

**PAGES  
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, JUNE 29, 1906.

NO. 25.



Raised On It.

There is no better time than during the hot weather  
to interest your customers in the use of

## Robinson's Patent Barley

Let us help you in this work.

Send us a list of your family customers  
and we will send them samples of  
Robinson's Patent Barley. We will tell  
them all about its uses and value—  
That means money for you.

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

INDISPENSABLE

TO EVERY HOUSEKEEPER IS

# STARCH

Consequently every grocer should sell such lines as are bound to satisfy  
the users—The 2 lines that do this are

**Benson's "Prepared" Corn for Cooking Purposes**

**Edwardsburg "Silver Gloss" Starch for the Laundry.**

EVERY JOBBER STOCKS THEM

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1856

55 Front St. East,  
TORONTO Ont.

Works,  
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

**Profitable Soap Lines  
Easy to Sell**

Have you ever thought of the money to be made in handling soaps manufactured to meet a specific demand?

Naturally on such soaps there is a larger profit than on the ordinary toilet soaps, and they are easier to sell.

**The Master Mechanic's  
Extraordinary Tar Soap**

is specially made for Mechanics, Engineers, Farmers, Sportsmen, and all those whose work or play soils the hands with grease or other stains.

It is a good antiseptic soap.

It is well advertised throughout Canada.

It is a profitable line to handle.

It is one of the excellent soaps 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.

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

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

**Molasses**

We are prepared for

**SPRING TRADE**

with a splendid assortment of the Standard  
Grades:

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

Fancy Barbados Syrup, Choice Barbados  
Grocery.

SEND FOR SAMPLES AND PRICES

**Dominion Molasses Co.,**

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.,	-	-	-	TORONTO
JOHN W. BICKLE & GREENING,	-	-	-	HAMILTON
GEO. H. GILLESPIE,	-	-	-	LONDON
JOSEPH CARMAN,	-	-	-	WINNIPEG

# The Pickle

and

# The "Thistle"

*Hannah's  
Scotch  
Pickles*

A good pickle is a hard thing to get hold of now-a-days. To be good a pickle must be sound, tart, crisp, palatable. Hannah's Scotch Pickles are all this and more. They are as good when the bottle is opened as the day they went into the bottle itself. That is because of the excellent high quality of the vinegar used. Packed in 10, 16, 20 and 30 ounce bottles and *packed right*.

ORDER NOW

*Canned  
Where  
Caught*

The "THISTLE" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce, are canned right where they are caught—at the water side.

Captain Austin has the unequalled skill of a life-time of experience. THERE IS NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "THISTLE" Brand. *Buy it and you buy the best.*

*"Thistle" Brand Fish*

Arthur P. Tippet & Co., Agents

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



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOES, W. I.**

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

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

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

**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. Sacramento Street, Montreal  
TEL. MAIN 773. BOND 28.

**TORONTO.**

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

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

**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

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

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

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

**QUEBEC.**

**P. W. CARRIER**  
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

**STUART WATSON**  
Manufacturers' Agent and Wholesale Commission Broker.  
Winnipeg, - Man.  
Highest References. Correspondence Solicited.

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

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

(Continued on page 58)

A SURE CURE  
FOR  
A POOR  
COFFEE TRADE  
LIES IN SELLING  
OUR

Only the work of a moment—  
"the ordering of a sample lot."

The uniformly high  
quality of our

# EMPRESS BLEND COFFEE

The "Money Back" kind

makes it easily  
the best

**40** cent  
COFFEE

sold in Canada to-day.

The success of your business—  
"the continued selling of "Empress Coffee."

THE **EBY, BLAIN CO.,** WHOLESALE GROCERS  
LIMITED, TORONTO

QUALITY

G  
U  
A  
R  
A  
N  
T  
E  
E  
D

DRINK  
**Blue Ribbon**  
Tea

ALWAYS

R  
E  
L  
I  
A  
B  
L  
E

*The Above Advice to Your Customers Will Please Them,  
and Give You Genuine Satisfaction.*

PUSH RED LABEL

**BLUE RIBBON TEA CO., LIMITED,**  
Toronto, Ont.



S. HOOPER  
R  
rs and  
ts  
Toronto  
ons solicited

ER  
GRAIN  
icited.  
ing,

ness to this  
Y  
it to our  
over 12 years  
Co.  
Merchants

SON  
d Whole-  
ker.  
Man.  
nce Solicited.

SON  
ommission  
IPEG, MAN.  
n."  
nce solicited

rage  
REE  
ndise.  
ssued.

imited  
usemen  
EDMONTON

# SPECIALISTS

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

## CANNED GOODS

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

### BY NAMING PRICES NOW

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

## TEA

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

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

*We handle everything in Groceries.*

## Canada Brokerage Co., Limited

PHONES:  
2282 Main  
870 "

9 Front Street East  
**TORONTO**

# WINNIPEG and CALGARY



## TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

We wish to impress upon you the fact that **Winnipeg** and **Calgary** are the largest commercial centres in **The Great West**. We are in daily touch with all the wholesale grocers at the following points: Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), and Edmonton (2). We have large and commodious premises at Winnipeg and Calgary and are doing one of the largest brokerage businesses in this territory. We sell exclusively on commission and handle all lines sold by the wholesale grocers from A to Z.

If you are not represented in this territory we will be pleased to have you communicate with us; we secure business for a large number of the leading Canadian and United States houses and we can do the same for you.

If you wish to have your goods pushed among the wholesale grocery trade, write us, forwarding samples and prices.

We store in **Winnipeg** and **Calgary** all classes of goods and distribute cars at a moderate rate.

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 port.

We are, Yours truly,

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

Established 1882



*IT IS*  
**NOT BY CHANCE**

that one grocer makes a success and builds up a substantial business, while another fails.

It is not by chance that **CEYLON TEA** has eclipsed all competitors and stands easily first—yes without a rival within hailing distance—in the favor of Canadian Tea drinkers.

The grocer who succeeds deserves success, because of his sterling qualities.

**CEYLON TEA** has deserved success because in fragrance flavor, style and price, it is incomparably the best value offered the Canadian trade.

Don't be led away. Make **CEYLON TEA** the foundation and coping stone of your tea department and its success is assured.

Isn't it reasonable? Look at the great package tea firms: their success in every case is built on **CEYLON TEA**.

**CEYLON TEA**  
MEANS SUCCESS

**CEYLON TEA**  
MEANS SATISFACTION

## 1906 PACK

---

---

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

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

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

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

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

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

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

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

If you want pleased customers stick to our brands exclusively.

**CANADIAN CANNERS, Limited**

## The Value of a Fine Label

in helping the sale of canned goods is appreciated by every grocer who reads this.

He knows that a richly embossed, artistic label like that of the Old Homestead Brand recommends the goods to the discriminating customer.

**It is just one of those little things** that go to make up success. It is typical of the Old Homestead methods. Nothing has been neglected, nothing overlooked.

### SITUATION—

In heart of the Prince Edward fruit and vegetable district.

### FACTORY—

Solid concrete blocks and steel, located on a fine high sunny knoll with excellent drainage.

### FRUIT AND VEGETABLES—

Grown by the most experienced gardeners in the district.

### PROCESS—

Processed when fresh from the fields by the most improved and up-to-date methods.

### RESULT—

Perfection in Canned Fruits and Vegetables.

### NAME—

## Old Homestead Brand

Moral: Sell Old Homestead Brand and build up your canned goods trade.

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

## ***NO SECRET COMMISSIONS***

You know just where you are at when you buy Red Rose Tea.—There are no secret commissions. Everything is wide open. Your neighbor pays the same price you pay.

You know what this means.—————Only one kind of goods can be sold this way, viz., those of recognized and undoubted quality.

This is why the salesman who offers an extra discount with his brand of tea runs against a stone wall, when he strikes merchants who push Red Rose Tea.

Quality vs. Discount is an easy case to settle for the merchant who expects to stay in business for years to come and hopes to see his trade grow year by year.

Quality brings back the customers you are most anxious to keep.————Price catches the bargain hunters.

If you push Red Rose tea you will gain the reputation of selling good tea—a reputation which will be worth money to you.

**TORONTO BRANCH**  
3 Wellington St. E.  
Geo. H. Campbell  
Manager

**WINNIPEG: P.O. Box 38**

**T. H. ESTABROOKS**  
ST. JOHN, N. B.

# IMPORTERS

ASK OUR PRICES FOR

Valencia Raisins,  
Currants,

Shelled Almonds,  
Shelled Walnuts,  
etc., etc.

Barbadoes Molasses,

West Indian Sugars,

Maple Sugars,  
etc., etc.

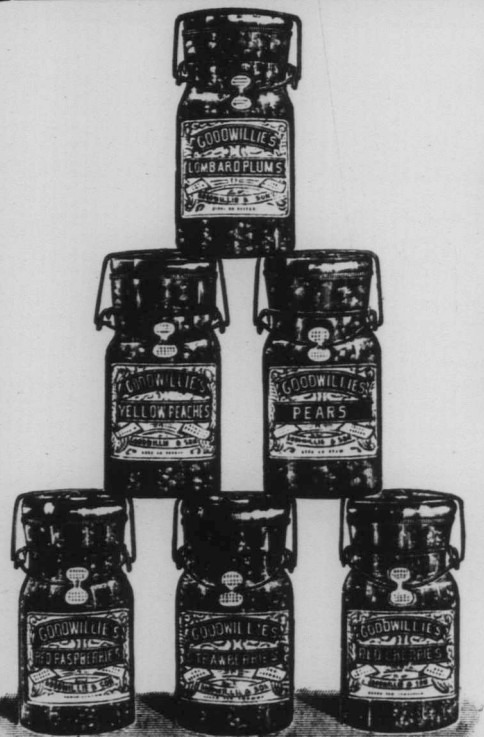
## D. RATTRAY & SONS

Commission Merchants

QUEBEC

Montreal

OTTAWA



THEY

Sell  
Well

Show  
a Nice  
Profit.

Give  
Satis-  
faction.

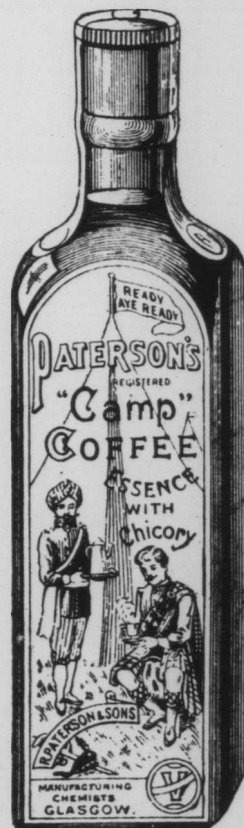
WHY?

Because they are

### CANADA'S BEST

ROSE & LAFLAMME,

MONTREAL.



### Experience and Common Sense

form the combination that en-  
joys a monopoly of success.  
Grocers who always keep  
well stocked with

### PATERSON'S CAMP COFFEE ESSENCE

show these qualities and so  
enjoy success—Easy, isn't it?

ROSE & LAFLAMME,  
Agents, Montreal.

RETURNED  
200/6/06  
to Owner  
Book No. 56  
Page No. 13  
A.A.W.

**“Teas may come and Teas may go”  
But  
Japan Teas are Here to Stay.**

To those who know Japan Teas, who have enjoyed their delicious flavor, their aroma, their healthful and invigorating properties, there is no change desired or even possible.

If you handle them you know this. If you don't, try them and profit by their sale.

FOR

nuts,  
C.

gars,  
C.

IS

TAWA

ience

ion

ination that en-  
poly of success.  
always keep  
with

SON'S  
COFFEE  
ICE

qualities and so  
s—Easy, isn't it?

LAFLAMME,  
Montreal.

RETURNED  
1000/6/26  
C. Oliver  
Cut Book No. 56  
Page No. 13  
A.C.M.



RETURNED  
Your  
Customers'  
Confidence



is always with you when your goods are reliable.

**MAGIC BAKING POWDER**

is reliable.  
It is pure and wholesome, well advertised and the most profitable to handle.

Order from your wholesale grocer.  
Merchants should recommend food products that are produced in clean factories.



Highest Awards at all Expositions

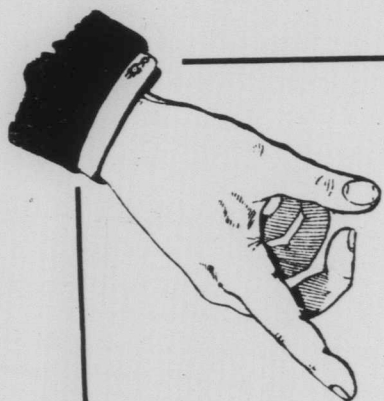
**If the  
Canned Goods  
you buy**

are packed in tins manufactured by us they are contained in the most perfect cans made on this continent.

**We use only the finest**

British tin plate—our machinery is the most modern and complete—and we guarantee every can we make\_\_\_\_\_

**Acme Can Works  
MONTREAL**



# Windsor Table Salt

You must look into the by-ways and hedges of the past for convincing proof that "quality" tells in the long run—there are financial wrecks there without number. And the figure of the grocer who was tempted to buy doubtful goods for a little saving on price looms up like a lighthouse in a dense fog. It pays to buy standard goods like

## Pure, White, Crystalline

Windsor Table Salt, because it is all salt every single time. No impurity in it, because it is sifted, not ground. No "caking," because every drop of moisture is dried out of it. Remember the wrecks of the past when tempted to buy salt said to be "just as good as Windsor."

*THE CANADIAN SALT CO., Limited*  
*Windsor, Ont.*



"When I go out with friends to dine, Queen Quality Sweet Pickles suit me fine."

You don't bother much about the food likes and dislikes of your patrons, but at the same time it is nice to know you are selling favorite goods, isn't it? In pickledom there is a favorite, and the name is

### Queen Quality Sweet Pickles

Why not handle the pickles with a reputation? Why not take advantage of ten years of popularity? Why not profit by what we have done in the publicity line? No matter which brands of pickles you now sell Queen Quality Sweet Pickles are essential to your store. They have the quality that wins trade.

If you are out for Success you will know what to do.

**TAYLOR & PRINGLE CO., Limited**

Sole Agents for "Perry's Worcestershire Sauce"  
OWEN SOUND, ONT.

### Our New Matches

# "SAFELIGHT"

Will be ready Next Week

NO NOISE  
PROMPT LIGHTER  
STEADY BURNER  
PERFECTLY SAFE

## The Improved Match Co., Limited

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P. Q.

## Riverdale Brand Canned Goods Will Have the 1906 Guarantee Label on Them

Wellington is an admirable location for a canning factory. The soil is rich and arable, the supply of spring water ample. We are in the centre of the growers' circle. We'll have our pick of high-grade fruit and vegetables—not once, but always during the season.

Everything will be packed fresh.

# Riverdale Brand Canned Goods

will be ready at the right time, and we want you to get them

✂ Cut this ad. out and paste it up as a reminder.

## The Lakeside Canning Company, Limited

Wellington, - Ontario



Supplied under Contract to the British and Indian Governments

Our Name,

**WHITE, COTTELL & CO.**

Our Business,

Manufacturers of

**PURE MALT VINEGAR Highest Grade**

Our Object,

To supply **you** with the most satisfactory article it is possible to produce,—to secure and hold **your** business.

Our Address,

Warner Rd., Camberwell, S.E., London, Eng.

### THE SUCCESSFUL GROCER

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

### THERE IS A DIFFERENCE

between the practical grocer and the man who sells groceries.

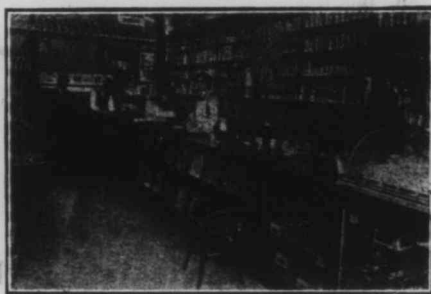
### WALKER BIN FIXTURES

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

WRITE FOR ILLUSTRATED CATALOGUE. "Modern Grocery Fixtures"

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

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



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



THE CANADIAN GROCER

# HOLBROOK'S



## GENUINE WORCESTERSHIRE SAUCE

### HAS THE LARGEST SALE IN THE WORLD

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

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

Rep. ½ pts. (25c. bottle) \$2.15 dozen in case lots (6 dozen).

Imp. ½ pts. (35c. " ) \$3.00 " " (4 " ). Mail your order to-day to

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

### Margin is not Everything.

### PURNELL, WEBB & CO'S. (Bristol, Eng.)

### Pickles, Sauces, Malt Vinegar

are reliable as well as profit-yielding.



AGENTS:

J. W. GORHAM & Co.  
R. JARDINE,  
H. HAZARD,  
A. J. HUGHES.

HALIFAX, N.S.  
ST. JOHN, N.B.  
CHARLOTTETOWN, P.E.I.  
143 Notre Dame Street, MONTREAL

J. WESTERN,  
BICKLE & GREENING,  
J. CARMAN,  
& E. JARVIS & Co.,

630 Ontario Street, TORONTO  
HAMILTON, ONT.  
WINNIPEG, MAN.  
VANCOUVER, B.C.



## You Get Almost All the Credit

from your customers when you sell a proprietary article that pleases. The manufacturer gets but little of the credit. Stove Polish is no exception. You please a customer every time you sell RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins. You get most of the credit. The

customer pleased is coming back to you for more. You also make a good margin of profit on these goods. They are right every time you sell them, and then you have our guarantee. It will pay you to push RISING SUN and SUN PASTE.

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

### "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.

## FLAKED WHEAT

### The distinguishing feature of **Greig's White Swan Flaked Wheat**

is the large, thin flakey flakes that make it so vastly different from any other wheat produced in Canada.

No attempt is made to compete in price with ordinary kinds of rolled wheat, as there is no comparison in quality. It stands in a class by itself and readily commands its price from particular people.

All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times.

Samples and quotations will be cheerfully furnished.

**The Robert Greig Co., Limited**  
White Swan Mills  
Toronto

# WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

Sole Agents in Montreal for

## "CANADA'S PRIDE" CANNED GOODS

UNRIVALLED IN CANADA

WE SOLICIT A TRIAL ORDER.



# After all is said and done

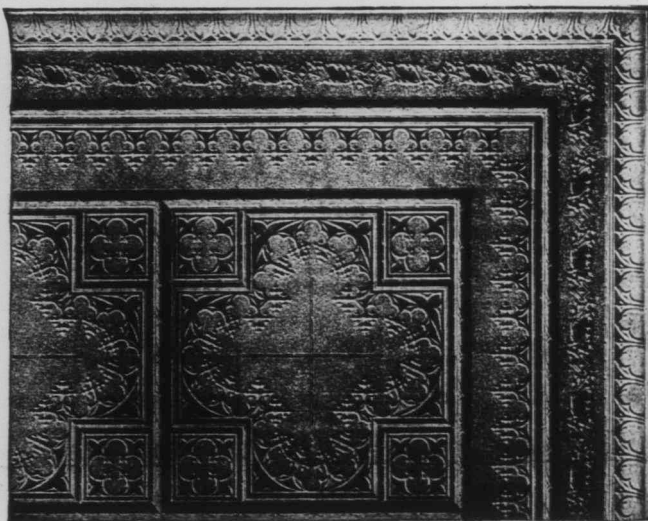


There's no plea that will sell Tea like a captivating "Cup Draw," the sole outcome of superior quality. The enormous sale of "SALADA" testifies to its worth more strongly and convincingly than the most lavish advertising argument.

You may recognize this fact in a kind of a—perhaps so—half hearted sort of a way, but a "Tea Pot" infusion at your own table will prove a pleasant revelation to you, and an eye-opener as to why the demand is so general.

**"Salada" Ceylon Green Teas**  
are displacing Japans, sure as Fate.

**Remember "SALADA" Ceylon Teas**  
are sold in Sealed Lead Packets only.



### 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

## Our Standard Lines

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

### A QUARTETTE OF MERIT

#### Selling Points:

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

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

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

RELIABILITY.—Every Can is guaranteed.

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

**Truro Condensed Milk Co.**  
Limited  
TRURO, NOVA SCOTIA.

## The System That Saves Time and Money



Time is money. Waste no time and you waste no money. The

# Crain Monthly Account System

has long been recognized as one of the greatest time-saving agencies yet devised. It has been tested and tried for years, and to-day is more popular than ever before. This system has saved thousands of dollars to merchants all over Canada. It will do the same for you. Write us for further information.

### BRANCHES AND AGENCIES

TORONTO OFFICE—18 Toronto St.  
 MONTREAL OFFICE—74 Alliance Bldg., 107 St. James St.  
 WINNIPEG OFFICE—Sylvester-Willison Bldg.  
 ST. JOHN, N.B.—Schofield Bros.  
 VANCOUVER, B.C.—White & Bindon.

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

## A Day's Business Balanced in Five Minutes

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

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



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

*Tear off here and mail to us today*

The  
 N. C. R.  
 Company  
 Dayton Ohio

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

\_\_\_\_\_  
 Name  
 \_\_\_\_\_  
 Address  
 \_\_\_\_\_  
 No. of men

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

**COLES** Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating

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

**Our Grinders Wear Longest**



No. 65

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 Discoun ts, 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 E-kert & Co., London, Ont

**The "Pink-and-White" Books Give Different Results to the "All-White" or "All-Pink" Books.**

They make it easier for you, or your clerks, to enter customers' wants and keep all the entries together.

If you choose pink for your duplicate you will know that anything on the "pink" fyle is a duplicate.

With the old-style book you cannot be sure on this point.

Order the "Special Duplicating" kind every time.

**The Garter-Crume Company, Limited**

TORONTO and MONTREAL

Manufacturers of Counter Check Books of every description.

**BLACK JACK**

WILL BRING NEW CUSTOMERS TO YOUR STORE.

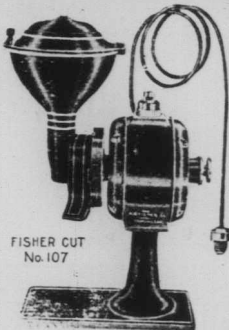
TRY IT



SOLD BY ALL JOBBERS

3/4-lb. tins—3 doz. in case.

**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**

**THE AUER GAS LAMP**

Delightful to read by.  
Gives the light of 100 Candles and Costs less than Coal Oil.



No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.  
**AUER LIGHT CO., MONTREAL**

iven  
e Mills.

e Grinder  
d Granulating

ee Mill has a  
the Coffee be-  
grinders, thus  
nders and sav-

ear Longest

29 in.  
th, 33 in.  
idth, 23 in.  
Weight, 275 lbs.

ING CAPACITY.  
ing 2 lbs. per  
minute.  
ing 1/2 lb. per  
minute.  
of Iron Hop-  
lbs. of Coffee.

e 25 other styles  
es of Grocers'  
Mills, Floor  
d Electric Mills.  
ces, Terms and  
ts, address

G CO.  
NN., U.S.A.

cal.  
o., London, Ont

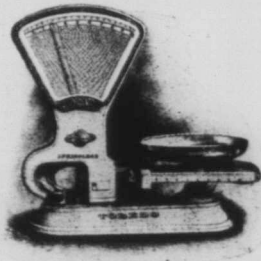
CK  
FORE.

BY ALL  
BBERS

est.  
NTREAL

# 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 prices to slide, or prices to set.  
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.  
 It is honest both to the merchant and customer.  
 The Toledo system costs you nothing because it is paid for with the money you are now losing.  
 For Catalogue and information apply,



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

...ESTABLISHED 1849...

## BRADSTREET'S

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

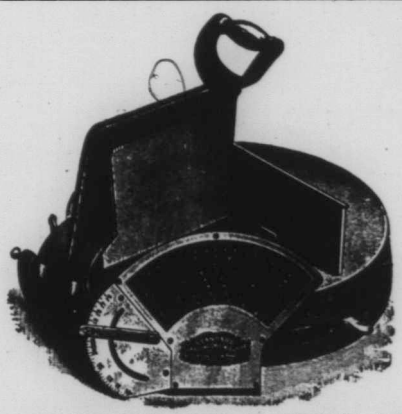
**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and 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.

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

### —OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

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



## THE STANDARD COMPUTING CHEESE CUTTER

**THE CHEAPEST and BEST**

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

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

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

### TRADE WITH ENGLAND

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

### "Commercial Intelligence"

(The address is 163 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.

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

## OAKEY'S 'WELLINGTON' KNIFE POLISH

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

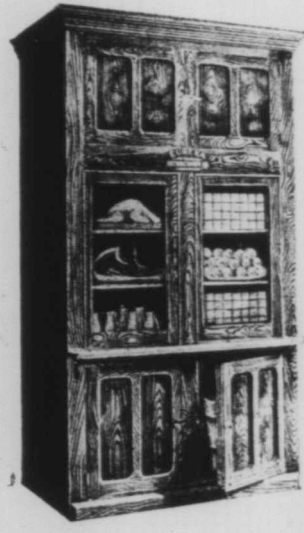
**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN, - 644 Craig Street MONTREAL.**



**REFRIGERATORS FOR BUTCHERS AND GROCERS. EUREKA REFRIGERATOR CO. TORONTO, CAN.**

## Do You Want to Buy

**A BOILER, ENGINE OR MACHINERY?**

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

## CANADIAN MACHINERY MONTREAL TORONTO

### If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribbles, through carelessness of clerks or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstanding is as follows.



### IF A MAN WANTS CREDIT

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

For Sale in Canada by

**THE EBY, BLAIN CO., Limited, TORONTO. C. O. BEAUCHEMIN & FILS, MONTREAL. WM.T SLOANE, WINNIPEG, MAN.**

**ALLISON COUPON CO.,**  
Manufacturers  
Indianapolis, Indiana.

## W. P. KAUFMANN

19 Caer Howell Street, TORONTO  
**Analyst & Consulting Chemist**

Advice regarding processes of manufacture and technical applications of chemistry.

# PROMPT SHIPMENTS

Quick Shipping is one of the features of our business. Send your order for Groceries to

## Thomas Kinnear & Co.

WHOLESALE  
GROGERS

TORONTO AND PETERBORO

YOU CAN'T SELL A BETTER STARCH THAN

### Chinese Starch

THEN WHY NOT SELL IT?

The only Genuine and Reliable Laundry Starch in Packages that has the Confidence of Users.

WE WANT AT ONCE

A Buying Agent in Winnipeg for Chinese Starch and our other lines. If you can do the business you can make money. Write at once.

### Ocean Mills

MONTREAL

Grocers can put aside summer dulness in keeping well stocked with lines that have a large and special call in the summer months. First among these are

**Lytle's Lime Juice**

**Lytle's  
Lime Juice Cordial**

**Lytle's  
Raspberry Vinegar**


Sold by Leading Jobbers.

Made in Canada by

**THE T. A. LYTLE CO.**

LIMITED  
TORONTO, CAN.

**2 BRANDS OF COFFEE** that have won for themselves a reputation throughout Canada—

The guarantee that goes with  "Diamond E." blend has made trade for buyers and pleased consumers.—You cannot make a mistake in placing an order for a trial tin, it will put new life into your Coffee trade.

Our 1-lb. tin "**CLUB**" brand Coffee at **33c.** per lb. is without a peer. Send for sample.—Try it yourself.—You will buy it for your best trade.

### S. H. EWING & SONS

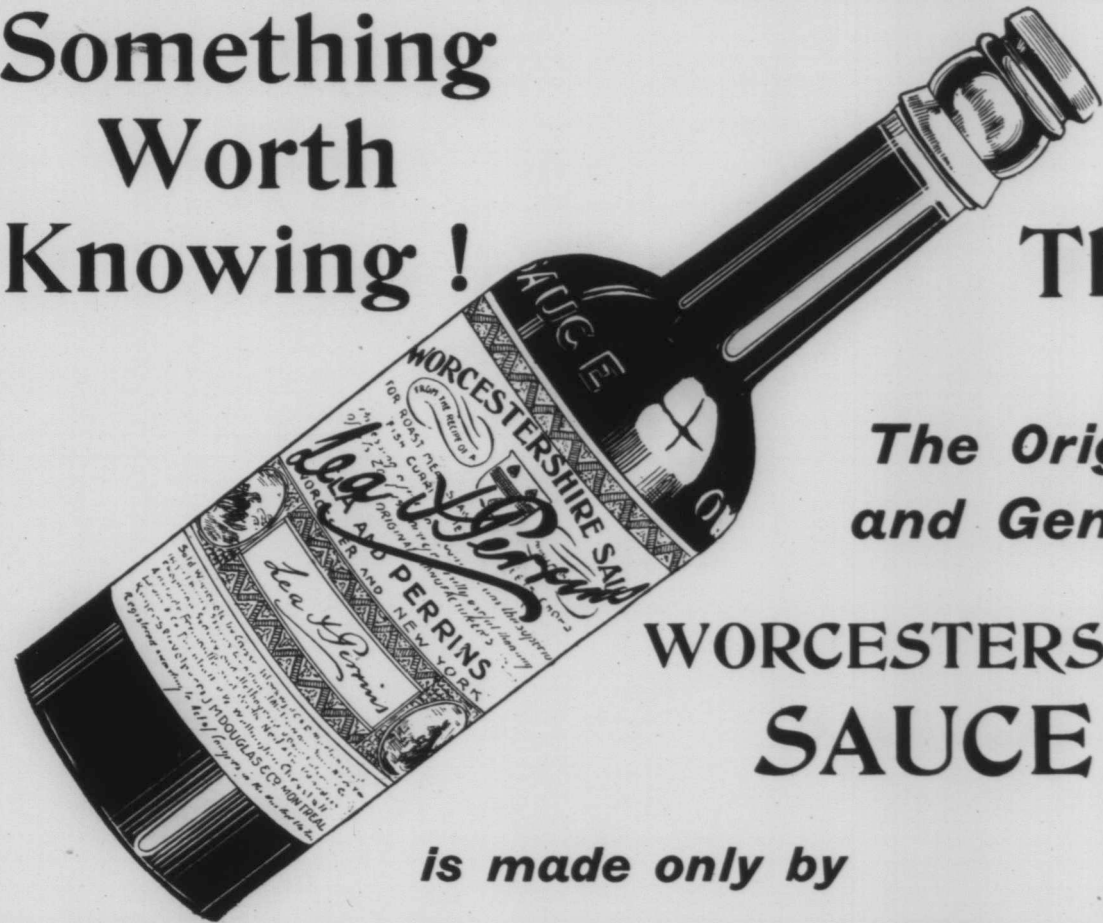
96-104 KING ST., MONTREAL  
Telephone Bell Main 66  
" Merchants 582.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.

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



# Bode's Gum Co., Limited

is making money for every jobber  
in Canada who handles its goods.

EVERY RETAILER in Canada can  
make money if he will purchase a

## Little Bode's Gum Slot Machine

Attach it any place on your building,  
in or out of doors. Once put up it is  
there to stay.

The machine with

**1,000** one-cent Pieces of Gum costs  
you only **\$8.00**. Gum for re-filling  
costs you only **65** cents for **100**  
pieces. Machine guaranteed forever.

When ordering the machine don't  
forget to place your order for

- BODE'S** Mental Pepsin Gum
- BODE'S** Crushed Fruit Gum (3 flavors)
- BODE'S** Pepsin Gum
- BODE'S** Chulets (Candy Coated Gum)
- BODE'S** Buster Brown Gum (The largest 1 cent piece of gum in Canada.)

THE BEST SELLERS WITH BEST PROFITS ARE THE KINDS TO BUY.  
ORDER THROUGH YOUR JOBBER OR DIRECT FROM

# BODE'S GUM CO., Limited

**MONTREAL**

TORONTO---23 Scott Street, Pacific Building.

OTTAWA---65 Sparks Street.

QUEBEC---5 Dufour Street



THE CANADIAN GROCER

# RICE

We are headquarters for Fancy Grades.

**THE DAVIDSON & HAY, LIMITED**  
WHOLESALE GROCERS, TORONTO

## We Want Your Window

If you take a pride in your window displays, let the trade know what you are doing.

Send us a good clear photograph and a short but explicit description of what is "behind" the scenes and we will gladly reproduce the photograph in our Window Dressing Department, giving due credit to the proprietor and the clerk who dressed the window.

ADDRESS, "THE EDITOR"

**THE CANADIAN GROCER**  
10 FRONT ST. EAST, TORONTO

## WHAT DO YOU READ?

Reading matter is a great gift to mankind. It is the choice inheritance of the age. Observation, reading, thinking; these three should go hand in hand and when they do, then the man who reads widely has a weapon placed within his hands before which the man who does not read may well tremble.

### THE BUSY MAN'S MAGAZINE

contains the cream of the world's current literature condensed for busy people, besides giving its readers clever character sketches of the men who are developing the resources of the Dominion.

### THE BUSY MAN'S MAGAZINE

IS A SUCCESS

Unsolicited comment from one reader—we have many similar letters. They arrive daily.

**MCDONALD & MURPHY, Saskatoon, Sask.**

Plumbers, etc. January 16, 1906.

I received copy of *The Busy Man's Magazine* for which please except thanks. I lost the blank order, so take this means of ordering it for one year. I think it is the best magazine I have seen. No truck in it. W. MURPHY.

Send for Sample Copy

**The MacLean Publishing Co., Limited**  
MONTREAL TORONTO WINNIPEG

## Be Free! Buy outside of Combines

**J. W. WINDSOR, - MONTREAL**

INDEPENDENT Packer and Handler of every kind of  
CANNED FISH, VEGETABLES, FRUITS, ETC.

LOWEST PRICES.

CORRESPONDENCE SOLICITED.

## RED FEATHER CANNED GOODS

FOR 1906 PACK

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

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

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

## KKOVAH

High Class Specialties

They Recommend Themselves

**Custard Powder**  
**Blanc-Mange**  
**Table Jellies, etc., etc.**

SELLING AGENTS—

**LUCAS, STEELE & BRISTOL**  
Wholesale Grocers  
HAMILTON, - ONT.

### THIRD LOT—Ex. Str. "Shawmut" New Crop Japan Teas in Stock

23 h/c 80 lbs. Condor IV at - 27½c      25 h/c 80 lbs. Condor V at - - 25c

### FOURTH LOT—Coming in. Ex. Str. "Tartar."

10 x 40-lb. boxes Condor I at - 42½c      22 x 40-lb. boxes Condor III at - 35c  
8 x 40-lb. boxes Condor II at - 40c      15 x 80-lb. h/c Condor IV at - 27½c

ALL CHOICE AND CHOICEST EARLY MAY PICKINGS

### COFFEES

Our gas coffee-roasting process is the most perfect and you should try our blends  
They are ahead of all others—*freight paid on sample orders of 50 lbs.*

Madame Huot's Coffee, 1-lb. tins - 32c	2-lb. tins, - - 62c
Old Crow Blend - - - 25c	Condor Blend - - 30c
MD Blend - - - 35c	

**E. D. Marceau & Co., Limited**  
Montreal



# Triangle Canned Goods



Last year we introduced our "Triangle" brand of Canned Fruits and Vegetables to the trade.

The quality of the goods, the extent of the range, the artistic attractiveness of the label, all combined to make a place for this brand with all discriminating buyers.

Our range will be the same as last year; the quality of goods the very best procurable.

Our men have full particulars, samples of labels, etc., etc.

Let us have your requirements early.

**JAMES TURNER & CO., HAMILTON, 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.

**Tartan**  
**BRAND**

*The Sign of Purity*

**Stock-Taking Sale of Teas**

**Bargains in Ceylon Black**

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

**ARRIVING**

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

Phone 596 when in a hurry for goods

**BALFOUR & CO.**

**Wholesale Grocers**

**HAMILTON, ONT.**

## EATING OF CHEESE IN CANADA

Why Consumption is Small and How the Retail Grocer May Increase it—Get Early Cheese and Keep it Properly.

(By J. A. Ruddick, Dairy Commissioner.)

Good cheese, properly ripened, is a very nutritious and easily digested food. One pound of it is said to contain as much nutriment as 2½ pounds of beef. Many of those who read the foregoing statement will be inclined to dispute the assertion that cheese is easily digested. That is because their experience has been with cheese only a few weeks old, which in reality is nothing more than insoluble and therefore indigestible curd. A well made cheese should not be eaten before it is six months old, and if kept under proper conditions it will be better when twelve months old.

Another thing which has prevented the taste for cheese from being cultivated and which has caused many people to give up the idea of eating cheese at all, is the practice on the part of cheese makers of selling their "culls" to the local grocer. They do so because they can thus get full price for cheese which the exporter would reject.

### Hard to Get it Good.

I have traveled somewhat extensively in Canada for many years and I must say that it is the exception to find a piece of good cheese on any table. When one does find a choice sample it is astonishing to see how much of it is eaten, for it is a fact that there is naturally a strong liking for cheese in this country. Many grocers make the mistake of buying late Fall made cheese, which is then offered for sale during the Winter. Those who understand handling cheese secure a stock of June or July cheese and keep them at a low temperature—50 or 60 degrees—during the hot weather. By the beginning of Winter these cheese are in good condition. Purchasing early made cheese and holding them for some months has in the past involved some loss in the shrinkage, but that can now be entirely overcome by having the cheese coated with paraffine wax.

It is very important also to buy the cheese from a factory where the temperature is controlled so that it never goes above 60 degrees in the curing room, for "cool cured" cheese do not develop strong flavors so readily as those cured at ordinary temperatures, and they may be stored with greater safety in an ordinary cool, dry cellar.

### Look for Cool Curing Rooms.

There are many factories which have provided cool curing rooms during the past two or three years, and it is from such factories that grocers should endeavor to get their supply of cheese, providing they have a reputation for making a good article.

It is an advantage to have the cheese made in small sizes. There is a big demand for cheese weighing about 10 lbs. each. These can be handled without cutting, and thus all waste is avoided. The "flat" or half cheese is a convenient size for cutting. Factories do not make these sizes unless specially ordered, as they are not in demand for export.

If grocers would study this question a little more and guard against having inferior cheese palmed off on them, the

consumption of cheese in Canada would be very materially increased.

If grocers can suggest any way in which we can co-operate on this question I shall be very glad to hear from them.

### IN YE OLDEN DAYS

#### When There Were no Altogether Wholesale Grocers in Toronto.

One of the oldest grocers on Queen street west, Toronto, talking with a representative of The Canadian Grocer the other day, grew reminiscent and interesting. For thirty years or more he has been a purveyor of foodstuffs to people in the western section of Toronto. At one time he was pretty near the limits, and though he has moved west the city has moved faster, and he is now miles from the boundary.

"When I started," he said, "The business section extended as far as Denison avenue in the west, Gerrard street in the north and as far east as Parliament street.

"Grocers in the vicinity of St. Lawrence market did the largest trade, as this was where the farmers deposited their produce and where retailers in other parts of the city would come to buy butter, eggs, etc. A strictly wholesale business was unheard of, and as for a city traveler, they were never thought of. If a grocer wished some goods he would come down to the merchants around Jarvis and Front streets, and from these he could generally get what he wanted. Travelers from outside points visited them about every three months, now they come every two weeks, and city travelers every other day. The population of the city at that time was between 63,000 and 65,000. St. John's ward, which is now considered about the least desirable part of the city, was at that time a leading section, especially for first-class boarding houses, and the trade was splendid."

### RETAIL GROCERS KICK.

#### Wholesaler Took Three of His Best Customers—Wants a "White List."

A good deal of dissatisfaction is being expressed by some of the retail grocers of Toronto because of the persistence on the part of some wholesalers in selling to hotels, boarding houses, boats and other large consumers of foodstuffs. A King street grocer enjoying a large trade said to a Canadian Grocer representative the other day:

"Some wholesalers are not using us right and are not giving us a fair show. I had two large restaurants and a hotel

dealing with me. Suddenly the owner of the hotel stopped, and later on the restaurant keepers failed to give me their usual trade. I called on them and they informed me that a representative of a well known wholesale house had been round and quoted them much lower prices than I could. Naturally they went where they could get the best value for their money. The wholesaler delivers their goods by a hired express, hoping by this means to escape detection by the retailers who are their customers. What I want to know is why there isn't a law to stop this kind of work. If he advertises himself as a wholesaler, let him conduct a strictly wholesale trade, and not try to take the bread out of our mouths by selling direct to the consumer at the same price as he sells to us.

"I remember about fifteen or eighteen years ago 'white lists' of all firms who did a strictly wholesale trade were hung in the different retail stores, consequently the wholesalers who persisted in doing a retail business also lost their wholesale trade. Why isn't there something like that done now? That's what I'd like to know."

### BUSINESS NOTES.

John Waldschmidt has opened a grocery and confectionery store in Berlin, Ont.

Mr. Johns has purchased the grocery business of J. J. Burton, 824 College street, Toronto. He is making extensive alterations and improvements.

The Sterling Bank has opened a branch in Wellandport, Ont., and the manager, Mark Wallis, reports good business and says the merchants are appreciative.

Woollings & Woollings, provision and produce dealers, Yonge street, Toronto, are giving up business in the city, and will shortly start in one of the promising towns of New Ontario.

"The Imperial" is the name of a new grocery that has started on the corner of Gerrard and Parliament streets, Toronto. The people behind it say they will open other stores in various parts of the city.

In the report of the reorganization of the James Turner Co., of Hamilton, appearing in the issue of June 15, the name of the head of the firm was given as James Turner. It should have been Alexander Turner.

The Canadian Transit Co. has been chartered to manufacture and deal in petroleum and other oils, natural gas and salt. The head office will be at Toronto. The share capital is \$50,000, and the provisional directors are J. F. Holliss, T. H. Wilson, and S. J. Marchal-leck.

Bishop Bros., Niagara-on-the-Lake, are grocers in the up-to-date class. They have recently replaced one of the old-fashioned counters with one of plate glass and are gradually refitting the store to make it one of the best in the province. The new counter was built by Peter Bishop, one of the partners.

The South Hill grocery and hardware business, Moose Jaw, Sask., has been purchased by MacGregor Ropelje, Jos. Thompson, Jas. Thompson, and J. Heaton. The new firm is known as Ropelje, Thompson & Co., and the business will be managed by Messrs. Heaton and Jos. Thompson, the others remaining on their ranches.

Manuf

The

trate's

the co

year's

Grocers

seven g

were se

Beckett

Hamilt

son, To

don;

Eby,

Toronto

the hig

A po

from

Robert

box an

the ba

"If t

men se

price a

the rel

"Gu

ness."

"Ha

to dict

shall s

"No.

"Wh

"The

"Ha

wholes

crease

such a

"No

"Ha

on the

low as

"Cel

"Th

not tl

to get

get th

"Ye

"Yo

distrib

"Ye

"Ye

sell s

grocer

to pu

he sol

"I l

"Th

consu

"Ye

"Th

and d

whole

more

"In

"W

could

"N

"W

list p

now."

"N

"A

finers

guild

"Y

"T

don't

thing

"N

## GUILD OFFICERS' DEFENCE

**Manufacturers Fixed Prices and They Were not Unduly Advanced—Selling Staples at Less Than Cost of Doing Business—Committed for Trial.**

The concluding sessions of the magistrate's preliminary investigation into the conspiracy charges against last year's officers of the Dominion Wholesale Grocers' Guild were concluded and the seven gentlemen named in the indictment were sent for trial. They are: H. C. Beckett, Hamilton; Geo. E. Bristol, Hamilton; Lieut.-Col. John I. Davidson, Toronto; Thos. B. Escott, London; W. G. Craig, Kingston; J. F. Eby, Toronto; and Thos. Kinnear, Toronto. The case will come on before the higher court in the Fall.

A portion of the report was held over from last week. It continues, Geo. Robertson, of Kingston, being in the box and Crown Attorney Washington at the bar:

"If the sugar refiners and the tobacco men sold to the retailers at the same price as they sell you, that is, give them the rebate, what would you do?"

"Guess I would have to go out of business."

"Have you any right as a wholesaler to dictate as to what price the refiners shall sell sugar?"

"No."  
"Who fixes the sugar prices?"

"The refiners."  
"Have you any knowledge of any wholesalers getting the refiners to increase prices? Have you ever heard of such a thing?"

"No."  
"Has it not been a continual struggle on the part of the guild to get sugar as low as possible?"

"Certainly."  
"Then the refiners make the prices and not the guild, and if the guild manage to get the price down a little you all get the advantage?"

"Yes."

### The Distributors.

"You wholesalers consider yourselves distributors for the refiners?"

"Yes."  
"You know that as a wholesaler you sell sugar as part of a general stock of groceries and that a refiner would have to put on travelers to sell one article if he sold to retailers?"

"I believe so."  
"That would make sugar higher to the consumer?"

"Yes."  
"Then by going direct to the retailers and doing away with the medium of wholesalers the consumer would pay more for his goods?"

"In some cases."

### Could Always Buy.

"Was there ever a time when you could not buy starch at list prices?"

"No."  
"Were you ever refused anything at list prices? Never mind the rebate just now."

"No."  
"Any bargain you made with the refiners was made irrespective of the guild?"

"Yes."  
"These letters that have been produced don't mention the guild as having anything to do with the agreement?"

"No."

"And the refiners deal with you although you are not a member of the guild?"

"Yes."  
"And any wholesaler outside the guild could get the rebate if he agreed to keep prices?"

"I suppose so."  
"These declarations say nothing about a guild; they simply make the terms and say you must abide by them?"

"Yes."

### As to Profits.

"Are you getting more than a legitimate profit?"

"No, only a fair profit."  
"Is it not a fact that there is no money in sugar and tobacco?"

"Yes."  
"What margin have you on tobacco?"

"About 7 per cent."  
"I am told there is only 4 per cent."  
"That's about right when you deduct freight and expenses."

"Is that a decent profit?"

"No."  
"Do you make anything on sugar?"

"No."  
"Do you know of any agreement on sugar, tobacco, or anything else except what you have yourself?"

"No."

### Cannot Fix Prices.

"Would it be possible for a wholesaler to fix prices with a manufacturer?"

"I don't think so."  
"Then the only one who can fix the price is the manufacturer?"

"Yes."  
"The manufacturer having fixed prices, he says, 'I will appoint the wholesalers as agents.' Is that not the only agreement you have with him?"

"Yes."  
"Is it not understood that Macdonald sells only to wholesalers and that he fixes the prices?"

"I believe so."  
"And he will not sell to those who cut prices?"

"He told me I must sell at fixed prices."  
"And you could not sell his tobacco if you cut?"

"No."

### Cheaper Sugar.

"At one time you bought American sugar. Why did you discontinue that?"

"I could not successfully compete with Canadian make."  
"Did not the Canadian refiners cut under you?"

"Yes."  
"Then they were able to dictate terms to you?"

"Yes."

### Will not Sell Everybody.

"Do you sell to retailers and then to their customers too?"

"No. Only to retailers."  
"Would you sell a man, not a retailer, a barrel of sugar?"

"No."  
"Is this not the same principle the manufacturers adopted?"

"I suppose so."  
The Crown Attorney asked the witness if, prior to the guild days, any one in-

terfered with his right to bargain with the refiner. Witness replied "No."

"Did the refiners first start this way of doing business?"

"I don't know."  
"But before this sugar agreement you had a right to negotiate as to price?"

"Yes."  
"Did the starch men fix your selling price before the guild was formed?"

"We had no trouble that way."

### Broken Agreements.

"It appears that some have broken these agreements. Does that not mean that they could sell under them and still make money?"

"I suppose so."  
"We have evidence that the Hudson's Bay Co. sell below agreement prices. Do they not make money?"

"No doubt they do."  
Mr. Johnston: "The Hudson's Bay Co. are wealthy and do not depend on a plug of tobacco to make money."

"Who notifies the grocers about changes and determines prices?"

"The refiners."  
"Then the wholesalers do not determine prices at all?"

"No."

This closed the case for the Crown, and Mr. Washington asked that the charge be amended to include conspiracy in an attempt to injure Andrew McLean and George Robertson & Co., of Kingston. Mr. Johnston argued that no salient points had been proven and that the evidence did not sufficiently establish any grounds for such charge. The court ruled against the Crown Attorney.

"What is the price of sugar as compared with 15 years ago?"

"It is about one-half now."

"Did the guild ever undertake to fix prices on anything?"

"No."

"Who did?"

"The producer."

"Did you make an effort to get lower prices?"

"We were always trying to do that."

"What is the result—to the consumer?"

"With our machinery we can distribute cheaper than can the manufacturers."

"Would it cost more if the manufacturers had to sell it themselves?"

"They could not sell it at less than 5 per cent. through travelers, while we, having travelers for our general lines, can sell it for about 4 per cent."

"Did your price committee fix prices?"

"No. The name is a misnomer. They simply discussed the situations with the manufacturers and endeavored to get a living profit."

**All Benefit.**

"Are there any wholesalers outside the guild who get the same terms as the guild members?"

"Yes. They have the advantages of the guild's work without paying to keep it up."

Crown Attorney Washington then questioned the witness.

**Things Bad.**

"Were conditions in the wholesale trade bad prior to 1898?"

"Yes, they are still bad."

"Do you know any Hamilton wholesalers who have failed?"

"Yes, Brown, Balfour & Co., and John Stewart & Co."

"Do you believe in the right of every man to purchase where he can purchase best?"

"So long as it does not injure the general public."

"Do you think it is right for any body of men to try to prevent me from buying where and how I like?"

"If it is not in the interest of the public I do."

"If you had not gone to the refiners would there have been any fixed prices?"

"Yes. There would have been ultimately."

"Why do some wholesalers cut prices?"

"Because they cannot do honest business."

"Then they cut out of pure cussedness," commented the Crown Attorney.

"Is it not the object of the guild to prevent the manufacturers from selling direct to the consumers?"

"No, but if he wishes to avail himself of our medium of distribution he must allow us a living profit."

"One of the objects of your association is to prevent the retailer from getting goods unless at your prices?"

"No, but the manufacturer must allow us a profit if he wishes to use us as distributors."

"If prices were open then the consumer would get the benefit, would he not?"

"He might temporarily, but the public would finally suffer."

"Then the object of your association is to benefit the public?"

"That is a result. But if we can do so why should it not be an object? I have never gone into any organization that was unfair or unjust, and what we

have done has been in the interests of the public."

"Your profits were nothing at one time?"

"Yes."

"They are something now. Upon whom does the extra cost fall?"

Witness contended that no matter whom it fell on, it was only a just profit.

"If the manufacturer did not come to your terms he could not sell goods, could he?"

"He could, but at a greater cost."

"Did the price committee ask the manufacturers to make an agreement?"

"Yes, but not to fix prices."

**Manufacturers Lose.**

Mr. Johnston: "If you get a rebate of two cents on something and want three, whose pocket does the extra cent come out of?"

"The manufacturer's."

"And not the consumer's."

"No."

H. N. Kittson, of Hamilton, took the stand and was asked by Mr. Johnston if he knew of any better medium of putting goods on the market than through the wholesaler.

"I know of no better way."

"Who fixes prices?"

"The manufacturers invariably."

"Has the wholesaler anything to do with fixing the price on sugar?"

"No. If they did they would make a profit."

"If you make no profit on staples then you must have a profit on other things?"

"Yes."

"Then the public have to pay more on these things because there is nothing in sugar?"

"Yes."

"Was there any interference with McLean, of Kingston?"

"Not to my knowledge."

"The whole question was simply that he was a retailer and not entitled to the rebate?"

"Yes."

"Do you know of any article that has been increased in price on account of the guild?"

"No."

**No Other Way.**

"Do you know of any better system of bringing goods on the market than we have now in Canada?"

"I know of none."

"Could you give me an idea how an honest man could start in business without the assistance of wholesalers?"

"I could not. He could not buy goods in foreign markets in small quantities."

**What is a Wholesaler?**

The Crown Attorney asked witness, "What is a wholesaler?"

"A wholesaler is a man who sells to retail merchants to sell again."

"Do not the Grocers' Wholesale Co. do that?"

"They are an association of retailers who sell to themselves."

"They sell to storekeepers?"

"No. They sell to themselves."

"If they buy to sell to retailers they must be wholesalers," said Mr. Washington.

**Who Changes it?**

Mr. Johnston asked if the price list on canned goods changes from time to time, and who changes it.

"The canners."

"Why do you say the manufacturer can reach the consumer cheaper through the wholesaler than through the retailer?"

"Well, suppose the retailer wanted salmon. He buys only a few cases at a time and therefore would not get car-load rates or discounts for large amounts. Suppose he wanted five pounds of pepper, could he send to India for it? If the manufacturer had to call on every grocer in Canada he would have to call on 32,000 people with one line."

With the exception of one more witness to be examined by the defence this concluded the evidence. The witness being absent court was adjourned till Thursday morning to take his testimony and hear the arguments of counsel.

On Thursday, the 21st, the last witness, Charles Bremner, a shareholder of the Grocers' Wholesale Company, was called. He failed to identify one of the company's circulars. He did a wholesale as well as a retail business.

To the Crown Attorney witness said his company were unable to buy goods. Asked if it was because he did not belong to the guild, witness answered, "I suppose so."

Witness also said the price of sugar and tomatoes had been increased, his evidence being similar to those who preceded him.

To Mr. Johnston he stated that the individual members of the Grocers' Wholesale Company were retailers, and that they got dividends from capital stock and on purchases, and that a dividend on the former was paid two years ago.

**Mr. Johnston Reviews the Case.**

This concluded the evidence, and in rising to address the court E. F. B. Johnston gave a resume of the case, which he said was of unusual importance, not so much because it involved the rights and privileges of four or five defendants, or that it gave delight to certain persons who liked to cast aspersions on the characters of those who were brought before the magistrates, but because it concerned the honor and integrity of men who were above reproach, who had been conducting as honorable business as distributors of merchandise for many years, and who were never charged with a dishonest or dishonorable action until the present time. He said it was altogether different from the plumbers' case, which he thought was the incentive of the prosecution of the grocers. It was not a matter involving three or four defendants, but a body of nearly 200 men, who were respectable members of the community.

**Monopolies Legal.**

In outlining the case, he said the law relating to conspiracy was erroneously supposed to strike at a monopoly of trade. That was wrong. The Provincial and Dominion Parliaments both granted monopolies in issuing patents for proprietary articles, and hotel licenses.

One of the things the act aimed at was combinations to enhance prices. It had not been shown that the Grocers' Guild had done this. Neither was it shown that the competition had been limited. Every manufacturer was at liberty to sell to whom he pleased so far as the guild was concerned, and there was no attempt on their part to fix the prices at which manufacturers were to sell.

No

It was no pools or factions, as the case, or the sended, trad hanced, as

Mr. Johns were broken action of a not done inal, even some one. court to shu to accompli of in the c was formed sale trade f

Said

The Crow bundle of l been writte dead, and t of conspirac must be p drawn. If a fore the cot tically put business. H ufacturers Eaton's as said it was condition of there was n the defendar and asked t

C

His Worsl case as just his duty to trial if ther thought the for commit defence cou peared to h should be s

TR.

The Hami arranging f picnic of tr July 14. I been engage

TI

Dixon B of Maple C subscription say: "Th fast. Imm tremendous looked bett

WE

U. S. Col sor, has re the Canadi River and l ing business expenses b whitefish a that the s whitefish s hatchery to not near th the depletio ers, carp, a the whitefis that only o thousand r men think 1 more money land fisherie

## FIFTY YEARS OF OWEN SOUND

Celebration and Merchants' Annual Picnic Make a Joint Gala Day of Unprecedented Merriment—Corner Stone of New Bridge Laid—Programme of Sports.

## Sports of Interest.

The sports began interestingly with a ladies' champion lacrosse match between the Boston Champions and the Wikwemikong Warriors, in which the latter were victorious by a score of two goals to one.

The farmers' race was a hot hoe-down. The watermelon contest was a mouth-watering event in which several youths lined up before the grand stand displayed rare gastronomic ability. Walking the greasy pole was mirth-provoking for the spectators. The gentlemen sometimes on the pole and sometimes off have not recorded their impressions.

In the travelers' 100 yards team race Frank Oke and C. N. Cherries were first and S. Walters and C. Smith second.

A similar stunt for merchants was won by Alex. Currie and D. B. McColl, with George Brignell and D. McClean, second.

## A Fast Heavyweight.

As usual John W. Charles, traveler for H. P. Eckardt & Co., Toronto, won the fat men's race. An Owen Sound grocer telling The Grocer reporter about it as the victor walked off with the prize, said: "He's so bashful he's going to get the paper to put in his name as Wilson, but don't you make any mistake. John's one of the best fellows that hits this town and he can sell goods better than he can run. This is the fifth time for him to win this event. We've had police and doctors try it, but we haven't a policeman or a doctor can catch John, and he doesn't need either."

Policeman John Thompson was second in the race.

The boys' 100 yards race, the button-sewing contest and the push ball contest won by Owen Sound against Toronto by two goals to one, passed in rapid succession.

The baseball game between the clothiers and the drygoodsmen was won by the latter with a score of ten runs to nine.

The steeplechase over hurdles and into a large tank of water was won by A. Couch, H. Holmes and W. Lewis in the order named.

In the travelers' early call race the prizes were won by Messrs. E. G. Bingman, A. G. Hewton and J. Donohue.

## Champion Did a Turn.

Champion Sherring gave an exhibition of long distance running that was loudly cheered at the finish.

The boys' hobby horse race was won by A. Neving, W. Young and S. Alexander.

The wild and wicked calf was captured after a long and exciting race by Thos. Godfrey.

Comfort soap provided an attractive line of prizes for a women's race, for which there were thirteen entries, who finished in the following order: Miss McColl, Miss Shultz, Miss Squires, Mrs. Parker, Mrs. Brown, Miss Downs, Miss Parfrey, Miss Dobson, Miss N. Squires, Miss Schwan, Miss Taylor, Miss White and Miss Brough.

## No Pools or Restrictions.

It was not shown that there were any pools or false contracts in its transactions, as there were in the plumbers' case, or that competition had been lessened, trade restricted or prices enhanced, as charged.

Mr. Johnston said that if a contract were broken between two parties by the action of a third party, and it was not done wilfully, it was not criminal, even though it might injure some one. No evidence was before the court to show that the guild was formed to accomplish any of the things spoken of in the conspiracy clause. The guild was formed simply to prevent the wholesale trade from going to ruin.

## Said There was no Evidence.

The Crown had no right to put in a bundle of letters, many of which had been written by men who were now dead, and try to convict the defendants of conspiracy with the writers. Facts must be proven instead of inferences drawn. If a prosecution of this kind before the court succeeded, it would practically put the wholesale trade out of business. He styled the system of manufacturers selling to such a firm as Eaton's as a cut-throat system, and said it was responsible for the present condition of the retail trade. He stated there was not sufficient evidence against the defendants to commit them for trial and asked that the case be dismissed.

## Committed for Trial.

His Worship said he was trying this case as justice of the peace and it was his duty to commit the defendants for trial if there was sufficient evidence. He thought the evidence was quite sufficient for committal. The more argument the defence counsel put up, the more it appeared to him that the disputed points should be settled by a higher court.

## TRAVELERS' PICNIC.

The Hamilton commercial travelers are arranging for the annual reunion and picnic of travelers at Oakville, Ont., on July 14. The 13th Battalion Band has been engaged.

## THE GREAT WEST.

Dixon Bros., merchants and bankers, of Maple Creek, Sask., in renewing their subscription to The Canadian Grocer, say: "This great country is moving fast. Immigration is pouring in at a tremendous rate. Crop prospects never looked better."

## WHITEFISH SCARCE.

U. S. Consul H. A. Conant, at Windsor, has reported to Washington that the Canadian fishermen on the Detroit River and Lake St. Clair were not doing business enough this season to pay expenses because of the scarcity of whitefish and perch. Fishermen claim that the supply of 25,000,000 fry of whitefish sent out by the Sandwich hatchery to replenish the Great Lakes is not near the amount necessary to meet the depletion. Millions of mullets, suckers, carp, and other varieties feed upon the whitefish fry, and it is estimated that only one whitefish minnow out of a thousand reaches maturity. The fishermen think the Government should spend more money for the propagation of inland fisheries.

The celebration of the 50th anniversary of the incorporation of Owen Sound, Ont., combined with the Retail Merchants' Association's annual picnic, made of Thursday last week a day of pleasant memory and brave achievement in the flourishing bay port. There were quite a few visitors present from Toronto and Hamilton, but with little assistance from the country round the go-ahead town turned out a crowd of five or six thousand people to participate in the day's events and sports.

First in order was the laying of the corner stone of a handsome new bridge on Poulett street by David Creighton, assistant receiver general, Toronto, and for many years as editor of the Times a leader in public affairs. He did the trick with a silver trowel and though local option is in force Miss Georgina Creighton christened the bridge by breaking a bottle of wine over the newly laid stone.

## When Indians Prevalled.

Mr. Creighton entertained his audience by drawing word pictures of Owen Sound's early days—the days when Indians far outnumbered the white settlers, and when the man who owned a top buggy instead of an oxcart was looked on as an aristocrat. Owen Sound was ambitious then as now, he told them, and it was that spirit of ambition that was largely responsible for the mighty change wrought in the past fifty years. Many incidents of the stirring and exciting times of pioneer life were recalled; of the first steamers to ply between Collingwood and Owen Sound; of the first election when there were no ballot boxes and consequently no ballot stuffing, when open voting was in vogue and when Richard Carney was elected as first mayor; of the excitement occasioned by the news of the Fenian Raid when the sturdy pioneers took off their Sunday clothes and donned the red coat and went to the front; of the fight to secure a railway—even the old narrow gauge.

## Grocer at the Head.

Mayor J. T. Joyce, a leading grocer, was master of ceremonies. Addresses were delivered also by Ben Allen and Christopher Eaton.

This ceremony occupied the forenoon, and the afternoon festivities at the park were preceded by a trade procession that for fine display and unique effects has seldom been surpassed. It was five blocks long. It met the C.P.R. train from Toronto and added "Marathon" Sherring to its triumphal attractions. Thereafter Mayor Joyce and the world's champion headed the procession, not running but in a very handsome carriage. The prizes in the humorous class were taken by Geo. Sargeant with an outfit drawn by a cow, the cow being led by a milkmaid and her attendant. The second prize went to D. B. McColl, grocer and confectioner, for a combination wheelbarrow and buggy top propelled by an ancient horse. The cart before the horse and its two drivers, the Dutchman and the Chinaman, were the cause of much merriment.



## CONSULS KEEN ON TRADE

British Representatives in the United States Anxious to Assist Canadian Merchants—Enterprising Move by Supt. O'Hara, of Canadian Commercial Agencies.

A very interesting departure, and one that should show large beneficial results for Canadian mercantile interests, was recently made by the Commercial Agencies Branch of the Trade and Commerce Department, Ottawa.

Among the manufacturers and exporters of the Dominion, Supt. F. C. T. O'Hara explains in last week's issue of the Weekly Report; the impression prevails that the commercial agency service should be extended. There is a general impression, too, that British consuls do not interest themselves in Canadian trade. Canada has not a commercial representative in the United States. These facts and a request from British Consul-General Alex. Finn, at Chicago, that his office be considered a commercial agency for the Dominion, suggested to Supt. O'Hara that he issue a circular letter and he did to each of 42 British consuls and vice-consuls throughout the Union, embodying these three questions:

### Questions Asked.

(a) What suggestions can you offer seeking to bring about more intimate commercial relations with Canadian business men?

(b) Have you had much correspondence with Canadian firms? If so, has it resulted satisfactorily or otherwise?

(c) Do you think you can assist Canadians to extend their market in this district?

"The result," says the superintendent, "has been a splendid testimony to the efficiency of the British consular service in the United States, many of whom replied at considerable length, offering excellent suggestions, and in general terms stating that the facilities of their respective offices were at the service of Canadian business men."

Some excerpts from replies are published. Here are a few of the more suggestive:

### At the Service of All.

Consul-General Finn, Chicago: " \* \* \* I have always considered myself as representing the whole Empire and at the service of any and every British subject from wheresoever he might come. I think that all parts of the British Empire and all departments of the Government and its different parts should treat the British consul as their representative. \* \* \* All merchants should be encouraged to write to me on all occasions.

"I should like all portions of the Empire to supply the consulates with the fullest information as to the resources, manufactures, openings for capital, etc., so as to make them a place where information can be obtained immediately. Most of the correspondence we have had with Canadians on business has been with persons seeking agencies in Canada for American goods."

### For Boston's 150,000.

Wm. Wyndham, consul, Boston: "I have never had, during my consular experience of nine years, any inquiries from a Canadian merchant, and on the other hand, from the other colonies,

from Australia and India, such inquiries are often received and are as promptly attended to as similar inquiries from Great Britain.

"Such assistance as is in my power I will gladly give to any Canadian firm seeking markets for their goods in my consular district. I shall be pleased to receive from your office any official publication you may desire to send me, which will be filed here for the use of Canadians in this district. I believe there are resident in Boston and its vicinity about 150,000 Canadians."

### No Greater Pleasure.

Horace D. Nugent, consul, Galveston, Texas: "His Majesty's consular officers are the public servants not alone of Great Britain, but of the Empire at large, and further, it should be not only our duty but also our privilege and pleasure to do our part in aiding to build up and enlarge the trade and commerce of the Empire by holding ourselves ready at all times to assist in any way possible the commercial interests of our fellow Britons, whether in the United Kingdom or the colonies. Personally speaking, I have always taken this view, and nothing would give me greater pleasure and pride than to feel that I had in my small way helped to extend the trade of the Dominion."

He suggests publicity of the fact that the British consular officers are ready to answer Canadian trade inquiries. He promises to ascertain more specifically in what articles of Canadian origin business might be done.

### Correspond Direct.

Sir Percy Sanderson, K.C.M.G., consul-general, New York, saw no reason why Canadians should not avail themselves of the services of British consular offices. His answers to the superintendent's three questions were:

(a) Canadian merchants should correspond direct, stating their requirements.

(b) Very little.

(c) Assistance could be given to Canadians to extend their market in this country if they would state their requirements.

### Glad of Information.

Consul James Laidlaw, Portland, Ore., replied in part as follows: "It is not the province of a British consul to encourage the trade of Americans to the detriment of British trade, but by British trade I mean the trade of the British Empire, and not solely that of the United Kingdom. I have never looked upon myself as merely the representative of a section of the Empire.

"I can only suggest that if Canadian business men would make their desires known we would assist in every way practicable. A consul cannot make business or work up business, but he can make suggestions and answer inquiries which might lead to this, and I am sure not only would be glad to do so, but it is also his duty.

"I have had exceedingly little correspondence with Canadian firms. I re-

gret that none of the departments of the Canadian Government have ever thought of sending their reports to this office unless specially inquired for. Not even changes in tariff are notified, and I certainly value very highly your offer to send all official publications issued by your department."

### Will Send Information.

Consul Fraser, Baltimore: "Should any opportunity offer in this district of which Canadian merchants might avail themselves, I will gladly furnish full particulars of it to you for publication in your weekly report."

Consul C. W. Bennett, San Francisco: "As regards the special interests of Canada in this consular district, it is no doubt within your knowledge that a large trade between British Columbia and San Francisco already exists. It is presumably in the hands of business men to see the opportunity offered and seize it. Any assistance asked for I will be most happy to give whenever possible."

### Give Details.

Consul Wilfrid Powell, Philadelphia: "Firms in Canada should address their requirements to the consul, taking care that the inquiry is made in fullest detail in order that the consul may be able to obtain if possible equally full information. We have had a considerable amount of correspondence on commercial matters with Canadian firms and business men, in some cases evidently with satisfactory results, judging from the letters received."

Consul Carew-Hunt, New Orleans: "I am always ready to do anything in my power to assist Canadian commercial interests in my district. I would suggest that a list of the British consular officers in the United States should be sent to the various boards of trade and chambers of commerce throughout the Dominion, with the information that the services of such officers are at the disposal of Canadian merchants to promote Canadian trade interests. Similar lists might with advantage be sent to other institutions. I have had little if any correspondence with Canadian firms."

### Get Canadian Goods.

Acting Consul Harkness, at Savannah, Ga., suggests the usual method of communicating with commercial agencies, and continues: "At the present time there is some export trade, annually, from the ports of this district to Nova Scotia and New Brunswick, mostly in the way of shipments of yellow pine lumber, rosin, turpentine, etc., but comparatively little business is done in direct Canadian imports, as such goods of Canadian origin as are consumed here come, as a general rule, by way of New York and Boston. It appears to me quite possible that a reasonable improvement in the present trade conditions might be hoped for in the near future if a proper effort is made in the right direction."

### MORE CALIFORNIA FRUIT SOLD.

At a fruit auction held in Montreal June 25, three cars of California fruit were sold. The market was brisk and good prices were obtained. Peaches sold from \$1 to \$1.30, plums from \$1.50 to \$2.80, and apricots at \$2.50. A car of pineapples was also sold. Prices ranged from \$3.10 to \$3.25.

## The Canada

**Baking Powder**  
Gillett, E. W., C.  
McLaren's, W. I.

**Biscuits, Confectionery**  
Cowan Co., Tor.  
Crown Mfg. Co.  
Foley, Lock & L.  
Kingsley Mfg. Co.  
McLauchlan, S.  
Mooney Biscuit  
Mott, John P.  
National Licor.

**Brooms and Brushes**  
Woods, Walter.

**Canned Goods**  
Balfour & Co., I.  
Belleville Cann.  
Canadian Cann.  
Lakeside Cann.  
Manitoba Cann.  
Man.  
Old Homestead  
Turner, James.

**Cans, Tin**  
Acme Can Co.,  
**Cash Registers**  
National Cash

**Cash Sales Boxes**  
Carter-Crume C.

**Cheese Cabinets**  
Walker Bin and

**Cigars, Tobacco**  
American Tobac.  
Empire Tobacco  
McDougal, D.,  
Payne, J. Bruce  
Tuckett, Geo. E.

**Clothes Lines**  
Hamilton Cotte

**Cocoas and Chocolates**  
Baker, Walter  
Benedict, F. L.  
Cowan Co., Tor.  
Dunn, Wm. H.  
Epps, James, &  
Lowney, Walter  
Maclure & Lan.  
Mott, John P.  
Peter's Chocola  
Stewart Co., T.

**Computing Scales**  
Computing Sca  
Toledo Comput

**Concentrated**  
Gillett E. W., I.

**Condensed Milk**  
Borden's—Wm  
Truro Condens

**Consulting Clerks**  
Kaufmann, W.

**Counter Checks**  
Allison Coupou  
Carter-Crume C.

**Cordials**  
Batgers, Rose

**Crockery, Glass**  
Cassidy, John  
Gowans, Kent.

**Dairy Products**  
Clark, Wm., M.  
Dawson Comm  
Fearman, F. W.  
MacLaren Imp

Acme Can Wo  
Adam Geo &  
Adamson, J.  
Albert Soaps  
Allison Coupou  
American Cer  
American Chr  
American Tot  
Antitis Peppel  
Ashley & Ligh  
Auer Light Co

Balfour & Co.  
Belleville Cam  
Benedict, F. I.  
Bidwell, W. E.  
Blue Ribbon I  
Bode's Gum C.  
Bradstreet's  
Braid, Wm., &

Canada Broke  
Canada Paper  
Canada Sugar

Canadian Can  
Canadian Pres

Canadian Salt  
Capetan Mani  
Carman, Jose  
Carrier, P. W.  
Carter-Crume  
Ceylon Tea A.  
Chaput, L., F.  
Cheyne, J. A.  
Clark, W.....

Codville-Geor  
Coles Manufa  
Colson, C. E.,  
Computing Sc  
Connors Bros  
Cowan Co.....

Cox, J. & G.  
Crain, Rolla  
Crown Mfg. C

Davenport, Pt  
Davidson & I  
Dawson Com  
Dominion Mol

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

**Biscuits, Confectionery, Gum, Etc.**  
Cowan Co., Toronto.  
Crown Mfg. Co., Toronto.  
Foley Lock & Larson Winnipeg.  
Kingsley Mfg. Co., Cincinnati.  
McLauchlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

**Brooms and Brushes.**  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Balfour & Co., Hamilton.  
Belleville Canning Co., Belleville Ont.  
Canadian Cannery, Hamilton.  
Lakeside Canning Co., Wellington, Ont.  
Manitoba Canning Co., Grande Pointe, Man.

**Canned Fruit.**  
Old Homestead Canning Co., Picton.  
Turner, James & Co., Hamilton, Ont.

**Cans, Tin.**  
Acme Can Co., Montreal.

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

**Cash Sales Books.**  
Carter-Crume Co., Toronto.

**Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin.

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

**Clothes Lines.**  
Hamilton Cotton Co., Hamilton.

**Cocoas and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Benedict, F. L., Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Lowney, Walter M., Co., Boston, Mass.  
Maclure & Lang ey, Toronto.  
Mott, John P., & Co., Halifax, N.S.  
Peter's Chocolate, Montreal.  
Stewart Co., Toronto.

**Computing Scales.**  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

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

**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.

**Consulting Chemists.**  
Kaufmann, W. P., Toronto.

**Counter Check Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.  
Carter-Crume Co., Toronto.

**Cordials.**  
Batger's, Rose & Ladlamme, Montreal.

**Crockery, Glassware and Pottery.**  
Cassidy, John L., Co., Montreal.  
Gowans, Kent & Co., Toronto.

**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Fearman, F. W., Co., Hamilton.  
MacLaren Imperial Cheese Co., Toronto.

Montreal Packing Co., Montreal.  
Park, Blackwell Co., Toronto.  
Power, B. H., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

**Financial Institutions & Insurance.**  
Bradstreet Co.

**Fish.**  
James, F. T., Co., Toronto.  
Doughty, A. C., & Co., Chatham, N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.

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

**Fly Pads.**  
Wilson, Archdale, Hamilton, Ont.

**Foreign Importers.**  
Boyd, Thos., & Co., Liverpool, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gaitkell, J. H., Liverpool, Eng.  
Little, Geo., Manchester, Eng.  
Rapp, Herman, & Co., Liverpool, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Vincentelli, P. & F., Antwerp.  
Wickes, Hamilton, & Co., London, Eng.

**Fruits—Dried, Green, and Nuts.**  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Gibb, W. A., & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton, Ont.  
James, F. T., Co., Toronto.  
Kinneer, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
McWilliam & Everist, Toronto.  
Ratray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
Warren Bros. & Co., Toronto.  
White & Co., Toronto.

**Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.

**Grain, Flours and Cereals.**  
Brackman-Ker Milling Co., Calgary, Alta.  
Greig, Robert, Co., Toronto.  
Hampton Saratoga Chip Co., Hamilton.  
Kirouac, Nap. G., & Co., Quebec.  
McFall, A., Bolton, Ont.  
McLeod Milling Co., Stratford, Ont.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Peterboro' Cereal Co., Peterboro', Ont.  
Quance Bros., Delhi, Ont.  
Tanguay, Alf. T., & Co., Quebec.  
Western Canada Flour Mills Co., Toronto.  
Woodstock Cereal Co., Woodstock, Ont.

**Grocers—Wholesale.**  
Balfour & Co., Hamilton.  
Campbell Wilson & Howe, Calgary, Alta.  
Canada Brokerage Co., Toronto.  
Codville-Georgeson Co., Winnipeg.  
Colson, C. E., & Son, Montreal.  
Davidson & Hay, Toronto.  
Ely, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Gillard, W. H., & Co., Hamilton.  
Kinneer, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Revillon Bros., Edmonton, Alta.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

**Grocers' Grinding and Packing Machinery.**  
Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Sprague Canning Machinery Co., Chicago.

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

**Interior and Exterior Store Fittings.**  
Walker Bin & Store Fixture Co., Berlin.

**Jams, Jellies, Etc.**  
Batger's—Rose & Ladlamme, Montreal.  
Godwille's—Rose & Ladlamme, Montreal.  
Smith, E. D., Winona, Ont.  
Southwell & Co.—Frank Magor & Co., Montreal.  
Upton, Thos., & Co., Hamilton.

**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Ashley & Lightcap, Winnipeg.  
Bidwell, W. E., Toronto.  
Carman, Joseph, Winnipeg, Man.  
Carrier, P. W., Quebec.  
Cheyne, John A., Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dominion Brokerage Co., Calgary, Alta.  
Dunn, Wm. H., Montreal and Toronto.  
Gorham, J. W., & Co., Halifax, N.S.  
Hazard, Horace, Charlottetown, P.E.I.  
Hughes, A. J., Montreal.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
MacLaren Imperial Cheese Co., Toronto.  
Millman, W. H., & Sons, Toronto.  
Moose Jaw Fruit & Produce Co., Moose Jaw.  
Nicholson & Bain, Winnipeg.  
North West Jobbing and Commission Co., Lethbridge, Alta.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Scott, Batgate, & Co., Winnipeg.  
Stevens, H. J., Montreal.  
Taylor, W. A., Winnipeg.  
Tees & Perse, Winnipeg.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Watson, Stuart, Winnipeg, Man.  
Wiseman, R. B., & Co., Winnipeg.

**Matches.**  
Improved Match Co., Montreal.

**Mince Meat.**  
Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wetley, J. H., St. Catharines.

**Oils.**  
Queen City Oil Co., Toronto.

**Oil Tanks.**  
Bowser, S. F., & Co., Toronto.

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

**Pickles, Sauces, Relishes, Etc.**  
Capstan Mfg. Co., Toronto.  
Douglas, J. M., & Co., Montreal.  
Gillard's Pickles, London, Eng.  
Holbrook & Co., London, Eng.  
Lytle, T. A., Co., Toronto.  
Paterson's—Rose & Ladlamme, Montreal.

Purnell, Webb & Co., Bristol, Eng.  
Sutton, G. F., Sons & Co., London, Eng.  
Taylor & Pringle, Owen Sound, Ont.

**Polishes—Metal.**  
Oakley, John, & Sons, London, Eng.

**Polishes—Stove.**  
Nickel Plate Polish Co., Chicago.  
James' Dome, W. G. A. Lambe & Co., Toronto.  
Morse Bros., Canton, Mass.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.  
Hanson, J. H., Montreal.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Gray, Young & Sparling, Wingham, Ont.  
Toronto Salt Works, Toronto.

**Soap.**  
Albert Soaps, Montreal.  
St. Croix Soap Co., St. Stephen, N.B.

**Soda—Baking.**  
Church & Dwight, Montreal.

**Starch.**  
Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.

**Sugars, Syrups and Molasses.**  
Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Lucas, Steele & Bristol, Hamilton.  
Ontario Sugar Co., Berlin, Ont.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.

**Teas, Coffees, and Spices.**  
Balfour & Co., Hamilton.  
Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders' Ass'n.  
Chase & Sanborn, Montreal.  
Codville-Georgeson Co., Winnipeg.  
Ewing, S. H. & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Ass'n.  
Koopman, G. C., Amsterdam and Rotterdam.  
Salada Tea Co., Montreal and Toronto.  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.  
Wood, Thos., & Co., Montreal.

**Vinegar and Cider.**  
White, Cottell & Co., London, S.E.

**Washing Compound.**  
Fairbank, N. K. Co., Montreal.  
Gillett, E. W. Co., Toronto.

**Woodware.**  
Woods, Walter, & Co., Hamilton.

**Wrapping Paper, Paper Bags, Twine, Etc.**  
Canada Paper Co., Toronto.

**Yeast.**  
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Acme Can Works ..... 11  
Adam Geo & Co. .... 2  
Adamson, J. T., & Co. .... 2  
Albert Soaps ..... inside front cover  
Allison Coupon Co. .... 19  
American Cereal Co. .... 68  
American Chiclet Co. .... 51  
American Tobacco Co. .... 65  
Antisip Pepper Co. .... 62  
Ashley & Lightcap ..... 18  
Auer Light Co. .... 18  
Balfour & Co. .... 27  
Belleville Canning Co. .... 63  
Benedict, F. L., & Co. .... 60  
Bidwell, W. E. .... 2  
Blue Ribbon Tea Co. .... 3  
Bode's Gum Co. .... 22  
Bradstreet's ..... 19  
Braid, Wm., & Co. .... 71  
Canada Brokerage Co. .... 4  
Canada Paper Co. .... 50  
Canada Sugar Refining Co. .... inside front cover  
Canadian Cannery ..... 7  
Canadian Press Clipping Bureau ..... inside back cover  
Canadian Salt Co. .... 12  
Capstan Manufacturing Co. .... 62  
Carman, Joseph ..... 58  
Carrier, P. W. .... 2  
Carter-Crume Co. .... 18  
Ceylon Tea Association ..... 6  
Chaput, L. Ellis & Co. .... 24  
Cheyne, J. A. .... 58  
Clark, W. .... 50  
Codville-Georgeson Co. .... 45  
Coles Manufacturing Co. .... 18  
Colson, C. E., & Son, outside back cover  
Computing Scale Co. .... 18  
Connors Bros. .... 59  
Cowan Co. .... 60  
Cox, J. & G. .... 63  
Crain, Rolla L., Co. .... 17  
Crown Mfg. Co. .... 55  
Davenport, Percy P. .... 45  
Davidson & Hay ..... 25  
Dawson Commission Co. .... 57  
Dominion Molasses Co., inside front cover

Doughty, A. C., & Co. .... 51  
Douglas, J. M., & Co. .... 21  
Dunn, Wm. H. .... 63  
Ely, Blain Co. .... 3  
Eckardt, H. P., & Co. .... 40  
Edwardsburg Starch Co., outside front cover  
Empire Tobacco Co. .... 65  
Epps, James, & Co. .... 63  
Estabrooks, T. H. .... 9  
Eureka Refrigerator Co. .... 19  
Ewing, S. H., & Sons ..... 20  
Fearman, F. W., Co. .... 46  
Fisher, A. D., Co. .... 18  
Gaitkell, J. H. .... 51  
Galbraith, Wm., & Son ..... 15  
Gillard, W. H., & Co. .... 26  
Gillett, E. W., Co., Ltd. .... 11  
Gorham, J. W., & Co. .... 2  
Gowans, Kent & Co., outside back cover  
Greig, Robt. Co. .... 19  
Hamilton Saratoga Chip Co. .... 53  
Hanson, J. H. .... inside back cover  
Hazard, Horace ..... 2  
Holbrook's Limited ..... 14  
Hudson, Hebert & Co. .... 23  
Imperial Extract Co. .... 62  
Improved Match Co. .... 12  
James, F. T., Co. .... 57  
Japan Teas ..... 11  
Jones & Swan ..... 2  
Kaufmann, W. P. .... 19  
Koopman, G. C. .... 54  
Kingsley Mfg. Co. .... 63  
Kingston "Gleaner" ..... inside back cover  
Kinneer, Thos., & Co. .... 20  
Kirouac, Nap. G., & Co. .... 54  
Kyle & Hooper ..... 2  
Lakeside Canning Co. .... 13  
Lambe, W. G. A. .... 2  
Little, Geo. .... 51  
Loggie, W. & Co. .... 59  
Lowney, Walter M. Co. .... 62  
Lucas, Steele & Bristol ..... 26

Lytle, T. A., Co. .... 20  
McDougall, D., & Co. .... 65  
McGaw & Russell ..... 2  
McLaren's Cooks' Friend Baking Powder ..... inside back cover  
McLauchlan, J. H., & Co. .... 63  
McLauchlan & Sons Co. .... 63  
McLeod-Milling Co. .... 54  
McWilliam & Everist ..... 56  
MacLaren's Imperial Cheese Co. .... 2  
Magor, Frank ..... outside front cover  
Manitoba Canning Co. .... 49  
Metal Siding and Shingle Co. .... 16  
Methven, J., Sons & Co. .... 51  
Miller Bros. .... 51  
Millman, W. H., & Sons ..... 2  
Montreal Packing Co. .... 46  
Mooney Biscuit and Candy Co. .... 61  
Moose Jaw Fruit and Produce Co. .... 2  
Morse Bros. .... 15  
Mott, John P., & Co. .... 60  
National Cash Register Co. .... 17  
National Licorice Co., inside front cover  
Nestle's Chocolate ..... 62  
Nicholson & Bain ..... 5  
Nicholson & Brock ..... 62  
Nickel Plate Stove Polish Co. .... 18  
Oakley, John, & Sons ..... 19  
Oakville Basket Co. .... 56  
Ocean Mills ..... 2  
Old Homestead Canning Co. .... 8  
Ontario Sugar Co. .... 70  
Park, Blackwell Co. .... 46  
Patrick, W. G., & Co. .... 2  
Payne, J. Bruce ..... 64  
Peterboro' Cereal Co. .... 55  
Power, B. H. .... 57  
Psimenos, Th. J. .... 57  
Purnell, Webb & Co. .... 14  
Rapp, Herman & Co. .... 51  
Ratray, D., & Sons ..... 71  
Reckitt's Blue ..... 10  
Robinson, O. E. .... 56  
Rose & Ladlamme ..... 10  
Rowat & Co. .... 27  
Royal Baking Powder Co. .... 67

Rutherford, Marshall & Co. .... 50  
Ryan, Wm., Co. .... 62  
"Salada" Tea Co. .... 16  
Sells Commercial ..... 19  
Scott, Bathgate & Co. .... 58  
Scott, David, & Co. .... 51  
Shorrocks Cigar Co. .... 66  
Smith, E. D. .... 68  
Sprague Canning Machinery Co. .... 63  
St. Charles Condensing Co. .... 59  
Stevens, H. J. .... 2  
Stewart Co. .... 60  
Stringer, W. B., & Co. .... 57  
"Sugars" Limited ..... 91  
Sutton, G. F., Sons & Co. .... 14  
Symington T., & Co. .... 15  
Tanguay, Alf. T., & Co. .... 54  
Taylor, W. A. .... 53  
Taylor & Pringle ..... 12  
Tees & Perse ..... 2  
Terminal Warehouse and Carriage Co. .... 25  
Thompson, G. B. .... 2  
Tippet, Arthur P., & Co. .... 1  
Todd, J. H., & Son ..... 59  
Toledo Computing Scale Co. .... 18  
Toronto Salt Works ..... 50  
Truro Condensed Milk Co., Limited ..... 16  
Tuckett, Geo. E., & Son Co. .... 64  
Turner, James, & Co. .... 27  
Upton, Thos., & Co. .... 63  
Vincentelli, P. & F. .... 51  
Walker, Hugh, & Son ..... 57  
Walker Bin & Store Fixture Co., 13, 19, 63  
Warren, G. C. .... 58  
Watson, Stuart ..... 2  
Western Canada Flour Mills Co. .... 53  
Wetley, J. H. .... outside back cover  
White & Co. .... 57  
Windsor, J. W. Co. .... 25  
Winn & Holland ..... inside back cover  
White, Cottell & Co. .... 13  
Wickes, Hamilton & Co. .... 51  
Wilson, Archdale ..... 50  
Wiseman, R. B., & Co. .... 58  
Wood, Thomas, & Co. .... 72  
Woods, Walter, & Co. .... 50  
Woodstock Cereal Co. .... 54

rtments of  
have ever  
ports to this  
for. Not  
ified, and I  
our offer to  
issued by  
ON.  
: "Should  
district of  
ight avail  
urnish full  
publication  
Francisco :  
ests of Can-  
t, it is no  
ge that a  
h Columbia  
xists. It is  
usiness men  
d and seize  
I will be  
r possible."  
Philadelphia :  
dress their  
taking care  
allest detail  
be able to  
all informa-  
ble amount  
mercial mat-  
business  
with satis-  
the letters  
Orleans : "I  
thing in my  
mercial in-  
uld suggest  
onsular of-  
should be  
trade and  
hroughout  
on that the  
at the dis-  
to promote  
imilar lists  
t to other  
tle if any  
firms."  
Savannah,  
od of com-  
agencies,  
esent time  
annually,  
t to Nova  
mostly in  
ellow pine  
but com-  
done in di-  
goods of  
umed here  
ay of New  
ars to me  
le improve-  
ar future if  
e right di-  
IT SOLD.  
Montreal  
ornia fruit  
brisk and  
eaches sold  
m \$1.50 to  
A car of  
ices ranged



Established 1886

**The MacLean Publishing Co. Limited**

**JOHN BAYNE MACLEAN President**

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

OFFICES

**CANADA—**

MONTREAL - 232 McGill Street  
Telephone Main 1255  
TORONTO - 10 Front Street East  
Telephone Main 2701  
WINNIPEG - 511 Union Bank Bldg.  
Telephone 3726  
F. R. Munro  
VANCOUVER - Geo. S. B. Perry  
ST. JOHN, N.B. - 7 Market Wharf  
J. Hunter White

**GREAT BRITAIN—**

LONDON - 88 Fleet Street, E.C.  
Telephone Central 12960  
J. Meredith McKim  
MANCHESTER - 92 Market Street  
H. S. Ashburner

**FRANCE—**

PARIS - Agence Havas, 8 Place de la Bourse

**SWITZERLAND—**

ZURICH - Louis Wolf  
Orell Fussli & Co.

Subscription, Canada and United States, - \$2.00  
Great Britain 8s. 6d., elsewhere - 12s.

Published every Friday.

Cable Address Adscript, London.  
Adscript, Canada.

**NEW ADVERTISEMENTS.**

Crown Manufacturing Co., Toronto,  
Mitchell, H. W., Winnipeg, Man.

**BRITISH CONSULS AND CANADIAN TRADE.**

The enterprise of Supt. F. C. T. O'Hara, of Canadian commercial agencies, Ottawa, in enlisting the active support of the hundred and sixty odd British consuls throughout the United States in favor of Canadian trade extension, should be highly appreciated, and marks Mr. O'Hara as a man for his job. During the month of March, according to official figures just issued, Canada imported from the United States fifteen million dollars worth of goods, a million and a quarter more than in March last year. In the same time Canada sold to the States a little less than six and a half millions worth, just a million and a half more than in March, 1905. This shows in the first place that Canada's sales to her big neighbor are capable of expansion, and that is the main issue here. Taking the figures for the nine months

ending March 31 the increase is even more notable. For three years they are: 1904, \$52,000,000; 1905, \$55,000,000; 1906, \$67,000,000.

In another article some excerpts from replies of the consuls to Mr. O'Hara's circular letter are given. They are all enthusiastic in tone. All of them recognize that in increasing the trade of any part of the Empire they are serving the whole. It is broad ground and as sound as it is roomy. It now remains for Canadian enterprise to take advantage of the way prepared for it.

**GROCERS SHOULD ORGANIZE.**

In a multitude of counsellors there is wisdom, said the Hebrew wise man, and his descendants have since been noted for success in business. This is a text for a dissertation on the advantage of a wide-reaching and strong organization of the retail grocery trade in Canada, but if the progressive and ambitious grocers would give the subject a little serious consideration the dissertation would give place to a report of the new organization. The advantage of organization is as plain as a barrel of sugar. Not to fix prices, or eliminate competition, or chase legislators—that game has been tried and it's no good to the grocer; what is wanted is an organization to bring the grocers together for the discussion of trade methods, for the advantages of social intercourse, for the spread of ideas, for the fostering and development of the spirit of progress. The retail grocery trade feeds the nation. It is a good business to push along. It's a business a man may well be proud of and a business the best men in it are proud of. A sparkling satellite of the sacred desk once said, "Born a man and died a grocer," and the saying has passed into a proverb of disrespect. There would have been quite as much point to his illustration if he had said, "Born a man and died a cleric." There is no more useful and necessary business than the grocer's, and none that for the health and enjoyment of the whole community is more susceptible of development and improvement. There should be a provincial and Dominion organization. Who'll be first to start it?

**AMERICAN GOODS IN COMPETITION.**

U. S. Consul Geo. N. West, writing from Sydney, N.S., to the Daily Consular and Trade Reports, published by the Department of Commerce and Labor, Washington, and distributed in great numbers throughout the States, after telling of a marked revival of trade in that district, says:

"The value of having personal representatives of American manufacturers visit merchants here has been shown in a strong manner by a statement made to me by a representative of an American firm visiting here lately, when he was successful in opening up six new accounts, whereas during the past two years he had difficulty in retaining former customers, owing to the depression.

"In visiting the different merchants I note in almost every instance the display of American goods in their stores, which have been, with few exceptions, purchased through Canadian wholesale houses, in some instances coming in direct competition with goods of the same class manufactured in Canada. If representatives of American firms visited here, they could no doubt largely increase their sales.

"Within a radius of 20 miles of Sydney there is disbursed for wages to employes of the coal, iron and steel companies, and other manufacturing enterprises, about \$500,000 monthly, and this sum will rather be increased than decreased in the future."

This is the way the American consular service is working for the extension of trade in United States manufactured products. Canadian manufacturers and wholesalers should be able to so supply the Cape Breton merchants and miners that they would have no room for American products.

**NEW ARRIVALS IN CANADA.**

The situation in regard to Canadian immigration is presented in the following statement for 10 months of the current and last fiscal years, July 1 to April 30, contained in the Labor Gazette for June:

	1904-5	1905-6	Increase
From Europe.....	67,340	74,350	7,010
From United States..	31,309	43,237	11,928
Total.....	98,649	117,587	18,938

The proportion of immigrants from Europe who are of British origin may be gathered from the fact that for the first four months of this year, January to April, the immigrants of British origin numbered 34,869, and for the corresponding months of last year 28,859.

During March there were 4,018 homestead entries in the west. Of these 1,080 were Canadians from other provinces, 1,271 were Americans, 71 were Canadians returned from the States, 9 were Newfoundlanders, 635 English, 147 Scotch, 59 Irish, and the rest were foreign, the largest number being Austro-Hungarians, 212.

**REWARD**

Conclusive advantage of often hard to here is an in the dairy deal clearer t In a report o ing Associatio missioner Ru record of a her duced in 30 d another herd 6,285 lbs. Th labor would b both herds. I the quality of yielded 15,084 therefore lost grade of cow month. At 80 average value,

**THE VALUE**

There isn't contest this p dows are val You display y attractive, yo How much with price tie perhaps a ques tion but what creased, and m

There are m ward in the r They feel so against asking away without b trait much mor man than in th a little too muc

If you have are people pass ute in the bu plainly shown t and they strik man knows lit may think an a ed for his pock price may be wi

Use the tag prices in plain your entire est will increase y are going on t Plain marking h helps the salesm

Plain marking price, and in th competition, no play favoritism price is the su have sliding scal

**REWARD OF ENTERPRISE.**

Conclusive evidence of the monetary advantage of progressive methods is often hard to lay hands on quickly, but here is an instance—it happens to be in the dairying industry—that is a good deal clearer than the proverbial pikestaff. In a report of the Brockville Cow Testing Association, issued by Dairy Commissioner Ruddick on June 16, is a record of a herd of twelve cows that produced in 30 days 7,176 lbs. of milk and another herd of five cows that yielded 6,285 lbs. The cost per cow for feed and labor would be practically the same for both herds. If the 12 cows had been of the quality of the five they would have yielded 15,084 lbs. of milk. The owner therefore lost by keeping an inferior grade of cow, 7,908 lbs. of milk in a month. At 80 cents per 100 lbs., a fair average value, his money loss was \$63.20.

**THE VALUE OF WINDOW TICKETS.**

There isn't a merchant who will contest this proposition: "Show windows are valuable to attract trade." You display your goods and if they are attractive, you will do some business. How much more you could do with price tickets properly displayed is perhaps a question, but there is no question but what your trade would be increased, and materially.

There are many people who are backward in the matter of pricing goods. They feel some little compunctions against asking questions and then going away without buying. You will find this trait much more highly developed in the man than in the woman. The latter leans a little too much the other way.

If you have a good location, there are people passing your store every minute in the business day. The prices plainly shown talk to them as they pass, and they strike home. The average man knows little about bargains. He may think an article looks too high-priced for his pocketbook, but the actual price may be within his reach.

Use the tags and the cards with prices in plain figures throughout your entire establishment, and they will increase your sales. New goods are going on the shelves and tables. Plain marking helps the customer and it helps the salesmen.

Plain marking is taken to mean one-price, and in this day and age of sharp competition, no merchant can afford to play favoritism with his trade. One price is the surest safeguard. If you have sliding scales you run the risk, and

a big one at that, of offending your good customers.

Women talk and they gossip on trade matters as well as on social. Overcharge one and let her find it out and your competitor will control her trade hereafter. Use price cards. They may be had cheap. Use home-made cards and learn to make them neat and attractive. If you are a failure at it, your print shop will gladly accept the order, or you can send to the city for samples. Tag everything. If you have not been following this practice, try it and you will find your returns for the next year better by a material percentage.

**THE AMERICAN THIRST.**

The American people spent last year for drink—alcoholic, and tea, cocoa and coffee—\$1,548,708,307. The per capita cost of tea, coffee and cocoa combined, was \$2.68, and for alcoholic drinks alone \$15.95. The total drink bill is equal to one-eighth the entire expenditure for food. The consumption per capita of tea was 1.23 pounds, aggregating 101,237,084 pounds, costing \$52,698,000. That means about 8½¢ per gallon of the liquor, making it the cheapest of all prepared beverages.

The United States leads all other nations as a consumer of coffee, using about one billion pounds of raw coffee every year. The imports in 1905 were 46,390,481 pounds more than in 1904. It is conservative to take the average annual net import for three years as better representing the quantity consumed, and that was 945,177,833 pounds, having an average import value for 1905 of 8.1 cents per pound against 7.0 cents in 1904. Coffee loses from 12 to 16 per cent. in roasting, with the average about 14 per cent., and allowing for this shrinkage there remains a net yearly consumption for three years, 1903-05, of 812,852,937 pounds of roasted coffee, costing the consumer an average of about 20¢ per pound. On the basis that one pound of coffee makes two gallons of infusion, we have as the measure of the year's consumption 1,625,705,874 gallons used as drink at a cost of \$162,570,589.

**INSPIRE YOUR CLERKS.**

It is a rare gift for a man to be able to inspire in others the spirit of enthusiasm which invariably carries all before it. But it is one of the most necessary gifts for the retail merchant who would make a real success of his business.

In too many cases clerks are left to work up their own enthusiasm, to learn about the goods they handle from their

own research, and to adopt their own selling methods. And it generally happens that this enthusiasm soon dies out, killing also the desire to learn. Apathy in the employer is followed by apathy in the clerk, and necessarily sales are not so large as they should be.

In a great many stores the clerks are actually afraid of "the boss." There is no spirit of fellowship between them, and in such circumstances clerks who are accustomed to work hard in the presence of their employers will shirk as much as possible once they are away from his watchful eye.

Every store should have a definite business policy which can only be adhered to when the proprietor takes the clerks more or less into his confidence, and endeavors to inspire them with his own enthusiasm in selling goods.

Are your clerks afraid of you? Do you notice a scramble when you come among them? Then fraternize with them, and do not be afraid of teaching them something valuable.

**EDITORIAL COMMENT.**

A Toronto gentleman who recently bought a farm in Cuba brought back with him a couple of cases of pineapples and showed them to the various newspapers, apparently as illustrative of a new trade possibility. About 50 carloads of Cuban pines have been brought into Toronto this season!

Did it ever occur to you, asks the London (Eng.) Grocer, that the grocer has it in his power to exert a wonderful influence in his community; to be a "molder of public opinion?" The retail grocer has a wonderful power for doing good and for molding public opinion. He has access to the homes of the entire community and the knowledge of how to use his influence is all he needs.

A Philadelphia wholesale grocer, named Murgatroyd, doing, he says, a million dollars of business a year, has devised a plan of incorporation on the co-operative principle. He proposes a hundred thousand dollar company, ten thousand ten-dollar shares, and promises to every purchaser of one or more shares that he can thereafter purchase his groceries at wholesale prices.

In a circular, Murgatroyd says of the business that it "is entirely too large and too valuable to be at the mercy of one individual." The "individual" being himself, he probably is right.

adian Grocer

sonal repre-  
anufacturers  
en shown in  
ement made  
of an Am-  
ly, when he  
up six new  
e past two  
retaining  
the depres-

merchants I  
ice the dis-  
their stores,  
exceptions,  
a wholesale  
ming in di-  
ods of the  
Canada. If  
lean firms  
doubt large-

les of Syd-  
ages to em-  
steel com-  
ring enter-  
nthly, and  
reased than

ican consu-  
e extension  
anufactured  
eturers and  
to so sup-  
hants and  
e no room

**ANADA.**

Canadian  
the follow-  
of the cur-  
July 1 to  
Labor Ga-

	In-
5-6	crease
350	7,010
237	11,928
587	18,938

ants from  
origin may  
at for the  
r, January  
of British  
for the  
year 28,-

,018 home-  
Of these  
ther prov-  
s, 71 were  
States, 9  
English,  
rest were  
ber being

# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

### Fluctuations.

Fish—Revised.  
Coffee—Mocha advanced 3c.  
Valencia raisins—Advanced 1-2c.

Montreal, June 28, 1906.

Orders during the week have been very good, speaking generally. While no particular grocery line has experienced any special call, there has been a fair trade passing all round. Sugar is stronger this week and it is probable that there will shortly be an advance, considering existing conditions. Better business in this line is reported on all sides. Some further reports on California fruits have reached Montreal regarding the outlook for the coming season. These advices are of about the same tenor as advices previously received. There is a firmer feeling in the tea market, but there are no new features of interest. Old Japans are now practically cleaned up. Molasses is moving along steadily, the market this week being not so strong as it has been. Considerable information regarding fruit crop prospects is to be found under the dried fruit heading. Mocha coffee has been advanced on account of disturbances in the coffee growing districts of Arabia. Spices are rather firmer this week. Dealers report a very active business in maple products for this time of year.

Collections are very poor; jobbers report being able to get no satisfactory returns from their customers.

**CANNED GOODS**—Canned goods have been moving out steadily. Business throughout the country, according to jobbers, has been about normal. Merchants appear to be buying more for immediate consumption than otherwise. Tomatoes are still sold at \$1.30, despite the talk of possible reduced prices through the heavy holdings of certain parties having to be disposed of at any figure obtainable. Corn is moving freely enough, and peas continue about as usual. Fruits are not in very good request owing to the increasing quantity of fresh stock arriving on the market. According to reports received, apricots this year will be very high in price. Peaches also will be higher, but it is expected that pears will be somewhat lower.

	Group No. 1.	Group No. 2.
<b>Cherries</b> —		
2s, red, pitted.....	2 12½	2 10
2s, red, not pitted.....	1 67½	1 65
2s, black, pitted.....	2 12½	2 10
2s, black, not pitted.....	1 67½	1 65
2s, white, pitted.....	2 32½	2 30
2s, white, not pitted.....	1 92½	1 90
<b>Currants</b> —		
Red, heavy syrup.....	1 60	1 57½
Red, preserved.....	1 60	1 77½
Black, heavy syrup.....	1 77½	1 75
Black, preserved.....	2 07½	2 05
Gal. apples.....	2 77½	2 75
<b>Gooseberries</b> —		
Heavy syrup.....	1 90	1 87½
Preserved.....	2 12½	2 10

<b>Lawtonberries</b> —		
Heavy syrup.....	1 77½	1 75
Preserved.....	1 95	1 92½
<b>Peaches</b> —		
Yellow, flats, 1½.....	1 70	1 67½
" " 2.....	1 90	1 87½
" " 2½.....	2 60	2 57½
" " 3.....	2 85	2 82½
whole 2.....	2 37½	2 35
White.....	1 75	1 72½
" 2½.....	2 50	2 47½
" 3.....	2 70	2 67½
Pie.....	1 25	1 25
Pie, not peeled, gal.....	2 57½	2 55
Pie, peeled.....	4 52½	4 50
<b>Pears</b> —		
Flemish beauty 2.....	1 65	1 62½
" " 2½.....	1 97½	1 95
" " 3.....	2 12½	2 10
Bartlett.....	1 89	1 77½
" 2½.....	2 17½	2 15
" 3.....	2 32½	2 30
Pie.....	1 27½	1 25
Pie, not peeled, 3.....	3 89	3 77½
Pie, not peeled, gal.....	3 27½	3 25
gal.....	2 50	2 50
<b>Pineapples</b> —		
2s, sliced.....	2 25	2 25
2s " grated.....	2 35	2 35
3s " whole.....	2 50	2 50
<b>Plums</b> —		
2s, Damson, light syrup.....	1 00	1 00
2s " heavy syrup.....	1 20	1 20
2½s " " ".....	1 57½	1 55
3s " " ".....	1 85	1 85
Gals. " standard.....	2 95	2 95
2s " Lombard, light syrup.....	1 05	1 05
2s " heavy syrup.....	1 35	1 35
2½s " " ".....	1 62½	1 62½
3s " " ".....	1 90	1 90
Gals. " standard.....	3 15	3 15
2s " Green Gage, light syrup.....	1 15	1 15
2s " heavy syrup.....	1 47½	1 47½
2½s " " ".....	1 72½	1 72½
3s " " ".....	2 00	2 00
Gals. " standard.....	3 45	3 45
2s " Egg, heavy syrup.....	1 52½	1 52½
2½s " " ".....	1 80	1 80
3s " " ".....	2 10	2 10
<b>Raspberries</b> —		
Red, light syrup.....	1 42½	1 40
Red, heavy syrup.....	1 67½	1 65
Red, preserved.....	1 87½	1 85
Black, heavy syrup.....	1 62½	1 60
Black, preserved.....	1 77½	1 75
<b>Strawberries</b> —		
2s, heavy syrup.....	1 52½	1 50
2s, preserved.....	1 67½	1 65
Gallons, standard.....	5 27½	5 25

### VEGETABLES

<b>Asparagus</b> —		
2s, tips.....	52½	2 50
Beets, sugar.....	0 85	0 95
<b>Beans</b> —		
2s, wax.....	\$0 82½	\$0 80
2s, refugee.....	0 85	0 82½
<b>Corn</b> —		
2-lb. tins, per doz.....	0 85	0 85
Gallon, per doz.....	5 00	5 00
<b>Peas</b> —		
2s, standard (No. 4).....	0 67½	0 65
2s, early June (No. 3).....	0 75	0 72½
2s, sweet wrinkled (No. 2).....	0 87½	0 85
2s, extra fine sifted (No. 1).....	1 27½	1 25
<b>Pumpkins</b> —		
3-lb. tins.....	0 80	0 80
<b>Rhubarb</b> —		
2s, preserved.....	1 17½	1 15
3s, preserved.....	1 92	1 90
Gallons, standard.....	2 65	2 62
<b>Spinach</b> —		
2s, table.....	1 42½	1 40
3s, table.....	1 82½	1 80
Gallons, table.....	5 02	5 00
<b>Squash</b> —		
3-lb.....	1 00	1 00
<b>Tomatoes</b> —		
3-lb. tins, per doz.....	1 30	1 30
Gallon tins, per doz.....	3 02½	3 02½

### FISH

<b>Lobster, tails</b> .....	3 50
" 1-lb. flats.....	3 85
" 1-lb. flats.....	2 00
<b>Mackerel</b> .....	1 00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Tails, 5 cases and over, per doz.....	1 55
1-lb. " less than 5 cases, ".....	1 57½
1-lb. Flat, 5 cases and over, ".....	1 67½
1-lb. " less than 5 cases, ".....	1 70
Arrow brand, 7½ cents less.....	1 00
1-lb. " 5 cases and over, ".....	1 02½
1-lb. " less than 5 cases, ".....	0 95
<b>Low Inlet</b> .....	0 97½
1-lb. Flat, 5 cases and over, ".....	1 20
1-lb. " less than 5 cases, ".....	0 97½
" Thistle " haddies, 4 doz. 1-lb. flats, per doz.....	1 00
Canadian kippered herring, 4 doz. ovals, per doz.....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.....	1 00

Canadian plain herring, per doz.....	1 00
Scotch kippered herring, per doz.....	1 35
" herring in tomato sauce, per doz.....	1 30

**SUGAR**—There is a stronger feeling in sugar this week and it is within the range of possibilities that there will be an advance shortly. The raw market has been advanced in New York and there is talk of putting up the price of the refined article. Should this advance be made, the local market will in all probability also be advanced. Jobbers report quite an increase in orders lately, merchants apparently preparing for the Summer business.

<b>Granulated</b> , bbls.....	\$4 20
" " bbls.....	4 35
" " bags.....	4 15
<b>Paris lump</b> , barrels.....	4 75
" " half-barrels.....	4 85
" " boxes, 100 lbs.....	4 75
" " boxes, 50 lbs.....	4 85
<b>Extra ground</b> , bbls.....	4 60
" " 50-lb. boxes.....	4 70
" " 25-lb. boxes.....	4 80
<b>Powdered</b> , bbls.....	4 40
" " 50-lb. boxes.....	4 60
<b>Phoenix</b> .....	4 05
<b>Bright coffee</b> .....	4 00
" yellow.....	3 95
No. 3 yellow.....	3 90
No. 2.....	3 89
No. 1 " bbls.....	3 70
No. 1 " bags.....	3 65

**TEA**—Teas generally are inclined to be a little firmer this week than they were last. Some inquiry is reported for cheap China greens, Young Hysons and gunpowders, the former especially. Ceylon blacks are a farthing up, although the prices here are not affected. Orders at cable quotations received here ten days ago are now refused. There has been practically no change in Indian blacks. With the exception of a few offerings of fancy Indian greens at fancy prices, there have been no new stock greens put on the market. Old Japans, in first hands, are now cleaned up, while there are very few lots in second hands. Very little Japan tea is to be consigned this year, according to advices from Japan.

<b>Japans</b> —Fine.....	0 26	0 30
Medium.....	0 20	0 23
Good common.....	0 18	0 18
Common.....	0 13	0 15
<b>Ceylon</b> —Broken Pekoe.....	0 25	0 38
Pekoes.....	0 17	0 20
Pekoe Souchongs.....	0 15	0 20
<b>Indian</b> —Pekoe Souchongs.....	0 15	0 18
<b>Ceylon greens</b> —Young Hysons.....	0 17	0 18
Hysons.....	0 16	0 17
Gunpowders.....	0 13½	0 14
<b>China greens</b> —Pingsney gunpowder, low grade.....	0 11	0 15
" " pea leaf.....	0 19	0 22
" " pinhead.....	0 28	0 32

**SYRUP AND MOLASSES**—There has been little change in the state of the molasses market since last report. It is a little weaker if anything, but prices locally are not affected. Stocks are pretty well sold up. Cargoes are arriving occasionally, but, as a rule, these are contracted for, so that the market is not affected by the arrival of such lots.

<b>Barbadoes</b> , in puncheons.....	0 30
" " in barrels.....	0 32½
" " in half-barrels.....	0 35
<b>New Orleans</b> .....	0 22
<b>Antigua</b> .....	0 30
<b>Porto Rico</b> .....	0 40
<b>Corn syrups</b> , bbls.....	0 02½
" " 1-bbls.....	0 02½
" " 2-bbls.....	0 03
" " 3½-lb. pails.....	1 30
" " 25-lb. pails.....	0 90

Cases, 2-lb. tins, 1  
" 5-lb. " 1  
" 10-lb. " 1  
" 20-lb. " 1

**FOREIGN** market is a grades. So new fruits already been quantities. crops by fr out-turn. S and nuts of considerably consequently with last se also are rep crop than la opening pi higher than of shelled w exhausted b and shipmen great doubt sufficient sto ply require dry enough cordingly ad are looked t rents will l of August same price a ports of ero unless unfor prices are li ng; the se which distur fluctuations are practical ders have bee shipment of current requi steamer with expected to r of October, s and favorabl and consider ada. Present are pretty w been advanc firm at figure

**Valencia Raisins**—  
Fine off-stalk, per lb.....  
Selected, per lb.....  
**Dates**—  
Dates, Halloween, p  
**Californian Evapor**  
Apricots, per lb.....  
Peaches, ".....  
Pears, ".....  
**Malaga Raisins**—  
London layers.....  
" Connoisseur Clust  
".....  
**Royal Buckingham**  
" Excelsior Window

**Californian Raisins**  
Loose muscatels, fat  
" " chc  
" " 2 crt  
" " 3 crt  
" " 4 crt  
**Prunes**—  
30-40s.....  
40-50s.....  
50-60s.....  
60-70s.....  
70-80s.....  
80-90s.....  
90-100s.....  
**Oregon prunes** (Italy  
".....  
**Oregon prunes** (Fren  
".....

**Currants**—  
Filiatras, uncleaned,  
Fine Filiatras, per lb  
" " "  
" " "  
" " "  
**Finest Vostizaas** "  
Amalias "

Cases, 2-lb. tins, 2 doz. per case.....	1 90
" 5-lb. " 1 doz. " .....	2 35
" 10-lb. " 1 doz. " .....	2 25
" 20-lb. " 1 doz. " .....	2 10

**FOREIGN DRIED FRUITS**—The market is almost entirely bare of most grades. Some inquiry has been made for new fruits and confidential orders have already been transmitted in considerable quantities. The report of damage to crops by frost is now confirmed by the out-turn. Sultanas and Valencia raisins and nuts of all kinds are estimated to be considerably under last year's volume, consequently high prices in comparison with last season are a certainty. Figs also are reported to be a much smaller crop than last year and it is understood opening prices are from 1s. 6d to 2s. higher than last season. The 1905 crop of shelled walnuts is now being rapidly exhausted by U. S. buyers for cracking and shipment in September, and there is great doubt as to whether there will be sufficient stock in shell remaining to supply requirements until the new fruit is dry enough to ship. Prices have accordingly advanced and further advances are looked for. The new crop of currents will be shipped about the 28th of August via Liverpool at about the same price as last year's opening. Reports of crop are fairly favorable, and unless unforeseen contingencies occur, prices are likely to remain steady during the season. The chief elements which disturb this article are the violent fluctuations of exchange. Spot stocks are practically nil and considerable orders have been sent forward for prompt shipment of last year's stock to supply current requirements. The first direct steamer with dates from Bussorahis is expected to reach New York by the end of October, somewhat earlier than usual, and favorable prices have been made and considerable quantities sold in Canada. Present stocks of Valencia raisins are pretty well cleaned up. Prunes are firm at figures quoted.

Valencia Raisins—	
Fine off-stalk, per lb.....	0 05
Selected, per lb.....	0 05½
Layers, ".....	0 05½
Dates—	
Dates, Hallowees, per lb.....	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb.....	0 13½ 0 14
Peaches, ".....	0 12½ 0 14
Pears, ".....	0 13½ 0 15
Malaga Raisins—	
London layers.....	2 25
"Connoisseur Clusters".....	2 50
"boxes.....	0 80
Royal Buckingham Clusters, "boxes.....	1 10
"boxes.....	3 50
"Excelsior Window Clusters," boxes.....	4 50
"boxes.....	1 3
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs. ....	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs. ....	0 08½ 0 09½
" " 2 crown.....	0 07½ 0 08
" " 3 crown.....	0 08 0 08½
" " 4 crown.....	0 08 0 08½
Prunes—	
Per lb.....	
30-40s.....	0 09½ 0 09½
40-50s.....	0 08½ 0 09
50-60s.....	0 08 0 08½
60-70s.....	0 07½ 0 08
70-80s.....	0 07 0 07½
80-90s.....	0 06 0 06½
90-100s.....	0 06 0 06
Oregon prunes (Italian style), 40-50s.....	0 08½
50-60s.....	0 07½
Oregon prunes (French style), 60-70s.....	0 07½
90-100s.....	0 06
100-120s.....	0 05
Currants—	
Filiatras, uncleaned, barrels.....	0 05½
Fine Filiatras, per lb., in cases.....	0 06½ 0 07
" " cleaned.....	0 06½
" " in 1-lb. cartons.....	0 07
Finest Vostizzas ".....	0 06½ 0 07½
Amalias.....	0 06

Sultana Raisins—	
Sultana raisins, per lb.....	0 06½ 0 08
1-lb. carton.....	0 09
Elem Table Figs—	
Six crown, extra fancy, 40-lb. boxes.....	0 13
Four crown, fancy, 10-lb. boxes.....	0 09
Three crown.....	0 07 0 07½
Glove boxes, fine quality, per box.....	0 11
Fancy washed figs, in baskets, per basket.....	0 20
pulled figs, in boxes, per box.....	0 22
stuffed figs.....	0 28
12-oz. boxes.....	0 06½ 0 07

**COFFEE**—Coffee has been in fairly good demand since last report. Orders received do not call for any particular line, business being of a sorting nature. Prices have been rather firm. Advices from Arabia state that owing to rebellion in the Yemen district the crop has been materially damaged, and as a consequence, higher prices for Mocha are expected. It is difficult to say yet just what effect this will have upon the local market eventually, taking it for granted that this statement is correct. As it is, prices have been advanced considerably.

Jamaica.....	0 10½ 0 11
Java.....	0 18 0 22
Mocha.....	0 19 0 22
Rio, No. 7.....	0 09½ 0 10
Santos.....	0 10½ 0 11
Maracaibo.....	0 11 0 13½

**SPICES**—Spices this week are firmer, if anything. Demand throughout the province is good. Nutmegs are unchanged.

Peppers, black.....	0 16 0 22
white.....	0 25 0 32
Ginger, whole.....	0 16 0 24½
Ginger, Cochin.....	0 17 0 17½
Cloves, whole.....	0 17 0 32
Cream of tartar.....	0 25 0 30
Allspice.....	0 12 0 15
Nutmegs.....	0 30 0 55

**EVAPORATED APPLES**—Evaporated apples continue high in price and are still in very small demand. Dealers are asking 12 1-2c. to 13c.

**BEANS**—Beans have been rather quiet during the past week. In fact there has been no improvement since last week, buyers still holding off.

Choice prime beans.....	1 60 1 65
Lower grades.....	1 55 1 60

**MAPLE PRODUCTS**—There has been an improvement in trade and dealers report being rather busy at present filling orders for immediate shipment. Prices are well maintained at figures quoted.

Maple syrup, in wood, per lb.....	0 05½ 0 06½
in large tins.....	0 06 0 07
Pure Township sugar, per lb.....	0 07 0 07½
Pure Beauce County, per lb.....	0 07 0 08

**HONEY**—Honey is unchanged. Practically no business is being done.

White clover, extracted tins.....	0 07½ 0 08
Buckwheat.....	0 06 0 06½

**RICE AND TAPIOCA**—Tapioca is very hard to obtain at present, although there is very little demand for this arti-

cle at the figure asked. The market is almost cleaned up. Rice is unchanged. It is generally believed that there will be an advance of 10c. the beginning of July.

B rice, in 10 bag lots.....	3 15
B rice, less than 10 bags.....	3 25
C rice, in 10 bag lots.....	3 15
C rice, in less than 10 bag lots.....	3 25
Tapioca, medium pearl.....	0 07 0 07½

### ONTARIO MARKETS.

Salmon firmer, some lines scarce. Raisins and currants continue upward. Molasses prices hardening. Oranges easier. Big crop of raspberries in sight. Hides a cent higher.

Toronto, June 28.

Trade is brisk throughout Ontario but quiet in the city and without special feature. Collections, it is said, are very satisfactory for the season of the year. The week has shown a few quotable fluctuations in prices, but the markets are firm in all lines. There is a very bullish feeling in canned salmon. The demand for canned fruits is giving place to the fresh crop and the consumption of sugar is heavy. There is a very firm feeling in molasses, especially New Orleans, and the reason assigned on the primary market is the passage of the American alcohol bill. The market is about bare of California dried fruits and currants and raisins continue to work upward to a basis commensurate with the importing cost. Tapioca has firmed up again and is predicted to be firmly fixed for some months.

**CANNED GOODS**—The new fruit has somewhat curtailed demand for the canned variety, but vegetables moving steadily. Anyway, the fruits are getting pretty well cleaned up. Strawberries have been off for some time, apples are in very small compass, and stocks of cherries, pears and some varieties of plums are getting low. Salmon is engaging a good deal of attention. Stocks of Fraser River Sockeye are melting rapidly and single case orders are much preferred. For 1-lb. talls the price has been advanced by some to \$1.75 and for flats \$1.85. The announcement by the British Columbia packers of the prices on this year's pack expected Saturday has not yet materialized.

Group No. 1 comprises—	
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.	
Group No. 2 comprises—	
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.	
Group No. 3 comprises—	
"Globe," "Jubilee," "White Rose," and "Deer" brands.	

	Group No. 1	Groups 2 and 3
<b>FRUITS.</b>		
Apples, standard, 3's.....	1 02½	1 00
" preserved, 3's.....	1 27½	1 25
" standard, gal.....	2 77½	2 75
Blueberries—		
2's, standard.....	0 92½	0 90
2's, preserved.....	1 42½	1 40
Gals., standard.....	3 25	4 00
Cherries—		
2's, red, pitted.....	2 12½	2 10
2's, " not pitted.....	1 67½	1 65
2's, black, pitted.....	2 12½	2 10
2's, " not pitted.....	1 67½	1 65
2's, white, pitted.....	2 32½	2 30
2's, " not pitted.....	1 92½	1 90
Gallons, standard, not pitted.....	7 12½	7 10
" pitted.....	8 62½	8 60
Currants—		
2's, red, H.S.....	1 60	1 57½
2's, red, preserved.....	1 80	1 77½
Gals., red, standard.....	4 77½	4 75
" " solid pack.....	7 02½	7 00
2's, black, H.S.....	1 77½	1 75
2's, " preserved.....	2 07½	2 05
Gals., black, standard.....	5 02½	5 00
" " solid pack.....	8 02½	8 00

#### LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, June 28, 1906.

**BUTTER**—No change in market. Little export business passing.

**CHEESE**—Market steady. Prices unchanged.

**EGGS**—Market steady with firm undertone. Nothing new in prices.

**PROVISIONS**—Market firm. Good demand locally for smoked meats. Abattoir dressed hogs quoted \$10.00 to \$10.50 per 100 lbs.



lian Grocer

ion on both  
m, steady,  
the entire  
ed. Ameri-  
require a  
e year and  
come from

..... 4 93  
..... 4 83  
..... 4 28  
..... 4 28  
..... 4 23  
..... 4 18  
..... 4 28  
..... 4 08  
..... 4 13  
..... 4 13  
..... 3 98  
..... 3 88

veloped no  
il reported  
crop would  
y mean a  
ipated. The  
hat firmer.  
vas 185,000  
on May 1,  
in 1905.

fine liquors  
ld for the  
blacks have  
les, and ld  
ly the situ-  
e firmer.

PS—Reports  
at the pass-  
in Congress  
low grade  
manufacturers  
ok for in-  
produce a  
ucts. Con-  
being made  
last year.

..... 0 33 0 35  
..... 0 38 0 42  
..... 0 02  
..... 0 02  
..... 0 03  
..... 1 30  
..... 0 90  
..... 1 90  
..... 2 35  
..... 2 25  
..... 2 10

..... 0 30 0 35  
..... 0 30 0 35  
..... 0 40 0 50  
..... 0 45 0 60  
..... 0 30 0 35

..... 0 87  
..... 0 95  
..... 1 00  
..... 0 75  
..... 4 50  
..... 5 10  
..... 5 60  
..... 6 00

arket is get-  
pricots and  
bout all the  
0's to 60's,  
e house has  
e. Apricots  
e crop this  
exceed 2,500  
crop of four  
id to be a  
third of an  
ned is about  
iliatra cur-  
re crowding  
this week  
ncias will be  
nt condition  
s been bad  
op in Asia  
extended to  
ons as com-  
year.

Per lb.  
boxes 0 07 0 08  
" 0 08 0 09  
" 0 09 0 09  
" 0 10 0 10

The Canadian Grocer.

French prunes, 110-120's	0 04	
Note—25 lb. boxes 1c. higher.		
Candied and Drained Peels—		
Lemon	0 11	0 11 1/2 Citron
Orange	0 11 1/2	0 12 1/2
Figs—		
Element, per lb.	0 10	0 14
Tapnets,		0 04
Peaches—		
Californian evaporated,	0 14	0 17
Pears—		
Californian evaporated, per lb.	0 13	
Currents—		
Fine Filiatas	0 06	up Vostizzas 0 07 1/2 0 08 1/2
Patras	0 06 1/2	0 06 1/2
Cleaned 1c. more.		
Raisins—		
Sultana	0 05 1/2	0 09
" Fancy	0 10	0 14
" Extra fancy	0 15	0 16
Valencias, selected	0 06	0 06 1/2
Seeded, 1-lb packets	0 09	0 10 1/2
California, loose muscatels—		
3-crown	0 07 1/2	
4-crown	0 09	
Dates—		
Hallowees	0 05	Fards new choicest 0 09 0 10 1/2
Sairs	0 04	new choicest 0 09 1/2
Domestic evaporated apples	0 13	

NUTS—Being the season of light demand, business is limited. Quotations for new nuts are higher on October filberts. They have advanced 2s. per sack.

Almonds, Tarragona, per lb.	0 13 1/2	0 14
" Formigetta	0 12 1/2	0 13
" shelled Valencias	0 27	0 28
Walnuts, Grenoble,	0 14 1/2	0 15
" Bordeaux,	0 10 1/2	0 11
" shelled	0 26	0 28
Filberts, per lb.	0 10	
Pecans, per lb.	0 14	0 17
New Brazil, per lb.	0 14 1/2	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish	0 08 1/2	
A 1's, banners and suns	0 08	
Japanese Jumbo's	0 08 1/2	
Virginia	0 10	

SPICES—Quotations are unchanged.

Spices—	Per lb.	
Peppers, blk	0 20	
" white	0 30	
Ginger	0 18	0 35
Cassia	0 25	0 35
Nutmeg	0 45	0 75
Cloves, whole	0 22	0 33
Cream of tartar	0 22	0 28
Allspice	0 16	
Mace	0 22	0 85

RICE AND TAPIOCA—Tapioca is reported by cable this week about a shilling higher for Fall shipment from Singapore, making the laid-down cost near the jobber's present quotation. The price here for medium pearl now is about 7c.

Rice, stand. B.	0 03 1/2	0 03 1/2
Bangkok	0 03 1/2	0 03 1/2
Patna	0 05	0 05 1/2
Java	0 06	0 07 1/2
Sago	0 06	0 06 1/2
Carolina rice	0 07 1/2	0 10
Tapioca, medium pearl	0 06 1/2	
" double goat	0 07 1/2	

DRIED FISH—Quotations are unchanged.

Boneless fish, per lb.	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb.	0 05 1/2 0 60
Pitched cod fish, cases of 100 lbs.	6 50

HIDES AND WOOL—Prices have advanced 1c., not because of market conditions, but because buyers are competing for the goods.

Hides, inspected, steers, No. 1	0 12 1/2
" " " " No. 2	0 11 1/2
" " " " cows, No. 1	0 12 1/2
" " " " " No. 2	0 11 1/2
Country hides, flat, per lb., currol.	0 11
Calf skins, No. 1, city	0 14
" " " " " No. 1, country	0 13
Sheep skins	1 50
Lamb skins	0 40
Horse hides, No. 1	3 15
Rendered tallow, per lb.	0 04 1/2 0 05 1/2
Pulled wools, super, per lb.	0 25
" " " " extra	0 27
Wool, unwashed fleece	0 17
" " " " washed fleece	0 27

NOVA SCOTIA MARKETS

Halifax, N.S., June 25.

The grocery trade is in a healthy condition and jobbers are satisfied with the outlook. The orders from outside points

THE MARKETS

are fully up to the average, and collections continue good. Large shipments of potatoes continue to arrive here from Prince Edward Island, notwithstanding the lateness of the season. The island is also sending heavy shipments of oats, eggs and potatoes to the Cape Breton markets, which now require large quantities of produce. Dried fruits are becoming very scarce on this market. Prices are fairly steady in all lines. Sugar is quoted here as follows:

XXX granulated	\$4.30
Austrian granulated (bags)	4.20
Cut loaf (barrels)	5.05
Bright yellow	4.10
No. 1 yellow	3.80
Unbranded yellow	3.65

Provisions continue very firm, an advance of one dollar to one dollar and a half having been made recently on American pork. American fat back is now quoted at \$22.50 and Prince Edward Island mess at \$22. Lard is firm at 12 1/2c. to 13c. for pails, and 13c. to 13 1/2c. for cases. The best American beef is quoted at \$15.

EGGS—The demand for eggs is only fair. Jobbers here have good stocks on hand, but it is thought that the high price is keeping back sales. The season is now advancing and there is no intimation of any break.

BUTTER—With the increased receipts the butter market is becoming a little easier, but the price drops very slowly. Jobbers say that the farmers are sending in a good supply of fresh made butter. The prices are about 23c. for creamery prints, 21c. to 22c. for solids, and 20c. for dairy.

FRUIT—An active business is reported in fruit, and some of the jobbers find difficulty in securing first-class stock, particularly bananas and oranges, the former at the close of the week running very short. Prices are about as follows: Oranges, California navels, from \$5 to \$5.50; Jamaicas, \$7 per barrel, and Valencias, 420's, at \$7.50. Lemons are very scarce and high, from \$5 to \$6 per case being asked. Bananas, \$1.75 to \$2.50. Pines, \$3.50 a case. Cukes, \$1.50, and tomatoes, \$1.50 a crate. Bermuda onions are lower, \$1.50 being asked. Egyptian are selling at 1 1/2c. per pound. California cherries and plums are quoted at \$3, and peaches at \$2.50.

FISH—Good catches of mackerel continue along the coast. During the week the traps at Lunenburg took 600 barrels and at Lambro Prospect and Dover about 300 barrels were taken. These fish are of a smaller run than earlier in the season, but there is good money in catching them. Cod and haddock are also fairly plentiful and the catches of salmon continue large. During the week the first meeting of the Island Cheese Board was held at Charlottetown, with President Lochiel McDonald in the chair. The officers elected were: President, L. McDonald, East Point; vice-president, Charles Wayne, St. Peter's; secretary-treasurer and salesman, Robert Jenkins, Mount Albion. R. E. Spillet bought all the boarded cheese at 11c. 200 flats were not sold. The following cheese boarded: Kensington, 150; New Perth, 50; Lakeville, 33; Dundas, 25 flats, 30 whole; Union, 140 flats; Ponnall, 50; New Glasgow, 50.

A resolution was passed asking that all the factories join the board and contribute toward its support.

Reports received here from various parts of Prince Edward Island districts

give good prospects this season of an abundant fruit crop. Grain and also hay are reported as being good on the island.

The steamer City of Bombay, from London, landed here this week three thousand bags of Scotch potatoes, which will be transhipped by the steamer Beta for Jamaica.

N. B. MARKETS.

St. John, N.B., June 25, 1906.

Business is good. There has been splendid weather for some weeks and the farmer who was behind is making up for lost time. The tourist is becoming a factor and there is certainly reason, as while other points are having extreme hot weather, one in St. John is able to enjoy the fine days in comfort. Prices show no very marked changes, but the market is generally firm. Ginger continues very high. New rice is rather late arriving. Rather higher prices rule.

OIL—In burning oil prices are held firm. The chief business is in booking orders for Fall. Lubricating oils move rather less freely. Paint oils are held firm. Some cod oil is beginning to arrive.

SALT—Business has been very active in Liverpool coarse salt. Arrivals have been large. Prices well maintained. In fine salt there is a good steady business. Canadian is chiefly sold.

CANNED GOODS—Just fair spot business. As the trade now have an agreement of selling price, rather higher figures are quoted. Fruits are all firmly held. Gallon apples are firm at the advance. In meats, American goods show a falling off in demand. Oysters are higher. There is improved interest in salmon, and higher values are expected. In domestic fish, new haddies are offered.

GREEN FRUIT—Oranges are high; some Valencias are offered. There is a fair sale for Jamaicas. Californias, even at the high prices, have a good sale. Lemons are high. Bananas are firm at quite full figures. Pines sell quite freely. Strawberries are now becoming a more active factor. California peaches, cherries, apricots and plums are offered.

DRIED FRUIT—A car of Bosnia prunes were received this week. They come on a somewhat bare market, and full prices were asked. Spot seeded raisins are firmer. Other grades unchanged. Stocks not large. New Malaga layers are quoted higher than last year. Future California prunes and raisins unchanged. Peaches and apricots very high. Dates firmer. Spot currants firmly held. Peels bring full figures. Evaporated apples almost out of the market. Egyptian onions about gone. Little change in price. Peanuts keep low this season.

SUGAR—Prices are firm at the late advance. Values are still low. Good sales reported.

MOLASSES—Market quite well stocked, particularly in fancy Barbadoes. Prices are firm. Stock of Porto Rico smaller than for some few years at this season.

FISH—Salmon, a steady sale. Prices are somewhat lower than usual at this season. This is governed by the Boston market. There has been a good catch. In dry fish, new cod and pollock received. Prices are easier. Pickled herring light inquiry. Prices still high. Smoked dull.



# WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER,  
511 Union Bank Building, Winnipeg, Man.

## Officers of the Association.

Officers Retail Merchants' Association of Western Canada.  
President J. F. Hunter, Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougall, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Partial list of sections organized:  
Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Fillmore, secretary.

Arnaud—W. Ledoux, secretary.  
Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.  
Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.  
Carman—J. W. Jameson, chairman; T. T. Pearson, Carman, secretary.

Crystal City—P. A. Young, Crystal City, chairman; W. Gemmill, Cartwright, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—J. T. Musgrave, secretary.  
Hamiota—Wm. Chambers, secretary.  
Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella — S. E. Riggs, Abernethy, president; A. O. Brooks, Abernethy, secretary. Executive — J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarras; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; W. G. McIntyre, secretary.

Manitou—J. A. Jacobs, secretary.  
Morden—Harry Meikle, secretary.  
Melita—W. Hamelin, secretary.  
Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Midale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.  
Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.  
Stonewall—W. H. Morgan, secretary.  
Shoal Lake—C. E. McGrath, secretary.  
Virden—E. J. Scales, secretary.

On July 26 and 27 the regular semi-annual meeting of the Western Retail Association will be held in Winnipeg in the board room adjoining the secretary's office. A circular letter inviting the retailers of the west to attend this meeting will be issued very shortly by Secretary Coulson and President J. F. Hunter. It should be distinctly understood that the invitation is extended not only to those who are members of the association but to all retailers in the west, whether members or not. Many important matters will come up for discussion affecting the interests of all

western retailers and it is desirable that there should be a large attendance.

The convention is being held during the week of the exhibition and consequently all who attend will have the advantage of the cheap railroad fares that always prevail at that time. There will certainly be a large attendance of Manitoba merchants and it is hoped that many dealers from Saskatchewan and Alberta will also arrange to be present.

Secretary Coulson returned to Winnipeg on Monday from an extended trip to different country points. Meetings were held at Melita, Carnduff, Alameda and Estevan, and sections were organized at all those points to include the surrounding towns. All the meetings were well attended, showing that the interest in the association is kept throughout the west. The credit evil was the subject most discussed and it was agreed to close books from Nov 1 to April 1, so far as possible; also to charge 10 per cent. interest during the closed months on all accounts standing for 30 days or more and 8 per cent. from April to November.

At Hamiota, Man., a meeting was held to straighten out some trouble over the selling price of tobacco. The trouble was satisfactorily arranged and the affairs of this big section will now run smoothly.

## MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, June 28, 1906.)

General business continues very active with no quotable changes in staple lines. CANNED GOODS—Prices are quoted as follows:

	FRUITS.	
	Group No. 1	Groups No. 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb.	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black	3 83	3 78
Gooseberries—		
new	4 08	4 03
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's	5 09	5 04
Peaches—		
2's	4 08	4 03
3's	6 14	6 09
Plums—		
Damson, 1's	2 13	2 08
Lombard, 1's	2 23	2 18
Greengage, 1's	2 33	2 28
Pumpkins—		
3's	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case	4 20	
2's, whole	3 75	
2 1/2's, whole	4 60	
2's, grated	4 40	
Raspberries—		
red (new)	3 63	3 58
black (new)	3 53	3 48
VEGETABLES.		
Beans—		
golden wax	1 93	1 88
refugee	1 98	1 93
Beets—		
3's	2 39	2 34
Corn—		
2's	1 98	1 93
Peas—		
(No. 4) 2's	1 63	1 58
(No. 3) 2's	1 78	1 73
Succotash—		
2's	2 63	2 58

Tomatoes—		
All groups, per case	3 10	
FISH.		
Salmon, Fraser River sockeye, per case	6 25	
" Skeena River	6 00	
" River's Inlet	5 90	
" Red Spring	5 75	
" humpback	4 10	
" cohoes	4 85	
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30	
" " " " " " " " " " " "	5 to 9 cases	6 20
Lobsters (new), 1-lb. flats, per 8-doz. case	16 00	
" " " " " " " " " " " "	1 lb. talls, per 4-doz. case	10 25
" " " " " " " " " " " "	1-lb. talls	14 50
MEATS.		
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25	
" " " " " " " " " " " "	2's	1 90
" " " " " " " " " " " "	3's	2 60
Clark's 1 lb. plain, per case	2 10	
" " " " " " " " " " " "	2's	1 80
" " " " " " " " " " " "	3's	2 20
" " " " " " " " " " " "	1 " tomato sauce, per case	2 30
" " " " " " " " " " " "	2 " " " " " " " " " " " "	1 85
" " " " " " " " " " " "	3 " " " " " " " " " " " "	2 40
" " " " " " " " " " " "	1 " Chili	2 30
" " " " " " " " " " " "	2 " " " " " " " " " " " "	1 95
" " " " " " " " " " " "	3 " " " " " " " " " " " "	2 40
Soups (Van Camp's), per doz.	1 25	
Canned chicken (Man. Can. Co.) per doz.	3 25	
" " " " " " " " " " " "	turkey	3 25
" " " " " " " " " " " "	chicken (Aylmer), per doz.	3 30
" " " " " " " " " " " "	" (Delhi)	3 20
" " " " " " " " " " " "	turkey (Aylmer)	3 30
" " " " " " " " " " " "	" (Delhi)	3 20
" " " " " " " " " " " "	duck (Aylmer)	3 30
" " " " " " " " " " " "	" (Delhi)	3 20
Corned beef	2's	2 80
" " " " " " " " " " " "	1's	1 60
" " " " " " " " " " " "	Man. Can. Co. 2's per doz.	2 50
" " " " " " " " " " " "	1's	1 35
Roast beef (Man. Can. Co.), 2's, per doz.	2 50	
" " " " " " " " " " " "	1's	1 35
" " " " " " " " " " " "	(Clark's), 1's, per doz.	1 55
" " " " " " " " " " " "	2's	2 65
Potted meats, 1's, per doz.	0 55	
Veal loaf (Libby's), 1 lb., per doz.	1 25	
" " " " " " " " " " " "	1 lb.	2 50
Ham loaf	1 lb.	1 25
" " " " " " " " " " " "	1 lb.	2 50
Chicken loaf	1 lb.	1 85
" " " " " " " " " " " "	1 lb.	3 50
Lunch tongue (Clark's), 1's	3 45	
" " " " " " " " " " " "	(Aylmer), 1's	3 00
Sliced smoked beef (Libby's), 1-lb. tins, per doz.	1 90	
" " " " " " " " " " " "	1-lb. tins	3 10
" " " " " " " " " " " "	1-lb. glass	3 35
Chipped	1-lb. glass	1 45
" " " " " " " " " " " "	1-lb. tins	2 50
" " " " " " " " " " " "	1-lb. tins	1 45
" " " " " " " " " " " "	1-lb. glass	3 05
Sliced bacon	1-lb. glass	3 10
" " " " " " " " " " " "	1-lb. glass	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50	
" " " " " " " " " " " "	2-lb.	2 65

SUGAR—The price is steady at figures quoted last week. We quote:

Montreal granulated, in bbls.	4 85	
" " " " " " " " " " " "	in sacks	4 80
" " " " " " " " " " " "	yellow, in bbls.	4 45
" " " " " " " " " " " "	in sacks	4 40
Wallaceburg, in bbls.	4 75	
" " " " " " " " " " " "	in sacks	4 70
Berlin, granulated in bbls.	4 70	
" " " " " " " " " " " "	sacks	4 75
Icing sugar in bbls.	5 45	
" " " " " " " " " " " "	in boxes	5 65
" " " " " " " " " " " "	in small quantities	6 05
Powdered sugar, in bbls.	5 25	
" " " " " " " " " " " "	in boxes	5 45
" " " " " " " " " " " "	in small quantities	5 70
Lump, hard, in bbls.	5 55	
" " " " " " " " " " " "	in 1-bbls.	5 65
" " " " " " " " " " " "	in 100-lb. cases	5 55
Raw sugar	4 50	

SYRUPS AND MOLASSES—There is still a strong demand for corn syrups but trade in molasses is reported very quiet. Quotations continue as follows:

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20	
" " " " " " " " " " " "	5-lb. tins, per 1 " " "	2 65
" " " " " " " " " " " "	10-lb. tins, per 1 " " "	2 55
" " " " " " " " " " " "	20-lb. tins, per 1 " " "	2 45
" " " " " " " " " " " "	barrel, per lb.	0 03 1/2
" " " " " " " " " " " "	Sugar syrup, per lb.	0 03 1/2
" Kaironiel " syrup, 2-lb. tins, per 2 doz. case	2 55	
" " " " " " " " " " " "	5-lb. " " " " " " " "	2 90
" " " " " " " " " " " "	10-lb. " " " " " " " "	2 70
" " " " " " " " " " " "	20-lb. " " " " " " " "	2 80
Barbadoes molasses in 1-bbls, per gal.	0 40	
New Orleans molasses in 1-bbls, per lb.	0 03 1/2	
Porto Rico molasses in 1-bbls, per lb.	0 04 1/2	
Blackstrap, in bbls., per gal.	0 31	
" " " " " " " " " " " "	gal. bats., each	0 33
" " " " " " " " " " " "	gal. bats., each	2 25

## COFFEE—

Whole green Rio, per lb.	0 10 1/2	
" " " " " " " " " " " "	roasted " " " " " " " "	0 15 1/2
Ground roasted Rio	0 16	
Standard Java in 25-lb. tins, per lb.	0 33	
Old Government Java in 25 lb. tins, per lb.	0 32	
" " " " " " " " " " " "	Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 32	
Pure mocha	0 25	
" " " " " " " " " " " "	Maracaibo	0 19
Choice Rio	0 17	
Pure	0 16 1/2	
Seal Brand (C & S) in 2-lb. tins, per lb.	0 32	
" " " " " " " " " " " "	1-lb.	0 33
Local Blends—		
Mocha, and Java in 2-lb. tins, per lb.	0 23	
" " " " " " " " " " " "	1-lb.	0 24

MATCHES—Prices continue as follows:

The C  
"Telegraph"  
"Telephon"  
"King Ed"  
"Head Li"  
"Rising S"  
"Eagle"  
"Victoria"  
"Silent"  
FOR  
still r  
dried f  
pected  
ket. W  
Sultana ra  
" "  
Table raisi  
" "  
" "  
" "  
" "  
Valencia r  
" "  
California  
" "  
" "  
" "  
Prunes 100  
" 90  
" 80  
" 70  
" 60  
" 50  
" 40  
" ch  
" sil  
Currants, 1  
" w  
" F  
" V  
Hallowee  
Figs, cook  
" "  
Apricots, c  
Apricots, c  
Peaches, c  
Pears, che  
" sta  
Plums, ch  
Nectarines  
CANI  
Lemon, pe  
Orange  
Citron  
Mixed, in  
EVAL  
PLES—  
at 13c  
apples  
BEA  
ed at  
\$1.90.  
NUTS  
Almonds, (s  
Filberts  
Peanuts,  
Jumbos,  
Walnuts,  
" "  
" "  
Pecans, pe  
Brazilia, pe  
SPIC  
Pepper, b  
" w  
Cayennepe  
Cloves, in  
Cassia, " "  
Allspice, "  
Ginger, in  
Mixed sp  
Mace, in 5  
Black pep  
White pep  
Cinnamon  
Cinnamon  
Nutmegs,  
Cloves acc  
Ginger, po  
Allspice, p  
Mace, per  
Mixed sp  
HONI  
Clover hou  
" "  
" "  
Fancy con

3 10  
6 25  
6 00  
5 90  
5 75  
4 10  
4 85  
6 30  
6 20  
16 00  
10 25  
14 50  
1 25  
1 90  
2 60  
2 10  
1 80  
2 20  
2 30  
1 85  
2 40  
2 30  
1 95  
2 40  
1 25  
3 25  
3 25  
3 30  
3 20  
3 30  
3 20  
3 30  
2 80  
1 60  
2 50  
1 35  
2 50  
1 35  
1 55  
2 65  
0 55  
2 25  
2 50  
1 25  
2 50  
1 85  
3 50  
3 45  
3 00  
1 80  
3 10  
3 35  
4 45  
2 50  
3 05  
3 10  
3 25  
1 50  
2 65  
t figures  
4 85  
4 80  
4 45  
4 40  
4 75  
4 70  
4 75  
4 70  
5 45  
6 65  
6 05  
5 25  
5 45  
5 70  
5 55  
5 65  
5 55  
4 50  
-There is  
n syrups  
ted very  
follows:  
2 20  
2 65  
2 55  
2 45  
0 03  
2 55  
2 90  
2 70  
2 80  
0 40  
0 03  
0 04  
0 31  
0 33  
2 25  
0 10  
0 11  
0 15  
0 16  
0 33  
0 32  
0 32  
0 29  
0 25  
0 19  
0 17  
0 16  
0 32  
0 33  
0 23  
0 24  
as fol-

	Per case
"Telegraph,"	4 75
"Telephone,"	4 65
"King Edward,"	3 35
"Head Light,"	4 20
"Rising Star,"	5 50
"Eagle,"	1 95
"Victoria,"	3 10
"Silent," 200's	2 20
"Silent," 500's	4 70

**FOREIGN DRIED FRUITS** — Prices still rule very high for all California dried fruits and no reductions are expected until the new crop is on the market. We quote:

Sultana raisins, bulk, per lb	0 64
cleaned,	0 08
1 lb pkgs	0 04
Table raisins, Connoisseur clusters per case	2 60
extra dessert,	3 40
Royal Buckingham,	4 00
Imperial Russian,	5 25
Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
Connoisseur clusters, boxes (5 1/2 lbs)	0 80
Valencia raisins, f. o. s	1 65
selected,	1 85
layers,	2 10
California raisins, muscatels, 2 crown, per lb	0 09
" " " " " "	0 09
" " " " " "	0 08
" " " " " "	0 07 1/2
" " " " " "	0 07 1/2
" " " " " "	0 09 1/2
" " " " " "	0 09 1/2
Prunes 100-120 per lb	0 06 1/2
90-100 " "	0 07 1/2
80-90 " "	0 08
70-80 " "	0 08 1/2
60-70 " "	0 09
50-60 " "	0 09 1/2
40-50 " "	0 10
choice silver, per lb	0 11
silver, per lb	0 08 1/2
Currants, uncleaned, loose pack, per lb	0 06 1/2
dry cleaned, Filiatras, per lb	0 06 1/2
wet cleaned, per lb	0 06 1/2
Filiatras in 1-lb pkg, dry cleaned, per lb	0 07 1/2
Vostizzas, uncleaned,	0 06 1/2
Hallowee dates, new per lb	0 05 1/2
Figs, cooking in tins and sacks	0 05 1/2
boxes	0 05 1/2
Apricots, choice, in 25-lb. boxes, per lb	0 20
Apricots, standard in 25-lb. boxes, per lb	0 19
Peaches, choice, per lb	0 17 1/2
Pears, choice (halves), per lb	0 16
standard " "	0 15
Plums, choice (dark pitted) per lb	0 14
Nectarines, choice	0 15

**CANDIED PEELS—**

Lemon, per lb	0 11 1/2
Orange	0 11 1/2
Citron	0 20
Mixed, in 1-lb drums per doz	2 30

**EVAPORATED AND DRIED APPLES**—Evaporated apples are selling at 13 1/2 c. per lb. in 50-lb. boxes. Dried apples are quoted at 9c. per lb.

**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, Grenobles, per lb	0 15 1/2
Marbets	0 13 1/2
shelled, " "	0 32
Pecans, per lb	0 15
Brazils, per lb	0 15

**SPICES—**

GROUND SPICES.	
Pepper, black, in 10 lb boxes, per lb	0 18
white, " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " "	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
Mace, 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
Mace, 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, 2 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
" " " " " " " " " " " "	4 75

New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" " 10-lb. tins, 6 in case, per case	6 40
" " 60-lb. tins, per lb	0 10

**SAUCES—**

Worcestershire, Lea & Perrins' 1/2 pints, per doz	\$3 55
" " " " " " " " " " " "	6 00
" " White's 1/2 pints " " " " " "	0 90
" " Paterson's 1/2 pints " " " " " "	0 90
" " " " " " " " " " " "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz	1 90

**BUCKWHEAT**—Quoted as before at \$1.70 per half sack.

**RICE, TAPIOCA AND SAGO**—Prices are steady since the recent advance in Patna rice. We quote:

Japan rice, per lb., cwt. lots	0 05 1/2
" " 50-lb. lots	0 05 1/2
Rangoon rice, per lb.	0 04
Patna, " "	0 04 1/2
Tapioca, per cwt.	7 00
Sago, per lb.	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**—Oatmeal has been steady since the recent advance. Prices are as follows:

Rolled 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

**INTERESTING FIG MERCHANT.**

**Asia Minor Crop About 100,000 Camel Loads—Bolton Armao.**

The most interesting traveler to reach Toronto in recent months with something to sell—and who hasn't? — was Bolton Armao, a young fig merchant of Smyrna. He knows the business on the practical side and as for selling—well, he gives the impression that he lives to sell figs; yet a few moments' conversation with him convinced The Canadian Grocer representative that the vanishing point of his perspective was a long way beyond the confines of the fig industry.

Mr. Armao is of mixed nationality, tall, slight of build, a little stooped, dark. He speaks eight languages. This is his first visit to America. He once spent three days in London and he speaks English fluently, adding emphasis with a large vocabulary of gestures.

The selling agents for his firm in Canada are the McLaren Imperial Cheese Co., and his stay of a day or two in Toronto was passed largely in the company of Mr. Marshall, and of whose selling capabilities he quickly acquired a high opinion.

Mr. Armao was frankly disappointed at the size of the orders placed by Toronto jobbers. "But," he concluded, after telling how he and Mr. Marshall had stayed with one firm till near midnight for their small order, and several hours with another, "there's a proverb, 'When in the dance, you must dance.' I'm in the dance so I must dance."

To get the best Mr. Armao knows of word or gesture it is only necessary to suggest a comparison between Smyrna figs and Italian, Californian, Portuguese or African. Asia Minor's crop this year will probably be about 100,000 camel loads (about 300 lbs.) which was about the crop last year. The consumption of figs, Mr. Armao avers, is rapidly increasing.

He put forward also the curious assertion that figs were a cure for tuberculosis even in the secondary stage. He would have the patient be continually where the aroma of the fig is and live upon the fruit.

**MERCHANT IN COUNCIL.**

Joseph Ward, of Joseph Ward & Co., Montreal, has been re-elected alderman for seat No. 2, St. Andrew's ward. Mr. Ward resigned from the council a few weeks ago on account of his company having a claim against the city. It seems that no alderman can retain his seat in the council if any firm to which he belongs makes a claim against the city. Action was taken in the courts against Mr. Ward to have him unseated, but he did not await the outcome of the case, resigning at once. The citizens showed their confidence in him by re-electing him by acclamation. Mr. Ward is head of the wholesale firm of Joseph Ward & Co., importers of sugars, molasses and grocers' specialties.

**QUEBEC GROCERS' GUILD.**

At Quebec, on June 21, a provincial meeting of the Grocers' Guild was held under the presidency of L. E. Geoffrion, Montreal. No information was given out regarding the questions discussed, which were chiefly regarding sugar, molasses and tobacco, and freight rates. Those present at the meeting from Montreal were: J. A. Robitaille, A. Desroches, L. O. Demers, Mr. Gendreau, Albert Hebert, P. C. Messervey, Alex. Orsali, H. Laporte, and S. J. Carter. R. H. Beaulieu, of Chicoutimi, and J. R. Gardner, of Ottawa, were also present. Quebec merchants at the meeting included Alex. Turcotte, Ledroit & Freres; J. B. E. Latellier, A. Miller, of Whitehead & Turner; P. J. Bazin, Chas. Pettigrew, of N. Rioux & Co., L. A. Carrier, J. Buchanan and Thos. Beattie, of Davidson & Co.

J. Stanley Cook, assistant secretary of the Montreal Board of Trade, acted as secretary.

**FRUIT EXHIBIT IN HALIFAX.**

G. Bigelow, superintendent of the horticultural department of the Dominion Exhibition, which is to be held in Halifax this coming Autumn, has sent out a circular from Wolfville, N.S. Every effort is being made to make the exhibition the largest and most instructive fruit exhibit ever made in Canada. All exhibits must arrive at Halifax before September 28.

**FRUIT BROKER MARRIED.**

J. Joseph McCabe, of W. B. Stringer & Co., was married on Tuesday morning at St. Michael's Cathedral. The hearty good wishes of the trade accompanied the happy couple on their wedding trip to Muskoka, where they will spend a couple of weeks.

**THIS WILL BE A BIG ONE.**

The grocers and butchers of Brantford will hold their annual picnic in conjunction with the Grocers' Association of Hamilton, on July 18 to Niagara Falls.

The name of the Dominion Wine & Spirit Co. has been changed to F. Edwards & Co.

## COFFEE MARKET CYCLES

History Worth Studying—Safe Now to Carry Full Stocks—  
Increase in Consumption—Rise in Price About Due.

The history of the coffee market, says the American Grocer, is worth studying, as production moves in cycles, being stimulated by an era of high valuation and depressed by a period of low prices. During the last cycle of high cost—1887-1897—when Rio No. 7 touched 18 3/8c. New York, and never sold below 12 7/8c., a great stimulus was given to production in the Province of Sao Paulo, Brazil. The production in Brazil rose from an annual average crop of 5,500,000 bags (1893-96), to a yearly average of 12,897,000 bags (1900-03), with the result that No. 7 Rio sold down to 5 1/4c., the ruling price in 1902-03. During the past three years the average yearly crop has decreased over 2,500,000 bags, or about 20 per cent. decrease.

A change must come about, due to decreasing production, increasing consumption, which has already brought about a decrease in the world's reserve stock to barely enough to cover seven months' requirements, based on an annual consumption of 17,000,000 bags. The recovery in prices from 5 1/4c. in 1893 has been slow, and at this time the present spot cost shows an advance of only 5 5/8c.

The low prices have made coffee-growing an unproductive industry. Planters have suffered, as we attempted to demonstrate in our last and previous issues.

The only remedy for the planter's trouble is in a higher level of values, and while this should come naturally when consumption is so much ahead of production, conditions in Brazil in respect of labor, mortgage burdens, interest on mortgages (in many cases as high as ten to twelve per cent.), cost of transportation and living expenses, all to be paid in the currency, i.e., milreis money, the return to a higher level of prices to the planter must be rapid to avert his ruin. With Brazil exchange high and currency prices low, the planter only gets an average of about twenty-four milreis per bag (this equals only 5 1/2c. to 6c. per pound gross to the planter), and this is where it hurts. It is simple enough to understand why the planter is imploring his congressman to favor a plan for Government aid, which the Brazil Congress is likely to wisely develop. If only the attempt is made the coffee world would be very likely to quickly second the efforts. It is more than probable the markets would jump up immediately and kill

the sapping pessimism that is unjustly plaguing the coffee business.

There is probably no more intelligent tradesman in the wholesale or retail trade of the world than the American grocer. He deals in products brought from all parts of the world, and he keeps informed about the production and commerce, and surely he will be in sympathy with the live-and-let-live spirit for the coffee planter.

The consumption of coffee in the world for the current season is nearly 17,000,000 bags, taking the known deliveries from seaports to the interior. A great deal more is consumed of which no figures are kept. The world's production of coffee is not more than 14,500,000 bags this season.

As a safeguard against a small crop next season a good reserve of such a prime staple ought to be kept, and yet the world's visible supply has shrunk 4,000,000 bags since October, 1904, and the present seaport stocks are only equal to seven months' consumption.

It is safe and prudent policy for all distributors of coffee to carry a full stock, for there is no indication that the crops of the world will be within 2,000,000 bags of its requirements for two years or more. And if there is no relief to the planters the production must fall so far behind consumption that a return to the high prices of 1887-1897 seems inevitable.

The coffee trade is the spinal column of a retail grocery business, and is the only prominent staple which affords the retailers a good profit. The retailers have educated the public to an appreciation of quality, and nearly all have favorite blends, the demand for which rests in no small degree upon cost. To insure the maintenance of a popular retail price, a full stock of coffee on the present basis of cost bids fair to be a paying investment. The facts are plain, and force themselves upon every careful observer, and justify the most conservative in being liberal carriers of the world's most famous bean.

### CARTER-CRUME'S NEW HOME.

The Carter-Crume Company, manufacturers of counter check books, are now in their new premises at 445 and 447 King street west, Toronto. They occupy all of the second, third and fourth floors, the second floor, which is finished in quartered oak, being used for general offices, and the upper storeys for manufacturing, stock room, etc.

### BUSINESS PERSONALS.

T. H. Edwards, Beaverton, Ont., was in Toronto last week.

John Tisdale, Uxbridge, Ont., was in Toronto last week.

John Sloan, Toronto, is spending a week at Preston Springs.

Frank Sloan, Toronto, was a guest at the Hotel Quinte, Belleville, last Sunday.

B. S. Blackwell, traveler in Northern Ontario for Thomas Bros., St. Thomas, was in Toronto last Saturday.

Among the excursionists to Niagara Falls Wednesday of last week were Dave Hopper, Cookstown; A. E. Earle, Creemore; Wm. Hammell and J. Elliott, Tottenham.

George D. Comstock, for many years town clerk of Parrsboro, N.S., has resigned his position to go on the road for Billman, Chisholm & Co., wholesale grocers, Halifax.

H. M. Brush, of the Continental Can Co., Syracuse, N.Y., and Chicago, was a visitor to Montreal last week and was introduced by Mr. Campbell, of the Acme Can Works.

Thos. Montgomery, of Thos. Montgomery & Son, Montreal, commission merchants, is rapidly recovering from his recent illness, and expects to be back at the old stand within a week.

Hugh Mulhearn, the former popular manager of the Kipling Hotel, Parry Sound, Ont., was in Toronto last week on the way to Buffalo for a holiday before assuming the management of the Grand Central, Collingwood, Ont.

Chas. F. Francis, of C. F. Francis & Co., grocers, St. John, N.B., and Miss Alice L. Paisley, of Malden, Mass., were united in marriage on June 13 in St. Paul's Church, Malden. The honeymoon included a trip as far west as Niagara Falls and Buffalo.

Frank C. McClure, of McClure & Son, Paisley, Ont., was united in marriage on the 11th inst. with Miss Mary L. N. Chapman, daughter of J. A. and Mrs. Chapman, Port Elgin. The ceremony took place at the home of the bride and was attended by a large number of friends.

G. P. Gallaher, who was on the road for the Edwardsburg Starch Co., has accepted a promising position with Bovril Limited, Montreal. Mr. Gallaher left his old firm with that company's best wishes and his many friends will be pleased to learn of his present appointment.

### TRAVELER SUCCUMBS TO LOCK-JAW.

Fred Crowther, traveler for Lumsden Bros., Hamilton, died from lockjaw at Hamilton. He was operated on for appendicitis a week ago last Saturday, and was removed to his home. On Saturday last his condition was satisfactory, but on Sunday night lockjaw developed.

### CONVENTION IN OTTAWA.

Arrangements are now well completed for the convention of the Ontario Retail Grocers' Association, which is to take place in Ottawa July 3, 4 and 5. A large attendance is expected.

Briggs stock in  
The P  
Paul Bro  
Todd  
dealers,  
J. W.  
a tea, c  
hurst.

W. H.  
started  
in the ol  
W. R.  
and gene  
Man., in  
W. R.

of Riebe  
has mov  
store.

J. A.  
eral stor  
and will  
date line

Fred. I  
Brokerag  
the St.  
Ingersoll,  
Toronto,

Heal B  
toria Ro  
store and  
business.

Bros. and  
ery and  
a large s

Mr. A  
on his an  
of the gu  
Winnipeg  
ver and  
Seattle ar

J. D. H  
ing a fine  
and wool  
cement fl  
credit to  
He built  
a year ag  
surplus st

Daniel M  
and seed  
gone on a  
fic coast.  
ness is in  
wart son  
Universit  
a business

John E.  
commenced  
ago, has  
more comm  
and about  
large store  
son. He h  
and fixed u

Consider  
building o  
grocer, cor  
streets, Qu  
curred Jun  
the stock w  
The loss is

H. Crozie  
a busy mar  
him. He h  
the militar  
under canv  
marquee on  
refreshment  
and the nun  
of ice cream

**BUSINESS NOTES.**

Briggs & Bohmer are closing out their stock in Gainsboro, Man.

The Paul Cormie Co. have succeeded Paul Bros. in Reston, Man.

Todd Bros., butchers and provision dealers, Barrie, are giving up groceries.

J. W. Orchard, Bala, Ont., has opened a tea, coffee and spice store in Gravenhurst.

W. H. Strome, of Brandon, Man., has started in business in Hamiota, Man., in the old stand of Brady & Moore.

W. R. Abbott has opened a grocery and general store business in Hamiota, Man., in the old stand of J. Anovitch.

W. R. Kenner has purchased the stock of Riebel Bros. in Pierson, Man., and has moved his own stock into that store.

J. A. Carothers has bought the general store of Wm. Cochran, Baltimore, and will continue the business on up-to-date lines.

Fred. Dane, formerly of the Western Brokerage Co., has been appointed by the St. Charles Condensing Co., of Ingersoll, Ont., their selling agent for Toronto, Hamilton and London.

Heal Bros., general merchants, Victoria Road, Ont., are giving up their store and are going into the creamery business. They have sold out to Staple Bros. and have erected a fine new creamery and are going into the business on a large scale.

Mr. A. Bode (Bodenweiser) has left on his annual western tour of inspection of the gum trade. He will visit Chicago, Winnipeg, Calgary, Edmonton, Vancouver and Victoria, returning by way of Seattle and San Francisco.

J. D. Hartle, of Minden, Ont., is building a fine new storehouse for his hide and wool business. It is 30x10 with cement floors and is in every respect a credit to his rapidly growing business. He built a storehouse of equal size only a year ago and he needs it all now for surplus stocks.

Daniel MacLachlan, grocery, crockery and seed merchant, of Woodville, has gone on a two months trip to the Pacific coast. During his absence the business is in the capable hands of his stalwart son, William, a student in Toronto University, and the makings of as good a business man as his father.

John E. Waterhouse, Whitby, who commenced business there three years ago, has so developed his trade that more commodious premises are necessary and about July 1 he will move into the large store formerly occupied by J. Gibson. He has had it thoroughly refitted and fixed up in first-class style.

Considerable damage was done to the building occupied by George Hossaek, grocer, corner of St. Anne and Garden streets, Quebec, through a fire which occurred June 25. Most of the damage to the stock was caused by smoke and water. The loss is nearly covered by insurance.

H. Crozier, grocer, Cobourg, has been a busy man lately and that just suits him. He had the contract for supplying the military camp where 3,000 men are under canvas. In addition he erected a marquee on the grounds and dispensed refreshments to the perspiring soldiery and the numerous visitors. Five freezers of ice cream went in a day and the net

profits will be something worth counting. Mr. Crozier is one of the most progressive grocers in Ontario and has a very fine class of trade.

**MR. COWAN TAKES EXCEPTION.**

Editor of Canadian Grocer: In your issue of the 22nd inst. we notice an advertisement of Tobler's chocolate, signed by McClure & Langley as agents. There is considerable latitude allowed advertisers in praising the merits of their own goods, but we do not think any advertisers should make lying statements in regard to the goods of a competitor. This advertisement is utterly untruthful. We would not notice this only there seems to be some concert of action between the agents of these foreign chocolate firms, here and in Montreal.

There is a letter in the Pharmaceutical Journal of February, 1906, signed by one Henry Miles, which is a tissue of falsehoods from beginning to end. This is an unpleasant duty for us, but were we to keep silent many people might think we were afraid to answer these statements, and some of them, we do not think many, might consider that there was a grain of truth in them, but we wish to assert in the strongest terms that there is not one grain of truth either in the McClure & Langley advertisement or in the Henry Miles letter to the Tariff Commission.

THE COWAN COMPANY, Limited.  
Jno. W. Cowan, President.  
Toronto, June 25, 1906.

**PEPPER AND ITS VALUE.**

Few of those who daily handle pepper realize its importance as an article of diet. Medical experts testify that the finest peppers have a warming and stimulating effect upon the mucous membrane of the stomach and intestines, and by their use the arterial supply of blood to the mucous membrane is increased, thus supplying a most valuable aid to digestion. It is, in fact, a natural and effective stimulant on the entire digestive tract. The statement of medical authorities that many of the cases of appendicitis and allied inflammatory diseases are caused by defective digestion, together with the report of recent examinations and analyses of household peppers, has caused a certain suspicion and distrust of this necessary and useful condiment.

In some bulk goods such adulterants as cocoanut shells, clay, mustard cake, ground olive stones, and even chalk and lead chromate have been found. The demand for a pure branded article has led an English pepper expert to form a company for its preparation with the result that the Antitis pepper is now well established on the English market. This is a perfectly pure brand, prepared by secret process of a scientific nature, and being of good flavor, pungent and aromatic, it is quickly taking the place of ordinary ground peppers in many of the best hotels and culinary establishments in the Old Country. Comparison of this brand with the ordinary pepper can alone demonstrate its merit, and the Antitis Pepper Co., 40 Botolph Lane, E.C., London, England, are ready to send samples to any of the readers of The Canadian Grocer who apply for them. The pepper is put up for export in 2-oz., 4-oz., 8-oz., 1-lb. and 7-lb. tins.

**A DRIVING HOLIDAY.**

N. McGillivray, general merchant, Port Elgin, Ont., took a drive for pleasure through a very prosperous portion of the province. From home he went to Tara, and thence his itinerary was Owen Sound, Markdale, Flesherton, Dundalk, Shelburne, Alliston, Barrie, Orillia and Paisley, then by train home. He found things looking well everywhere. The country was at its best and he greatly enjoyed the 10 days holiday.

**CHARTER FOR WARREN BROS. & CO.**

A provincial charter has been granted to Warren Bros. & Co., wholesale grocers, Toronto. The capital stock is \$100,000, and the provisional directors are Robt. Wells, C. A. R. Warren, E. G. Williams, F. C. Armstrong and Wm. Dack.

**COLD STORAGE INFORMATION.**

Grocers who desire information about small cold storages, suitable for carrying a stock of butter and eggs, should write J. A. Ruddick, dairy commissioner, Ottawa, for his latest publication, Bulletin No. 10, entitled "Creamery Cold Storage." It contains complete plans and specifications and will be sent free of cost.

**TOO MUCH FOR HIM.**

She was newly married, and did not know a little bit about either housekeeping or shopping, and she was giving her first order. It was a crusher; but the grocer was a clever man, and was used to all kinds of orders, and could interpret them easily.

"I want 10 lbs. of paralyzed sugar," she began, with a business-like air.

"Yes'm. Anything else?"

"Two tins of condemned milk."

"Yes'm."

He set down pulverized sugar and condensed milk.

"Anything more, ma'am?"

"A bag of fresh salt. Be sure it is fresh."

"Yes'm. What next?"

"A pound of desecrated codfish."

He wrote glibly, "desiccated cod."

"Nothing more, ma'am? We have some nice horse-radish just in."

"No," she said, "it would be of no use to us; we don't keep a horse."

Then the grocer sat down and fanned himself with a patent washboard.

**DAMAGED BY SMOKE.**

A small fire occurred on June 15 in the rear of the retail tea and coffee store of John Stroud, 151 St. Lawrence street, Montreal. As the building burned contained much straw, smoke was plentiful, and this drifted into Stroud's store, in this way causing considerable damage to the stock.

W. A. Warren, of Warren Bros., has just returned from New York, where he spent a week. He went partly for business, partly for pleasure.

## HOW MATCHES ARE MADE

At the Factories of the Improved Match Co. at Drummondville, Que.—Wonderful Machines—Business Increasing Rapidly.

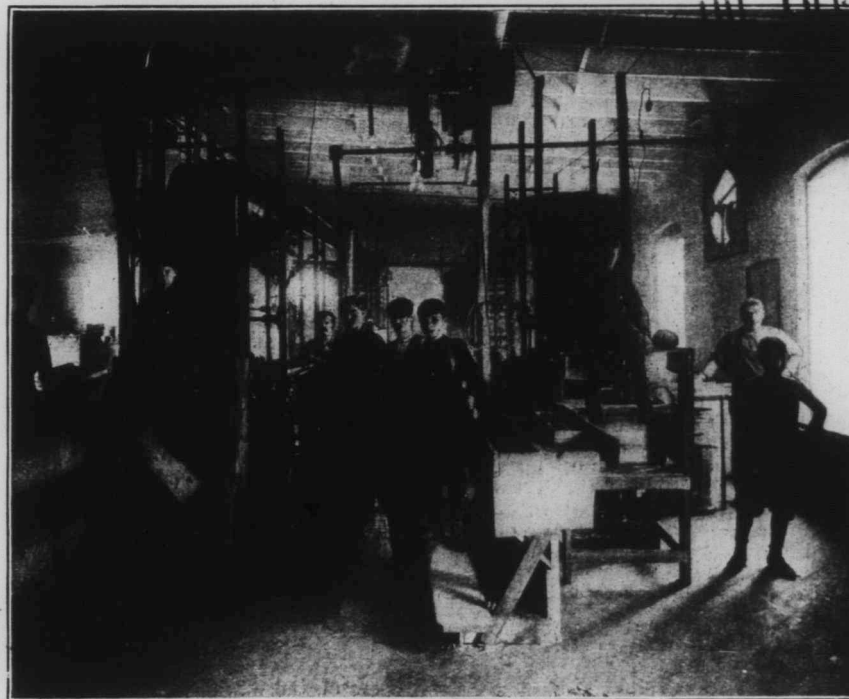
The Canadian Grocer in its desire to supply its readers with interesting and useful knowledge of articles dealt in by the trade has from time to time visited some of the leading industries and presented without technical elaboration the principal features of special lines of manufacture. One of the most novel, instructive and entertaining of these visits was made last week to the works of the Improved Match Co., at Drummondville, P.Q., through the courtesy of H. D. Metcalfe, president of the company, and accompanied by C. A. Morin, secretary-treasurer.

On the way visions of boiling sulphur vats, tales of nauseating and unhealthy odors, and a thousand and one stories of the horrors of a place usually credited with being a miniature hell, floated through the reporter's brain, but were quickly dispelled by a view of the buildings; large, bright, clean and in perfect order, and with an atmosphere as free from sulphur fumes as it is possible for modern ventilation to make it. From the viewpoint of healthy working surroundings, scores of manufacturing establishments could not compare with this one. The prepossessing appearance of the workmen themselves was an indication of the general order and cleanliness of the factory, and the modernness of machinery and operating facilities.

### Company's Beginning.

The Improved Match Co., Limited, was incorporated in 1905 with an authorized

ing. Montreal. H. D. Metcalfe, of H. D. Metcalfe & Co., the large grain



Match Making Machinery.

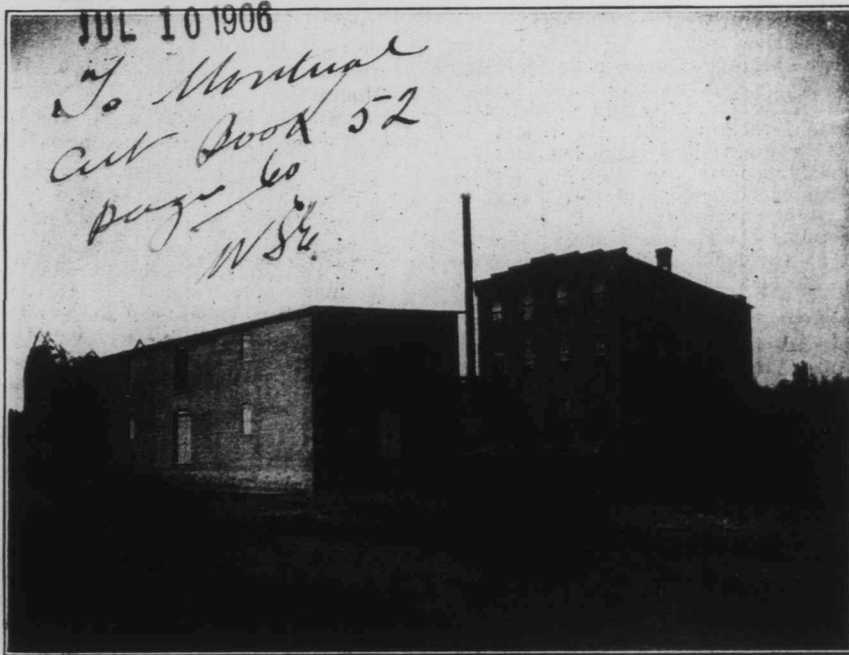
operators, is president; C. P. Metcalfe, vice-president, and C. A. Morin, secretary-treasurer. The factory at Drum-

### The Factories.

The main building is 150 feet by 45 feet, and three storeys high with a one-storey addition for the match-making machines. This addition is 50 x 60 feet. The entire structures are of brick and are well lighted and ventilated, and isolated. The laboratory and engine room are adjacent to the main building and protected by fire walls and doors. Besides these buildings there is a large dry kiln in which some 65,000 feet of lumber is constantly being prepared. Connected with the main building by an overhead bridge is the large warehouse for the storage of the prepared matches, sulphur and other requisites. There are also stables and coach houses, as well as a residence for the manager, on the grounds.

### Interesting Machines.

Every modern convenience and appliance for the proper and expeditious handling of materials has been supplied. The latest improved match-making machines, made by the Woodbridge Machine Co., of Detroit, Mich., have been installed. During the writer's visit a new and larger match machine was being installed by this company under the superintendence of John S. Woodbridge, head of the Detroit company. Mr. Woodbridge, by the way, is a Canadian whose home was at Kingsville,



The Improved Match Co., Limited, Drummondville, Que.

capital of \$75,000 paid up. The head office is in the Board of Trade Building, Drummondville, P.Q., was opened in October, 1905, and is under the management of

C. J. Anderson, an experienced match manufacturer, whose knowledge was gained in the match-making districts of Sweden, and who, after coming to America, was with the Diamond Match Co., and for seven years was head of the chemical department of the Improved Match Co., Detroit.

RETURNED  
JUL 10 1906

CONDE  
AD

A YOUNG  
with a  
would like to  
grocery speci  
Provinces. A  
Montreal.

Grocery at  
GOLDEN  
tario, the  
Established in  
Eastern Ontar  
Vendor's Soli

REPRE

AGENCY —  
Eastern —  
quired by larg  
England, with  
quirements of  
stating territor  
Box 101, THE  
E.C., London,

LONDON a  
provision  
the produce m  
open to accep  
Duke street, T

VIC  
DINN



**CONDENSED OR "WANT" ADVERTISEMENTS**

**POSITION WANTED.**

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an AI grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

**FOR SALE.**

**Grocery and Liquor Business for Sale**

GOLDEN LION GROCERY, Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

**REPRESENTATIVES WANTED**

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f t.)

**AGENCY WANTED**

LONDON agent, with great experience of the provision trade and thorough knowledge of the produce markets of the United Kingdom, is open to accept agency. Address, Fenwick, 3 Duke street, Tooley street, London, Eng.

**BUSINESS CHANGES.**

**Ontario.**

A. Churchill, grocer, Smith's Falls, assets to be sold.

T. H. Bruyars, general merchant, Embury, has sold his stock at 50c. on the dollar.

Kippen & Co., grocers, Ottawa, have dissolved partnership; succeeded by Anderson & McLaren.

Annie Brown, grocer, Toronto, is advertising business for sale.

E. J. Avery, (Est. of), general merchant, Whalen; stock advertised for sale by auction on the 29th inst.

**Quebec.**

Blaquiere & Arseneau, general merchants, Avignon, have assigned; meeting to appoint curator called for 7th prox.

George Turcot, general merchant, Laurierville, has assigned; Lafavre & Taschereau, provisional guardian.

H. Carignan, groceries and liquors, Montreal, assets sold.

C. Harvey, general merchant, Port Au Persil, is offering to compromise.

Alf. Lalancette, grocer, Roberval, compromised.

Alfred Marien, grocer, Montreal, registered.

J. E. Brosseau, Laprairie, has registered under style of grocery and hardware merchant.

J. P. Moreault, general merchant, St. Cyrille De Wendover, has assigned to Chartrand & Turgeon.

Lebert & Bouchard, grocers and butchers, St. Johns, have dissolved partnership.

F. Tougas, general merchant, Sabrevois, compromised.

Wilfred Filion & Joseph Wilfred Gravel have registered under style of Filion & Gravel, groceries, hardware, etc., Notre Dame Des Neiges.

F. X. Nadon & Co., general merchants, St. Agathe, assets advertised for sale on July 3.

Louis Perreault, general merchant, Saint Anges, meeting to appoint curator was to have been held on the 26th inst.

**In the West.**

Toye & Benedict, grocers, Nelson, B.C., have dissolved partnership, W. J. Toye having retired.

Morrison & Truscotte, grocers and butchers, Alameda, Assa., succeeded by T. H. Truscotte.

C. H. Julius, general merchant, Gimli, Man., is removing to Winnipeg, Man.

J. R. Dalglish, general merchant, Manor, Assa., has been succeeded by Dalglish & Sharpe.

RET. 1/86  
to own 50  
Cut Book 98  
Page No. 98  
a.s.k.



**TRY A CROSS**

of the superb  
"ten-minute-dessert"

**GOLD STANDARD JELLY POWDER**

Sets quicker, more richly flavored, and pays you a better profit than any Jelly Powder sold.



Write for samples and quotations. We furnish both cheerfully.

**THE CODVILLE-GEORGESON CO., LTD.**  
WINNIPEG and BRANDON, MAN.

**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

**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

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

# Hot Weather

Means a heavy demand for our  
MILD CURED

**Hams**  
**Breakfast Bacon**  
**Skinned Backs**

**BOILED HAMS**  
**HAM, CHICKEN and TONGUE SAUSAGE**  
**BOLOGNA SAUSAGE** **QUALITY**  
**CANNED MEATS** **THE BEST**

WRITE US FOR PRICE LISTS

**THE PARK, BLACKWELL CO.**

**PORK AND BEEF PACKERS LIMITED**  
**TORONTO**

TELEPHONE M 3960

# BOLOGNAS

A very desirable line for the cooked meat counter is Smoked Beef Bolognas. Come and see them made. Our sausage and cook room is the neatest, cleanest one in Canada. The Bolognas are made of good fresh beef and purest spices.

Shipped by express in hot weather in any quantity.

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



**YOUR PATRONS PLEASED**

**THEY TELL THEIR FRIENDS**

Your business increases—just  
by handling

**“CORONA”**

**HAMS, BREAKFAST BACON,**  
**COOKED MEATS, ETC.**

**The Montreal Packing Co.,**  
**MONTREAL, P.Q. Limited**

# BREAKFAST BACON

with the “RYAN” Label on

**THAT’S THE KIND TO SELL**

The hogs are driven in from the farm to our factory at Fergus, Ont., and the meat shipped in our own cold storage cars to Toronto warehouse and then cured.

Such ideal methods make ideal

**BREAKFAST BACON**

Look for our label and you’ll get this  
Ideal Breakfast Bacon.

**THE WM. RYAN CO., Limited**

70-72 Front St. East, TORONTO, ONT.

**HAMS** **BUTTER**  
**EGGS** **LARD**

CA  
Pro  
A leadin  
day by Th  
that the inc  
ing from th  
ent there wa  
way compar  
great bulk  
there was  
the best hog  
“Here,”  
there’s a c  
there’s a m  
tion with o  
phone and  
In that way  
in every vill  
is no fixed  
“A spiri  
that is new  
are with a  
paratively r  
dustry is a  
“What’s  
tion of a g  
hogs of the  
houses woul  
ly the packi  
here and th  
the owners  
don’t know  
“The gro  
diate gainer  
Canadian he  
for their p  
any other p  
ing the ind  
they are not  
has grown u  
al situation  
run for ever  
present we’r  
laying the g  
yard. Cana  
ings more to  
Danish baco  
same market  
is greatly eu  
of what it  
the market j  
in a generati  
position to t  
ment in its 1  
tions in con  
dustry at C  
Another p  
were too ma  
thought the  
tion would l  
these. “Sur  
he; but he re  
view that fo  
dustry perma

## PRODUCE AND PROVISIONS

### CANADA NEEDS HOG MARKET

Prominent Packer Says Present Situation is Ruinous to the Industry— Competition in Every Village

A leading packer, interviewed yesterday by The Canadian Grocer, stated that the industry in Canada was suffering from the lack of a market. At present there was no market in Canada in any way comparable with Chicago, where the great bulk of hogs were delivered and there was open competition in buying, the best hogs bringing the best prices.

"Here," said the packer, "wherever there's a drover with a deck of hogs there's a market and we're in competition with other packers merely by telephone and on the word of the drover. In that way there is competitive buying in every village in the country and there is no fixed price anywhere.

"A spirit of ill will has grown up that is new in my experience. Here we are with a big force of men and comparatively no work for them. The industry is assuredly in a bad situation.

"What's the cure? Why the formation of a great central market for the hogs of the country, where the packing houses would be located. Unfortunately the packing houses are now scattered here and there and in the estimation of the owners at least, cannot be moved. I don't know what the outcome will be.

"The growers? They're the immediate gainers, and very decidedly so. The Canadian hog raisers are getting more for their product than hog raisers in any other part of the world. But taking the industry over a term of years they are not gainers by the situation that has grown up here. The normal, rational situation is always best in the long run for every branch of an industry. At present we're killing the goose that is laying the golden eggs in the farmer's yard. Canadian bacon is costing shillings more to lay down in London than Danish bacon is costing to place on the same market. The result is our output is greatly curtailed, not over 40 per cent. of what it was, and Canada is losing the market just now, when of all times in a generation it should have been in a position to take advantage of the sentiment in its favor caused by the revelations in connection with the packing industry at Chicago."

Another packer's view was that there were too many packing houses, and he thought the result of the present situation would be the demise of some of these. "Survival of the fittest," said he; but he readily agreed with the other view that for all branches of the industry permanent success lay along the

line of normal conditions, and he agreed, too, that a central market would be the best means of placing the industry upon a staple basis.

Prices for live hogs are about back to where they were. The packers quote \$7.25 f.o.b. country, but at points where competition springs up they will pay more "before we will lie down," as one of them put it significantly to The Grocer. Nominally, the price is \$7.50, watered and fed at Toronto cattle market, and \$7.75 at the factories. But at the market the quotation is \$7.50 to \$7.60. The receipts at the Toronto market last week were 2,200, compared with 2,500 the week previous. And the early half of this week 600 arrived, compared with 500 the week before. Practically the situation is unchanged. "We tried to hammer the prices down," said one packer, "but they wouldn't stay."

The domestic demand continues unabated and sustains every advance in price.

#### CHEESE AND BUTTER BULLETIN.

Late country cheese markets seemed unreasonably high as regards prices paid, yet there must be reason for it, and different theories are advanced to account for this condition.

It does not seem probable that speculation is responsible for this advance in prices, as nobody in the business, either here or in Great Britain, would think of stocking up at present high prices; it is therefore likely that the goods are wanted for actual consumption, or because sales of June cheese, made speculatively some time ago, have to be covered regardless of cost.

One thing seems certain from all advices from British markets, that present ruling prices on this side of the Atlantic leave no margin of profit to the legitimate trader. In spite of all that has been said of a phenomenal make the goods are not coming forward in any unusual quantity and as there is a steady demand for them we can only surmise that they are being consumed about as fast as they are being produced.

Last week's receipts in Montreal were 87,677 boxes of cheese and 26,658 packages of butter, against 104,158 boxes of cheese and 34,208 packages of butter for the same week last year, or a total since May 1 of 438,789 boxes of cheese and 142,696 packages of butter as compared with 419,210 boxes of cheese and

158,048 packages of butter for the corresponding period of last year.

The exports from Montreal last week were 81,100 boxes of cheese and 14,900 packages of butter, against 86,322 boxes of cheese and 11,810 packages of butter for the same week last year, or a total since May 1 of 442,855 boxes of cheese and 65,120 packages of butter, as compared with 391,331 boxes of cheese and 64,032 packages of butter for the same period of last year.

According to these figures our receipts of cheese show an increase of about 19,000 boxes and our exports show an increase of about 51,000 boxes; in butter our receipts are about 16,000 packages less and the exports are about 1,000 packages more than last year.

Prices last year were considerably lower for both cheese and butter and dealers therefore commenced to hold some goods in cold storage for an advance in market values, but present prices offer no such inducements and the goods are sent forward to the consuming markets about as fast as they are received here, and, as the consumption in Great Britain seems to absorb all goods arriving there, there is no accumulation of stocks on either side of the Atlantic, and as long as there is no accumulation of stocks it is difficult to get prices down to a lower level.

Prices are undoubtedly too high for speculative purposes, but for the legitimate trade, houses who have to supply their customers with goods to hold their trade, the difference of one penny or even one penny and a half per pound in retail is not a great deal to the consumer who goes to a shop to buy a pound of cheese. He buys what he wants and he pays the price the retailer asks him; he may grumble a little, but he buys it and especially this year when he has lost confidence in canned meats. Cheese is absolutely pure and everybody knows it, and the consumer buys it with all confidence, even if he has to pay a small advance in price over what he has been accustomed to paying.

A result of present high prices is the shipping out by the factories of very green, or uncured, cheese. Mr. G. G. Publow, the chief instructor of the Eastern Ontario Dairymen's Association, made a strong point of this again at the last meeting of the Brockville board, and he is strong in condemning this practice. Cheese, not properly cured, should be kept on the factory shelves; they are unfit to be cut up for consumption and they might injure the reputation of our Canadian cheese.

Butter has been forced up in price so that it is a long way above export value and, while it has been exported, it is



PROVISION AND DAIRY MARKETS.

more than doubtful that this has been done at a profit to the exporters. Our butter business in Great Britain is a trifle to the consumption of butter there; we may rule the cheese market there, but in butter we are only "a drop in the bucket"; our butter is wanted at a price, but we cannot dictate this price. Denmark is making the price and we must follow suit; it is therefore folly for us to put the price beyond export value, as we produce more than we can consume and we cannot control prices in Great Britain. However, butter is still relatively the cheaper product of the milk as compared with cheese, and the production of cheese should therefore increase and the production of butter decrease.

MONTREALER IN NEW COMPANY.

A ranching company is now being formed which will be known as the Craig Cattle Ranching Company, with a capital stock of from \$125,000 to \$150,000, headquarters to be in Montreal. Steps are being taken to have the company incorporated. The ranch will cover in all 97,000 acres, divided into two sections, one of 90,000 acres, situated in the south-western part of Saskatchewan, and another of 7,000 acres near Meadow Creek, Alberta. It is the intention of the company to raise cattle for sale to exporters. Mr. Craig, who will be the manager of the new company, is a man of experience in cattle raising, and is a successful business man. Joseph Ward, of Montreal, is one of the shareholders of the new company.

LIKES THE EMBARGO.

Cattle Exporter says it's Good for Preservation of Soil Fertility.

Canadians are not all in favor of the removal by Great Britain of the cattle embargo. J. T. Gordon, head of the firm of Gordon, Ironsides & Fares, large cattle exporters, in a recent interview upon his return from Europe, after speaking optimistically of the market outlook, said:

"I think the British Government did a wise thing when they disallowed the act to remove the embargo on Canadian cattle. As you know, I have always maintained that it would be a most serious matter for producers of cattle in Manitoba and Ontario if the embargo were removed. Our cattle can be fed just as well and much cheaper at home than they can in Great Britain. No sane man can believe that our farmers can continue to take everything out of the soil and put nothing back without ultimate disaster, and the cheapest, easiest, and most natural way of returning fertility to the soil is by feeding stock and growing crops suitable for feeding. I am quite satisfied the British Government have no idea of removing the embargo, and those most interested in the trade, outside of the commission men, are in favor of the embargo remaining."

MONTREAL.

PROVISIONS—Stocks in general provision lines are becoming lighter, and although there has been no change in quotations, higher prices are expected shortly. Lard is moving out quite freely. Very little export business is passing owing to the difficulty in obtaining suitable prices on the other side. Hams and bacon are being sold locally in fair quantity, considering the prices.

Lard, pure tierces	0 11 1/2	0 12
" 56-lb. tubs	0 11 1/2	0 12
" 20-lb. pails, wood (10 1/2)	0 12 1/2	0 13 1/2
cases, 10-lb. tins, 90 lbs. incase	0 12 1/2	0 13 1/2
" 5-lb. "	0 12 1/2	0 13 1/2
" 3-lb. "	0 12 1/2	0 13 1/2
Lard, Bear's Head brand, tierces, per lb.	0 09 1/2	0 10 1/2
" 1-bbl., per lb.	0 09 1/2	0 10 1/2
" tubs	0 09 1/2	0 10 1/2
Cases, 20 3-lb. tins, per lb.	0 09 1/2	0 10 1/2
" 12 5-lb. tins	0 09 1/2	0 10 1/2
" 6 10-lb. tins	0 09 1/2	0 10 1/2
30-lb. wood pails, each	1 58	
20-lb. tin pails, each	1 78	
Wood net, tin gross weight		
Canadian short cut mess pork	\$22 50	\$23 00
American short cut clear	21 50	22 00
American fat back	22 50	23 00
Breakfast bacon, per lb.	0 18	
Hams	0 13 1/2	0 15
Extra plate beef, per bbl.	12 00	13 00

BUTTER—Business in butter has been rather slow during the past few days, there being very little demand from England. Country prices, speaking generally, have been above an export basis. The big demand for saltless butter, which is bringing a high price at present, has caused stocks to accumulate to a certain extent locally.

Choicest creamery	0 21 1/2
Medium creamery	0 21
Western dairy	0 17 1/2

CHEESE—Prices have again been advanced, due probably to manipulation and short stocks, quite a lot of cheese having been sold for future delivery at less than the ruling prices. The filling of the orders combined with the undoubtedly light orders has stiffened up the market.

Ontarios	0 11 1/2
Quebec	0 11 1/2

EGGS—Receipts of eggs during the week were fairly heavy for this time of year. Prices have been very well maintained, 19c. to 19 1-2c. being asked for selects, strictly fresh laid, while for straights 17c. was obtainable during the week.

TORONTO.

PROVISIONS—The firm and advancing tendency continues on this market for the domestic trade. The week shows slight advances in long clear, and hams. Last week's highest quotation for roll bacon, 13c., is said not to be obtainable. A good active demand is reported.

Long clear bacon, per lb.	0 12	0 12 1/2
Smoked breakfast bacon, per lb.	0 15 1/2	0 16
Roll bacon, per lb.	0 15	0 15 1/2
Small hams, per lb.	0 15	
Medium hams, per lb.	0 15	
Large hams, per lb.	0 14	0 14 1/2
Shoulder hams, per lb.	0 11 1/2	0 12
Backs, per lb.	0 17	0 18
Heavy mess pork, per bbl.	22 00	
Short cut, per bbl.	23 00	23 50
Lard, tierces, per lb.	0 11 1/2	
" tubs	0 11 1/2	
" pails	0 12	
" compounds, per lb.	0 09	
Paste beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 25	6 00
" choice carcasses	7 00	8 00
" common	5 50	6 50
Mutton	0 09	0 11
Yearling lamb	0 09	0 11
Hogs, street lots	10 00	10 50
Spring lamb	0 15	0 19

BUTTER—The market is practically unchanged from last week. No one seems ready to predict what the course of prices will be in the near future. The supply of creamery is large, but dairy butter is not so plentiful. The tendency to turn milk into cheese owing to the high price of that product is said to have affected dairy supplies more than creamery. A good deal of butter here is going into storage. The commission men got used to taking chances when they stored eggs at the high prices prevailing this Spring. Bakers' butter is quoted a cent higher here.

Creamery prints	Per lb.	0 21	0 22
" solids, fresh	0 20	0 20 1/2	
Dairy prints, choice	0 18	0 19	
" tubs, choice	0 17	0 18	
Baker's butter	0 15	0 16	

CHEESE—The local market is higher again and 12c. and 12 1/2c. are asked of retailers. Cheese is just 2c. above last year. A year ago Monday of this week 10,000 boxes sold on the Brockville board at 9 3/4c. Over 11,000 boxes sold last Monday at 11 1/2c. The quotation on old cheese, 14c. to 14 1/2c., is omitted as it is merely nominal, there being practically none on the market.

New cheese, large	Per lb.	0 12
" twins	0 12 1/2	

EGGS—The market is somewhat firmer here because of increased shrinkage. The farmers are not getting any more. The supply is decreasing and the demand also is less brisk. Perhaps a flat 18c. would about represent the market. For choice candled eggs 19c. is being obtained and for selects jobbers are asking as high as 21c. Eggs in Toronto are retailing as high as 25c., but that is for a favored trade.

Eggs (new laid)	0 17	0 18
" bakers	0 16	

WINNIPEG.

BUTTER—Creamery butter is quoted a little cheaper, prices now being as follows:

Finest fresh creamery, in 56-lb. boxes	0 19	0 21
" " in 28-lb. boxes	0 19	0 21
" " in 14-lb. boxes	0 19	0 21
" " in 1-lb. bricks (eastern)	0 21	

Good dairy butter commands a price of 14c. per lb. delivered at local produce houses.

CHEESE—The price has declined 1/4c. per lb. We quote:

Finest Ontario, large	0 12 1/2
" Manitoba, large	0 12
" twins	0 12
" small	0 12

LARD—

Tierce basis, per lb.	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb.	0 00 1/2
20-lb. tin pails, in 80-lb. cases, per lb.	0 00 1/2
10-lb. " in 60-lb. "	0 00 1/2
5-lb. " " "	0 00 1/2
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00 1/2

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " "	0 19
Backs, " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14 1/2
" heavy, 20 to 30, for slicing	0 14 1/2
" heavy skinned, 20 to 30 for slicing	0 14 1/2
Picnic hams, light, choice, 6 to 8	0 11 1/2
Shoulders light, choice	0 12 1/2
Breakfast bacon, clear, bellies, light, 8 to 10	0 15 1/2
" " clear bellies, 12 to 14	0 15
Clear backs, b bacon light	6 14 1/2
" b bacon 12 to 14	0 14 1/2
Piced rolls, long if in stock	0 15
" short	0 13
Dried beef ham, sets	0 11 1/2
Smoked hams boned and roll d. 2 1/2 per lb. additional	

practically one seems course of ure. The but dairy e tendency ng to the s said to more than ter here is ission men when they prevailing s quoted a

Per lb.  
0 21 0 22  
0 20 0 26 1/2  
0 18 0 19  
0 17 0 18  
0 15 0 16

t is higher e asked of above last this week Brockville boxes sold otation on omitted as eing prac-

Per lb.  
0 12  
0 12 1/2

what firm-shrinkage. any more. he demand t flat 18c. rket. For ing obtain- asking as to are re- at is for a

0 17 0 18  
0 16

is quoted eing as fol-

0 19 0 21  
0 19 0 21  
0 19 0 21  
n). 0 21

ls a price of al produce

eclined 1/2c.

0 12 1/2  
0 12  
0 12  
0 12

0 12

ce:  
0 00 1/2  
0 00 1/2  
0 00 1/2  
0 00 1/2  
0 01  
0 00 1/2

0 16  
0 19  
0 16  
0 15  
0 14 1/2  
0 14 1/2  
0 14 1/2  
0 11 1/2  
0 11  
0 15 1/2  
0 15  
6 14 1/2  
0 14 1/2  
0 15  
0 13  
0 11 1/2  
b. additional.

# SEASON IS NOW ON FOR CANNED MEATS

## GROCERS

*You cannot afford to handle brands that the public are suspicious of*

**KEEP OUR BRAND IN STOCK  
AND YOU MAY GUARANTEE YOUR  
CUSTOMERS THAT YOU SELL**

**PURE FOOD  
MADE IN CANADA**

**MANITOBA CANNING CO., LTD.  
GRANDE POINTE, MAN.**

SELLING AGENTS

**NICHOLSON & BAIN,  
WINNIPEG AND CALGARY.**

**GALLOWAY & PARNELL,  
VANCOUVER.**

**BUTTER, CHEESE, EGGS**  
 If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.  
**B. H. POWER**  
 218 ARGYLE STREET, HALIFAX, N.S.

**SALT SALT**  
 Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.  
**C. R. COOPER**  
**TORONTO SALT WORKS**  
 TORONTO, ONT.  
 AGENTS FOR THE DOMINION SALT AGENCY



**WILSON'S Fly Pads**

Annual sales many times larger than all other fly poisons combined

**ADVERTISED**  
 throughout Canada.

**BUTTER and EGGS**  
 —WE ARE—  
**BUYERS and SELLERS**  
 Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**  
**Rutherford, Marshall & Co.**  
 Wholesale Produce Merchants,  
**TORONTO.**

White Spruce  
**BUTTER TUBS**  
 10-20-30-50 lb.  
**EGG CASES AND FILLERS**

Order now for delivery later,  
 it will **Pay You**  
**WALTER WOODS & CO.**  
 Hamilton and Winnipeg.

**DRY SALT MEATS.**

Bacon, dry salt long clear	0 12 1/2
" " " smoked	0 13 1/2
" " " boneless backs	0 12 1/2
Shoulders	.....

**BARREL PORK.**

Heavy mess pork, boneless, per bbl	22 00
" " " per 1/2 bbl	11 50
Standard mess pork, per bbl	24 50

**PICKLED GOODS (COOKED).**

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.	0 03 1/2			0 04
hocks,				0 04

**EGGS**—Produce houses are paying 17 1/2c. per dozen for eggs delivered in Winnipeg.

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

St. John, N.B., June 25, 1906.

**PROVISIONS**—In barrel pork the high prices still hold. Beef is also firm. Smoked meats are light. More Canadian pure lard is now being offered. Prices rather lower than American. Refined compound has a steady sale. In fresh beef some fine domestic stock has been offered. Mutton and veal are still firmly held. Lamb still high. Pork is firm.

**BUTTER**—It requires best quality to bring best price. Fair quantities offered.

**EGGS**—No cheap eggs. This is the rule now for some few Summers. Prices here are firmer.

**CHEESE**—Quantity offered is still not large. Prices hold firm at full figures. For local sale, twins are demanded.

**COW TESTS.**

**Brockville Association Report Shows Interesting Comparison.**

The report issued by the Dominion dairy commissioner, J. A. Ruddick, of the Brockville, Ont., Cow Testing Association, for the 30 days ending May 30,

shows very interesting results. There were 146 cows, and the average yield per cow was: Milk, 819 lbs.; fat, 30.2 lbs.; test 3.3. Thirty-four cows gave over 1,000 lbs. of milk, all but five of them testing over 3.0 per cent. fat. The average yield of fat per cow is again the highest of any association. One herd of five cows averaged 1,275 lbs. of milk and 38.6 lbs. of fat each, the highest and lowest individual averages in the herd being 1,403 and 1,066 lbs. of milk. That was the best of the 12 herds. The poorest showing was by a herd of 12 cows whose average yield was 598 lbs. of milk and 18.8 lbs. of fat. The highest and lowest individual averages in this herd was 770 and 330 lbs. of milk.

**SOLDIER TRAVELER MARRIED.**

C. F. Pooley, a traveling flour salesman of Nova Scotia, was married this month at Truro. Mr. Pooley, who stands six feet six inches in his stockings, was a sergeant of Company "H," first Canadian contingent to South Africa, and was in sixteen engagements during the war, including Paardeburg.

**WESTERN FISH FOR EUROPE.**

J. H. Davis, of Winnipeg, early this month sold four carloads of large pickerel, or yellow pike, caught in Lake Manitoba and Lake Winnipeg, for distribution on the European markets. One of the largest fish dealers in Germany came especially to this country from Hamburg to make the purchase. He assured Mr. Davis that pickerel caught in the lakes of Western Canada would ere long be a toothsome delicacy throughout Europe. The fish will be shipped to New York and thence by refrigerator to Hamburg. The purchaser also told Mr. Davis that he intends pushing the sale of Canadian fish on the European markets.

**Associate with the Successful**

A man is known by the company he keeps, a merchant no less than others. Keep company with inferior merchandise which disappoints the user and the user will be disappointed in you.

No big business was ever built on disappointed customers.

Can you think of safer, more satisfying company to be in, when it comes to Canned Meats, than the time-tried, guaranteed brand—

**CLARK'S CANNED MEATS**



**THIN CASE LINING PAPER**  
 ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT

SAMPLES AND PRICES FOR THE ASKING.

**CANADA PAPER CO.**  
 TORONTO LIMITED MONTREAL

This design a guarantee of quality.

MR. GROCER,—

# Adams Tutti Frutti Gum

SWELLS YOUR BANK ACCOUNT

BECAUSE YOU MAKE **80% PROFIT**

# Adams Tutti Frutti Gum

PLEASES YOUR CUSTOMER

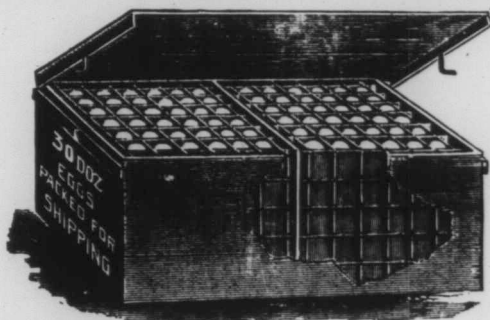
BECAUSE IT IS THE BEST.

GIVE IT A PROMINENT PLACE ON YOUR COUNTER.

## AMERICAN CHICLE CO.,

Logan Ave., - Toronto.

## 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 DOWD STREET**  
**MONTREAL**

Board Mills and Filler Factory at GLEN MILLER, ONT.

### EXPORT TRADE DEPARTMENT

*Firms Abroad Open for Canadian Business*

LONDON is the CAPITAL of the BRITISH EMPIRE, and will tak any worthy productions of her children across the seas  
**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.

This space \$15 per year.

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

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

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

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

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

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

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

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

**GEO. RAISAY 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.

adian Grocer

ults. There  
age yield per  
at, 30.2 lbs.;  
s gave over  
five of them  
fat. The  
is again the  
One herd of  
of milk and  
nest and low-  
the herd be-  
milk. That  
The poor-  
of 12 cows  
3 lbs. of milk  
highest and  
in this herd  
k.

MARRIED.

flour sales-  
married this  
wooley, who  
in his stock-  
company "H,"  
to South  
engagements  
Paardeburg.

EUROPE.

early this  
f large pick-  
ght in Lake  
g, for distri-  
markets. One  
in Germany  
ountry from  
hase. He as-  
rel caught in  
la would ere  
y throughout  
pped to New  
ator to Ham-  
ld Mr. Davis  
sale of Can-  
markets.

ssful

S, a  
with  
and

ted

any  
the

ATS

PER

AP AND  
ICIENT

Co.  
NTREAL

# FLOUR AND CEREAL FOODS

**Manitoba Grain Market a Little Easier, but not Low Enough to Suit Millers—  
Flour a Bit Firmer—Good Demand for Package Cereals.**

Canadian grain markets have not been active for a week past and prices have shown a slight decline with the approach of settlement day for July. Oats continue firm. Flour is firmer and cereals are in good demand at the recent advance.

The outlook in the west is for another record crop. Last year's wheat production is now placed by the secretary of the Northwest Grain Dealers' Association at 85,576,000 bushels, of which 65,662,000 bushels have been marketed and 2,412,000 bushels are estimated to be still in farmers' hands. The rest goes to local millers and for seed. There are estimated to be a couple of million bushels at Fort William. The wheat acreage of Manitoba alone is increased by half a million acres and the total increase for the west is 11.8 per cent. The increase for oats is 6.6 per cent., for barley 3.2 per cent., and for flax 10 per cent. In Alberta, in addition, 50,000 acres have been sown to winter wheat. Crop conditions continue good throughout the west.

## GOOD BUSINESS DOING.

On May 24 the Peterboro Cereal Co. shipped 644 cases of Canada Flakes to a firm in England. In less than three weeks after its arrival they received a cable for a second shipment of the same kind. The same firm report another wire this week from Winnipeg for a car, totalling orders for 2,000 cases to be shipped in the next few days.

## NEW ELEVATOR COMPANY.

The Grand Trunk Pacific Terminal Elevator Company, Limited, has just been incorporated. The incorporators are C. M. Hays, president of the G. T. P. Railway; W. Wainwright, second vice-president of the G.T.P. Railway; Nicholas Bawlf, of Winnipeg, president of the Northern Elevator Company; A. P. Stuart, of the R. D. Martin Company, and W. H. Biggar, solicitor for the G.T.P. Railway. Powers granted the new company include the building and operation of mills, elevators, steamships and warehouses.

## MONTREAL.

GRAIN—Corn has advanced a cent and a half since last quotations. Dealers are now asking 60c. Stocks are not as large as they might be considering the present demand. Peas are unchanged. Although there is a good demand for export, other lines are about the same as last week.

No. 4 barley, store	0 51½
Rejected barley, store	0 45½
No. 2 white oats	0 43½
No. 3 white oats	0 43
No. 4 white oats	0 42
No. 3 yellow corn	0 61
No. 2 peas, basis 78 per cent. points	0 81

FLOUR—Very good trade is passing in flour at present. Local demand is very good in all lines and there is a good export inquiry. Several good round lots have been shipped to various points.

Prices remain unchanged, although millers complain of its being too low, considering the state of the wheat market.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	4 70	
Glenora	4 20	
Manitoba spring wheat patents	4 70	
strong bakers	4 20	
Buckwheat flour	2 00	2 10
Five Roses	4 70	

ROLLED OATS—Rolled oats have remained quiet during the week. There has not been a great deal of business done in any quarter. Prices are unchanged.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated	2 40	2 50
Rolled oats, 90-lb. bags	2 20	
80-lb. bags	2 10	
bbbls.	4 55	4 70

FEED—Bran is a little easier this week. Shorts are in good demand while stocks are limited.

Ontario bran	16 00	16 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
bran	17 50	18 00
Mouillie, milled	21 00	24 00
straight grained	25 00	28 00
Feed flour	1 22½	1 30

HAY—There has been little change in the hay situation since last week. Prices have not changed. Farmers are offering a little more freely.

A fairly steady market prevails in the U. K., considering the heavy arrivals, which have not diminished. Latest quotations from Liverpool report the market from 70 shillings to 71 shillings c.i.f.

No. 1	10 00
No. 2	9 00
Clover mixed	6 10
Clover, pure	5 00

## TORONTO.

GRAIN—The market here has eased off a little, having got tired following Chicago; but as the market has been a speculative one the approach of settlement day for July has also had its effect. There is no export business doing. Millers are buying Manitoba wheat just from hand to mouth hoping for a decline. One man, who took 4,000 bushels to keep going on, said if the price dropped 3c. he wanted 60,000 or 70,000 bushels. It is felt that there is plenty of wheat to go round till the new crop is ready to grind, but the feeling as to prices is in no way definite.

(F.o.b. Georgian Bay elevator.)

Manitoba wheat, Northern No. 1	0 87
" " " " No. 2	0 85
" " " " No. 3, nominal	0 81
Red, " per bushel, 78 per cent. points	0 82
White, " " " " " " " "	0 83
Mixed, " " " " " " " "	0 81½
Spring, " " " " " " " "	0 82
Goose, nominal	0 78
Barley, No. 1	0 75
" " " " " " " "	0 78
" " " " " " " "	0 81
" " " " " " " "	0 82
" " " " " " " "	0 83
" " " " " " " "	0 84
" " " " " " " "	0 85
" " " " " " " "	0 86
" " " " " " " "	0 87
" " " " " " " "	0 88
" " " " " " " "	0 89
" " " " " " " "	0 90
" " " " " " " "	0 91
" " " " " " " "	0 92
" " " " " " " "	0 93
" " " " " " " "	0 94
" " " " " " " "	0 95
" " " " " " " "	0 96
" " " " " " " "	0 97
" " " " " " " "	0 98
" " " " " " " "	0 99
" " " " " " " "	1 00

FLOUR—The market is a shade higher than a week ago. Manitoba patents can be bought at last week's quotations and they are allowed to stand, but 10c. high-

er is being asked. Ontario patents, No. 2 and straight roller, are up 10c. There is a fair local demand and that is all.

On track Toronto	
Manitoba patents, No. 1, per bbl. in bags	4 50
" " " " No. 2, " " "	4 10
Strong bakers	3 90
Ontario patents, No. 1, " " "	3 65
" " " " No. 2, " " "	3 50
Straight roller	3 40

CEREALS—The market is steady at last week's advance and there is a good seasonable demand for package goods. Quotations are unchanged.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal	5 05
Rolled wheat in boxes, 100 lbs.		2 40
" " " " 50 lbs.		1 25
Rolled oats, standard, carlots, per bbl. in bags		4 50
" " " " " " in wood		4 75
" " " " " " for broken lots		4 80

J. H. Seriver, of Saskatoon, Sask., recently waited on the American Cereal Co. at Peterboro, Ont., to urge them to start a flour and cereal mill in the new western town.

## WINNIPEG CATERERS' PICNIC.

Jolly Time Despite a Damp Day—Travelers Play Ball.

In spite of the heavy rain the twenty-first annual picnic of the Winnipeg caterers, held at Winnipeg Beach, on Thursday of last week, was a pronounced success. That such large numbers attended in spite of the heavy rain is the best possible evidence of the popularity of this annual event.

The committees in charge of the picnic were as follows: Printing, Mr. Rubble; music, J. Gowler, Frank Scott, Harry Pewin, Mat Richardson, S. W. Johns; transportation, A. S. Lock, Harper Wilson, Mr. Bartram, Mr. Hollman; sports, Donald Gunn, C. R. Gibson; sports starter, Frank Marples; judge in baby show, Mr. Aldridge, manager of the J. Y. Griffin Co.; judges in sports, W. A. Bartram, J. R. Gowler; clerks of the course, D. A. Gunn, Chas. Gibson. Officers of the association, J. H. Treleaven, president; T. H. Coyle, vice-president; W. A. Bartram, treasurer; W. G. Lock, secretary.

## Athletic Contests.

Owing to the unfavorable weather the aquatic contests were all cancelled, but the athletic contests attracted the enthusiastic attention of the crowd.

The 100 yards race for retail grocers was won by J. H. Treleaven. The prize was a gold watch. The grocery clerks' race, similar prize, was won by Mr. Pitts. The walking race for grocers was won by C. B. Rosenblatt.

In the tug-of-war the grocers were the strongest team, vanquishing the butchers' team in the final pull. In the preliminary competitions the bakers were defeated by the butchers and the grocers defeated the travelers. The teams were:

Grocers—J. Matheson, W. Caswell, G. McRae, J. R. Gowler, W. Boyd and J. H. Treleaven (captain).

Butchers—L. Groubach, Chas. Hill,

WI  
FL

Th

WI  
GO  
BR

BUY

Foll  
i

+ n  
lines to l

are new  
better pa  
Well  
seem to l

HAMI

AGENTS—Rose  
Stua  
Vict

# 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



The New "English" Package

# CANADA FLAKES

is a 10c. size unequalled by any 15c. package on the market.

"The Food of Quality and Quantity"

The best profit to you—MR. GROCER.

The best value to your customers.

A quick turnover with no waste, and 27% profit in your "till."

Isn't it worth while?

Order a case to-day—\$2.85

Follow + methods in business  
if you want more than  
ordinary success.

+ means adding. The grocer who adds the right lines to his order list, adds to his income.

## Mrs. Rorer's Saratoga Chips

are new and for that reason you may think delay the better part of reason.

Well, judging from the sales so far "delay" would seem to be the worse part of a grocer's reasoning.

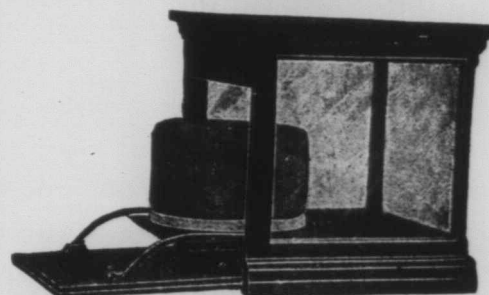
☛ Time and customers wait for no grocer.

MADE EXCLUSIVELY BY

**HAMILTON SARATOGA CHIP CO.**  
HAMILTON, CAN.

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

## SALES—CHEESE—PROFITS



### Automatic Cheese Cabinets WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE

**\$7.50**

F.O.B. Factory.

The Cabinet is a very handsome glass polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER.

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

The **McLEOD MILLING CO., Limited**  
Stratford, Ontario.  
Solicit the patronage of the **Flour, Feed and Grain Trade** in general, and in return will guarantee an article which will mean an increase of business to all concerned.

**NAP. G. KIROUAC & CO., QUEBEC**  
Receivers and Shippers  
**FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH**  
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

**G. C. KOOPMAN**  
Commission Merchant,  
Agent and Broker  
**AMSTERDAM AND ROTTERDAM**

Offers on demand  
**All Products of the Dutch Colonies (East Indian)**  
AS  
**COFFEE, TEA**  
**SPICES of all kinds**  
**GUMS for Varnish Manufacturers**  
**COCOA, COCOA BUTTER**  
**Cassia Vera, Chinchona-barks, Rattans, Drugs, etc**  
Also **COCOALINE** (substitute for Cocoa Butter)  
**VEGETALINE** (Vegetable Butter)  
Agents wanted everywhere in Canada.

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

**ALF. T. TANGUAY & CO.**  
**Flour, Grain and Provisions** Commission **Quebec**  
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.  
REFERENCE, HOHELAGA BANK.

**ROLLED OATS**  
**SPLIT PEAS**  
**POT BARLEY**  
**THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.**

Bert Stephens, Jos. Travers, Chas. Hood and Mr. Charrest (captain).  
Bakers—J. W. Johns (captain), E. Pelletier, J. L. Stephens, Bert Morrison and Donald Wallace.  
Travelers—Messrs. Wiley (captain), Gunn, Calderwood, Osborne and Strathy.  
**Baseball.**

The baseball tournament furnished merriment to all and was finally won by the travelers' nine, who played a really fine article. The ground was soft and slippery but this was counteracted by the enthusiasm of the players who counterbalanced their errors by their sensational plays. Three games were played and were won as follows:  
Butchers vs. Bakers—Won by the butchers. Score, 7-6.  
Grocers vs. Travelers—Won by the travelers. Score, 12-4.

In the final the travelers defeated the butchers by 8 runs to 2. This latter game created wide interest and was witnessed by a larger crowd than either of the previous matches. Congalton was the king pin for the victors, being in the box, and engineered their play in fine style. The teams were:

Travelers—Riley, Osborne, Law, Congalton, Jones, Gibson, Calderwood, Rogers and Gunn. Battery, Congalton and Osborne.  
Butchers—W. Neville, J. Johnson, G. Finck, Pratt, J. Brown, Benson, Firth, C. E. Griffin, Blowers and W. B. Oakley (captain). Battery, Neville and Johnson.

Bakers—F. Hunt, Splitlog, J. Spears, E. Keel, C. Johnston, McQueen, Pellister, Garfield and Ruppel. Battery, F. Hunt and Splitlog.

Grocers—Hazel, Rimer, Young, Fergie, Boyd, Boyd, Smith, Shepherd, Treleven. Battery, Hazel and Rimer.

**COMMERCIAL BASEBALL.**

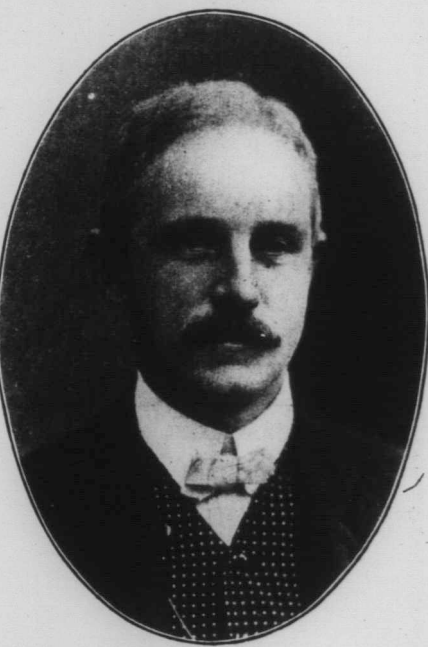
A commercial baseball league has been formed in Vancouver, B.C. The grocers were first. On a recent half holiday they were walloped by the men's furnishers, a new team, by 8 to 5, and the fun began. A prominent clothing store manager has donated a fine cup to be competed for by the league.

**WHAT OTHERS ARE THINKING OF.**

**Subjects Discussed by U.S. Retail Grocers' Associations.**

The Retail Grocers' Association of Texas met in annual convention in Deniston, June 12, and the subjects discussed were: relations between grocer and clerks, railroad rates, legislation, organization and benefits of a trade paper. One of the most important features of the entire convention, runs the official report, was the five minute talks on progress, home troubles, and successes, by the representatives of the different associations throughout the state.

At the North Carolina convention in Morehead City, June 20 and 21, the subjects discussed were: unjust freight rates, interchangeable collection systems, parcels post, pure food, store management, co-operation and organization.



T. B. Escott, London,  
Newly-elected President of the Ontario Wholesale Grocers' Guild.

**EVAPORATED POTATOES.**

**A Favorite Dish in the Yukon—Nearly as Good as Fresh Vegetable.**

A principal output of one of the large canning factories of New Westminster, B.C., is evaporated potatoes.

The potatoes are carefully peeled and cleaned, and then are put through an automatic cutter before going into the large drying kiln, from which they are turned out crisp and dry all ready for packing in fifteen-pound cans in which they can be kept sweet and fresh for an unlimited time. The product is much in demand in the Yukon. The desirable feature of it is that it remains a clear white in color, and firm and crisp in quality. When the potato is soaked overnight and cooked, it can hardly be recognized from the fresh vegetable. An immediate shipment is to be forwarded, embracing eighteen hundred fifty-pound boxes. About two hundred tons will be required to complete the orders already booked.

**Labor Gazette**

The Labor partment of situation at month:

General en active in Car outlook at th for a season Seeding oper the agricultur mand for labor eral provinces try, work in gave employn of men in Ea ish Columbia working to fu industry cond ity prevailed, favorable. S were already nection with struction oper present year, tion will be near future. 7 was busier th Canada, and t ing 1906 pro preceding year migration mo the progress Canada except standpoint of ket, which is tor in industr son, the recor whole favora large number tence, the grea not affecting establishments concerned. A prosperity wa dency in the p advances being tions of the c turns publish municipalities increases in v.

**GROCER**

(The Gr On Thursday on-Tees, John Tees-side prov councillor of t to four month

The Cro at 9-11 for their

The

ian Grocer

WORKING OF.

3. Retail  
as.

ociation of  
ion in Den-  
ets discuss-  
grocer and  
lation, or-  
rade paper.  
features of  
the official  
talks on pro-  
cesses, by  
ferent asso-  
nvention in  
21, the sub-  
st freight  
ction sys-  
store man-  
rganization.



rio Wholesale

TOES.

kon—Nearly  
getable.

of the large  
Westminster,  
s.  
peeled and  
through an  
ing into the  
ch they are  
ll ready for  
is in which  
fresh for an  
t is much in  
he desirable  
ains a clear  
nd crisp in  
soaked over-  
ardly be re-  
getable. An  
e forwarded,  
l fifty-pound  
tons will be  
rds already

## THE CANADIAN GROCER

### CANADA A BUSY PLACE.

#### Labor Gazette's Review of the Situation at the End of May.

The Labor Gazette, issued by the Department of Labor, Ottawa, says of the situation at the beginning of the present month:

General employment was exceedingly active in Canada during May, and the outlook at the close of the month was for a season of exceptional prosperity. Seeding operations were completed in the agricultural industry, and a keen demand for labor was reported in the several provinces. In the lumbering industry, work in connection with the drives gave employment to several thousands of men in Eastern Canada, and in British Columbia the camps and mills were working to full capacity. In the mining industry conditions of exceptional activity prevailed, and the outlook was most favorable. Several thousands of men were already actively employed in connection with the extensive railway construction operations projected for the present year, and large numbers in addition will be given employment in the near future. The manufacturing industry was busier than at any previous time in Canada, and the amount of building during 1906 promises to exceed that of any preceding year. The volume of the immigration movement was very heavy and the progress of settlement in Western Canada exceptionally rapid. From the standpoint of unrest in the labor market, which is usually an important factor in industrial conditions at this season, the record of the month was on the whole favorable, notwithstanding the large number of strikes reported in existence, the great majority of the disputes not affecting conditions outside of the establishments and persons immediately concerned. An index to the prevailing prosperity was the general upward tendency in the price of real estate, marked advances being reported from many sections of the country. Assessment returns published by a number of Ontario municipalities during May showed heavy increases in valuation and population.

#### GROCER GOT FOUR MONTHS.

(The Grocer, London, Eng.)

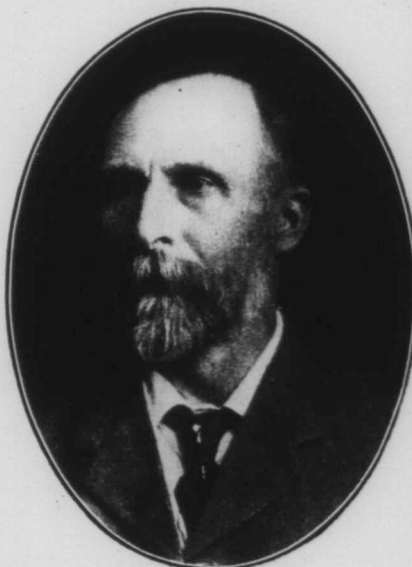
On Thursday week, at Middlesbrough-on-Tees, John Mardon, a well known Tees-side provision merchant, and an ex-councillor of the borough, was sentenced to four months' imprisonment for sell-

ing, in Middlesbrough market, margarine as best Danish butter. The prosecution was instituted by the Danish Government. Three previous convictions for similar offences were proved against Mardon.

#### TEA MAN OF RENOWN.

##### Wm. Hutchins, Montreal, Becomes Manager for Carter-Macy, Chicago.

To the majority of the jobbing tea and grocery trade of Canada the above portrait will not be unknown, as Mr. William Hutchins has for more than a quarter of a century been in the eye of tea merchants and a recognized authority in



Wm. Hutchins.

his trade. His recent appointment as manager of Carter, Macy & Co.'s Chicago business gives The Grocer occasion for a presentation to its readers of a sketch of the career of a tea authority. It is an especial pleasure for The Grocer to do this as a personal acquaintanceship of twenty-eight years allowed of ample opportunities for gauging his work and worth, and now that he has received such a responsible appointment with one of the largest tea houses, if not the largest tea people in the world, a few friendly words in departing are his due.

Mr. William Hutchins is of English

descent, his father being rector of Horton, Northamptonshire. At an early age he came to Canada, securing employment in the tea importing house of Duncan & Forster, Montreal, then just commenced. By hard work, close attention to business and in the possession of a special aptitude for the tea trade, he worked his way up to the top and at the death of the late John Duncan he became senior partner of the firm of John Duncan & Co., one of Canada's largest tea houses, with a branch in Yokohama, large capital and unlimited credit. Mr. Hutchins is a tea man through and through and acquired a close knowledge of the business by several years' experience in the tea trade in China and Japan.

In 1896 Mr. Hutchins sold out to his partner, Mr. John Patterson, the present proprietor of John Duncan & Co., Montreal, and removed to London, Ont., where he had purchased the London Daily News. This venture after a hard struggle of eight years had to be given up and Mr. Hutchins "went broke," despite conscientious and hard work. On the winding up of the Daily News Mr. Hutchins took a position in Toronto looking after the tea department of one of the largest houses in the trade. His star, however, pointed to the tea brokerage line and after bettering himself in this branch in Hamilton he removed to his old and familiar field in Montreal. Here his work proved eminently successful and his familiar figure was welcomed by buyers. His appointment as manager of Carter, Macy & Co.'s Chicago house is a tangible appreciation by competent men of the merits of an authority.

#### NEW BOARD OF TRADE.

A board of trade has been organized at Cupar, Sask., with the following officers: Honorary president, W. R. Motherwell; president, Mr. Thomas Baker; vice-president, Mr. W. J. Swaisland; secretary-treasurer, Mr. John Hubbs, jr.; executive, Mr. J. C. McLaughlin, Dr. Stewart, Mr. L. E. Ellis, Mr. T. J. Shore and Mr. C. B. Smith.

#### TRAVELERS OF EUROPE.

At a three-day annual conference this month in Dublin, Ireland, of the United Kingdom Commercial Travelers' Association, it was resolved to take steps to initiate the formation of a European International Federation of Commercial Travelers.

## MOVED TO LARGER QUARTERS

The Crown Manufacturing Co., Limited, have removed to larger and more central quarters at 9-11 Francis Street, and are now in a better position than ever to fill promptly all orders for their

### Superior Hard-Boiled Confectionery

26 FLAVORS

## The Crown Manufacturing Co., Limited

9-11 FRANCIS ST., TORONTO



## FRUITS, VEGETABLES AND FISH

Canadian Strawberry Crop in Full Swing—Vegetable Prices Declining to a Basis that makes Business—Fish Markets Busy—Good Supplies.

In all markets fruit is coming to its own and the harvest in Canada is well under way. The domestic vegetable season is starting in earnest and large shipments from the south continue to arrive, tending to put prices on a basis for much larger business. New potatoes declined noticeably within the week. The strawberry crop in Ontario is still said to be light, but raspberries, which will commence to arrive in a week or ten days, promise a big crop. In British Columbia the berries are a large crop, but have been injured by rain. California fruits are arriving on the Canadian markets in considerable quantities. California plums and peaches are a large crop but apricots are very scarce.

There is a good demand for fish and supplies seem equal to the occasion. Unusual heavy consumption is reported from the States and that market absorbs most of Canada's fresh fish.

### WINNIPEG WANTS GOOD FRUIT.

W. C. Baker left Hamilton five years ago to push Ontario fruit on the Winnipeg market and in a letter from the Manitoba capital, dated June 5, to the Hamilton Spectator, he says:

Each year has shown an increased demand for our fruits, provided the quality and condition are good on arrival. Ontario growers must not get the idea that because no fruits are grown here, anything in the shape of fruit will sell. We have as fine a selection and continuous supply in this market as you will find in many of the Ontario cities, and I think sometimes better. We draw supplies from California, Oregon and other Southern States, together with British Columbia and Ontario. The Ontario fruits are preferred to the others for preserving purposes.

In selecting fruits for shipment care should be taken that they are of a uniform grade, and no rubbish, as it does not pay to pay heavy transportation charges on fruits of inferior quality. All baskets should be filled to a uniform weight, with a good face. Understand me by that I do not mean big ones on top and little ones at the bottom, which I am forced to admit is sometimes the case, but to be evenly placed in the basket so they do not crush, showing an even surface. I do not advise shipping on a commission basis, as that is usually done when there is an overplus on the home market, and the fruit probably reaches this market when not wanted, or may arrive in an off condition. Forced sales leave but little for shippers, often not paying transportation charges. Occasionally they may strike a good market, but doubt if the shipper is ahead at the end of the season by following that method. Would recommend selling on a quotation price, and to ship nothing but first-class fruit, carefully put up.

### TOMATOES IN CUBA.

The growing of tomatoes for exportation to the United States is becoming the leading industry in Cuba for the Winter months. Some good varieties have been introduced, and wherever grown on a commercial scale, have proved profitable. Seed should be sown early in September if the tomatoes are wanted for the Christmas market.

### MONTREAL MARKETS.

GREEN FRUIT—Good demand prevails in the green fruit market. Orders received are becoming larger as the Summer advances. Prices in some lines have reached a basis on which better trade can be done. Strawberries are now quoted from 9c. to 10c. Pineapples are lower this week by ten cents. Apples have advanced.

Messina blood oranges, half box.....	2 50
Late Valencia oranges, per box.....	5 50
Dates, per lb.....	0 04
Bananas.....	1 75
Cocoanuts, per bag of 100.....	3 40
Pineapples.....	2 75
Apples.....	7 00
Lemons, per box.....	3 25
Jamaica oranges, per bbl.....	4 25
Egyptian onions, per 112-lb. bag.....	1 75
New strawberries, per small basket.....	0 09
	0 10

VEGETABLES—Vegetables are in fairly good request. No special line is in particular demand, but there is a good trade generally. New potatoes have declined considerably since last week, and are now selling at \$4. New beets are easier, and obtainable at \$1.25 per dozen. Sales of cucumbers are numerous, although the price is still rather high. Tomatoes are selling quite freely in many quarters, while lettuce also controls a share of the trade.

Potatoes, per bag.....	0 95	1 00
Parsley, per doz. bunches.....	0 35	0 40
Sage, per doz.....	1 00	
Savory, per doz.....	0 75	
Green peppers, per basket.....	2 00	
Southern cabbage, bbl. crates.....	3 50	4 50
Tomatoes, Florida.....	3 00	3 50
Red onions, bbl.....	0 75	
Turnips, bag.....	1 50	
New turnips, per doz.....	0 75	
Water cress, per doz.....	1 25	1 60
Leaf lettuce, per box, 4 doz.....	0 30	0 40
" per doz.....	0 50	0 75
Boston lettuce, per doz.....	0 50	0 75
Spinach, per bbl.....	2 00	
Cucumbers, per doz.....	0 50	0 75
" per basket.....	2 00	
New potatoes, per bbl.....	4 00	
Carrots, per bag.....	0 75	1 25
New beets per doz.....	1 25	
New carrots, per doz.....	0 50	
Wax beans, per basket.....	2 50	
Green beans, per basket.....	2 50	
Canadian asparagus per doz.....	3 50	4 50

FISH—Dealers report a very good general business in fish at present. Gaspe salmon is worthy of note, owing to the very low prices at which it is selling—ten cents. Large quantities are arriving from the Gulf ports daily, but all is easily disposed of as the demand is good. Fresh halibut continues to arrive and an active trade is passing. Haddock and steak cod are plentiful, while the quality is all that could be desired. Although the weather is very warm for shipment of finnan haddies, dealers refer. Texas and Mississippi tomatoes are arriving in large quantities but the consumption is heavy.

### TEXAS PEACHES

First car to arrive on this market. Stock is Fancy.

### WATER MELONS

Fancy Florida stock. Ample supplies coming forward.

### STRAWBERRIES

Very Fancy CANADIANS now arriving daily. Prices reasonable.

ORANGES  
LEMONS  
BANANAS

### CHERRIES

EATING. Cooking.

### GOOSEBERRIES

VEGETABLES

PINEAPPLES

CANTALOUPE



25-27 Church St. TORONTO, CANADA

### DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

## BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box  
Grain and Root Baskets,  
Clothes Baskets,  
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

Oakville Basket Co.  
Oakville, Ont.

port their al  
a satisfactor

Fresh haddock, ex  
Fresh steak cod  
" halibut  
" grass pike  
Lake trout  
Whitefish  
Wakfish  
Brook trout  
Dove, per lb.  
Gaspe salmon...  
Fresh mackerel...  
Medium boiled lob  
Fresh frozen fish—  
B.C. salmon, p  
Herring, large,  
Smoked fish—  
New haddies, l  
St. John bloat  
Smoked herrin  
" salmon  
Oysters and Lobst  
Standards per  
Oyster pails, pi  
Prepared fish—  
Boneless cod,  
" fish,  
" fish,  
Skinless cod, 10  
Scotch cured her  
Salt and pickled fis  
No. 1 Labrador  
" "  
" "  
" "  
" B.C. salm  
" "  
" mackerel,  
" large green  
" medium,  
" small,

### ONT

GREEN FR  
berry harvest  
but there will  
weeks. The c  
is heavy even  
Tuesday price  
low as 6c., bu  
of Monday's  
berries will b  
days and will  
large crop of  
Plums are sca  
California fru  
ries and pea  
quantities for  
Oranges are  
Pines are not  
arriving.

Oranges, California  
" late Valenc  
" Mediterran  
" Ovals, half  
Lemons, Messina, 30  
Limes, per crate...  
Apples, Spies XXX  
" XX,  
" Baldwins, X  
" " X  
" other Winte  
" farmers', per  
Bananas, per bunch,  
Red bananas per bu  
Strawberries per qu  
Pineapples, Cuban  
" Floridas, 21  
Cherries, California  
" Canadian,  
Goos'-berries, per bu  
Plums, California, p  
Apricots, "  
Peaches, "  
Watermelons.....  
Cantaloupes, per case.

VEGETABI  
southern veg  
supplies of On  
things active a  
a basis that l  
tion. During  
dropped from  
potatoes rem  
vanced prices.  
Delawares at  
tically off the  
Island Chenam  
price is \$1.10.  
blue mottled a  
they cook wel  
York at \$1 a  
beans, beets an

FISH

clining to a  
ies.

UBA.

for exporta-  
is becoming  
Cuba for the  
ood varieties  
nd wherever  
scale, have  
ould be sown  
tomatoes are  
market.

ETS.

demand pre-  
rket. Orders  
rger as the  
in some lines  
which better  
wherries are  
c. Pineapples  
cents. Apples

2 50  
5 50  
0 04  
1 75 2 25  
3 40  
2 75 3 50  
7 00  
3 25 4 25  
5 50  
1 75  
0 09 0 10

bles are in  
pecial line is  
there is a  
New potatoes  
y since last  
at \$4. New  
nable at \$1.25  
nbers are nu-  
is still rather  
g quite freely  
lettuce also  
ade.

0 95 1 00  
0 35 0 40  
1 00  
1 00  
0 75  
2 00  
3 50 4 50  
3 00 3 50  
0 75  
1 50  
0 75  
1 25 1 60  
0 30 0 40  
0 50 0 75  
2 00  
0 50 0 75  
2 00  
4 00  
0 75 1 25  
1 25  
0 50  
2 50  
2 50  
3 50 4 50

very good gen-  
resent. Gaspé  
owing to the  
it is selling—  
s are arriving  
y, but all is  
he demand is  
nues to arrive  
assing. Had-  
tentful, while  
ld be desired.  
ery warm for  
s, dealers re-  
tomatoes are  
s but the con-

port their ability to handle the trade in  
a satisfactory manner.

Fresh haddock, express, per lb	0 04
Fresh steak cod	0 05
" halibut	0 08
" grass pike	0 06 1/2
Lake trout	0 08 1/2
Whitefish	0 08
Weakfish	0 08
Brook trout	0 2 1/2
Doe, per lb.	0 08 1/2
Gaspé salmon	0 1 1/2
Fresh mackerel	0 08
Medium boiled lobsters	0 14
Fresh frozen fish—	
B.C. salmon, per lb.	0 08
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb.	0 07
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
" salmon, per lb.	0 20
Oysters and Lobsters—	
Standards per imp gal	1 50
Oyster pails, pinta, per 100	0 90
" quarts,	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 05 1/2
" fish, 1 and 2-lb. bricks, per lb.	0 04 1/2
" fish, 25-lb. boxes, per lb.	0 04
Skinless cod, 100-lb. cases, per case	6 00
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
" " salmon in bbls.	12 50
" " " in 1/2 bbls.	7 50
" B.C. salmon, bbls.	12 00
" " half bbl.	7 00
" mackerel, per pail	1 75
" large green cod, per lb.	0 04
" medium, "	0 03
" small, "	0 02 1/2

ONTARIO MARKETS.

GREEN FRUIT—The Ontario straw-  
berry harvest is not yet at high tide,  
but there will be good supplies for two  
weeks. The crop is light and the demand  
is heavy even at the high prices. On  
Tuesday prices at the auctions were as  
low as 6c., but that is usual on account  
of Monday's extra picking. The rasp-  
berries will be in in a fortnight or ten  
days and will be a large crop. A very  
large crop of cherries is also expected.  
Plums are scarce. Melon prices are firm.  
California fruits, plums, apricots, cher-  
ries and peaches are arriving in large  
quantities for the first of July trade.  
Oranges are a little easier this week.  
Pines are not changed. Gooseberries are  
arriving.

Oranges, California navels, 96's to 70's	4 00	4 75
" late Valencias, 96's, 112's, 288's	5 00	6 00
" Mediterranean sweets, 96's to 25's	4 50	4 75
" Ovals, half boxes, 80's to 10's	2 50	2 75
Lemons, Messina, 300's, 360's, per box	3 50	5 00
Limes, per crate	1 50	
Apples, Spies XXX, per bbl	5 00	5 50
" " XX, per bbl	4 00	
" Baldwins, XXX, per bbl	4 50	
" " XX, per bbl	3 75	
" other Winter varieties, XXX, per bbl	4 00	
" " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 25	2 31
Red bananas per bunch	2 20	2 25
Strawberries per quart box	0 07	0 12
Pineapples, Cubans 24's, 30's, 36's per case	3 00	3 25
" Floridas, 24's to 3's	3 00	3 50
Cherries, California white heart, 2-lb. box	2 50	2 75
" Canadian, per basket	1 00	1 25
Gooseberries, per basket	0 85	1 25
Plums, California, per box	2 25	2 75
Apricots, "	2 50	2 75
Peaches, "	1 75	2 00
Watermelons	0 40	0 45
Cantalopes, per case	8 10	

VEGETABLES—Heavy arrivals of  
southern vegetables and considerable  
supplies of Ontario products are keeping  
things active and getting prices down to  
a basis that largely increases consump-  
tion. During the week new potatoes  
dropped from \$5 to \$3.75 a barrel. Old  
potatoes remain firm at slightly ad-  
vanced prices. There are still a few  
Delawares at \$1.25, but they are prac-  
tically off the market. Prince Edward  
Island Chenangoes are arriving and the  
price is \$1.10. When cut they present a  
blue mottled appearance at one end but  
they cook well and are quoted in New  
York at \$1 a bushel. Cabbage, peas,  
beans, beets and tomatoes are all cheap-

# ORANGES

We have everything to be desired in  
Oranges for your Summer Trade. : :  
All High Class Fruit and a full range  
of sizes.

California Late Valencias

California Mediterranean Sweets

Messina Ovals in 1/2 Boxes

## WHITE & CO., LIMITED

Toronto and Hamilton.

W. B. STRINGER

MONEY MAKERS

J. J. McCABE

HALF BOXES ORANGES

TRACUZZI'S "ST. NICHOLAS" OVALS

They sell fast and show a nice margin of profit. Write your wholesaler about them.

W. B. STRINGER & CO., - Sole Agents - Toronto

### CAN STRAWBERRIES NOW

Pineapples, Bananas, Tomatoes, Cabbage, Cucumbers, etc.

THE F. T. JAMES COMPANY, Limited

76 Colborne St.  
33 Church St.

TORONTO

Wire, Phone,  
or Mail your Orders

STRAWBERRIES—Now at their best. Give us your orders.

If you have any CHERRIES, BERRIES or other produce to market ship it to  
us if you want good results.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

## PINEAPPLES

In Beautiful Condition.

18s, 24s, 30s, 36s and 42s.

HUGH WALKER & SON

ESTABLISHED 1861

GUELPH, ONT.

## DRIED FRUIT,

I HANDLE SPECIALLY FINE LINES OF

CURRENTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES

Direct from my own houses in the countries of production. Goods packed under private brands  
if desired, according to buyer's wishes.

REPRESENTED BY—  
Halifax, N.S., E. D. Adams  
St. John, N.B., J. Hunter White  
Montreal, D. Rattray & Sons

Toronto, P. L. Mason & Co.  
Winnipeg, Jas. Carmon  
Victoria, B.C., H. Donkin  
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,

4 Cullum St., E.C. LONDON, ENG.

## MILK TEETH

Some makers of Jams, Jellies, etc., are in the milk teeth stage as regards the importance of Purity in eatables. Judging from their goods, Purity with them would appear to be the "All-Unimportant" thing. With E. D. Smith it is the **All-Important** thing.

For just this reason

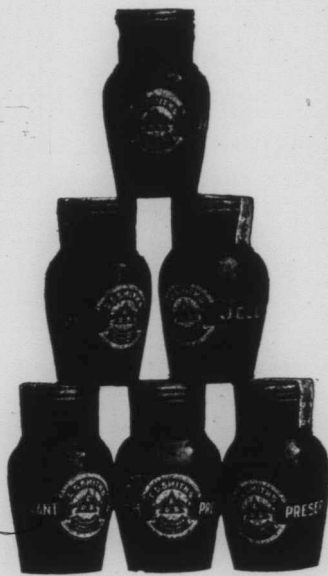
### "E.D.S." Brand

Jams, Jellies and Sealed Fruit in Glass

have gone to the front to stay.

"Made-in-Canada," guaranteed, fairly-priced—that's **E.D.S. Brand**.

My agents are W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.



**E. D. Smith's Fruit Farms, Winona, Ont.**

Manufacturers' Agents—Continued.

## ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

### SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS

COR. NOTRE DAME EAST AND VICTORIA STS.  
WINNIPEG, CANADA

Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.

#### JOSEPH CARMAN

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

Union Bank Block, Rooms 722 and 723  
Winnipeg, Man.

Open for good Agencies. Correspondence Solicited

#### JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

41 Bannatyne Ave., Winnipeg, Man.

#### W. A. TAYLOR

BROKER and WAREHOUSEMAN

243 Main Street  
WINNIPEG, MAN.

HIGHEST REFERENCES

### Winnipeg Storage

We make a specialty of storing and distributing car lots for

### Eastern Shippers

Negotiable receipts issued  
Low Insurance Rates reasonable

**R. B. WISEMAN & CO.**  
WINNIPEG

Warehousemen and Distributing Agents.  
Best of references.

OWEN SOUND.

#### J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

Potatoes, kiln dried sweet, bushel hamper	2 00
" Delaware, per bag	1 25
" Silver Dollar, per bag	1 05 1 15
" Ontario, per bag	1 00 1 15
New potatoes, Bermuda, per bbl	3 75
Onions, Egyptian, per sack 100-115 lbs	2 00
" Texas Bermuda, 50-lb. crates	1 15 1 25
" Bermuda, 50 lb crates	1 25
" green, per doz. bunches	0 12 1 25
Cabbage, per crate	2 00 2 25
Wax and green beans, per bush hamper	1 50
Green peas, imported	1 25
" Canadian per basket	0 60
Beets, new, per doz. bunches	0 30
Carrots, new, 5 to 6 doz. in box	2 25 2 50
" Canadian, per doz. bunches	9 60
Lettuce, per doz. bunches	0 25 0 30
Radish, per doz.	0 50 0 25
Cucumbers large, per doz.	1 25 1 50
" per hamper, 5 to 8 doz.	1 75 2 50
Mushrooms, 1-lb. boxes, per lb	0 75 0 80
Asparagus, per doz. bunches	0 75 1 00
Beans, white, prime, bush	1 75
" hand-picked, bush	1 90
" Lima, per lb.	0 07
Tomatoes, Texas, Mississippi, 4 basket crates	1 00 1 50
Rhubarb, 1 doz. bndls	0 2 0 25
Spinach, bush	0 25 0 40
Parsnips, per bag	0 75
Watercress, per doz. bunches	0 25
Egg plant, per doz.	1 55
Peppers, green, per small basket	0 75 0 85
Parsley, per doz.	0 20 0 25
Turnips, per bag	0 75
" new, per doz.	0 35
Mint, per doz.	0 15 0 20
Cauliflower, per doz.	1 50 2 25

FISH—Prices are unchanged from last week and the supply continues good, but the demand is large.

Fresh halibut	0 10 0 13
Haddock, fresh caught, per lb.	0 06 0 04
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 09 0 10
Salmon trout, per lb.	0 18 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 05
Pike, per lb.	0 05 0 06
Blue fish, per lb.	0 10
Fresh mackerel	0 20 0 25
Eastern salmon, per lb.	0 20

### WINNIPEG.

GREEN FRUITS—The first cars of California peaches and plums arrived on the local market late last week. Wisconsin strawberries are arriving and are displacing the Hood River fruit. We quote as follows:

Wisconsin strawberries, 16 boxes to the case	3 00
California peaches, per case	2 25
" plums	2 50
" cherries	2 75
Messina oranges, in half boxes, 80's to 100's	3 00
Cal. St. Michael oranges, 176's 250's, per box	5 00
" " 288's 324's 360's "	5 00
" late Valencias, 126's, per box	5 40
" 150's	5 50
" 176's	6 00
Lemons, 300's and 360's	7 00
Messina lemons, 360's	6 60
Water melons, large size, per doz.	6 60
Pineapples, 30's, per doz.	2 50
" 24's	2 75
" per case	5 00
Bananas, per bunch	2 75 3 25

### VEGETABLES—

Onions, Egyptian, per lb.	0 03
Cabbage, new, per lb.	0 04
Rhubarb, per lb.	0 02
Cucumbers, per doz.	0 75
" per lb.	0 03 1 00
Texas tomatoes, 4 basket crate, per crate	3 00

### 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.

### H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility

per	2 00
.....	1 25
.....	1 05 1 15
.....	1 00 1 15
.....	3 75
.....	2 00
.....	1 15 1 25
.....	1 25
.....	0 12 1
.....	2 00 2 25
.....	1 50
.....	1 25
.....	0 60
.....	0 30
.....	2 25 2 50
.....	9 60
.....	0 25 0 30
.....	0 50 0 25
.....	1 25 1 50
.....	1 75 2 50
.....	0 80
.....	0 75 1 00
.....	1 75
.....	1 50
.....	0 07
rates	1 00 1 50
.....	0 2 0 25
.....	0 25 0 40
.....	0 75
.....	0 25
.....	1 55
.....	0 75 0 85
.....	0 20 0 25
.....	0 75
.....	0 35
.....	0 15 0 20
.....	1 50 2 25

ged from last  
ues good, but

.....	0 10 0 13
.....	0 06 0 06 1/2
.....	0 07 0 08
.....	0 18 0 20
.....	1 00 1 25
.....	0 9 0 10
.....	0 18 0 09
.....	1 25
.....	0 05 0 06
.....	0 08
.....	0 04
.....	0 25
.....	0 05 0 06
.....	0 10
.....	0 20 0 25
.....	0 20

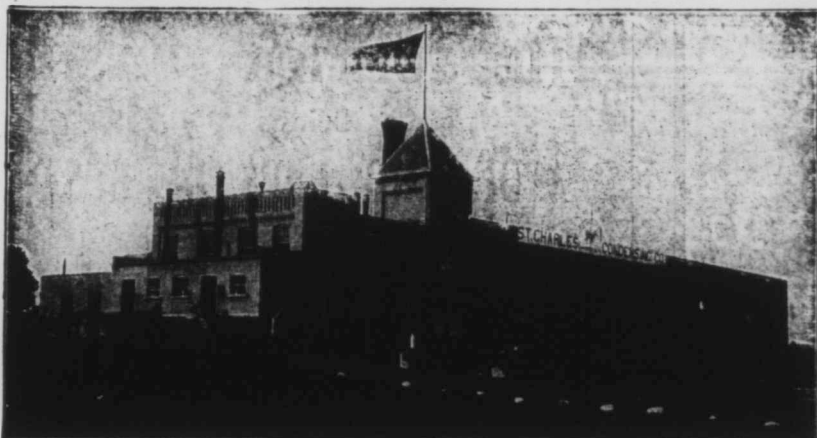
first cars of  
ms arrived on  
week. Wis-  
riving and are  
er fruit. We

.....	3 00
.....	2 25
.....	2 50
.....	2 75
100's	3 00
box	5 00
.....	5 00
.....	5 00
.....	5 50
.....	6 00
.....	7 00
.....	6 60
.....	6 60
.....	2 50
.....	2 75
.....	5 00
.....	2 75 3 25

.....	0 03
.....	0 04
.....	0 02
.....	0 75
.....	0 03 1/2
ite	3 60

**REN**  
Ceylon  
ll grades,  
manufac-  
lines of

**HELL**  
**AN.**  
a firms wishing  
Travellers call  
Retail Trade in  
responsibility



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.

**NEW PACK NEW PACK NEW PACK**

OF THE FAMOUS

**Brunswick Brand  
SARDINES**

Now is the time to send your order for—

- 1/4 Oils, Sanitary Can, 100 tins to case
- 1/4 Oils, Handmade Can, 100 “
- 1/4 Mustard, 100 tins to case
- 1/4 Tomato, 100 “
- 1/4 Mustard, 50 “

TO

**Connors Bros., Limited**  
Black's Harbour, N. B.

Season 1906  
**HORSE SHOE SALMON**

Now in Store



- 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 Provin c


**We are Offering**

**Mirimichi Fresh Salmon**

**at Twelve cents per pound**

Write or wire us your order. All orders filled the same day as received.

**W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.**



SUCHARD'S COCOA is the most delicious.  
The flavor wins your favor and your customers.  
We want your co-operation in its sale.  
Write us for our proposition.

Frank L. Benedict & Co., Montreal

**THE SUMMER SEASON**  
brings  
**A DEMAND FOR THE BEST**  
IN YOUR STORE  
**STEWART'S**  
Chocolates and Confections  
**ARE THE BEST**


PURE Materials.  
Absolute Cleanliness.  
Perfect finish.

New and beautiful packages for the  
Summer trade.

**PRICES RIGHT**

**THE STEWART COMPANY**  
LIMITED  
TORONTO

CANADA: No better Country



MOTT'S: No better Chocolate

The warm weather  
has no effect upon  
the sale of

**MOTT'S**  
**Chocolate**

"DIAMOND" and "ELITE"  
brands are used by all who  
have once tried them—

*For Cooking and Eating  
these Chocolates are unexcelled.*

Every jobber sells them.

**John P. Mott & Co.**  
HALIFAX, N.S.

SELLING AGENTS:  
J. A. TAYLOR MONTREAL  
R. S. McINDOE TORONTO  
JOS. E. HUXLEY WINNIPEG

**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

BISCO

Cold Stor

The Sum  
Every up-to  
ped with co  
ness in suc  
lates to co  
If you k  
cialty of it  
success no  
ury, espec  
and must b  
the trade.

HI

The term  
Cacao, is a  
lish-speakin  
seeds of th  
to botanists  
which a gr  
under the  
for eating a  
name "cho  
in most Eur  
en from the  
'chocolat'

The Span  
mon use at  
time of th  
1519, and i  
immediately  
only used  
of food, bu  
cacao tree

The manu  
ing was lon  
iards, who s  
wealthy clas  
use in Eng  
Advertiser  
stated that  
Queen's He  
house, is an  
called choco  
may have it  
unmade, at  
time of Cha  
late was 6s.  
\$6 of purch  
not been fo  
possessed, w  
where only  
it cocoa wor  
as general u

Cocoa and  
the United  
in 1765; an  
that the mar  
in the same  
now represen  
tries in the

An estima  
of crude coc  
kilograms, o  
mated consu  
Europe and  
was 127,452,  
486 lbs. The  
States in 18  
fifths of an  
In 1903 the

## BISCUITS AND CONFECTIONERY

**Cold Storage for Chocolates—A Wonderfully Profitable Tree—High-Priced Candies a Luxury and Should be Well Displayed.**

The Summer trade is now under way. Every up-to-date candy factory is equipped with cold storage which enables business in such perishable goods as chocolates to continue unabated.

If you keep these goods, make a specialty of it. Specializing is the way to success nowadays. Candies are a luxury, especially the higher priced goods, and must be shown attractively to get the trade.

### HISTORY OF COCOA.

The term "cocoa," a corruption of Cacao, is almost universally used in English-speaking countries to designate the seeds of the small tropical tree known to botanists as theobroma cacao, from which a great variety of preparations under the name of cocoa and chocolate for eating and drinking are made. The name "chocolate" is nearly the same in most European languages, and is taken from the Mexican name of the drink "chocolatl" or "cacahuatl."

The Spaniards found chocolate in common use among the Mexicans at the time of the invasion under Cortez, in 1519, and it was introduced into Spain immediately after. The Mexicans not only used chocolate as a staple article of food, but they used the seeds of the cacao tree as a medium of exchange.

The manner of preparing it for drinking was long kept a secret by the Spaniards, who sold it at a high price to the wealthy classes. The first notice of its use in England appears in the Public Advertiser of June 16, 1657, which stated that "In Bishops street, in Queen's Head Alley, at a Frenchman's house, is an excellent West India drink, called chocolate, to be sold, where you may have it ready at any time; and also unmade, at reasonable rates." In the time of Charles II. the price of chocolate was 6s. 8d a pound—equivalent to \$6 of purchasing power to-day. Had it not been for the monopoly Spain long possessed, which kept the price at a point where only the rich could afford to use it cocoa would probably have come into as general use as tea and coffee did later.

Cocoa and chocolate were first made in the United States in Dorchester, Mass., in 1765; and it is an interesting fact that the manufacture has been continued in the same place ever since and that it now represents one of the largest industries in the country.

An estimate of the world's production of crude cocoa in 1903 was 1,267,951,074 kilograms, or 279,532,420 lbs. The estimated consumption of crude cocoa in Europe and the United States in 1903 was 127,452,366 kilograms, or 280,981,486 lbs. The consumption in the United States in 1860 was only about three-fifths of an ounce for each inhabitant. In 1903 the consumption was over 12

ounces for each inhabitant. In 1903 the countries from which the main supplies of crude cocoa were drawn took rank as follows: Ecuador, San Thome, Brazil, Trinidad, Venezuela, San Domingo.

The countries consuming the largest amount of crude cocoa in 1903 took rank as follows: The United States, Germany, France, Great Britain, Holland, Spain. In 1893 the United States stood fifth in the list of consumers, and France had the first place.

The various kinds of cocoa may be placed in about the following order of merit: Finest caracas (called chaou) of Venezuela; the finest maracaibo (of which very little, if any, is produced of late years); the finest magdalena, of New Granada, of which the production is small and rarely exported; soconusco, from the state of that name in Mexico; Java, from the island of that name; the finest Guayaquils from Ecuador. The cocoas from Trinidad, Surinam, Granada, Para, Bahia and Africa, are classed as "good ordinaries."

### A TREE OF MANY PRODUCTS.

The cocoanut palm is one of the most important economic trees of the world. Its fruit is a staple food either ripe or unripe, raw or prepared in various ways in many tropical countries. It is exported in large quantities to temperate climates, where the nuts are used in confectionery and for cake and dessert making. The oil, of which there is about 70 per cent. in the nuts, from which it is obtained by expression or heating in water, is largely used for making soap and candles and for food. It is white as lard and somewhat firmer. The central part of the stems of young cocoanut plants is used for food, as is also the terminal bud or "cabbage." A drink and a kind of sugar are made from the sap of the young spathes. The dried leaves are used for thatching, making baskets, mats, etc., and the petioles for oars. The wood in the lower portions of the trunks of old trees is commercially important under the name of "porcupine wood," which is used in cabinet-making, etc. The fibrous centres of old stems are used for cordage making and so also is the fibrous husk of the nuts, weighing often from one to two pounds when stripped off. This latter is widely used for making cocoanut matting. It is exceedingly durable. The cocoanut shell is used for drinking cups, bottles, etc., and for ornament when carved and polished. The fibre of the husks is used by florists as a moisture retaining medium in which to plunge potted plants and in which to propagate various seedlings and cuttings.

### SUGAR CONSUMPTION.

The consumption of sugar in the British Isles has increased from 3 lbs. per head per year in 1705 to 90 lbs. in 1905. Australia holds the world's record with a per capita consumption of 105 lbs.

"Directed"

VS

"Misdirected" Biscuits

There's no room in your store for "misdirected" goods, and that doesn't mean so much sent to the wrong place as sent from the wrong place.

Some makers play with the oven and the biscuits are dried up. Others "pet" the oven and it allows too much moisture to stay in the biscuits.

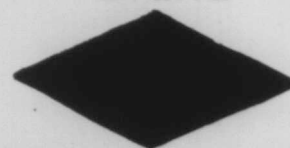
The Mooney Men are trained "oven men." They are on good terms with the fire. They understand its every move. They never guess at anything.

Order



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

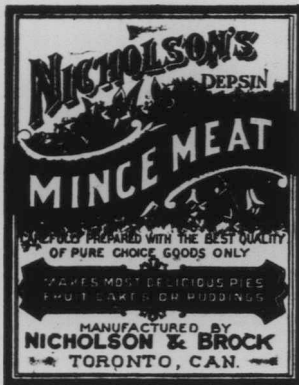
# "ANTITIS PEPPER"

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., LONDON, England**  
40 Botolph Lane  
TRIAL ORDERS SOLICITED



## JUDGE OUR GOODS BY OUR REGULAR PATRONAGE

There is a big host of people  
who wouldn't take any other  
Mince Meat but "Nicholson's."  
They know it is cheaper than  
the bulk and more perfect in flavor.

What about

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

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



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.**

## TO MANUFACTURERS' AGENTS:

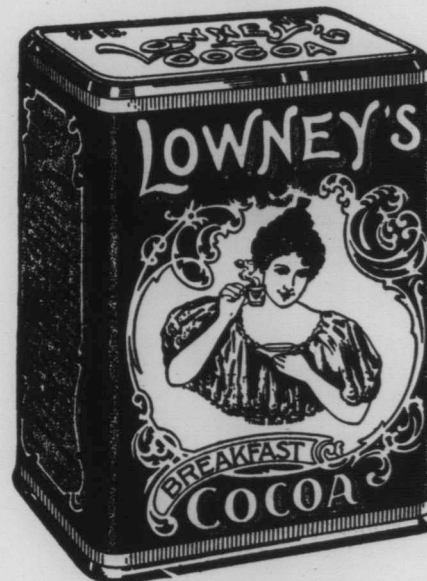
THE CANADIAN GROCER has enquiries from time to  
time from manufacturers and others wanting represen-  
tatives in the leading business centres here and abroad.

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

Address

Business Manager

**THE CANADIAN GROCER**  
Montreal and Toronto.



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.

A LINE THAT WILL PLEASE YOUR CUSTOMERS



**LAMONT, CORLISS & CO.,** Sole Importers  
27 COMMON ST., MONTREAL

## BUY WHERE THE WISE ONES BUY

All "profit-hunting" grocers sell  
**SHIRRIFF'S FLAVORING  
ESSENCES**

They know what they are doing and they know  
what we are making.

GET WISE!

MANUFACTURED BY

**IMPERIAL EXTRACT CO.**  
TORONTO



Consider  
order for C  
and secure  
reliable.

**QUE**

has given  
years. PR  
on hand w

**ALWA**

**BUY**

and you w  
where you  
season.

**Bellev**

Persons  
kindly ment  
tisement in

**EE**

In Nova Sc

**THE  
NUT**

**Cre  
MoLAUGHLA**



**GROCER!**

Consider well before you place your order for Canned Fruits and Vegetables and secure a BRAND that you know is reliable.

**QUEEN BRAND**

has given excellent satisfaction for 15 years. PROOF, we have no old goods on hand when the New Pack begins.

**ALWAYS NEW GOODS**

to offer each year.

**BUY "QUEEN" BRAND**

and you will not take long to consider where you will place your order another season.

**Belleville Canning Co.**  
BELLEVILLE, ONT.

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

**WHEN ASKED FOR**



"some gelatine," your safest course is to supply

**COX'S**

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

Canadian Agents: **J. & G. COX, Ltd.**  
C. E. Colson & Son, Montreal  
D. Masson & Co., " **Gorgie Mills, EDINBURGH**  
A. P. Tippet & Co., "

**SPRAGUE CANNING MACHINERY CO.**  
CHICAGO, ILL., U.S.A.



**IT'S A MONEY MAKER**

every time, but you will never know it if you never try it. Catalog tells all.

**KINGERY MFG. CO.**  
106 E. Pearl St., Cincinnati



**UPTON**

That is the name that stands for first quality in

**Jams, Jellies**

and

**Orange Marmalade**

Properly made and correctly labelled.

**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**

Cultivate your Biscuit trade by ordering **McLAUCHLAN'S**

**Cream Soda Biscuits**

**McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.**

**Absolutely the Most Reliable brands put up**

**BORDEN'S**

**"Eagle" Condensed Milk and "Peerless" Evaporated Cream (Unsweetened)**



**WILLIAM H. DUNN,**

Scott, Bathgate & Co., Winnipeg, Man.

**MONTREAL and TORONTO**

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

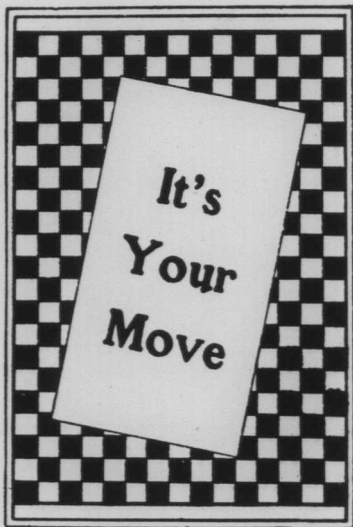


## 500

I have found a great many grocers who bought two or three hundred cigars from their wholesale grocer, confectioner or biscuit man, not standard lines, but anything that the house happened to have. Oh yes, they kept cigars, but they dried up on the shelf over the camphor drawer and they only handled perhaps 500 a year. No, they could not take Payne's offer because his minimum quantity was 1000—and their trade would never grow to that.

I want to get you started with my cigars, hence will send 500 assorted (some Pharaoh and some Pebble) express paid and money back at end of 3 months if cigars not satisfactory. I know if you get started with 500 your trade will grow, likewise your profits, and your next order will be for the 1000. Start now and get the summer trade.

**J. BRUCE PAYNE, Limited, Mnfrs.**  
GRANBY, QUEBEC, CANADA



From all parts of the Dominion  
comes the verdict

# T. & B.

is selling better than ever.

July and August are excellent months for a grocer to make his tobacco start. The tourist business is then at its height.

Don't let your profits be weighed in the balance and found wanting.

**THE GEO. E. TUCKETT & SON CO., LIMITED**  
HAMILTON, CANADA

Change in

The Em  
buted \$70  
season tob  
Kent in a  
\$20. The  
company b  
year, and i  
say: "The  
past crop  
bought by  
that the p  
from time  
tant factor  
ed improv

GERMA

Take the A

A leading  
ica recently  
and Rotterd

"As every  
dam and Ro  
tire tobacco  
matra is sol  
—or 'inscrip  
style them—  
gregate and  
take their f  
viceable only  
but owing to  
ly elastic nat  
especially in  
duty on it  
since its ac  
manufacturer  
ured as the  
tions; they  
bought prett  
fancy. At th  
sterdam and  
tended, that  
quite reverse  
the Germans  
where in ev  
what they w  
American in  
that the offe  
two general  
European g  
now been a  
American bu  
chances with  
so easily frig  
former years.

"The imm  
among Germ  
sity among G  
as well—for  
brought abou  
manufacturing  
enormous pro  
and the dema  
of course, has  
of the cost o  
now not unco  
ers paying ev  
Sumatra as n  
price that  
dreamed of of  
illustrates th  
come over th  
"Another el  
the excessive  
now to be pa

## TOBACCO AND CIGARS

**Change in the World's Tobacco Markets—Germans Come to the Front—Progress With Canadian Product—U. S. Consul's Comments.**

The Empire Tobacco Co. have distributed \$700 in prizes among the last season tobacco growers of Essex and Kent in amounts varying from \$5 to \$20. There were 52 winners. The company bought 2,000 odd crops last year, and in their letter to the winners say: "The quality and handling of the past crop was by far the best ever bought by this company and we feel that the prizes which we have given from time to time have been an important factor in bringing about such marked improvement."

### GERMANS BOOST SUMATRA.

**Take the American Lead in Rotterdam Sales.**

A leading tobacco importer of America recently returned from Amsterdam and Rotterdam, said:

"As everyone knows, it is in Amsterdam and Rotterdam that almost the entire tobacco yield of the Island of Sumatra is sold, and at the bi-annual sales—or 'inscriptions,' as our Dutch friends style them—the buyers of the world congregate and bid for such lots as may take their fancy. This tobacco is serviceable only as a wrapper for cigars, but owing to its thinness and wonderfully elastic nature it is in great demand—especially in this country, where the duty on it is \$1.85 per pound. Ever since its adoption by American cigar manufacturers American buyers have figured as the potent factor at the inscriptions; they practically fixed values and bought pretty well all that took their fancy. At the recent sales, in both Amsterdam and Rotterdam, which I attended, that condition of affairs was quite reversed. The continental buyers, the Germans in particular, were everywhere in evidence and purchased just what they wanted. So pronounced was American influence in previous years that the offerings were classified under two general heads—American goods and European goods. This classification has now been altogether discarded, and American buyers have to take their chances with their rivals, who are not so easily frightened by high prices as in former years.

"The immense demand that exists among German smokers—and of necessity among German cigar manufacturers as well—for light-colored cigars, has brought about this change. The cigar manufacturing industry has assumed enormous proportions in that country, and the demand being for light goods it, of course, has to be supplied irrespective of the cost of the raw material. It is now not uncommon to see German buyers paying even for second lengths of Sumatra as much as \$2.80 per pound—a price that American importers never dreamed of offering. That one fact fully illustrates the great change that has come over those world-famous markets.

"Another element that contributes to the excessively high prices that have now to be paid is the relatively small

quantities of light tobacco coming from Sumatra. It is for such goods that the great demand exists, and German competition for the high grades makes it impossible for American buyers to get the proportion which in past years was recognized almost as being theirs by right—that is, by right of their ability to pay higher prices than their continental rivals. That, however, is a thing of the past.

"The prices which Americans had to pay this year were enormously high and comparable only with those that ruled at the sales of 1893, the record year for high values. The new crop tobacco, however, is of better quality and color than any offered during the past five or six years, but its extra cost will certainly mean to the manufacturers of the country an extra 50 cents per thousand cigars. The average importations of Sumatra leaf during the past eight or ten years have been in the neighborhood of 35,000 bales for home and Canadian consumption, but this year it is safe to say the total will be from 5,000 to 10,000 bales more. So even if our continental rivals now claim their full share of the light grades which came our way they certainly have not deterred us from buying the quantity that we required."

### TOBACCO GROWING POPULAR.

United States Consul Ifft, writing from Chatham, says:

"The farmers of Kent and Essex Counties are this year planting more tobacco than ever before in the history of tobacco raising in this section. This is due to several causes. The crop last year was very profitable. Many farmers who last year raised sugar beets for the Marine City, Mich., sugar factory, but who lost that market with the failure of

the sugar company, are planting tobacco instead of beets. The Government's announcement of the establishment of an experimental tobacco farm in Essex has also stimulated interest. The growers themselves have been carrying on experimental operations for years, and believe themselves able to grow better tobacco this year than ever before."

### JUDGMENT AND APPEAL.

Judgment has been awarded the W. H. Steele Co., of Toronto, in their suit against the American Tobacco Co. for

# SWEET CAPORAL



# CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all leading Wholesale Houses.

### CLAY PIPES

THE BEST MADE ARE  
**McDOUGALL'S**

Insist upon this make

**D. McDOUGALL & CO.,** Glasgow, Scotland.

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

## FREIGHTS AND CHARTERS

\$160 rebate on cigarette purchases. The tobacco company tried to have the case transferred to Quebec but failed. They have appealed from the judgment.

### WORLD'S TOBACCO CROP.

The tobacco crop of the world in 1903, the latest figures available, was 2,205,174,000 lbs. It was grown as follows:

Countries.	1903-lbs.
United States .....	815,972,000
Porto Rico .....	5,000,000
Canada .....	10,423,000
Mexico .....	20,000,000
Cuba .....	37,700,000
Brazil .....	55,000,000
<hr/>	
Total America .....	944,095,000
Total Europe .....	524,277,000
Total Asia .....	713,316,000
Total Africa .....	22,740,000
Total Australia .....	746,000

Grand total .....

2,205,174,000  
British India came second to the United States with 441,000,000 lbs. grown on nearly a million acres. Russia grew 174,000,000 and Hungary, 134,567,000 lbs.

The American Tobacco Company, Montreal, have taken out permits for four buildings in Montreal to cost \$110,000. The new structures are designed for additions to their factory.

### TRAVELERS' OFFICERS.

The following officers were elected at the thirteenth annual grand council of the United Commercial Travelers Association of Minnesota, Dakotas, Manitoba, Alberta and Saskatchewan, held at Albert Lea, Minn.: Grand counsellor, H. J. McGarvey, Huron, S.D.; junior grand counsellor, C. A. Van Dever, Minneapolis; grand past counsellor, Walter G. Jacobs, Aberdeen; secretary, J. M. Dresser, St. Paul; treasurer, E. C. Walters, Minneapolis; grand conductor, C. W. Sutton, Duluth; page, F. J. C. Cox, Winnipeg; sentinel, James F. Ellis, Minneapolis.

### Shipping Business not Active—Two New Turbiners for the Allans—New Navigation Company for the St. Lawrence—Lachine Canal Blocked Two Days.

Export shipping business lately has not been very good. Trade is dull owing to existing market conditions. Hogs being so scarce renders impossible the profitable export of meat. Prices here better than those obtainable elsewhere and packers are holding their products for sale in this country. Butter and cheese are not being shipped in large quantities. Market prices are too high for the carrying on of a good export business.

Since last week there has been one change in the freight quotations. This is a reduction in flour to Glasgow.

Export trade has been considerably retarded through the blocking of traffic in the Lachine Canal. A coal barge sank on June 21 and lay at the bottom of the canal until the next evening, blocking all traffic for the two days. The trade was much disturbed as considerable cargo, such as grain, for the regular boats is shipped to Montreal by this route.

A report reached Montreal from Glasgow to the effect that the Allan line is about to develop the American trade and with this end in view has placed contracts in Glasgow for the building of two new turbiners larger than the Virginian and the Victorian. This report has not been confirmed in Montreal, and nothing will be stated until the return of Mr. Hugh Allan from Liverpool. It is generally thought, however, that there is something in the rumor.

On June 22 the Melville, of the Elder-Dempster South African line, reached Montreal. She came from South African ports by way of the Barbadoes. Her cargo, some of which was discharged at Quebec, consisted of sugar and molasses. After discharging this cargo, the boat loaded with general lines, including considerable flour, and left for South African ports.

The Athenia, of the Donaldson line, sailed June 21 for Glasgow, carrying a general cargo.

The Devona, of the Thompson line, arrived in Montreal with a cargo from Shields the same day.

In shipping circles there is a report current to the effect that a new navigation company with a capital of \$500,000

is about to be formed to carry on a passenger and freight trade along the upper St. Lawrence. Nothing definite has yet been announced.

The Carthaginian, of the Allan line, sailed on June 23 for Havre and London, carrying a cargo of wheat. This is the first trip of this boat on the Havre-London service. The Allan line is paying particular attention to the development of trade at present, and it is not improbable that next year such boats as the Ionian and Tunisian will call at Havre.

The Empress of Britain sailed from Quebec for Liverpool June 23.

With a cargo of butter and cheese, the Manxman, of the Dominion line, left Montreal for Avonmouth June 23.

The Elder-Dempster liner Dahomey sailed June 22 with a general cargo for Nassau and Cuban and Mexican ports.

### ADVICE ABOUT FERTILIZERS.

The Inland Revenue Department's bulletin for 1906 on fertilizers states that samples of 153 fertilizers to be offered for sale in Canada have according to the law been sent for analysis. Last year the number was 120 and the year before 111.

Chief Analyst Thos. Macfarlane says: "There seem to be good grounds for believing that the number of fertilizers of low price is on the increase, and it would appear necessary to call the attention of the farmer to the consideration that the fertilizing constituents in these are likely to cost him more than in fertilizers of a higher grade. He should be also advised to avoid those brands which have less than 2 per cent. of ammonia or potash. These percentages are too low in cases where such ingredients are required, and where they are not needed it is useless to purchase them. It is a waste of money to buy nitrogen or potash in fertilizers containing less than one per cent. of these ingredients."

Copies of the bulletin may be had upon application to the department at Ottawa.



## HOGEN-MOGEN and ROYAL SPORT Cigars are Proven Values.

Place your business, grocers, where it will yield results.  
An order is the surest way to success.  
It's worth a trial.

The **SHERBROOKE CIGAR CO.**  
SHERBROOKE, P.Q.

# GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

# Make it YOUR Leader

There are some products that require constant pushing to make them go, but there are others that move so fast they almost pull the dealer after them. Every wide-awake grocer likes to handle goods of this last-named class because they mean sure profits with little or no effort. A leader in this class is

# Quaker Rice

(Puffed)

It very nearly sells itself. All that we have said about Quaker Rice as a trade winner, all that we have predicted about its great and continued popularity, is more than confirmed by our sales record. Quaker Rice is a substantial food which can be easily made into many delightful confections. Once the people taste it they can't resist eating it. This is the only product of its kind; therefore, will soon be the fastest selling of all cereal foods.

Order from your jobber.

---

**THE AMERICAN CEREAL COMPANY**  
**PETERBOROUGH, ONT.**

**Q**  
 Quotation  
 The follo  
 responsible for  
 Grocer, at our

**Baking**  
 Cook's Friend—  
 Size 1, in 2 and 4 doz  
 " 10, in 4 doz. boxe  
 " 2, in 6 " "  
 " 12, in 6 " "  
 " 3, in 4 " "  
 Pound tins, 2 doz. in  
 12-oz. tins, 4 " "  
 5-lb. " 1 " "

W. H. GIL  
 Diamond—  
 1-lb. tins, 2 doz. in ca  
 1-lb. tins, 3 " "  
 1-lb. tins, 4 " "

IMPERIAL BA  
 Cases.      \$1  
 4-doz. .... 11  
 3-doz. .... 11  
 1-doz. .... 11  
 3-doz. .... 11  
 1-doz. .... 11  
 1-doz. .... 11

OCEAN  
 Ocean Baking Powder  
 " " "  
 " " "  
 Borax, 1/2 lb. pa  
 Cornstarch, 40  
 Freight paid 5

MAGE  

 Case  
 6 doz  
 4 " "  
 4 " "  
 4 " "  
 4 " "  
 2 " "  
 4 " "  
 2 " "  
 1 " "  
 1 " "  
 1 " "  
 1 " "

ROYAL BAK  
 Sizes.  
 Royal—Dime .....  
 " 1 lb. ....  
 " 6 oz. ....  
 " 1 lb. ....  
 " 12 oz. ....  
 " 1 lb. ....  
 " 3 lb. ....  
 " 5 lb. ....

Barrels—When packe  
 cent. discount will

CLEVELAND'S B  
 Sizes.  
 Cleveland's—Dime....  
 " 1 lb. ....  
 " 6 oz. ....  
 " 1 lb. ....  
 " 12 oz. ....  
 " 1 lb. ....  
 " 3 lb. ....  
 " 5 lb. ....

Barrels—When packe  
 cent. discount will

T. KINNEA  
 Crown Brand—  
 1 lb. tins, 2 doz. in cas  
 1 lb. " 2 " "  
 1 lb. " 4 " "

Bl  
 Keen's Oxford, per lb.  
 In 10-box lots or ca  
 Reckitt's Square Blue,  
 Reckitt's Square Blue,  
 Gillett's Mammoth, 1/2  
 Nixey's "Cervus," in  
 " " in  
 " " in  
 according to size...

## QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 28, 1906.

### Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Found tins, 2 doz. in case.....	3 00
12-oz. tins, 2 doz.....	2 40
5-lb. " ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
1-lb. tins, 2 doz. in case.....	\$2 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	6-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	24lb.	10 50
1-doz.....	5lb.	19 75

### OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz.....	Per doz.
" " " " 1 lb., 5 doz.....	\$0 45
" " " " 1 lb., 3 doz.....	0 90
Borax, 1/2 lb. packages, 4 doz.....	1 25
Cornstarch, 40 pks. in a case.....	0 40
Freight paid 5 p.c. 30 days	0 78

### MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 80
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
4 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	24-lb.	4 10
1 ".....	5 ".....	7 30
2 ".....	5oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	

Royal—	Per Doz.
Royal—Dime.....	\$ 0 95
" 1 lb.....	1 40
" 6 oz.....	1 95
" 1 lb.....	2 55
" 12 oz.....	3 85
" 1 lb.....	4 90
" 3 lb.....	13 60
" 5 lb.....	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

### CLEVELAND'S BAKING POWDER.

Cleveland's—	Per Doz.
Dime.....	\$ 0 93
" 1 lb.....	1 33
" 6 oz.....	1 90
" 1 lb.....	2 45
" 12 oz.....	3 70
" 1 lb.....	4 65
" 3 lb.....	13 20
" 5 lb.....	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

### T. KINNEAR & CO.

Crown Brand—	Per Doz.
1 lb tins, 2 doz. in case.....	\$1 20
1 lb. " 2 " ".....	0 80
1 lb. " 4 " ".....	0 45

### Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillet's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb. 0 16	
" " " in bags, per gross 1 25	
" " " in pepper boxes,	
according to size.....	0 02 0 10

### Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz. or 1/3 gross, 4 oz	
Reckitt's Zebra paste, 1-gro. boxes, \$10.12	per gross.

### JAMES DOME BLACK LEAD

5a size.....	\$2 40
2a size.....	2 50

AMERICAN PURE FOOD COMPANY.

### Borax "Queen."

40-oz. case, 4 doz.....	0 40
8-oz. " 4 ".....	0 50

Lot 7 cases, freight paid. Conditions—2 per cent. 10 days; net 30 days.

### Cereals.

Wheat OS, 2-lb. pks., per pkg.....	0 05
" " 7-lb. cotton bags, per bag.....	



Freight prepaid.

### PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36 15's.....	\$4 40
5-case lots, 4 30	
Canada Flakes, "Jumbo" case, 24 25's.....	4 90
Canada Flakes, "Jumbo" 5-case lots, 4 80	

### Chocolates and Cocoas.

#### THE OOWAN CO., LIMITED.

Cocoa—	
Perfection, 1-lb., per doz.....	\$2 40
" 1 lb. ".....	1 20
" 10c. size ".....	0 90
5-lb. tins per lb.....	0 37
Soluble, No 1 5 and 10-lb. tins, per lb.....	0 20
" No. 2 5 and 10-lb. tins, ".....	0 18

Special quotations for cocoas in bbls., kegs, etc.

#### Chocolate—

Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	3 85
Parisian 8s, per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" 6's, ".....	0 22
" 8's, ".....	0 30

The following unsweetened:

Perfection, 1/2's, per doz.....	0 30
" 1/4's, ".....	0 30
Flat cakes, per lb.....	0 30

#### Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pks., per doz.....	0 90
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz.....	1 75

#### Confections—

Cream bars, 60 in box, per box.....	1 80
6 in box, per doz. boxes 2 25	

Chocolate ginger, per lb.....	0 30
" " 1/2 lbs., per doz.....	2 25
Crystallized " 1/2's per doz. boxes 2 25	
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes 0 35	

### FRY'S

Chocolate—	per lb.
Caracac, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

### Cocoa—

Concentrated, 1/2's, 1 doz. in box.....	2 40
" 1/2's, ".....	4 50
" 1-lb. ".....	8 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" 1/2's, 12 lb. boxes.....	

### EPF'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 11-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

### BENDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4 doz. to case.....	per doz., \$ .90
" " " " ".....	2 40
" " " " ".....	4 75
" " " " ".....	9 00

### JOHN P. MOIT & CO.'S

R. S. McIndoe, Agent, Toronto.



Elite, 1/2's.....	\$0 30
Prepared cocoa, 1/2's to 1/4's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 38
" " " " ".....	0 35
" No. 1 chocolate, 1/2's.....	0 30
" Navy ".....	0 27
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's and 6's.....	0 23
" Confectionery chocolate, 2-lb. to 3-lb. to 34	
" Sweet chocolate liquors, 20c. to 34	

### WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes.....	\$0 35
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 26

### Per lb.

Breakfast cocoa, 1/2, 1/4 and 5-lb tins	0 40
Cracked cocoa, 1/2-lb. pks., 12-lb. boxes	0 33
Caracac sweet chocolate, 6-lb. boxes	0 37
Caracac tablets, 100 bundles, tied 5's, per box.....	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans.....	0 42
Vanilla chocolate wafers, 48 to box, per box.....	1 56
The above quotations are f.o.b. Montreal.	

### WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William St. Montreal

Breakfast cocoa—	Per lb.
1-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

#### Sweet chocolate powder—

5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 25c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 28c.	

#### Premium chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pks. 30c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pks. 30c.	

#### Milk chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pks. 28c.	
100-cent pieces in box, each.....	\$1.25

#### Vanilla sweet chocolate—

100-cent pieces in box.....	\$1.25
6-lb. bxs., 12 bxs. in case, 1-lb. tins. 26c.	
6-lb. bxs., 12 bxs. in case, 1-lb. tins. 25c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pks. 25c.	

### Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, 1-lb. pks. 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pks. 22c.	
6-lb. " 12 " ".....	1-lb. " 22c.

### Gold Medal chocolate powder—

5 lb. tins, 10 tins in case.....	36c.
10 lb. tins, 10 tins in case.....	33c.

### XXXX chocolate powder

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins case.....	25c.

### TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquets (20).....	1 50
20c. " (20).....	2 42

### Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.).....	\$6 00	\$1 50
"Gold Seal" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream.....	4 75	1 20
hotel size.....	4 90	2 45



### TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.).....	5 60



### Coffees.

JAMES TURNER & CO. Per lb.

Mocha.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java.....	\$0 25
"Mocha".....	0 27 1/2
"Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 30
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42c.
" III, 80-lb. boxes.....	37c.
" IV, 80-lb. boxes.....	35c.

S. H. & A. S. EWING'S.

Mocha and Java coffee, in 1-lb. tins, 30-lb. cases.....	Per lb.
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases.....	29

### Cheese.

Imperial—Large
----------------

**"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

**DON'T RUN  
CHANCES**

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

**"IMPERIAL BRAND"  
MAPLE SYRUP**

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



ROSE &  
LAFLAMME

AGENTS,  
MONTREAL.

**GRANULATED SUGAR Extra Standard**  
**A Strictly CANADIAN PRODUCT**



*As Pure as the Purest*  
*As Sweet as the Sweetest*

*Equal to Any for All Purposes*  
**ASK FOR IT**

**ONTARIO SUGAR CO., Limited, - BERLIN, Ont.**



**Coupon**  
For sale in C  
Limited, T  
Fila, Mont  
\$1, \$2, \$3, \$

In lots of less  
books, 1 kit  
100 to 500 book  
100 to 1,000 boo  
Allison  
\$1 00 to \$3 00  
5 00 books ..  
10 00 " ..  
15 00 " ..  
20 00 " ..  
25 00 " ..  
50 00 " ..



The Davidson  
W  
50 1  
thre  
I  
Robinson's pat  
"

Jai  
sot  
Frank  
Orange marm  
Clear jelly ma

**RE**

# WM. BRAID & CO.,

Importers of TEAS,  
COFFEES and SPICES



## Braid's Best Coffee

IS THE BEST

We don't want you to judge it by what we claim for it, but by actual test.

Give it a trial  
It sells on merit

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. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

#### 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 "
30 00 "	9 "
35 00 "	10 "

#### Cleaner.

Per doz.	Per doz.
4-oz. cans	\$ 0 80
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.

#### Infants' Food.

Rowinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	3 25
" "	1-lb. tins	1 25
" "	1-lb. tins	2 25

#### Jams and Jellies.

	Per doz.
Orange marmalade	\$1 50
Clear jelly marmalade	1 80

Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red-currant jelly	2 75

#### T. UPTON & CO.

<b>Compound Fruit Jams—</b>	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 06½
30-lb. wood pails	0 06½
7 and 14-lb. wood pails	0 06½
<b>Compound Fruit Jellies—</b>	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate	0 06½
30-lb. wood pails	0 06½
<b>Home Made Jams—absolutely pure—</b>	
1-lb. glass jars (16-oz. gem) 2 doz. in case	\$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	0 09

#### Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 08½
1-bbls.	0 29½
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 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
" " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	.....

#### Lye (Concentrated)

	Per case.
GILLET'S PERFUMED.	
1 case of 4 doz.	\$3 60
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

	Per doz.
COLMAN'S OR KEEN'S.	
D.S.P., 1-lb. tins	\$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	0 75
" 1-lb. jar	0 25
F. D., 1-lb. tins	0 85
" 1-lb. tins	1 45

#### E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$ 0 35
4-lb. tins	" 0 35
1-lb. tins	" 0 32½
4-lb. jars	per jar 1 20
1-lb. jars	0 35
Old Crow, 12-lb. boxes—	
1-lb. tins	per lb. 25
4-lb. tins	" 0 23
1-lb. tins	" 0 22½
4-lb. jars	per jar 0 70
1-lb. jars	0 25

#### Orange Marmalade.

	Per doz.
T. UPTON & CO.	
12-oz. glass jars, 2 doz. case	\$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 96½
Golden shred marmalade, 2 doz. case, per doz.	1 75

#### Saratoga Chips.

	Per case.
MRS. ROBER'S SARATOGA CHIPS.	
36 large size pkgs.	\$5 40
72 small "	5 40
Assorted 18's and 30's	5 40
In 1-uk-Bbls., 50-lb. per lb.	0 25
" 1-bbls., 2-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.



Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 4-lb. (containing 120 pkgs.) per box, \$3 00.  
Case of 1-lb. and 4-lb. (containing 30 1-lb. and 60 4-lb. pkgs.) per box, \$3 00.  
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

##### MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
2 cases	2 75

#### Soap and Washing Powders.

##### A. P. TIPPET & CO., Agents.

Marypole soap, colors	per gross \$10 20
" " black	15 30
Orlolo soap	10 20
Gloriola soap	13 00
Straw hat polish	10 20

#### Starch.

	per lb.
EDWARDSBURG STARCH CO., LIMITED	
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	\$ 0 06½
No. 1 " " 5-lb. "	0 06½
Canada laundry	0 06
Silver gloss, 5-lb. draw-lid boxes	0 07½
Silver gloss, 5-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, blue and kegs	0 06
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel	per box 1 25 to 1 50

# RECKITT'S BLUE and ZEBRA PASTE

{ Always give your  
Customers Satisfaction.





ES  
 man who drinks them  
 f  
 ES  
 er.  
 Superior goods  
 ROOM:  
 MONTREAL.



60 1-lb. .... \$0 35  
 30 1-lb. .... 0 35  
 120 1-lb. .... 0 35  
 "CROWN" BRAND  
 Wholesale. Retail  
 1-lb. and 1/2 lb. .... \$0 35 \$0 50  
 1-lb. and 1/2 lb. .... 0 28 0 40  
 1-lb. .... 0 19 0 25  
 1/2 lb. .... 0 20 0 25  
 1/2 lb. .... 0 19 0 25  
 MARQUEAU, Montreal.  
 I 40-lb. boxes ..... \$.....  
 II 40-lb. boxes .....  
 III 80-lb. boxes .....  
 Japan, 40 lb "at" .....  
 40 .....  
 Packet fired Japan, 70 lbs., .....  
 IV 80-lb. " .....  
 V 80-lb. " .....  
 XXXX 80-lb. boxes .....  
 XXXX 80-lb. " .....  
 XXX 80-lb. " .....  
 XXX 80-lb. " .....  
 XX 80-lb. " .....  
 XX 80-lb. " .....  
 XX 80-lb. " .....  
 LX 60-lb. per case, lead 0 27 1/2  
 packets (25 1's and 70 1/2's) .....  
 Ceylon black tea in lead packets  
 Label, 1/2, 1/2 and 1/2 ..... 0 27 1/2 at 0  
 Label, 1/2, 1/2 and 1/2 ..... retail 0 30 at 0 33  
 Label, 1/2 and 1/2 ..... retail 0 35 at 0 36  
 Label, 1/2, 1/2 and 1/2 ..... retail 0 40 at 0 30  
 Label, 1/2, 1/2 and 1/2 ..... retail 0 50 at 0 34  
 Label, 1/2, 1/2 and 1/2 ..... retail at 0 40  
 "Old Crow" blend—  
 Cans of 10, 25, 50 and 80-lb.  
 ..... per lb. 0 35  
 ..... 0 30  
 ..... 0 25  
 ..... 0 20  
 ..... 0 17 1/2  
 Tobacco  
 FIRE TOBACCO CO., LIMITED.  
 Empire, 4s, 6s and 12s. .... \$0 45  
 Number, 8s. and 3s. .... 0 50  
 7, 7s. .... 0 51  
 Sebud, 7s. .... 0 48  
 Currency, 12s. and 6s. .... 0 48  
 Fox, 12s. .... 0 48  
 Whahoo, 6s. .... 0 51  
 Roll, 7s. .... 0 56  
 g. 10 oz. .... 0 45  
 8s, 6s. and 12s. .... 0 45  
 10 oz. bars, 6s. .... 0 45  
 r Play, 8s. and 13s. .... 0 53  
 b, 6s. and 12s. .... 0 46  
 iversal, 13s. .... 0 47  
 cie, 7s. .... 0 56  
 Vinegars.  
 MARQUEAU, Montreal. Per gal  
 distilled, highest quality. .... \$0 32 1/2  
 distilled. .... 0 27 1/2  
 s to buyers of large quantities

# WARNING!

Crescent Brand



## 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**



## Dominion Spring Clothes Pin

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

WHOLESALE SELLING AGENT

**J. H. HANSON**  
 422 and 424 St. Paul St. MONTREAL

## 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

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

## You are interested in Something

*Why not get the best items that are printed on the subject?*

We read and clip thousands of newspapers every week—therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, \$ 5.00  
 250 " " 12.00  
 500 " " 22.00  
 1,000 " " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

**CANADIAN PRESS CLIPPING BUREAU**  
 232 McGill Street, MONTREAL, QUE.  
 Telephone Main 1255.  
 10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of keeping it always in Stock.

# **WATER SETS**

THIS IS

## **"Water Set" Season**

Three Fine Assortments Ready  
for Quick Shipment.

WRITE FOR PRICES

---

---

**GOWANS, KENT & CO.**

TORONTO

LIM ID

BEFORE BUYING

## **Canned Fruits and Vegetables**

WRITE US.

# **LAUREL BRAND**

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS?

---

---

**J. H. WETHEY,**

LIMITED

ST. CATHARINES, - - CANADA



# **C. & B.**

Crosse & Blackwell's Preserved Provisions in Glass,  
Galantine of Chicken and Tongue, Galantine of Veal  
and Ham, Chicken Breasts, Pressed Beef.

Agents:

## **C. E. COLSON & SON**

10 St. John St., MONTREAL