be guaranteed to be absolutely pure Atlantic Codfish and absolutely boneless. The "**H. F. Co.**" brand will be put up in 1-lb. and 3 lb. boxes, the "**Scotia**" in 2-lb. boxes, and 20-lb. boxes of 1-lb. tablets. The "**Chebucto,**" which will be a slightly lower grade of fish at a lower price, will be in 10, 20, and 40-lb. boxes of 1 and 2-lb. bricks.

We will also put out 50 and 100-lb. boxes of Skinless Cod, and a very high grade of Shredded Codfish in ½-lb. cartons, two dozen in a box.

**The HALIFAX FISH CO., Halifax, Canada**

## G. E. BARBOUR COMPANY, Ltd.

IMPORTERS—MANUFACTURERS

WHOLESALE GROCERS

## SAINT JOHN, N.B.

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23-24

# "ACADIA" Brand BONELESS CODFISH

The most popular line of Pure Boneless Codfish on the market.

GOOD PROFIT TO RETAILERS

PACKED IN FOLLOWING PACKAGES :

"ACADIA" 2-lb. wooden boxes, 2 doz. to crate.

"ACADIA" 1-lb. TABLETS, 20 lbs. to case.

"ACADIA" ENGLISH STRIPS, 30 lbs. to case.

"ACADIA" FIBRED COD, 2 doz. to case.

"ACADIA" SKINLESS COD, 40 lbs. to case. Selected Fish (whole cut).

Send for  
Complete  
Price List

Leading Wholesale Grocers carry these goods:

Write us for further particulars.

**THE ATLANTIC FISH COMPANIES, Limited**  
**LUNENBURG, N.S., Can.**

*A. H. BRITAIN & CO., Agents Quebec and Ontario, Montreal*

**NORTHRUP & CO.**

*Wholesale Grocers,  
Flour, Fruit and*

# FISH

Fish is our specialty. We pride ourselves on the superior quality of our cures and the prompt attention we give orders.

If you want the very best in

**Dry Cod or Pollock,  
Smoked Herring,  
Pickled Herring,**

or any other line of cured fish, drop us a line. Our

**Brown's Canned Clams**

are delicious and great sellers. Try a small order.

**NORTHRUP & CO.,** Wholesale Grocers  
and Fish

**23-24 South Wharf, St. JOHN, N.B.**

## Exhibition Visitors

WILL FIND US AT HOME  
DURING EXHIBITION TIME  
**AT 64 FRONT E.**

We invite you all to come  
and see us.

## WHITE & CO., Limited

64 Front Street E., TORONTO

BRANCH AT HAMILTON

**JAMES LANGSKILL**  
Pres.

**W. H. DESPARD**  
Mgr. and Sec.-Treas.

## STORE WINDOWS AND FRONTS

No Royal Road to Window Dressing—An Office Boy's Views on the Subject—Opinions Wanted Regarding Displays of Goods on the Street.

Does the average grocer know or care how to dress a window

Does the average grocer know the value to his business of a well-dressed window and attractive store front?

The man on the street who knows little and cares less about shop windows, but who has a habit of seeing things, would probably answer "No" to both questions.

The fact is the ordinary grocery window is not attractive. And why? Because the grocer is not sufficiently interested.

Any man of ordinary intelligence can dress a window attractively just as any

### WHEN DOES A STORE FRONT NOT AFFRONT.

(We are not responsible for this essay. Our office boy has taken to using the pen and we thought that this is the easiest way to help him get over it. N. B.—We wrote the title.)

Some merchants think that their show windows are places for everything that they haven't room for on their shelves. They don't show or stand any show for getting new customers. The front windows should be in the rear of the store.

I went into a grocery store once and



A TORONTO INTERIOR.

This is a picture of F. G. Martin's store, 1498 Queen street west, Toronto. It looks good and the stock is well arranged, but somehow it looks too crowded. That's partly the fault of the picture. There should have been more floor space in it. Still there seems to be some things that must be in the way of a progressive grocer like Mr. Martin. The day will come when the grocery

counter will be relegated to the back shop. Why not? That's what is happening in the States, and the grocers who have tried it like it. There are still a few good stuffs that are not put up in sealed packages, and if this pure food agitation keeps up people will take a dislike to seeing them stand about exposed to many kinds of impurities.

young person of average capacity can get through the university if he wants to. But he has to want to and he has to work.

There's no royal road to window dressing.

And windows are not dressed by inspiration. The store keeper must go after ideas, then work them out.

Behind every effective piece of window dressing there must be one good idea.

Don't smother an idea under a lot of stuff just to fill up. If you have an idea for a confectionery window, don't murder it under a lot of soap boxes.

Display one thing at a time, is not a bad rule. Of course it has exceptions.

asked a clerk for a carload of black dirt.

"This ain't no truck garden," said the clerk.

"But you have a lot of samples of such real estate in your windows." And he kicked me out.

I tried another storekeeper and asked him if those vegetables in his window which he had kept there for two weeks, were fresh.

"Certainly!" was the phonograph reply.

"Well then, were they raised on the soil in your window?" The proprietor raised me.

Of course, some men only keep store,

while others make it so their stores keep them.

If a man is a good shower of his goods, you can be sure that he needs no cellar for them; but if he isn't, he needs a mighty good seller.

A good show window is one that shows good goods good.—Business World.

### STREET DISPLAYS.

Is there any gain to the grocery trade as a whole in stacking store fronts breast high with fruit and vegetables.

In these days of pure food agitation it is strange that the health authorities do not take the matter up. Raspberries cannot very well be washed, yet thousands of cases of them stand open on the streets of Toronto in all the dust and filth until they are sold. Why need a grocer do business on the street any more than the hardware merchant or the baker? The fronts of the best stores are not cumbered in this way. The Grocer would be pleased to have for publication some views of practical grocers on this question. Won't some of those who don't put fruit and vegetables out give the rest of the trade the benefit of their experience?

### KEEP THE STOCK CLEAN.

One of the advantages of taking stock is that it brings to the surface slow-selling and shopworn articles. The good retailer should not wait the periodical stock-taking time to turn over his stock but should make it a weekly duty to go through the entire line and bring to the front the slow sellers. When these slow movers are found they should be brought to the front, marked with a price that will move them, and then the energy of every salesman should be directed to their sale.

### BIG NEW WAREHOUSE IN MONTREAL.

Laporte, Martin & Cie., Montreal, will erect a large new warehouse next Spring. Already the necessary property has been purchased, the firm having obtained from the Seminary of St. Sulpice two adjoining lots, making 23,000 square feet, in the heart of the wholesale district and next to the Grand Trunk offices. The two lots in question have 90 feet frontage on St. Paul street, 101 feet on William street, and 250 feet depth, running right from William street to St. Paul street. The third side of the building will face St. Henry street, the remaining side a twenty-foot lane. Thus the situation of the building will be an admirable one for commercial purposes. The new building, which will be six storeys high, will be fire-proof, built of brick, and excellently lighted. Architects are now preparing plans.

D. Granda, of F. & J. Granda, cigar manufacturers, Montreal, left Tuesday of this week on a business trip to Havana. Mr. Granda expects to be absent at least three weeks and perhaps a month.

### N. B.

St. John

The writer has attended the annual meeting of the Board of Directors during the past one of the months. One feature of the meeting was the presence of Mr. MacLean. He was particularly appreciated more as the meeting was held in the city. He reported its meeting of the MacLean considered the meetings. Part and in regard to most enterprising of the Maritime in Mr. Cliff's report.

In markets of importance. In sugar has been of interest is to date fish drying of fish for the John Sealy, on chant. This is kind in New Br

OIL.—Business oil has, of course, a steady demand. (ments have been Prices firm. In steady sale. P demand. Prices there is improvement quite low

SALT—In Liverpool has been an act ruled rather low ket is expected coming month. cargoes due. I good steady sale

CANNED GOODS firmly held at however, as if tomatoes to late New peas held are firm at a gallon apples last year, they Salmon held at fish sardines l dies and kipper

GREEN FRUIT improve. For high. While somewhat scarce supply. Orange been quite sharp not a large li Plums and pea

DRIED FRUIT are firm. New outlook for Va prices. Malaga generally quot than last year. high. For new Peaches and currants prices quoted about prices higher evaporated apple shipment. No and peels all Good Valencia

MOLASSES stocks held. T of Porto Rico, stock, means

**N. B. MARKETS.**

St. John, N.B., Aug. 20, 1906.

The writer had the pleasure of attending the annual meeting of the Maritime Board of Trade, held at Amherst, during the past week. The meeting was one of the most successful of recent years. One feature was the large delegation present from St. John. The presence of Mr. Cliff, representing the MacLean Publishing Co. was particularly appreciated by the board, the more as the MacLean Co. have annually sent a direct representative to report its meeting, in fact it is the report of the MacLean representative which is considered the official report of the meetings. Particulars of the meeting, and in regard to Amherst, perhaps the most enterprising of the younger cities of the Maritime Provinces, will be found in Mr. Cliff's report published in The Grocer.

In markets there is nothing of striking importance. The looked for advance in sugar has been relaxed. One feature of interest is the erecting of an up-to-date fish drying plant for the preparing of fish for the West India business, by John Sealy, one of our large fish merchant. This is the first plant of the kind in New Brunswick.

**OIL.**—Business is just fair. Burning oil has, of course, improved consumptive demand. Contracts for Fall shipments have been made for some time. Prices firm. In lubricating oils a good steady sale. Paint oils have but a fair demand. Prices unchanged. In cod oil there is improved demand. Prices continue quite low.

**SALT.**—In Liverpool coarse salt this has been an active season. Prices have ruled rather lower than last year. Market is expected to be stronger in the coming month. There are still several cargoes due. In fine salt Canadian has good steady sale.

**CANNED GOODS** — Vegetables are firmly held at full prices. It looks, however, as if there would be corn and tomatoes to last till new goods arrive. New peas held firm. In fruits prices are firm at quite full figures. New gallon apples are quoted rather above last year, they come on a bare market. Salmon held at full prices. In domestic fish sardines likely to rule firm. Haddies and kippers a fair pack.

**GREEN FRUIT.**—Apples continue to improve. For best stock, prices still high. While last week bananas were somewhat scarce, they are again in good supply. Oranges high. Lemons have been quite sharply advanced. Melons are not a large line. Peaches are higher. Plums and pears about as usual.

**DRIED FRUIT.**—Spot seeded raisins are firm. New goods unchanged. The outlook for Valencias is for quite high prices. Malaga loose muscatels not yet generally quoted. Layer rather higher than last year. Spot prunes scarce and high. For new goods prices are easy. Peaches and apricots will be high. In currants prices unchanged. New goods quoted about the same as spot stock; prices higher than last year. New evaporated apples are quoted for later shipment. No spot stock. Dates, figs and peels all higher than last year. Good Valencia onions now received.

**MOLASSES** — There are quite full stocks held. The arrival of two cargoes of Porto Rico, while not making a large stock, means a fair quantity of the

goods here. Fancy Barbadoes a good stock. A fair supply of choice. Prices unchanged.

**FISH.**—The outlook is for high prices in dry cod fish. Pollock, for local business, have but little sale. A drying plant for West India stock has been established here. In pickled herring fair supply. Prices held at full figures. In smoked herring some new arriving. Tendency is to higher prices. In fresh fish there is now light variety.

**FLOUR, FEED AND MEAL.**—In flour, manitobas rather lower. The situation in all grades easy. Feed rather scarce. Oats lower. Oatmeal has but a light sale, price unchanged. Cornmeal a fair business at even figures. Beans quiet. New stock quoted at rather lower figures. Yelloweyes are firmer.

**Something New!**  
**Something Dainty!**  
**Something Saleable!**

---

**GOLD STANDARD  
ICE CREAM POWDER**

A ten cent package makes  
a quart of pure and de-  
liciously flavored ice cream  
in ten minutes.

This is going to be  
a big seller, so order  
now while the warm  
weather lasts.

Put up in three pure and  
delightful flavors, Vanilla,  
Strawberry, Chocolate and  
unflavored.

This is sold to you on the  
same basis as Gold Standard  
Tea, Coffee, Baking Powder,  
Extracts and Spices, satis-  
faction guaranteed or your  
money back.

PUT UP BY

**The Codville, Georgeson Co.**  
LIMITED  
WINNIPEG AND BRANDON, MAN.

**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 remittances 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

**POSITION WANTED.**

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

**FOR SALE.**

**Grocery and Liquor Business for Sale**  
GOLDEN LION GROCERY, Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

AN old and well established grocery business in Toronto with a family trade; good locality; large corner store. Will lease with or without residence. Surroundings first class. Box 122, CANADIAN GROCER, Toronto.

**REPRESENTATIVES WANTED**

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f t f.)

**HIGHEST PROFITS ABSOLUTELY SURE**

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

**Expert Bookkeeping**

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

**PERCY P. DAVENPORT**

Chartered Accountant

137 Elgin Avenue, Winnipeg

## JAPAN TEAS

ARE ADVANCING IN PRICE

## OUR OWL CHOP TEAS

ARE ADVANCING IN QUALITY

---

We offer the best value in the market to-day

---

TRY US—SAMPLES SENT WITH PLEASURE

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

WHOLESALE GROCERS, and IMPORTERS of TEAS, WINES  
and LIQUORS

2, 4, 6 and 8 DeBresoles Street, MONTREAL

## FOR PURE MAPLE PRODUCTS

WE ARE

HEADQUARTERS

SUGARS LIMITED

MONTREAL

GAZELLE



BRAND

We have already booked, and are still booking, numerous and large orders for the **Gazelle Brand** Canned Fruits and Vegetables.

*There are on the market a great variety of **good** brands, of **best** brands, but we wanted something different for our customers who appreciate unique goods, who realize that, next to quality, looks also help the selling—and we have evolved the **GAZELLE** brand.*

The Labels are embossed and made in the highest type of lithographers' art, and at once stamp the goods as unique, both in quality and in looks.

**QUALITY:** *Above praise.*

**PRICE:** *No higher than the Best Quality sells for.*

---

**HUDON, HEBERT & CO., LTD.**  
**MONTREAL**

THE MOST LIBERALLY MANAGED FIRM IN CANADA

ESTABLISHED 1860

# The Park, Blackwell Co., Limited

Pork and Beef Packers  
Lard Refiners

Provision Merchants  
Manfrs. Canned Meats

Toronto, Ontario



We are always in position to execute promptly all orders  
for

**Pork and Beef Products,  
Canned Meats,  
Lard, Butter, Eggs  
and Cheese**

If our travellers are not calling upon you write us for Price List and  
send us your orders direct.

*Quality Always Reliable.*

*Prices Right.*

NOTE—For the convenience of our Cape Breton customers we have established a branch warehouse  
at Sydney with full stocks of meats, etc., constantly on hand.

**CAMP**

Important Meeting  
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An important  
held at Brockville  
cool curing station  
J. A. Ruddick,  
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# PRODUCE AND PROVISIONS

## CAMPAIGN FOR BETTER CHEESE

Important Meeting of the Trade at Brockville—Cool Curing, Grading and a Montreal Referee—Subjects Discussed—Improvements Going on.

An important cheese conference was held at Brockville in the Government cool curing station last Friday. Prof. J. A. Ruddick, Dominion Dairy Commissioner, called the meeting for the consideration of three things, cool curing of cheese, grading of cheese and the appointment by the Government of an official cheese referee at Montreal. A hundred gentlemen responded to his invitation. Nearly every cheese board from Peterboro to Alexandria was represented. There were also present many cheese makers, buyers, cheese instructors, patrons, and manufacturers, besides G. A. Putnam, superintendent of farmers' institutes in Ontario; Mr. Publow and G. H. Barr, chief dairy inspectors for Eastern and Western Ontario respectively; D. Derbyshire, M.P., and others.

After an address by Prof. Ruddick, who presided, there was a general discussion in regard to grading and the appointment of a referee at Montreal. It was generally favorable to grading, but against the appointment of a referee, but no action was taken in the way of putting the questions to a vote.

Prof. Ruddick stated that one of his main reasons for desiring to hold the meeting was in order that as many persons as possible interested in the dairy trade might have an opportunity of thoroughly inspecting the Government cool curing station and the system of work conducted in it, for in the course of another six weeks or thereabouts this and other stations would close operations. He said that the experiments conducted during the past five years had been satisfactory, and had fully attained the object for which they were established, viz.: to demonstrate the advantage to be derived from the process of cool curing. He was pleased to report that an active and intelligent interest in the system had been developed in many sections of Canada, though he regretted to state that Eastern Ontario had not shown such interest or progress with regard to these advantages as some other sections. Central Ontario had taken hold of cool curing with more enthusiasm than any other portion of Canada, and, as a result, the improvement in factory facilities had been marked, resulting in the dairymen deriving especial benefit. Improvement was also noticeable in the Kingston district, but not to such a marked degree as further west. He hoped that Brockville would take part in this general improvement and that cool curing rooms would soon be provided in all the factories of the section.

### Progressive Quebec.

Among the most progressive sections that he had noticed was in Lake St. John, 250 miles north of Quebec, where

there had been recently built eight large factories, fully equipped with modern cool curing rooms, many of the older established factories were being fitted in a similar manner. He then reviewed in detail the advantages to be derived from cool curing methods. The Brockville station had accommodation for 2,700 boxes, and the average cost for it per year has been \$65. Regarding the appointment of an official referee at Montreal, he said it was the desire of the department to get an expression of opinion from those interested in the dairy trade. It would be remembered that about twelve years ago the position was



PROF. J. A. RUDDICK,  
Dominion Dairy Commissioner.

made of an official inspector, which was cancelled a few years later, and no appointment was made to fill that or a similar position until 1900, when an official referee was created, which was filled by the speaker for the first three months.

### About a Referee.

Some difference of opinion seemed to exist as to whether there is or is not a necessity for a referee. The speaker thought that such an appointment should result in the advancement of the interests of salesmen as much as it would insure prompt examination of disputed lots of cheese. An opinion which seems to have gained considerable belief had been that the certificates of the referee have always been against the seller, but he knew of his own knowledge that this has not been the case, for he was aware of several instances where the finding

had been of direct benefit to the sellers and against the buyers. It was perhaps true that the buyer was sometimes one of the rejected upon the referee's certificates. This he hoped was not often done for he considered that the buyer was in a better position to protect himself as a rule than is the salesman.

Already a number of expressions of opinion relative to this matter had been received by the department and generally salesmen were opposed to it. As a measure of protection, however, to both parties a referee seems advisable to many and the department has fully determined that if it does make the appointment it will be with the distinct understanding that the referee shall not act except on the request of both parties to the dispute.

### Grading of Cheese.

Another question he wished to consider was that of grading cheese. To-day it is sold as "Finest" or "Under finest"—just two grades. This he thought was too loose a practice. Either the finest grade is too low or the grade known as "under finest" includes too much. If at least three grades were established it would be beneficial to the trade. As the matter now stands, it is impossible to clearly define what is meant by "under finest," as the term is too vague and indefinite. If the trade is to have recognized goods, there must be standards for these grades. At present Canada's standard for finest is too frequently simply absence of bad flavor. This he considered insufficient to establish a first standard for cheese.

### Better Factories Needed.

To be of first standard cheese should be not only free from bad flavor, but also have developed a rich, meaty flavor. In order to make this possible, Canada needs greatly to have much improved factories. In Central Ontario, where the factories are generally joint stock and co-operative, the improvements in facilities are far in advance of sections where factories are owned by individuals. Patrons, he thought, should co-operate with owners in the inauguration of improvement. This could be done by giving an advance on the price of manufacturing and the results would soon repay the patrons. While the cost of production has increased of recent years the price paid for manufacturing has not increased and this, he thought, was unfair. The work of syndicate instruction in Eastern Ontario had been an effective factor in bringing about much needed improvement and financial benefit to the trade.

Chief Instructor Publow pointed out two things as being necessary to produce a fine article, viz.: Cool curing for milk on the farm followed by cool curing in the factory. Cool curing with good milk well handled would produce an article even in hot weather equal to best September.

The discussion which followed was very general.

**CORONA**



**Pure Lard**

IN 1 LB. BLOCKS—50 LBS. TO BOX

*Quality Guaranteed*

A FIRST-CLASS ARTICLE in a CLEAN PACKAGE

SEND FOR TRIAL ORDERS BY EXPRESS

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



**Securing  
Customers**

is the special work of our

**Hams and  
Breakfast Bacon**

People who have tasted our product, get into the way of looking for these labels.

See that the labels are on all the Hams and Bacon you sell



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

**HAMS**

Do not forget that September is the best month in the year for smoked meat trade.

**BACON**

That there is also a good demand for un-smoked Bacon for camp and farm trade.

**LARD**

is in good demand, and owing to scarcity of butter, will be higher.

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

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

**CHEESE AND**

The cheese market prices paid at concerned, is still tendency, in spite of mally high prices the year.

Weather conditions, and in many instances of Canada, have been almost entirely prolonged, were not for the out of doors, were a large portion of the cheese are "fodder" so high that farmers give their stock a flow of milk up; they are doing well, not "full grass."

Again reverting to that receipts in 1917, 97,202 boxes of butter, cheese and 38,900 the same week since May 1 of 1917 and 395,160 packages compared with 1,200 and 477,026 packages same period of 1917.

The exports for week 83,781 boxes packages of butter of cheese and 31 for the same week total since May 1917 cheese and 216,400 as compared with 1916 cheese and 326,400 for the corresponding year.

Our receipts since decrease of 47,511 decrease of 81,800. Our shipments since 209 boxes of cheese 109,962 packages with the same week last week we 16,268 boxes of 518 boxes for the year, but since parent falling off of 66,698 boxes we find that our about 28,096 packages than at the same time.

According to a gain, stocks of cheese cumulation there is a surplus at this season.

**We can  
that are  
who want**

**Clark's**

**No trouble  
easily**

**CHEESE AND BUTTER BULLETIN.**

The cheese market, at least as far as prices paid at country markets are concerned, is still pursuing the advancing tendency, in spite of the already abnormally high prices for this season of the year.

Weather conditions continue unfavorable, and in many sections of the Dominion of Canada the pastures have been almost completely destroyed by the prolonged intense heat, and if it were not for the fact of the cows being out of doors, we might almost say that a large portion of our August made cheese are "fodder" goods. Prices are so high that farmers can well afford to give their stock extra feed to keep the flow of milk up as much as possible, and they are doing this, but the product is not "full grass goods."

Again reverting to statistics, we find that receipts in Montreal were last week 97,202 boxes of cheese and 26,571 packages of butter, against 80,934 boxes of cheese and 38,901 packages of butter for the same week of last year, or a total since May 1 of 1,286,504 boxes of cheese and 395,160 packages of butter, as compared with 1,238,993 boxes of cheese and 477,026 packages of butter for the same period of last year.

The exports from Montreal were last week 83,781 boxes of cheese and 24,560 packages of butter, against 74,263 boxes of cheese and 31,321 packages of butter for the same week of last year, or a total since May 1 of 1,203,956 boxes of cheese and 216,409 packages of butter, as compared with 1,089,747 boxes of cheese and 326,371 packages of butter for the corresponding period of last year.

Our receipts since May 1 show an increase of 47,511 boxes of cheese and a decrease of 81,866 packages of butter. Our shipments show an increase of 114,209 boxes of cheese and a decrease of 109,962 packages of butter as compared with the same period of last year. In last week we accumulated apparently 16,268 boxes of cheese, against only 9,518 boxes for the same week of last year, but since May 1 there is an apparent falling off of stocks in Montreal of 66,698 boxes of cheese, and in butter we find that our stocks in Montreal are about 28,096 packages more this year than at the same time last year.

According to advices from Great Britain, stocks of cheese show a slight accumulation there, but this is only natural at this season of the year, when

the production exceeds the consumption, and a good portion of present supplies will have to last for the Winter months when the production ceases. It is certainly a fact that our stocks in the Dominion of Canada are considerably less than a year ago, and the make is shrinking so fast that we may not have enough goods to supply the legitimate demand; at any rate, there are at present no signs of declining prices.

On invitation of Mr. J. A. Ruddick, the Dominion Dairy Commissioner, the different Ontario cheese boards sent their representatives to a meeting at Brockville last week for the purpose of discussing, first, the advisability of having an official referee appointed for Montreal; second, to have cheese sold at the different country boards on their merits and to have three grades instead of two, as now we have only "finest" and "under finest"; and third, the cool curing room question.

The meeting does not seem to have been a general success. Country salesmen are very much divided on the question of an official referee in Montreal. We should have one to settle disputes regarding quality. An honest referee will never decide against the farmers, but once he gives his certificate for goods not being of "finest" quality, it saves the Montreal merchants a lot of trouble to settle with the country salesmen, who are too apt to regard a deduction in price as unjust.

Regarding the cool curing rooms, the Dominion Government demonstrated for some years that cheese cured in a moderately cool and even temperature were of a better quality than those cured in the ordinary way, exposed to all changes of temperature. This was done at a great public expense to induce the factories to adopt this system for themselves. No doubt the experiments have been a success, as the cool curing room cheese have been sold at a premium over others. The Government now feel that they have done their share of education and they will this season close their public cool curing rooms and the progressive factories should now at once install their own cool curing rooms.

Regarding the appointment of an official referee for Montreal, we should have a capable judge of both cheese and butter. He should be a man able to speak both languages, viz., French and English, and all things duly considered, he should be a man from the Province of Quebec. Mr. Ruddick evidently is in

**BUTTER, CHEESE, EGGS**

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.

**SALT SALT**

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

**TORO TO SALT WORKS**

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

**WILSON'S  
Fly Pads**

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

**BUTTER and EGGS**

—WE ARE—

**BUYERS and SELLERS**

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,

TORONTO.

White Spruce

**BUTTER TUBS**

10-20-30-50 lb.

**EGG CASES AND FILLERS**

Order now for delivery later,

it will **Pay You**

**WALTER WOODS & CO.**  
Hamilton and Winnipeg.

**We can't sell all the Pork and Beans that are sold, but we do sell to buyers who want the best.**

Have you ever taken the trouble to investigate the merits of

**Clark's Pork and Beans in Chili Sauce**

No trouble to prove their superiority. You may easily prove it yourself. **TRY A TIN—that's all.**



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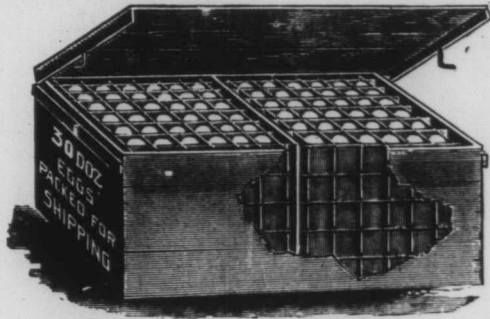
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## EGG CASE FILLERS



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

*These can be obtained from*

**The Miller Bros. Co., Limited**

Manufacturers of Egg Case Fillers

30-38 BOWD STREET

**MONTREAL**

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

THE  
**Manitoba Canning Co. Ltd.**

GUARANTEES

**ALL ITS TINNED MEATS**

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

**YOU RUN NO RISK**

SELLING AGENTS

**Nicholson & Bain, Galloway & Parnell**

WINNIPEG and CALGARY

VANCOUVER

## Oval Wood Dishes

**Clean, Strong  
 and Inexpensive**

FOR

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

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

Your customers will congratulate you on them.

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

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

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

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

**WEBB'S**

## CHOCOLATES

High-class goods for  
 High-class grocers.

The largest and finest line of packages  
 and Christmas novelties in the Dominion.

**The HARRY WEBB CO., Limited**

31-35 Buchanan St., Toronto



## "McLeod's Special"

IS

a high-grade flour for either bread or pastry. It is made from specially selected wheat, and **there is none better.**

OTHER BRANDS ARE:

**Juliet**  
and  
**Anchor**

High-grade  
blended  
family flours

**Hercules**

No. 1 Manitoba  
wheat  
bread flour

**Classic**

and  
**Diadem**

Winter wheat  
(patent)  
for pastry  
and biscuits

These brands are right. We guarantee them, and you can recommend them.

Our mill is centrally located, and we can therefore buy wheat with a view to quality at a minimum price.

We pride ourselves in filling orders promptly. Special facilities for maritime trade.

TRY US. WRITE OR WIRE.

**The McLeod Milling Co., Ltd.**  
**STRATFORD, ONT.**

## Canada Flakes

—AT—

**TORONTO  
EXPOSITION**



To every grocer in Canada we extend a most cordial invitation to visit our booth at the Toronto Fair.

A few minutes chat with the manager will convince you that the welfare of every grocer is a main feature of Canada Flakes.

The best food in the largest packages.

The most attractive premiums.

A price for every pocket; 10c., 15c. and 25c.

## "Much Is Taken Much Abides"

There is a big call for  
**MRS. RORER'S SARATOGA CHIPS.**

It keeps us hustling to fill the orders.

Still, we can look after your interests.

Tell us what quantity you want, and when you want them.

Leave the rest to us.

MADE EXCLUSIVELY BY

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

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

## WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

**MILLS AT**

**WINNIPEG  
GODERICH  
BRANDON**

**OFFICES**

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

IT PAYS YOU TO PAY FOR QUALITY

**BUY FIVE STARS FLOUR**

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

## GRANOLA

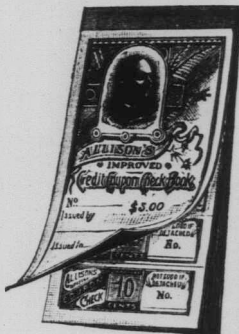
is the most nutritive breakfast food on the market. One pound of Granola exceeds in vigor two pounds of round steak.

Sold in one pound cartons at 15 cents.

Your customers want it. Get stocked.

The Battle Creek Health Food Company, Limited

Canadian Factory, LONDON, ONT.



### 20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

#### IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.  
 C. O. BEAUCHEMIN & FILS, MONTREAL.  
 WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers  
 Indianapolis, Indiana.

## CORONET ROLLED OATS

We take extra care and pains in everything we do from buying the oats to shipping Rolled Oats. Write for quotation.

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.



This design a guarantee of quality.

### RED-BROWN WRAPPING

All Weights FOR FURNITURE PACKING All Sizes.

Strong, Tough and Stiff.

A Sure Protection to Destination

SAMPLERS AND PRICES WITH PLEASURE.

CANADA PAPER CO.  
 TORONTO LIMITED MONTREAL

now running and are being packed. Not choice fish, the humpback salmon has been put up for several seasons now for trade in Japan where it finds a ready market, being of course, cheaper than the choicer sockeye.

On the Fraser River, cohoes and silver salmon are following the sockeye run and the run of cohoes promises to be fairly large, so large in fact that the trappers have asked permission to operate the traps during the run. They have also asked the fisheries commission, now sitting at the coast, to endorse their memorial, especially in view of the fact that it would give an opportunity of testing the traps in the catching of coho salmon.

The fruit crop, so far as it relates to tree fruits, is turning out well in B. C. this year. The apple crop is fully up to expectations and so is the pear crop. Peaches, which, of course, are mainly grown in the Okanagan Valley as yet, have turned out remarkably well. The quantity shipped has amazed those who have not been watching the rapid advance of the plantations of peach trees along the famous Okanagan Lake. At the coast, in Vancouver and Victoria, the growing of peaches is successfully carried on, but it is not likely ever to be established in the way it is being done in the interior. When railway facilities serve the Similkameen district and Kere-meos will also be large producers of peaches and similar fruits.

The plum crop of B. C. is now coming in rapidly, and is being sought eagerly, as the crop in Eastern Canada is reported to be largely a failure. The Italian prune is being largely grown, especially in the coast and Fraser River districts. It is not liable to plum rot, as are so many of the larger and softer varieties. The prune also stands ship-

### NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers

FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

ment better and is popular with consumers. The drying of prunes or plums has not been undertaken on any large scale in this province as yet, though there would seem to be a future for this branch of industry.

Current prices of produce show upward tendency. The butter market is extremely firm for this season. Continued hot and dry weather east and west has been cutting down production in proportion as the pasturage has become poorer and drier. The local production has been much less than was expected. The price remains still at 25c. to the trade for local creamery, but it is possible that a raise will be enforced. Eastern creamery brings 22c. to 24c. Local eggs are 30c. wholesale and scarce. Case eggs, good eastern stock, are quoted at 24c. for choice selected.

The fruit market is still well supplied a large range of local plums, pears and apples, as well as Okanagan peaches being in stock, while blackberries are now plentiful and bringing good price with demand active. California fruit is still in fair supply, as well as some Oregon and Washington plums and prunes. Peaches from California are, however, taking second place to the favorite local product, which is being greatly appreciated as being the first time it was supplied in any quantity on the local market.

The Australian steamer brought in a large consignment of pineapples and water melons and canteloupes are plentiful now. California oranges are quoted 25c. per case higher, and lemons are still showing upward tendency, though the price seemed to have reached the top limit.

Ripe tomatoes, both from coast and Fraser River districts and from the Okanagan, are on the market in good supply. They bring about 50c. per crate less than last quotation. Potatoes are very plentiful and quote at \$1.15 per ton. The fact that this is a remarkably dry and hot season tells in favor of the potato crop of the delta lands of the coast and lower Fraser Valley, which is usually too moist a climate to produce a really first-class dry potato of the Ashcroft type. This year the weather conditions have suited the potato in the coast district perfectly. The crop is, of course, not as large as it would have been under other conditions, but the quality especially for keeping purposes will amply make up for the lack of quantity.

E. Biermann & Co. is the name under which this firm of fruit and produce brokers and auctioneers, of Cardiff, will hereafter be known. The company has issued a circular to patrons giving particulars of the change, saying that it is the result of the often expressed wish of many of the largest fruit buyers in the Cardiff district.



WM. GALBRAITH & SON

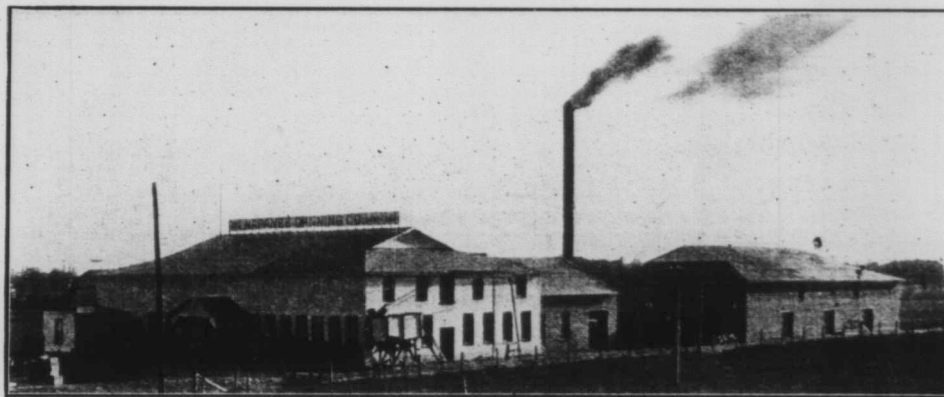
# Canada's Pride Brand

## FRUITS and VEGETABLES

are grown and packed by the Napanee Canning Co., in the heart of the

### BAY OF QUINTE CANNING DISTRICT

Where the finest fruits and vegetables in Ontario are grown and where the farmers are experienced in growing and handling fruits and vegetables for canning.



The factory of the Napanee Canning Co. is complete in every particular ; and is turning out a line of canned goods that for quality have never been surpassed. Every can is guaranteed by the handsome label that envelopes it.

### WE ARE SOLE AGENTS FOR MONTREAL

and are prepared to fill the order of the trade promptly and to their entire satisfaction.

---

WRITE OR WIRE US FOR  
QUOTATIONS DON'T DELAY

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# WM. GALBRAITH & SON

Wholesale Grocers, MONTREAL

## THE CANADIAN GROCER

## FRUITS, VEGETABLES AND FISH

Lemon Prices Away up—Heavy Business Doing in all Classes of Fruit and Vegetables—Unusual Heat Said to Threaten the Growing Crops.

The hot weather has created a very heavy demand and also furnished supplies to meet it. The cry now is for rain to save unmaturing crops. Except in regard to lemons the market is little changed during the week and heavy business has been doing throughout the country. Delaware peaches are arriving but Canadian Crawford's have not yet started. The excessive heat has given a violent impetus to lemon prices.

British Columbia fresh salmon are now on sale in Montreal. Surely nothing could more clearly demonstrate transportation facilities and the result in the creation of markets and development of industry.

## MONTREAL MARKETS.

GREEN FRUITS—There has been considerable activity in fruits during the past week, good orders being booked by the majority of houses. The warm weather has had the effect of increasing the demand very much. Receipts in the different lines called for are large enough to take care of all orders. New apples are higher this week. Raspberries are out of the market. Canadian plums, peaches and pears are among the new lines quoted. Good demand for these prevails.

Late Valencia oranges, per box	6 00
Dates, per lb.	0 04
Bananas	1 75
Cocoanuts, per bag of 100	3 40
Pineapples	5 00
Apples, bbl	1 51
New apples, baskets	0 25
Old lemons, per box	3 75
New lemons	6 25
Limes, per hundred	1 25
Peaches, per box	2 50
Plums	1 50
Canterbury pears, per crate	5 00
Watermelons, each	0 30
Jamaica oranges, per bbl	7 00
Spanish Onions, cases	2 50
Blueberries, 22 quart boxes	2 00
Gooseberries, per basket	0 75
Lawton berries	0 12
Black currants, basket	1 00
Jamaica grape fruit, box	6 50
Canadian plums, per basket	0 60
pears, "	0 40
peaches, "	0 30

VEGETABLES—Continued warm weather has had a good effect on the vegetable market, trade being active in all lines. All vegetables are coming in quite freely. New potatoes have fluctuated considerably since last report, the figure asked one day being much higher or much lower than at another time as the case might be. Bags are now quoted \$1 to \$1.10. New beets are lower this week as are also new carrots. Tomatoes are in good supply at 25c. to 50c. per box.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz.	1 00	1 00
Savory, per doz.	0 50	0 50
Green peppers, per basket	0 35	0 75
Montreal cabbage, per doz.	0 25	0 50
tomatoes, boxes	0 25	0 50
New turnips, per doz.	0 25	0 50
Water cress, per doz.	0 75	0 75
Lettuce, per doz.	0 15	0 50
Spinach, per bbl	2 00	2 00
Cucumbers, per doz.	0 10	0 25
Celery, per doz.	1 00	1 10
New potatoes, per bag	0 40	0 50
N-w beets, per doz.	0 12	0 15
N-w carrots, per doz.	0 12	0 15
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60

Green peas, per bag	0 75	1 00
New corn, per doz.	0 75	0 10

FISH—Owing to increased arrivals, fresh halibut is lower this week. Fresh B. C. salmon is arriving by express now, and considerable trade is being done in this line. Gaspé salmon, chilled, is in good demand at 15c. Mackerel, fresh haddock and cod rather scarce this week and prices have been advanced. Lake trout and whitefish have been arriving more freely, but prices are steadily maintained. There is a scarcity of pickled salmon, but new pack Labrador are beginning to arrive, which relieves the situation more or less.

Demand for salt herring is limited on account of the continued warm weather. Offerings, however, are not large.

Fresh haddock, express, per lb	0 04
Fresh steak cod	0 06
" halibut	0 09
" grass pike	0 06
Lake trout	0 19
Whitefish	0 09
Weakfish	0 08
Doe, per lb	0 09
Small sturgeon	0 09
Gaspé salmon	0 15
Fresh B. C. salmon	0 12
Fresh mackerel	0 10
Fresh frozen fish—	
B. C. salmon, per lb.	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddock, 1-lb. boxes, per lb.	0 07 1/2
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
Oysters and Lobsters—	
Standards, per imp gal	1 50
Oyster pails, pints per 100	0 90
quarts,	1 25
Prepared fish—	
Boneless cod, "Favorite," 1 and 2-lb. bricks	0 06
fish, 2-lb. bricks, per lb.	0 05 1/2
fi-h, 25-lb. boxes, per lb.	0 04 1/2
Skinless cod, large, per case	5 75
Scotch cured herring, 25 lb. kits.	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl.	3 50
" " " per pail.	0 80
" " " in bbls.	13 00
" " " in 1/2 bbls.	7 50
" B. C. salmon, bbls.	12 50
" half bbl.	7 00
" mackerel, per pail.	1 75
green cod, per lb.	0 03
Small.	0 02 1/2

## TORONTO MARKETS.

GREEN FRUIT—The choicer grades of peaches are not yet coming and the aspect of the market is little changed from last week. A few plums are arriving but the preserving demand has not commenced and despite the short crop prices are moderate, from 65c. to 75c. a basket for Bradshaws, Niagaras and Yellow Egg.

Lemons, however, are the feature. They are up to \$7.50 and a leading fruit importer said he expected to see them \$8.50 if the hot weather keeps up. Last year's high price was \$6.50. A week ago \$5.25 was the high mark.

Oranges are moving out steadily, the demand coming principally from the Summer resorts. Bananas have been arriving pretty ripe and some losses are recorded.

Imported fruits are light, water melons and California peaches, pears and plums making up the list. Of these three California fruits one Toronto house has received to date 29 cars. This gives an

## LEMONS

We look for a scarcity of Lemons, but have secured sufficient supplies to anticipate your wants.

## ORANGES

Full lines of late Valencias. Stock is extra fine.

## BANANAS

We are offering very fine selections at reasonable prices.

CANADIAN FRUITS,  
PEACHES, PEARS, PLUMS

are now arriving in large quantities.

## LAWTON BERRIES

## CALIFORNIA FRUITS

McWILLIAM

Mc. AND E.  
EVERIST25-27 Church St. TORONTO,  
CANADA

## RIPE TOMATOES

I have the largest plantation of **Early Tomatoes** in the favored Leamington District. Write for prices. I make a specialty of **careful packing**. All telegrams phoned out to our fruit farm. Phone 83.

W. W. HILBORN,

Leamington, Ont.

## BASKETS

We make them in all shapes and sizes. We have

**Patent Strawboard Berry Box  
Grain and Root Baskets,  
Clothes Baskets,  
Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

**Oakville Basket Co.  
Oakville, Ont.**

idea of Toronto consumer.

Oranges, late Valencias  
Lemons, Messina, 300's  
Limes, per crate  
Apples, new harvest, per  
Spice XXX, per  
" Baldwin, XX  
" other Winter  
farmers', per b  
Bananas, per bunch,  
Red bananas per bunch  
Red currants, per  
Plums, California, per  
Peaches, " per  
Pears, eating, per box  
Canadian peaches, per  
pears, per bu  
Watermelons  
Cantalopes, Canadian,  
" Canadian,  
" Rockyford  
Blueberries, box, 22 qu  
Black currants, per bu  
Lawton berries, per bu  
Southern grapes, 6 bags  
Egg plant fruit

VEGETABLES  
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tiful and dema

New potatoes, Ontario  
Onions, Egyptian, per  
" green, per do  
" Spanish, per l  
" silver skins, p  
Cabbage, new Canada  
Wax and green beans  
Beets, new, per doz. b  
Carrots, Canadian, per  
Lettuce, per doz. bunch  
Radish, per doz.  
Cucumbers large, per l  
Mushrooms, 1-lb. box  
Beans, white, prime, l  
" hand-pic  
" Lima, per lb.  
Tomatoes, Canadian, 1  
Rhubarb, 1 doz. bnds  
Watercress, per doz. b  
Egg plant  
Peppers, green, per sm  
Parsley, per doz.  
Turnips, per bushel  
Mint, per doz.  
Cauliflower, per doz.  
Celery, Michigan, per  
" Canadian  
Squash, per doz  
Vegetable marrow, pe  
Green corn, per doz.  
Leeks, per doz

FISH—Prices  
hot spell has p  
ness.

Fresh halibut  
Haddock, fresh caught  
Fresh cod, per lb.  
Fresh lobsters, boiled,  
shrimps per gal.  
Whitefish, per lb.  
Salmon trout, per lb.  
Ciscoes, per basket  
Perch, per lb.  
Herring, large, per lb.  
" medium per  
Brook trout, per lb.  
Pike, per lb.  
Blue fish, per lb.  
Fresh mackerel  
Easton salmon, per l

The first Ont  
ed early this  
up quickly at  
are almost off  
advancing dai  
high as last  
quote:

idea of Toronto's capacity as a fruit consumer.

Oranges, late Valencia, 96's, 112's, 288's	5 50	6 25
Lemons, Messina, 300's, 360's, per box	7 00	7 50
Limes, per crate		1 25
Apples, new harvest, per basket	0 25	0 35
" Spies XXX, per bbl		
" " XX, per bbl		
" Baldwins XXX, per bbl		
" " XX, per bbl		
" other Winter varieties, XXX, per bbl		
" " " XX, per bbl		
" farmers', per bbl		
Bananas, per bunch	1 10	2 35
Red bananas per bunch	2 20	2 50
Red currants		0 84
Plums, California, per crate	1 75	2 01
Peaches, per box	1 75	2 00
Pears, eating, per box	0 25	0 50
Canadian peaches, per basket	0 31	0 75
" pears, per basket	0 31	0 35
Watermelons	0 35	0 41
Cantalopes, Canadian, per basket	1 00	1 25
" Canadian, per case	4 50	5 00
" Rockyfords, imported, per case		2 25
Blueberries, box, 22 quarts	1 11	1 25
Black currants, per basket	0 09	0 10
Lawton berries, per box		3 00
Southern grapes, 6 basket crates		0 40
Egg plant fruit		

VEGETABLES — Alarmist reports have been coming from the tomato growing districts about the effect of the hot spell on the growing crops. They are, however, largely discounted on the market. Arrivals continue liberal and prices are lower, though there is a firmer tone than at last week end. It is alleged that the canners are fearing the effect of the hot days and are rushing to their work. Cauliflower was said to be suffering from the heat in gardens adjacent to Toronto, and corn was withering before it was fit to gather. Potatoes are higher again, but as soon as the farmers get a chance at them supplies will swell again. Otherwise the market is nearly unchanged. Supplies generally are plentiful and demand good.

New potatoes, Ontario, per us	0 75	0 85
Onions, Egyptian, per sack 100-115 lbs		1 00
" green, per doz. bunches		0 12 1/2
" Spanish, per large case		3 25
" silver skins, pickling, per basket	1 00	1 25
Cabbage, new Canadian, per doz	0 30	0 40
Wax and green beans, per basket	0 25	0 35
Beets, new, per doz. bunches	0 15	0 20
Carrots, Canadian, per doz. bunches	0 15	0 20
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz.	0 20	0 25
Cucumbers large, per basket	0 15	0 25
Mushrooms, 1-lb. boxes, per lb		1 75
Beans, white, prime, bush		1 40
" " hand-picked, bush		0 07
" Lima, per lb.	0 15	0 25
Tomatoes, Canadian, per basket	0 21	0 25
Rhubarb, 1 doz. bncls		0 25
Watercress, per doz. bunches		0 40
Egg plant		0 75
Peppers, green, per small basket	0 20	0 25
Parsley, per doz.		0 50
Turnips, per bushel	0 15	0 20
Mint, per doz.		1 00
Cauliflower, per doz.		0 40
Celery, Michigan, per doz. bunches		0 40
" Canadian		0 40
Squash per doz	1 01	1 25
Vegetable marrow, per doz	0 35	0 50
Green corn, per doz	0 07	0 10
Leeks, per doz		0 25

FISH—Prices continue steady, but the hot spell has put a damper on the business.

Fresh halibut	0 10	0 13
Haddock, fresh caught, per lb.	0 06	0 06 1/2
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb.	0 18	0 20
Shrimps per gal.	1 00	1 25
Whitefish, per lb.		0 10
Salmon trout, per lb.	0 08	0 09
Ciscoes, per basket		1 25
Perch, per lb.	0 05	0 06
Herring, large, per lb.		0 08
" medium per lb.		0 04
Brook trout, per lb.		0 25
Pike, per lb.	0 05	0 06
Blue fish, per lb.		0 10
Fresh mackerel	0 20	0 25
Easton salmon, per lb.		0 20

WINNIPEG.

The first Ontario Duchess apples arrived early this week and were snapped up quickly at \$4 per bbl. Blueberries are almost off the market. Lemons are advancing daily and prices will be as high as last year at this time. We quote:

# BLUEBERRIES

We are importing these in full carloads. The quality is HARD AND DRY. The most satisfactory small fruit on the market. Send for sample case containing 22 to 24 imperial quarts.

# LEMONS

In times of scarcity, as well as plenty. We have them.

## WHITE & CO., LIMITED

TORONTO and HAMILTON

### "Spoil the Little Potatoes"

In the same way as "Juicy Weather" spoils little potatoes (by making them big), the exclusive handling of Tracuzzi's Brands of Lemons will "disfigure" your present Lemon profits wonderfully by the simple process of "Increase."

"ST. NICHOLAS" "HOMEGUARD" "KICKING" "PUCK"

**W. B. STRINGER & CO., - Agents - Toronto**

### Tam o' Shanter Brand Crawford Peaches (Canadian Crown)

Positively the Finest Selected Goods on the Market.

### THE F. T. JAMES COMPANY, Limited

Wire, Phone,  
or Mail your Orders

TORONTO

76 Colborne St.,  
33 Church St.

We can  
handle  
your

## POULTRY, ALIVE OR DRESSED,

to the very  
best advantage.

### THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

### BANANAS, WATER MELONS, ORANGES AND LEMONS

And all kinds of

### FOREIGN AND DOMESTIC FRUITS

Send us your order

## HUGH WALKER & SON

ESTABLISHED 1861

GUELPH, ONT.

### AUBURN ORCHARD PEACHES

We have fifteen thousand baskets in our own orchards. Crawford type will be ready August 27th. Don't buy a "pig in a poke." You buy oranges sized, graded, and sold according to diameter measurement. That's the way we sell peaches. Let us ship a trial order and see for yourself. These little ones in the bottom don't pay. Our packages are guaranteed to contain uniform sized fruit.

### AUBURN ORCHARDS, - - Queenston, Ont.

**GREEN FRUITS—**

California peaches, per case	1 50
" pears	3 50
" plums	2 25
Washington plums, per case	1 75
" pears	2 75
Southern apples, per bbl.	5 00
Ontario Duchess apples, per bbl.	4 00

Oranges and lemons—	
Cal. late Valencias, 126's, per case	5 25
" 150's	5 75
" 176's to 250's	6 25
Lemons, 300's and 360's	10 00
Water melons, large size, per doz.	5 00
Bananas, per bunch	2 75 3 25

**VEGETABLES—**

Manitoba celery, per doz.	0 40
Cucumbers, per doz.	0 30
Cabbages, new, per lb.	0 02
Ontario tomatoes	

**DRIED FRUIT,**

I HANDLE SPECIALLY FINE LINES OF

**CURRENTS, VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—  
Halifax, N.S., E. D. Adams  
St. John, N.B., J. Punter White  
Montreal, D. Rattray & Sons

Toronto, P. L. Mason & Co.  
Winnipeg, Jas. Carmon  
Victoria, B.C., H. Donkin  
Vancouver, C. E. Jarvis & Co.

**TH. J. PSIMENOS,**

4 Cullum St., E.C. LONDON, ENG.

**J.V DE YBARRONDO & CO**  
Successors to James Violett & Co.  
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS  
ROSE CHOICE  
SUPERIOR EXTRA  
EXCELSIOR  
EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED  
GREEN PEAS OLIVE OIL  
MUSHROOMS SARDINES &  
**BORDEAUX FRANCE**

Shippers Also of

**All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.**

**"E.D.S." Brand, First!  
Second Miles Behind!**

That is just what I have a right to infer from Bulletin No. 119 (June, 1906) issued by the Department of Inland Revenue, Ottawa.

182 samples were collected. Of these 129 were adulterated, 2 were doubtful, 19 contained preservatives but were otherwise genuine, but only 32 were absolutely genuine—i.e., were unadulterated and contained no preservatives whatever.

Of these 32 pure samples

**10 or nearly one third were made by E. D. Smith, Winona,**

the rest were scattered in 1's and 2's amongst different makers.

These are the facts. You can verify them yourself by writing to the Inland Revenue Department for a copy of **Bulletin No. 119** (June, 1906).

If you are interested in the Jams, Jellies and Sealed Fruits in glass being sold in Canada you will certainly write for **Bulletin 119**.

**E. D. Smith's Fruit Farms, Winona, Ont.**

**FRUIT SALE IN MONTREAL.**

Monday last at a fruit sale in Montreal, pears sold from \$1.70 to \$2.35; peaches from \$1.70 to \$1.90, and plums from \$1.25 to \$2.25.

**FRUIT NOTES**

Astrachan, duchess and harvest apples are so plentiful in the vicinity of Calt, Ont., that people can have them for the picking.

The fruit division of the Dominion Department of Agriculture is arranging a series of demonstrations in boxing apples to be given by an expert, who has been brought from Oregon specially for the purpose. The schedule so far is as follows: Aug. 22, St. Catharines; 24 and 25, Chatham; 27 and 28, Forest; 29, Grimsby; 30, Winona; 31, Burlington; Sept. 1, Oakville; 3 and 4, Toronto; 6, Walkerton; 7, Owen Sound; 8, Thornbury; 10, Orillia; 11, Brighton; 12, Newcastle; 13, Oshawa.

The fruit and vegetable growers of the Hamilton, Dunnville and Oakville district held their annual picnic at Brant House, Burlington, Ont., last week. There was an attendance of about 3,000 and addresses were delivered by Hon. Nelson Monteith, E. D. Smith, M.P., F. R. Lalor, M.P., Thos. Bain, E. J. Mahony, R. A. Thompson, North Wentworth; James A. Livingston, Grimsby; J. T. Regan, Ancaster; Rev. W. J. Anderson, Beamsville; J. C. Ford, Oakville; Dr. J. C. McGregor, Waterdown, and J. R. Binkley.

**GOLDEN DIAMOND CANNED  
1906 BLUEBERRIES**

We are now booking orders at opening prices. Please ask us for prices.

**W. S. LOGGIE CO., Ltd.  
CHATHAM, N.B.**

**We are now quoting Special Prices on Finnan Haddie, Sardines, Clams, Kippered Herring and Mackerel.**

CORRESPONDENCE SOLICITED. WHOLESALE TRADE ONLY.

**J. W. WINDSOR, - MONTREAL**

HANDLERS OF LARGEST ASSORTMENT OF CANNED GOODS IN CANADA

**U. K. APPLI**

**Circular of Live  
Last Se**

Woodall & Co circular on the ed Kingdom and says:

"We again having the comparative crop in the which it may be about half a crop entire failure last

Over. A

This year	40
Last year	3
1904	128
1903	2
1902	12

The reports from Germany all ind good average.

"The total imp States and Cana Kingdom during 1,877,000 barrels, 2,140,000 barrels and 3,053,000 in record, and 2,330

"Of last season barrels, 930,104 Liverpool.

"After the hold ed with very ret



**FINN**

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## U. K. APPLE CROP A HALF.

Circular of Liverpool Importing Firm  
Last Season's Prices.

Woodall & Co., Liverpool, in their circular on the apple crop in the United Kingdom and the apple situation, says:

"We again have the pleasure in giving the comparative figures of the apple crop in the United Kingdom, from which it may be gathered that it is about half a crop, as against an almost entire failure last year.

	Over.	Average	Under.	Total
This year	40	109	104	253
Last year	3	44	223	280
1904 . . . .	128	109	15	252
1903 . . . .	2	17	248	267
1902 . . . .	12	98	184	294

The reports from Holland, Belgium and Germany all indicate the crops to be good average.

"The total imports from the United States and Canada into the United Kingdom during the past season were 1,877,000 barrels, as compared with 2,140,000 barrels in the previous season, and 3,053,000 in 1903-4, which was a record, and 2,330,000 in 1902-3.

"Of last season's receipts of 1,877,000 barrels, 930,104 were received into Liverpool.

"After the holidays the market opened with very retail supplies, the bulk

being from Canada, and there was an excellent demand, which was well maintained to the close at satisfactory prices, varying according to supplies, and during April ranged from 24s. to 33s. for Baldwins, 21s. to 36s. for Spies, 20s. to 28s. 6d. russets, 19s. to 26s. 6d. Ben Davis, and American Baldwins, 20s. to 25s., russets 20s. to 22s., Ben Davis 20s. to 26s. 6d. As regards the prospects for the coming season, it is evident that a large proportion of the English crop will be marketed early, and will thus come into direct competition with Fall fruit from America and Canada. On the other hand, crops of pears and plums are exceedingly light, which will doubtless help the demand for apples, but if our half crop is gathered it will go a long way to supply the demand during the early part of the season, and last year's high range of prices cannot reasonably be expected."

## B. C. FRUIT IN GREAT BRIEF.

The Canadian Pacific Railway has generously consented to repeat the favor granted last year to the fruit growers of British Columbia in carrying, free of charge, a commercial consignment of fruit to the United Kingdom for exhibition purposes and the promotion of the export fruit trade. The company has agreed to carry the fruit, a carload lot, in cold storage to the shipping port, Montreal or Quebec, where it will be carefully transferred to the cold storage

rooms of one of the new Atlantic Empresses, thus insuring its arrival in the Old Country in prime condition.

The experiment of shipping a carload lot of fruit to London last year was so signally successful that the provincial government deemed it desirable to duplicate the consignment this season, so that the interest aroused in British Columbia fruit in London, Glasgow, Dublin and other distributing points should not be allowed to die out.

## NOTES.

Mrs. Thos. Kitchen, Nanaimo, has the only lemon tree bearing fruit in British Columbia.

About 15,000 salmon were taken in the Bay of Fundy this season. The catch last year was 13,000 and it was considered exceptionally good.

The Kootenay Fruit-Growers' Association assembled at Nelson, B.C., recently, passed a resolution by 15 votes to six calling upon the Dominion Government to admit Chinese agricultural laborers free of head duty. This action was taken because of the scarcity of labor.

The Dominion Orchard Co., which is projecting an immense orchard in the neighborhood of Montreal, has elected these officers: S. M. Luke, president; J. O. Castle, vice-president, and C. S. Clark, secretary; H. D. Metcalfe and F. W. Gross.



## FINNAN HADDIES

THE FAMOUS  
"BRUNSWICK  
BRAND"

is now on the market. Strictly new pack.  
Every tin guaranteed. The large sales  
prove they are all right.

Send in your orders while we are packing.

**Connors Bros., Limited**  
Black's Harbour, N. B.

Season 1906

## HORSE SHOE SALMON

Now in Store



TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.

COHOES—"Tiger" Brand.

PINKS—"Sunflower" Brand.

"Jacques Cartier" Brand.

PACKED BY

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

Wholesale buyers can obtain quotations from  
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.  
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.



Lowney's Cocoa is purely the choicest, highest cost, cocoa beans, ground to flour fineness, and nothing else.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

# COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,  
Cake Icings,  
Cream Bars, and  
Cowan's famous Milk  
Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED  
TORONTO**

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

Get Ready for Your Fall Trade in  
**Chocolate**

SEE THAT YOU ARE STOCKED  
WITH **CANADA'S BEST**

## MOTT'S

"DIAMOND" and "ELITE"  
brands of COOKING and  
EATING CHOCOLATE.

PERFECT PURITY IS GUARANTEED.

**John P. Mott & Co.  
HALIFAX, N.S.**

SELLING AGENTS:  
J. A. TAYLOR MONTREAL R. S. McINDOE TORONTO J. B. HUXLEY WINNIPEG

## IN STOCK

**ROBERTSON'S  
SCOTCH  
MARMALADE**

1 lb. Stone Pots 7 lb. Tins

**RAW SUGAR**

Bright Barbadoes Grocery

**SALMON**

Red Feather Peacock  
Red Buoy Arbutus  
Red Shield Clover Leaf

## WARREN BROS. & CO.

Limited

35 and 37 Front St. E., Toronto

## BISCUIT

Glucose Manufac

The Corn Product the New York Journal sent out notices to hereafter bisulphite glucose. This act in deference to the food law. Heretofore been used to bleach it white.

Local manufacturers dealers in table sugar the belief that the product has been brought about by the addition of syrups by the Department of Health. A large number of the products have been placed under the law.

The glucose for purchased from the refining Co., Ontario Oil Co., and mixed with sugar. The results of chemical analysis, had been used, and declared unfit for consumption.

On the other hand the Corn Product is reported to be the same as the one declared to have sulphites.

The dealers are advised to purchase the syrup with a deliberate eye to their goods out of the Corn Products Company of the trade known that many use of the bleaching made to the company.

### AGAINST ST.

Carbstone candy by the new pure board of health says the Confectionery effort is to be made to cover their feet them thoroughly dirt. During last and the bacteriological chemical tests on vegetables and on the street vendors. an ordinance which is now considered.

"No person shall offer for sale or sell candy, confectionery, fresh fruit or vegetables in any building in doorways, or on a alley or thorough covered so as to throw from dust and months the Health Commission discussing ways a sale of candy and

## BISCUITS AND CONFECTIONERY

**Glucose Manufacturers Said to be Affected by New U. S. Pure Food Law—Movement Against Street Vendors of Candy and Fruit.**

The Corn Products Refining Co., says the New York Journal of Commerce, has sent out notices to all its customers that hereafter bisulphide will not be used in glucose. This action is announced to be in deference to the new national pure food law. Heretofore bisulphide has been used to bleach the glucose, making it white.

Local manufacturers of and wholesale dealers in table syrups are inclined to the belief that the company's action has been brought about through the publication of the results of some recent analyses of syrups by the Pennsylvania State Department of Health, which caused a large number of the brands examined to be placed under the ban of the State law.

The glucose for these syrups has been purchased from the Corn Products Refining Co., controlled by the Standard Oil Co., and mixed with pure sugar syrup. The resultant compound upon chemical analysis, showed that sulphites had been used, and consequently it was declared unfit for consumption.

On the other hand, the syrup made by the Corn Products Co. itself, and supposed to be the same as the product sold by it to the compounders of syrups, is declared to have shown not a trace of sulphites.

The dealers are wondering if the corn syrup purchased by them was adulterated with a deliberate intention to drive their goods out of the market and give the Corn Products Refining Co. a monopoly of the trade. At any rate, it is known that many protests against the use of the bleaching sulphites have been made to the company recently.

### AGAINST STREET VENDORS.

Curbside candymakers are affected by the new pure food crusade of the board of health of Los Angeles, Cal., says the Confectioners' Journal. An effort is to be made to compel these vendors to cover their wares so as to protect them thoroughly from dust and dirt. During last month the chemist and the bacteriologist have been making chemical tests on samples of fruit, vegetables and confectionery taken from the street vendors. Here is a section of an ordinance which the health department is now considering:

"No person shall expose, sell or offer for sale breadstuffs, cake, pastry, candy, confectionery, dried fruits, fresh fruit or vegetables outside any building in any open windows or doorways, or on any sidewalk, street, or alley or thoroughfare, except they be covered so as to thoroughly protect them from dust and dirt." For several months the Health Department has been discussing ways and means to stop the sale of candy and confectionery from

open stands. The proposed new ordinance is similar to one now in effect in Cleveland, Ohio; New Orleans, La., and in a number of other eastern and southern cities.

### ARTIFICIAL ICE CREAM.

"When Prof. Stillman, of Stevens Institute, gave a dinner to two friends, at which most of the viands were made artificially by chemical means," writes Lawrence Perry in Technical World Magazine, "he had small idea of the furor his efforts would produce. But he has received hundreds of letters asking how different dishes were produced—so many that he has not had time to answer many of them.

"The chemical processes which he employed were some of them simple and some quite complicated. To make vanilla ice cream by artificial means, for instance, the alchemist took some triple refined cotton seed oil, placed it in a centrifugal machine which revolved at a velocity of 3,000 revolutions a minute, which was then frozen, chemically of course. The flavor was obtained by the addition of vanilline, glucin, and nitrobenzol. They say that ice cream composed as above is sold in many Southern States where cotton seed oil is more plentiful and consequently cheaper than milk or cream. It is far from harmful, tastes good and does not melt as quickly as the genuine ice."

### WHO WOULDN'T ADVERTISE.

Breathes there a man with soul so dead that to himself has never said, "My trade of late is getting bad, I'll try another ten inch ad." If such there be, go mark him well. For him no bank account shall swell, no angels watch the golden stair to welcome home a millionaire. To such a man the noisy din of traffic may not enter in, for bargain seekers by the score shall pass, nor heed, his dingy door. Tread lightly, friends, let no rude sound disturb his solitude profound. So let him live in calm repose, unsought except by men he owes. And when he dies, go plant him deep, that naught may break his dreamless sleep: where no rude clamor may dispel the quiet that he loves so well, and that the world may know its loss, place on his grave a wreath of moss and on the stone above: "Here lies a chump who would not advertise."

J. J. Manship, manufacturer of chocolates, Amherst, N.S., says a Moncton, N. B., despatch, was in the latter city recently looking for a site to locate there, but could not find a building large enough.

Satisfy **Mooney's**

Satisfaction is behind our sign.

It's  
Contagious  
Wherever



Go

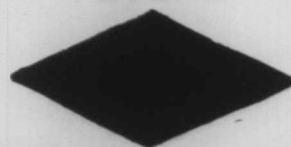
Now you are not one of the grocers who wants to follow the "contrary" course.

It's  
Not  
Strewn  
With  
Profits

ORDER "PERFECTIONS"

THE **Mooney**  
**Biscuit & Candy**  
**Company,**  
LIMITED.  
Stratford, - Canada.

**DIAMOND**  
Brand



**MAPLE SYRUP**

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

**Sugars Limited, Montreal**

# W. & R. JACOB & CO.

LIMITED

DUBLIN, IRELAND

HIGH CLASS **BISCUIT MAKERS**

*For Over Fifty Years.*

OUR PRODUCTS rank high among the

**BEST BISCUITS IN THE WORLD**

and are distinguished for their good keeping qualities. We have such variety that no taste is left uncatered for—no biscuit need forgotten.

**BISCUITS IN HALF-POUND PACKETS.** (Packed in large tins). We wish to draw your special attention to these packets. By this method of packing, the biscuits are preserved in much better condition than if loose in the tin, and any handling of them is avoided. You can serve out at once a correctly weighed packet without loss from breakage, and your customer benefits by obtaining fresher and crisper biscuits.

OUR AGENTS will be happy to send you samples with full particulars regarding prices, etc.

AGENTS:

**WILSON BROS.,**

Wharf Street,

VICTORIA, B.C.

**C. & J. JONES,**

424-5 Union Bank Buildings,

WINNIPEG.

**KENNETH H. MUNRO,**

324 Coristine Buildings,

MONTREAL.



"EAGLE" CONDENSED MILK

## BORDEN'S BRANDS

on your shelves indicates to your customers that you can sell them the **most perfect.**

Condensed Milk and Evaporated Cream made

In offering these you are working for good trade for yourself.

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.  
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.



(UNSWEETENED) EVAPORATED CREAM

A LINE THAT WILL PLEASE YOUR CUSTOMERS



**LAMONT, CORLISS & CO.,** Sole Importers  
27 COMMON ST., MONTREAL



## PUT DOWN Shirriff's Extracts

on your order sheet and your clerks will be kept busy.

MANUFACTURED BY

**IMPERIAL EXTRACT CO.**  
TORONTO

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CANNING  
CHICAGO



WHEN



so pure, strong and  
sure to give satisfac  
the table. Over 60 y  
market. Been the s

Canadian Agent

C. E. Colson & Son, M  
D. Masson & Co.,  
A. P. Tippet & Co.,

Cult

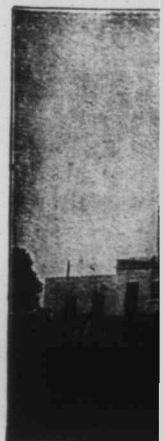
Cree

McLAUGHLAN &

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Spe  
In Nova Scotia, I

THE  
NUTRI





**SPRAGUE  
CANNING MACHINERY CO.  
CHICAGO, ILL., U.S.A.**



**Money Getters**

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

**KINGERY MFG. CO.**  
106 E. Pearl St., Cincinnati

**WHEN ASKED FOR**



"some gelatine," your safest course is to supply

**COX'S**

It is so uniform in quality, so clear,

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

Canadian Agents:

C. E. Colson & Son, Montreal  
D. Maason & Co., "  
A. P. Tippet & Co., "

**J. & G. COX,  
Ltd.**  
Gorgie Mills,  
EDINBURGH

**FRESH.**

The woman who was doing her Christmas marketing was difficult to please. She had overhauled every comestible in the shop and insisted on getting the best in stock at a penny a pound cheaper than the marked price, and now it was a question of eggs.

"Are you quite sure these eggs are fresh?" she asked.

"They are, madam."

"You will guarantee them?"

"I will, madam."

"But how am I to know that you know they are fresh?"

"My dear lady," said the exhausted shopman, with incisive emphasis, "if you will kindly step to the telephone and ring up our farm you will hear the hens that laid them still cackling! I'm afraid I can't say any more than that."

A board of trade has been organized at Kamsack, Sask., with the following officers: President, W. H. Bigham; vice-president, Theo. Miles; secretary-treasurer, Wm. Carment.



**UPTON'S**

**Jams, Jellies**

and

**Orange**

**Marmalade**

are easy to sell.

Cultivate your Biscuit trade by ordering

**McLAUCHLAN'S**

**Cream Soda Biscuits**

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

**EPPS'S**

**GRATEFUL  
COMFORTING**

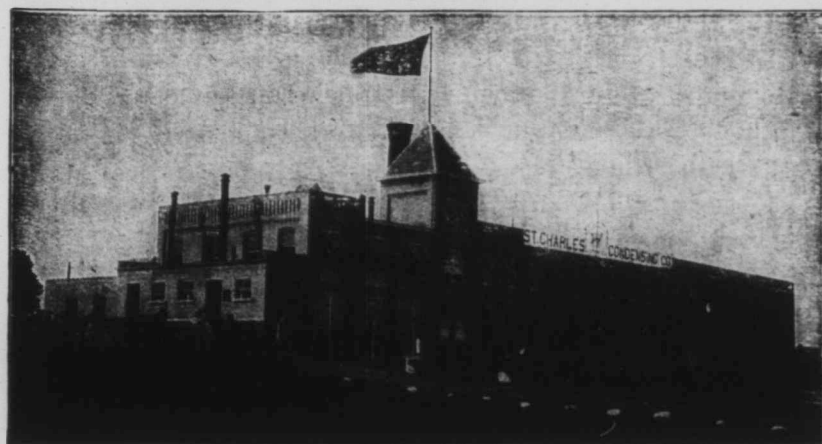
IN 1/4-LB. LABELLED TINS.

14-LB. BOXES.

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

**THE MOST  
NUTRITIOUS**

**COCOA**



INGERSOLL, CANADA—FACTORY

**AN EASY ONE.**

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

**ST. CHARLES  
EVAPORATED CREAM**

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

**St. Charles Condensing Co.**

# 3 YEARS AGO

Sugar cane gave big returns to the Cuban farmers. Tobacco was neglected, crop short, prices advanced slightly. Two years ago only  $\frac{2}{3}$  crop tobacco harvested, prices advanced so that tobacco was the more profitable crop.

One year ago everybody planted tobacco, manufacturers jubilant; during December, 1905, the rain was continuous, drowning out the plants, freshets prevailed, washing away acres and acres of tobacco, result a little over a half crop to fill empty warehouses. This tobacco is now going through the curing process, farmers have already sold at fancy prices, some manufacturers will have to buy in December; I won't. Everybody should advance prices; I may.

No old tobacco in the market, plenty in my warehouses for Pharaoh at old prices, plus carrying charges.

The run on Pebble upset my calculations; now using 1904 crop. Quality superfine, cost to manufacture over \$3.50 per thousand more, worth about \$7.00 per thousand more at to-day's prices.

After September 1st can allow only 3% cash discount, instead of 5% on Pebble; all jobbers' discounts will have to be suspended.

My 500 assorted guarantee offer still holds good. With Pharaoh 10c. and Pebble 5c. in stock you can bet you have the best trade winners manufactured.

## J. Bruce Payne, Limited, Granby, Que.



### "He was a Natty Chap, But That Didn't Prevent Him From Buying at My Store"

"It was just at 11 a.m., last Tuesday.

"I had got through serving Mrs. Humphry.

"I saw him step into the store and go towards the tobacco case.

"When I went to serve him he said (I remember it well) '3 packages of **T. & B.** please.'

"I asked him if I would wrap them up and he said. 'Oh no! never mind, I am used to carrying them.'"

Order T. & B. From  
**THE GEO. E. TUCKETT & SON CO.,**  
 LIMITED  
 HAMILTON, CANADA.

Germany Mal

Carl Bailey reports that German cigars in comparison with other countries, there has been agitation as to smoking and of lar. He says:

Although the nowise diminishes are now produced "free of nicotine," which are not mentioned. It has been advertised, but contain in per cent. of cigarette tobacco 0.4 per cent. The difference between which the nicotine has been extracted and been treated. made in Saxony that a cigar contain in order the tobacco "free" must in a chemical analysis reveal the presence.

Some American though acquainted "nicotine-free" cigars, as they now find it difficult to follow along this cent increase in varieties in a country. It is a brand of cigars the original with a part of public. That to lessen the demand strength is the output of the German factories, whether classed as pure question of a elimination with the product. treated tobacco more beneficial must remain unsent, but as the new cigar able chance, for and seems like

FLAVO

Some Popular C

A tobacco manufacturer interview about said:

"It is remarkable that the ingredients which are used to sweeten the manufacturer's scrap tobaccos

"You often find people accepting absurd stories flavored. They

## TOBACCO AND CIGARS

Germany Making Cigars Out of Tobacco from Which Nicotine has Been Wholly or in Part Eliminated—Flavoring of Tobacco.

Carl Bailey Hurst, consul at Plauen, reports that in suite of the fact that German cigars as a whole are light in comparison with those of other countries, there has been considerable local agitation as to the harmful effects of smoking and of over-smoking in particular. He says:

Although the use of the weed has in nowise diminished thereby, some factories are now producing cigars known as "free of nicotine" and "poor in nicotine," which are gaining in popular estimation. It has come to notice, however, that certain makes of these cigars are advertised as free from this poison, but contain in reality from 0.38 to 0.9 per cent. of nicotine, while ordinary cigarette tobacco varies between 0.3 and 0.4 per cent. Thus there is little difference between some of the tobacco from which the nicotine is supposed to have been extracted and that which has not been treated. An effort is now being made in Saxony to fix the maximum that a cigar "poor in nicotine" may contain in order to be sold as such and the tobacco of the cigar claimed as "free" must in reality be so cured that a chemical analysis will be unable to reveal the presence of nicotine.

Some American manufacturers, although acquainted with the German "nicotine-free" and "nicotine-poor" cigars, as the labels literally run, may now find it of advantage to experiment fully along this line, in view of the recent increase in the production of these varieties in a great tobacco-consuming country. It is not impossible that a brand of cigars deprived of a portion of the original nicotine might find favor with a part of the American smoking public. That the innovation does not lessen the demand for tobaccos of usual strength is evidenced by the growing output of the old-fashioned sorts in the German factories. It is held as immaterial whether the new product can be classed as pure tobacco. There is no question of adulteration or deceptive elimination with a view to cheapening the product. Whether the specially treated tobacco will have a markedly more beneficial effect on the system must remain undetermined for the present, but as a commercial proposition the new cigar appears to have a favorable chance, for it is well on the market and seems likely to remain there.

### FLAVORING TOBACCO.

Some Popular Delusions—Licorice is Chiefly Used.

A tobacco manufacturer in a recent interview about the flavoring of tobacco said:

"It is remarkable what absurd delusions prevail quite generally as to the ingredients which are supposed to be used to sweeten and flavor tobacco by the manufacturers of plug, smoking and scrap tobaccos.

"You often find ordinarily intelligent people accepting and repeating the most absurd stories as to how tobacco is flavored. They speak of molasses, cay-

enne pepper, copperas, opium, strychnine, Indian hemp, and a multitude of other things, as being part of the stock in trade of every factory, and part of the flavoring of all plug and smoking tobacco.

"The molasses delusion is the commonest of all. I don't believe that a drop of molasses is used by the entire trade. The reason is simple. Molasses ferments quickly, and if mixed with tobacco would cause it to swell and ferment in turn. To sweeten tobacco we use Demerara sugar or maple sugar, which are the best for the purpose, especially maple. Many manufacturers have experimented with glucose, grape sugar and dextrine, and in some cases obtained good results. But as yet they have not displaced Demerara and maple sugar.

"Another quite common but most absurd story is that many brands of tobacco and cigarettes contain large quantities of opium. Now, as a matter of fact, opium is never used in the manufacture of tobacco. Even were it wanted—which it is not—its cost, \$15 per pound for the poorest grade, prevents its being employed at a profit, and manufacturers would certainly not use it to their financial loss.

"A great and practically universal ingredient is licorice. Besides being sweet and pleasant flavored, it has an adhesive quality which increases the stability and durability of the plug.

"The oil or extract of bitter willow, which was called killickinick by the Indians, was extremely popular in the middle of the last century, but is now out of vogue. It may be used by a few manufacturers of plug and chewing tobacco, and is used in one or two brands of smoking tobacco.

"Rum, brandy and port wine have been

used in special brands, but not in popular goods. This is the basis of the story that fine wines and even champagne are employed in producing flavors. Some manufacturers use cider for casing tobacco, but the practice is not at all common.

"Tonka and myrbane are used to scent smoking tobacco, but not in plug or chewing. The best flavoring comes from blending well seasoned tobacco. These, and these alone, give the real value to the weed."

Prof. Reynolds, of the Ontario Agricultural College, has been sent by the Government to Wisconsin to investigate there the growing of binder tobacco for cigars, with a view to seeing if it cannot be grown in Ontario.

# SWEET CAPORAL



# CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all leading Wholesale Houses.

## CLAY PIPES

A perfect article. Sell it.  
Insist upon having McDougall's.

D. McDUGALL & CO., Glasgow, Scot.

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

## ANCIENT COLONY NOTES

The weather for several weeks has been very warm, which is not good for the curing of fish. The prospects for a good average catch is good. The price has opened for new fish at \$4.50 per quintal, which if it keeps up, is a very good price.

Provisions—Pork is still very high. Beef is very reasonable. Flour on the decline. Molasses 30c. wholesale. The market is very bare of dried fruits, consequently prices are away up. Oranges very poor and high in price. Onions extra good and reasonable in price.

Jos. Sellars, the representative of Union Blend tea, has just returned from a very successful trip around Green Bay.

J. J. Lockerby, of Montreal, paid the Colony a visit and went away delighted with the country.

The Earl and Countess of Grey left in a special train to join the Government steamer Minto at Bay of Islands. They evidently had an enjoyable time as they extended their visit. We were glad to meet the Earl. He's a jolly, genial good fellow and no wonder he is popular with Canadians.

John S. Swift, National Drug Co., has been looking lots of orders.

Geo. Hall, of Seneca Falls, N.Y., representing Ramsey & Co., of this city, has been introducing his firm's goods here.

W. deG. Warren, of London, Eng., one of the oldest tea travelers, has been making his annual visit, and, as usual, went away in the Siberian with a goodly lot of orders. Mr. Warren is very popular with the trade. He has been visiting the Colony 30 years.

J. H. Roberts, the energetic representative of Vim tea, has, in company with Chestley Woods, been visiting the Northern Bays in the yacht Scallowag. During Mr. Roberts' absence from the city his numerous interests were looked after by Mr. Hussey. Both Mr. Roberts and Mr. Woods report business as extra good.

Fred J. Allen, of Milwaukee, Wis., was a visitor to the trade. He reports business goods.

Steer Bros. are changing the front of their building. When done they will have one of the best show windows in the city. We have no more enterprising firm than Steer Bros. in the whole colony.

T. & M. Winter are now the general agents for Five Roses flour, which is the largest seller in this market. This firm are special agents for some of the largest selling goods in the market. They represent E. W. Gillett & Co., Mont Royal Tobacco, Star Leather Co., Five Roses Flour, and several other large concerns, besides handling all kinds of groceries and provisions.

Col. H. Robinson, manager of the Robinson Export Co., Boston, leaves for home next week. The colonel feels well—his order book bulging out.

W. J. Murphy, manager for the Exploits Lumber & Pulp Co., has been in the city the past week. His many friends were glad to see him looking so well after his experience.

Lewis Gleason, representing the Galena Signal Oil Co., Franklin, Pa., left for home this week.

T. T. Cartwright, the Royal Yeast and Magic Baking Powder Ambassador, leaves for a months' cruise north in his yacht. Mr. Cartwright has only returned here a week but has put in some good work. The city is being well advertised with the Gillett's goods.

E. Button, New Melbourne, was a visitor to the city. Mr. Button is a member of the progressive firm of Button & Sons, who do a large business in the staples of the country.

W. Kennedy, of Harbor Grace, has joined the traveling force of the Thos. Smyth Co.

The Crosbie Hotel, notwithstanding they put on fifteen new rooms last Fall, is crowded to the roof.

## VALUE OF TEA AS FOOD.

The real value of tea as a food is just now attracting considerable attention. It is pointed out that though modern science has not laid bare all of nature's secrets, and cannot yet declare the causes of all the body's demands or cravings, it now knows that not all of the values of food are comprised in those ingredients that build or repair, heat or furnish power. For example, the so-called extractives do neither of these things, but simply act as stimulants and appetizers. Among other things, they contain nitrogen, deprived of which animal and plant life would cease to exist. Until recently this was not known to be among the components of the Asiatic leaf—all discussions of which have been confined to the values, theine and tannin—but the chemists say tea contains 3 per cent. But, passing over any further discussion as to the nutritive, fuel, or therapeutic value of tea, its greatest virtues yet remain; its use repairs the body's waste, and it is, unlike alcohol, a stimulant without reaction. Dr. John Coakley Lettsom, described by a recognized authority as "the first medical writer to give the public a reasonable and scientific account of the plant," particularly remarked these peculiar properties, and, in evidence, quotes the experience of various noted travelers—among others that of Brydone: "We have traveled all night on mules, and arrived here, about ten o'clock, overcome with sleep and fatigue. We have just had an excellent dish of tea, which never fails to cure me of both. I am as fresh as when we set out." It would be easy to multiply examples of tea's staying powers, as exhibited by its users—the little Japs on the march to Peking gave their western allies one object lesson in that direction, a lesson, however, that has been taught for centuries by coolie labor under burning suns, in dank, moist climates, such as would speedily kill off the users of alcoholic beverages.

The E. W. Gillett Co., Limited, installed a fine large new engine recently in their Toronto factory. The plant with the old engine was shut down Friday night and started with the new engine on the following Wednesday. The feat was made possible only through thorough organization.

EFL

## Hints on How to Adv

The ad of J. A. Ham, is reproduced a business-getting this page at other

You will notice to one class of people undertakes to change

A person reading usually think J. A. specially pleasing, the vein of thought this case desires to

William R. Cumbridge, Ottawa, for sale" circular for

The printing and ever sent into this a circular.

The lay-out of the title, the leading line played and enclosed space.

The descriptive part unfortunately, because of insufficient and commas do cannot usurp the stop without confusion

A writer should statements as clear they are to himself

## ADVERTISING

I will be progressive

I won't hesitate new schemes, the want each success than the preceding I will be honest.

I won't let leverage on me exaggerations and my ads.

I will be fair.

I won't let slight valuable suggest equals or superior. Also I will force.

I will be strong.

I won't be temperate weak, petty, ing.

I will be original. I won't copy though I will say "one better."

I will be studious.

Study is the key brings more money friends, fame, and will be energetic

I won't let my midnight oil get by ads.—Brains.

## GETTING

"Getting business consists of getting rather than occasions

this successfully along a certain line

gently at it. It is a mail circular letter thing in the world

mailing list. A business office in your vicinity

## WE HAVE BEEN JUDICIOUSLY ADVERTISING

**HOGEN-MOGEN** AND **ROYAL SPORT Cigars**

5c.

10c.

to the grocery trade, because we have implicit confidence in their value and in The Grocer as an advertising medium. Known goods are either quickly rejected or sales grow and quality is back of publicity.

A remarkable increase of sales attests the intrinsic merit of our cigars. We have room for you.

**The SHERBROOKE CIGAR CO.**  
SHERBROOKE, P.Q.

## EFFECTIVE ADVERTISING

Hints on How to Talk to the Public with Printers' Ink—An Illustration Advertisement—Desertation on Getting Business.

The ad of J. A. Charlton, Fort William, is reproduced because it exemplifies a business-getting style touched on in this page at other times.

You will notice Mr. Charlton appeals to one class of people, whose cause he undertakes to champion.

A person reading this ad would naturally think J. A. Charlton made a specialty of pleasing, and that is exactly the vein of thought the advertiser in this case desires the reader to have.

William R. Cummings, of Cummings' Bridge, Ottawa, forwards a "slaughter sale" circular for criticism.

The printing and the stock are the best ever sent into this office in the form of a circular.

The lay-out of the matter is attractive, the leading lines being well displayed and enclosed in sufficient white space.

The descriptive portions of the items, unfortunately, lean towards ambiguity because of insufficient sentences. Dashes and commas do certain work, but they cannot usurp the function of the full stop without confusion following.

A writer should aim to make his statements as clear to his readers as they are to himself.

### ADVERTISING RESOLUTIONS.

I will be progressive.

I won't hesitate to investigate any new schemes, theories, systems, etc. I want each succeeding year to be richer than the preceding.

I will be honest.

I won't let my competitor get a leverage on me by letting palpable exaggerations and deceptions creep into my ads.

I will be fair.

I won't let slip any chance to get valuable suggestions from inferiors, equals or superiors. I am out to succeed. Also I will persuade rather than force.

I will be strong.

I won't be tempted to evil. I won't be weak, petty, cavilling or despairing.

I will be original.

I won't copy my competitor, although I will study him and go him "one better."

I will be studious.

Study is the key to success. Study brings more money, promotion, honor, friends, fame, comfort, etc.

I will be energetic.

I won't let my competitor by burning midnight oil get ahead of me in timely ads.—Brains.

### GETTING BUSINESS.

"Getting business, as I understand it, consists of getting regular customers rather than occasional ones, and to do this successfully you must advertise along a certain line and keep everlastingly at it. It is easy enough to say 'mail circular letters,' but the hardest thing in the world is to get the proper mailing list. A box list from the post-office in your vicinity will not get sat-

isfactory results because nearly half of the people who get mail at every office get it through general delivery. The woman of the family is usually the shopper and the one to appeal to for trade. Letters mailed to the men of the family seldom find their way into the home, as they are opened, glanced at and thrown down in their office or place of business.

"I have a successful mailing list in operation which was made up as follows: I first took our county map and struck a 25-mile circle which was as far—I figured—as we could draw trade. I then made a miniature post office case from an old shoe case which contained forty 4x1 pigeon holes. On slips of paper pasted on these pigeon holes, I put the name of all the towns and rural routes within my circle. I went to the office of the store and got from the bookkeeper the letter file for two years back. This contained all the letters that had been written to the store on any subject whatever. I found these letters contained the names and addresses of

## J. A. CHARLTON

Groceries, etc.

If your grocer is not giving you satisfaction,

'Phone No. 3

and get what you want, and when you want it.

Best Butter and Eggs in Town.

SYNDICATE AVENUE

Phone 3

one or more customers from twenty-five of my thirty-six towns and routes. I selected one woman's name from each route and town and wrote her the following letter:

"Dear Madam:—I find your name on our mailing list, the only one from (town or route) and as we are anxious to reach the ladies of your town who might be interested in samples of free dress goods, notices of special sales, etc. if you will kindly make us a list of such ladies getting their mail at your post office or on your R. F. D. route, I will mail you a pair of fine kid gloves. Please state size and color preferred when you send your list. Thanking you in advance, I am, respectfully yours, etc., and signed the firm's name.

"I used a glove that cost sixty-three cents and the twenty-five letters brought in over 3,000 names. I now offered a monthly prize of \$1 with a pair of gloves as a second prize to the saleswoman in the store who would bring to my office for the current month the names of the greatest number of ladies not down on our mailing list.

"This brought over one hundred names a month for three months, which gave us a splendid mailing list from which we

are receiving good results, as every mail or sample goes direct to the one to whom it is addressed. A strong letter giving a long list of attractive prices was sent to each of the names on the list. Other letters and circulars were used to follow up the first one.

"A small store could commence with a mimeograph, but where you are mailing 500 or more copies it will pay to have them printed with imitation type-writer type. I indexed a petit ledger and arranged the names alphabetically, leaving a space for the addition of new names—filed the original manuscripts away and will return them to their original writers one year from now with a small present enclosed, say a handkerchief, also stamps for returning, and ask them to cross out the names of those dead or removed, and add new ones. This will keep the list alive and is the only way I know of to keep in touch with your trade and successfully cope with the mail order houses."—Selected.

### HEADINGS FOR SPECIAL SALE ADS.

Remember, opportunity never retraces her steps!

We are the people; you are the patrons.

There are some articles in our store which if bought at the counter lead on to happiness.

Suppose you miss these goods—what then?

Breathes there a man with soul so dead who hasn't about our store read?

If you can't come by way of the street come by way of the 'phone.

In your advertising statements

Be Honest

Accurate

Frank

Timely

Concise

Persuasive

Optimistic

Coherent

Informative

Enthusiastic.

A. A. B.

### OYSTERS WITH OR WITHOUT.

Particular Customer—I want an oyster stew, and I don't want the oysters and liquor and milk all mixed in a mess and merely heated. I want the milk carefully boiled first, then the oysters added, next the liquor, and finally, after it is taken off, the seasoning. Be particular about the milk. It must be sweet and rich, and above all things be careful to get good butter. Only the best and freshest gilt edged dairy butter should be used. As for the oysters, I want the finest to be obtained anywhere—no common mud oysters for me. Now, don't forget.

Waiter—Yes, sah; do you wish the oysters with or without, sah?

Customer—With or without what?

Waiter—Pearls, sah.

M. Krolik, who has been carrying on a banking and general store business in Grayson, Sask., has decided to devote himself exclusively to private banking, and with that end in view is offering his general store business for sale.



**TRADE INQUIRIES.**

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

930. Wines and liquors—Several important firms in Bordeaux ask representatives on the Canadian market to sell clarets, highwines and liquors.

931. Agent—A firm in Dijon (Burgundy) desires a good agent to introduce its wines in Canada.

932. Agent—A firm in Lons-le-Saulnier (France), wish an agent to sell in Canada, good sparkling wines.

933. Canadian representative — Two important firms in Cognac ask for representatives to sell brandies in Canada.

934. Olive oil—A French factory of olive oil in Aix-en-Provence desire to be put in touch with Canadian wholesale grocers.

935. Agent—An important manufacturer of canned goods in Lorient (France), wish an agent to introduce its products in Canada.

936. Agent—A manufacturer of first-class confectionery in Versoix (Switzerland), wishes a reliable agent in Canada.

941. Agents—Two manufacturers of pipes in St. Claude (France), desire to appoint agents in Canada.

946. Agent—A French manufacturer of cut glass desires a valuable agent in Montreal or Toronto.

948. Apples—A large north England produce firm would like to be put in touch with Canadian apple growers. This firm have an extensive trade in British and foreign fruits and would handle goods on commission,

952. Clover Seed—A German firm desirous of corresponding with Canadian seedsmen who are in a position to export clover seed (red clover, alsyke, etc.) in large quantities.

953. Dried fish—A firm in Bari, Italy, reports a good opening for Canadian dried fish in neighboring markets, and would be pleased to hear from Canadian shippers wishing to develop this trade.

957. Butter—Leeds butter importer desires to get into touch direct with Canadian dairies for regular shipments of first and second quality butter.

959. Cheese, butter and eggs—A Yorkshire produce importing firm ask for Canadian exporters of cheese, butter and eggs, to be shipped on consignment drawing 80 per cent. against bill of lading.

971. Clothes pegs, etc.—A Birmingham firm wish to purchase wood clothes pegs, washing boards and broom handles.

973. Casein—A Birmingham firm are open to purchase large quantities of casein.

976. Lard tins, etc.—A Birmingham firm wish to find a market in Canada for lard tins, pressed meat tins and brawn tins.

985. Apples, produce, etc.—A Belfast firm would like to get into touch with Canadian apple shippers; they also ask for the names of exporters of produce from Canada.

# IN THE JOY OF LIVING



It is a long day for the Accountant who uses the ancient system of bookkeeping by bound books.

The introduction of labor-saving machinery has done a heap towards increasing the possibilities in the joy of living.

The eight-hour work day is the result of these modern methods, and it hasn't decreased the earning power of any man or body of men, nor has it increased the price of the goods which they assist in manufacturing.

The introduction of modern methods of accountancy reduces the working hours of the accountant, and saves the merchant at least fifty per cent. in clerical service value. Also it facilitates business, avoids chance of error, and makes it easy for the merchant to know at any time just how his outstanding accounts are, and what business he has done within a certain time.

Using bound books to record daily, weekly, monthly or yearly transactions in business, is using obsolete machinery; in a day, too, when competition can only be met with up-to-date labor-saving methods.

In accountancy this all means that the Copeland-Chatterson Systems must be employed if you wish to assure success in the handling of your business.

The Copeland-Chatterson Monthly-Account System is a condensed and distilled method of handling bookkeeping in retail business—one book does the work of three, and without extra effort on the part of the accountant.

## The Copeland-Chatterson Co.

Devisers and Manufacturers of Systems for Business Limited

Works  
Brampton, Ont.

Liverpool, London and Globe Building  
141 Bannatyne Avenue, East  
14 Citizen Building

Montreal  
Winnipeg  
Ottawa

General Offices  
Toronto

# IMPORTANT NOTICE

We made and sold more Quaker Oats during the six months ending June 30th than ever before in the history of our business.

July sales indicate that our business for the next six months will show a still larger gain. Even with our increased capacity we anticipate some difficulty in supplying the demand. It may be necessary in the near future to fill orders in rotation. Then it will be a case of first come, first served.

To be on the safe side every grocer should place an order for

## Quaker Oats

**RIGHT NOW.** Order from your jobber

It is the fastest selling cereal food in the world.

The quality, purity and flavor of Quaker Oats is sure to satisfy your customers and bring them back for more.

Now is the time to replenish your stocks.

**The American Cereal Company**

**PETERBOROUGH, ONT.**

**QUAKER**

Quotations of  
The following  
responsible for the  
Grocer, at our nea

**Baking Po**

**Cook's Friend—**  
 Size 1, in 2 and 4 doz. box  
 " 10, in 4 doz. boxes...  
 " 2, in 6 "  
 " 12, in 6 "  
 " 3, in 4 "  
 Pound tins, 2 doz. in case  
 12-oz. tins, "  
 5-lb. " 1 "

**W. H. GILLAR**

**Diamond—**  
 1-lb. tins, 2 doz. in case ..  
 1-lb. tins, 3 "  
 1-lb. tins 4 " "

**IMPERIAL BAKING**

Cases.	Sizes.
4 doz. ....	100.
3 doz. ....	6-oz.
1 doz. ....	12-oz.
3 doz. ....	12-oz.
1 doz. ....	2 1/2 lb.
1 doz. ....	5 lb.

**OCEAN M**

Ocean Baking Powder, 1/2  
 " " " "  
 Borax, 1/2 lb. packs  
 Cornstarch, 40 pkgs  
 Freicht paid 5 p.c.

**MAGIC B**



Cases.
6 doz. ...
4 " " " "
4 " " " "
4 " " " "
4 " " " "
4 " " " "
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**ROYAL BAKING**

**Sizes.**

Royal—Dime .....  
 " 1 lb. ....  
 " 8 oz. ....  
 " 1 lb. ....  
 " 1 lb. ....  
 " 3 lb. ....  
 " 5 lb. ....

Barrels—When packed  
cent. discount will b

**CLEVELAND'S BAK**

**Sizes.**

Cleveland's—Dime.....  
 " 1 lb. ....  
 " 8 oz. ....  
 " 1 lb. ....  
 " 12 oz. ....  
 " 1 lb. ....  
 " 3 lb. ....  
 " 5 lb. ....

Barrels—When packed  
cent. discount will b

**T. KINNEAR**

**Crown Brand—**

1 lb tins, 2 doz. in case ..  
 1/2 lb. " 2 " " "  
 1 lb. " 4 " " "

**Blu**

Keen's Oxford, per lb...  
 In 10-box lots or case  
 Reckitt's Square Blue,  
 Reckitt's Square Blue,  
 Gillett's Mammoth, 1/2 gr  
 Nixey's "Cervus," in b  
 " " in b  
 "a-wording to size"





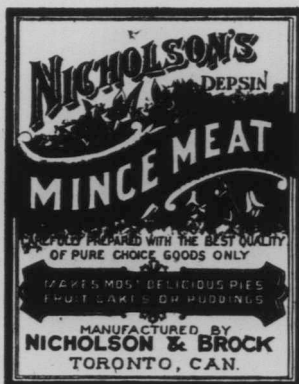


## FALL TRADE

This is the season for laying in a stock of RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins for Fall Trade, which will begin in a few days. These goods afford you a good margin of profit. When you push them, you make friends for yourself as well as for us. You can't

afford to displease a good customer by selling an inferior Stove Polish. Begin the season right and sell the best. Both RISING SUN in cakes and SUN PASTE in tins bring the customer back to you for more.

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



### STRANGE

is it not that a grocer should expect to get sure business without the assistance of

## NICHOLSON'S MINCE MEAT

Do you know any Grocers who are working in this "up-hill" way?

Just repeat your last instructions concerning.

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

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



### CAPSTAN BRAND

## High-Grade Tomato Catsup

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

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

We guarantee this Catsup to give perfect satisfaction.

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

**The CAPSTAN MFG. CO., Toronto, Ont., Can.**

## EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

This space \$15.00 per year.

**HENRY COLBECK**  
NEWCASTLE-UPON-TYNE.  
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

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

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

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

**J. H. GAITSKELL & CO.**  
PROVISION MERCHANTS, LIVERPOOL,  
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1853.

This space \$15.00 per year.

**W. C. GREGSON & CO.,**  
PROVISIONS POULTRY  
CEREALS  
LIVERPOOL, Produce Exchange Bldg

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

**JAMES MARSHALL**  
ABERDEEN, SCOTLAND,  
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A. B. C. 4th and 5th Eds.

**OSWALD MURRAY & CO.**  
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England  
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

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

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

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

This space \$15.00 per year.

**GEO. RAMSAY WARD,**  
58 Limes Grove, Lewisham, England,  
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

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



**Coupon Books—**  
For sale in Canada by The Limited, Toronto, O.  
File, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$25

In lots of less than 100 books, 1 kind assorted.  
100 to 500 books .....  
100 to 1,000 books .....

Allison's Coupon Book  
\$1.00 to \$3.00 books .....  
5.00 books .....  
10.00 " .....  
15.00 " .....  
20.00 " .....  
25.00 " .....  
30.00 " .....



The Davidson & Hay

Fly  
Wilson's Fly  
50 10c. packets  
three boxes for

**Bode's Brands of Gum**  
RETAIL PRICE

Bode's Menthol "Pepsin" cent pkgs. to the box...  
Bode's Crushed Fruit Gum pkgs. to the box...  
Bode's Pepsin Gum, 25 5-cent the box...  
Bode's Chulets in 3-lb. box 200 to the pound...  
Bode's Chulets, 60 5-cent. packets on .....

**RECKITT'S BLUE and ZEBRA PASTE** } Always give your Customers Satisfaction.

DE

ck of RISING  
SUN PASTE  
which will be  
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Both RISING

S.A.

Catsup

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# WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



## BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

**ONCE USED ALWAYS USED**

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

**WM. BRAID & CO., Vancouver, B.C.** BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co., Limited, Toronto. O. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.  

In lots of less than 100 books, 1 kind assorted.	Un-bered.	Covers num-bered.
4c.	4c.	4c.
100 to 500 books .....	3c.	4c.
100 to 1,000 books .....	3c.	3c.

**Allison's Coupon Pass Book.**  

\$1.00 to \$3.00 books .....	3 cents each
5.00 books .....	4 "
10.00 " .....	5 "
15.00 " .....	6 "
20.00 " .....	7 "
25.00 " .....	8 "
50.00 " .....	12 "

**Cleaner.**  
BRUNSWICK'S EASYBRIGHT  
CLEANS EVERYTHING.  

Per doz.
4-oz. cans \$ 0 90
6-oz. " 1 35
10-oz. " 1 85
Quart " 3 75
Gallon " 10 00

  
Wholesale Agents  
The Davidson & Hay, Limited, Toronto

**Fly Pads.**  
Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

**Bode's Brands of Chewing Gum.**  
RETAIL PRICE LIST.  

Per Box.
Bode's Mental "Pepsin" Gum, 40 5-cent pkgs. to the box..... \$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box..... 1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box..... 0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound..... 1 4
Bode's Chulets, 60 5-cent. pkgs. to the carton..... per carton 1 1

**Infants' Food.**  
Robinson's patent barley 1/2-lb. tins .... \$1 25  
" " 1-lb. tins. .... 2 25  
" " groats 1-lb. tins. .... 1 25  
" " " 1-lb. tins. .. 2 25

**Jams and Jellies.**  
**SOUTHWELL'S GOODS.** Per doz

**Frank Magor & Co., Agents.**  
Orange marmalade..... \$1 50  
Clear jelly marmalade ..... 1 80  
Strawberry W. F. Jam ..... 2 00  
Raspberry " " ..... 2 00  
Apricot " " ..... 1 75  
Black currant " ..... 1 75  
Other jams.....\$1 55 1 90  
Red currant jelly ..... 2 75

**T. UPTON & CO.**  
**Compound Fruit Jams—**  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case..... per lb. 0 07 1/2  
5 and 7-lb. tin pails, 8 and 9 pails in crate..... per lb. 0 07  
7 and 14-lb. wood pails..... per lb. 0 07  
30-lb. wood pails ..... 0 06 1/2  
**Compound Fruit Jellies—**  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case per lb..... 0 07 1/2  
7 and 14-lb. wood pails, 5 pails in crate per lb. 0 07  
30-lb. wood pails..... per lb. 0 06 1/2  
Home Made Jams—absolutely pure—  
1-lb. glass jars (16-oz. gem) 2 doz. in case..... per doz. \$1 60 1 90  
5, 7, 14 and 30-lb. pails, per lb.... 0 09 0 12

**Lard.**  
**THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.**  
Tierces ..... \$0 08 1/2  
1-bbls..... 0 29 1/2  
Tubs..... 0 09  
Cases, 3-lb. tins..... 0 09 1/2  
" 5-lb. " ..... 0 09 1/2  
" 10-lb. " ..... 0 09  
20-lb. wooden pails..... 1 83  
20-lb. tin pails..... 1 73  
Wood net, tin gross weight.

**Licorice.**  
**NATIONAL LICORICE CO.**  
5-lb. boxes, wood or paper.... per lb. \$0 40  
Fancy boxes (36 or 50 sticks)... per box 1 25  
" Ringed " 5-lb. boxes..... per lb. 0 40  
" Acme " pellets, 5-lb. cans.... per can 2 00  
" " (fancy boxes 40) per box 1 50  
Tar Licorice and Tolu wafers, 5-lb. cans ..... per can 2 00  
Licorice lozenges, 5-lb. glass jars.... 1 75  
3 cases of 4 doz..... 1 50  
" Purity " licorice 10 sticks..... 1 45  
" " " 100 sticks..... 0 75  
Dulce large cent sticks, 100 in box..... "

**Lye (Concentrated).**  
**GILLET'S PERFUMED.** Per case.  
1 case of 4 doz..... \$3 50  
3 cases of 4 doz..... \$3 50  
5 cases or more ..... 3 40

**Mince Meat.**  
Wetley's condensed, per gross net ..\$12 00  
per case of doz. net ..... 3 00

**Mustard.**  
**COOLMAN'S OR KEEN'S.**  
D.H.F., 1-lb. tins..... per doz. \$1 40  
" " 1-lb. tins..... 2 50  
" " 1-lb. tins..... 5 00  
Durham 4-lb. jar..... per jar. 0 75  
" " 1-lb. jar..... 0 25  
F. D., 1-lb. tins..... per doz. 0 85  
" " 1-lb. tins..... 1 45

**E. D. MARCEAU, Montreal.**  
"Condor," 12-lb. boxes—  
1-lb. tins..... per lb. \$0 35  
" " 1-lb. tins..... 0 35  
" " 1-lb. tins..... 0 32 1/2  
4-lb. jars..... per jar 1 20  
1-lb. jars..... 0 35  
Old Crow," 12-lb. boxes—  
1-lb. tins..... per lb. 25  
" " 1-lb. tins..... 0 25  
" " 1-lb. tins..... 0 22 1/2  
4-lb. jars..... per jar 0 70  
1-lb. jars..... 0 25

**Orange Marmalade.**  
**T. UPTON & CO.**  
12-oz. glass jars, 2 doz. case.... per doz. \$1 00  
Home-made, in 1-lb. glass jars " 1 40

In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case, per doz..... 1 75

**Saratoga Chips.**  
**MRS. ROBER'S SARATOGA CHIPS.**  
36 large size pkgs., per case..... \$5 40  
72 small " " " .. 5 40  
Assorted 18's and 36's..... 5 40  
In bulk—Bbls., 50-lb., per lb..... 0 25  
" " 1/2 bbls., 25-lb. " ..... 0 25  
Terms 30 days net, or 1 per cent. 10 days.

**Sauces.**  
Worcestershire, Holbrook's, small, per doz..... \$2 15  
Worcestershire, Holbrook's, large, per doz..... 3 00  
Less than case lots, 10c. and 15c. doz. extra

**Soda.**  
**COW BRAND.**  
**DWIGHT'S BAKING SODA**  
Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.  
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.  
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

**MAGIC BRAND.**  
**Per**  
No. 1, cases, 60 1-lb. packages..... \$ 2 7  
No. 2, " 120 1-lb. " ..... 2 75  
No. 3, " 30 1-lb. " ..... 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case..... 2 85  
5 cases..... 2 75

**Soap and Washing Powders.**  
**A. P. TIPPET & CO., Agents.**  
Mayspole soap, colors..... per gross \$10 30  
" " black..... 15 30  
Oriole soap..... " 10 30  
Gloriola soap..... " 10 30  
Straw hat polish..... " 10 30



# WARNING!



## SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

**BRUNNER, MOND & CO., LIMITED**  
**WINN & HOLLAND, Agents**  
**MONTREAL**



"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

## R. CAMPBELL'S SONS

HAMILTON POTTERY  
 HAMILTON, ONTARIO

## TEA HINTS FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

HOW TO TEST TEAS.  
 WHERE TO BUY TEAS.  
 BULK V. PACKAGE TEAS.  
 HOW TO ESTABLISH A TEA TRADE.  
 TEA BLENDING, ETC., ETC.

275 pages, Cloth.

Price, postpaid, \$3.00

BOOK DEPT.  
**THE CANADIAN GROCER**  
 10 Front Street East, - - Toronto

## THE PEOPLE OF JAMAICA

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

## KINGSTON "GLENER"

might bring inquiries. Better write for rates to

J. O. STEWART, Halifax.

## You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, \$ 5.00  
 250 " 12.00  
 500 " 22.00  
 1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

**CANADIAN PRESS CLIPPING BUREAU**  
 232 McMill Street, MONTREAL, QUE.  
 Telephone Main 1255.  
 19 Front St. E., Toronto, Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of keeping it always in Stock.

OP

the ideal cup is

TEA

MONTREAL.



..... \$0 35  
 ..... 0 35  
 ..... 0 35

.....  
 Wholesale Retail  
 ..... \$0 35 \$0 50  
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 ..... 0 19 0 25  
 ..... 0 20 0 25  
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**THIS** is what you've been looking for:



8858 G FANCY PLATE

A brightly decorated hand painted opal plate, 9-in. diameter with any photographic view you wish and gold lettered any way ordered. Retails 25c. to 35c. each. Just the thing for Souvenir Trade, Old Boys Reunions, Fall Fairs, Christmas Gifts, etc. Write for particulars now.

**GOWANS, KENT & CO.**  
TORONTO LIMITED

We want you to sell

**WETHEY'S  
Condensed Mince Meat**

It has been tried in every particular for twenty years and NEVER FOUND WANTING

3 doz. in a case. Sold by Every Jobber

**J. H. WETHEY,**  
LIMITED  
ST. CATHARINES, - - CANADA

**C. & B.**

**Crosse & Blackwell's Marmalade**

*1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.*

**Crosse & Blackwell's Fresh Fruit Jams**

*1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.*

Agents:

**C. E. COLSON & SON**  
10 St. John St., MONTREAL

## From An Ontario Traveller

“—————are about dissolving partnership and are not buying any goods until the old business is settled up, and they said: ‘You can book us an order for **Red Rose** all right for we use that ourselves and can’t afford to be without it.’ Even where several other brands are kept I find very many merchants prefer Red Rose for their own use.”

One of the very best proofs of the superior quality of Red Rose Tea is the fact that most merchants who sell it use it in their own homes.

If you are not doing so will you try it?

**T. H. Estabrooks,**  
**ST. JOHN, N.B.**

Branches : Toronto, Winnipeg.

# MOLASSES!

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We are headquarters in **Canada** for all grades of Foreign and British Island Molasses.

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Our stock is now complete with the following assortment:

*Extra Choice, and Fancy Porto Rico,  
Choice No. 1, and Fancy Barbados,  
Specially Selected British Island,  
Antigua, St. Kitts,  
Cuba, New Orleans,  
and  
Extra Fancy Trinidad for  
High-Class Grocery Trade.*

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For samples and lowest market prices apply direct to the Head Office, or to the following Agents:

**J. W. BICKLE & GREENING**, Hamilton, Ont.

**C. E. PARADIS**, 60 Cote Lamontagne, Quebec, P.Q.

**GEO. MUSSON & CO.**, Toronto, Ont.

**GEO. H. GILLESPIE**, London, Ont.

**JOS. CARMAN**, Winnipeg, Man.

**GALLOWAY & PARNELL**, Vancouver, B. C.

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**The Dominion Molasses Company,**  
HALIFAX, NOVA SCOTIA LIMITED

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55 Front St. E.  
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