

Features of the Canadian National Exhibition

THE CANADIAN GROCER

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


VOL. XIX.

MONTREAL AND TORONTO, SEPTEMBER 1, 1905.

NO. 35.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in 

Pounds, Halves and Quarters

to sell at convenient and profitable figures

COLMAN'S STARCH is all Starch, no admixtures
all crystals, no dust or powder.

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

CHRISTIE'S BISCUITS

have stood the test of fifty years. Are you carrying a full line? If not it will pay you to do so.

Nothing but the best and purest ingredients are used in their manufacture. When in Toronto call at the plant and see how Christie's Biscuits are made. It will interest you.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL.

Limited

FAR TOO MANY KINDS

That is the cry of a number of grocers when asked about gelatine jellies.

Anybody can put up a compound and call it jelly, but the discriminating buyer—the one who values his trade—has no trouble in picking out the best.

We take special pride in pushing our jellies, as we know they build up one's business.

"Kkovah" Jellies

57 Front Street E.,
TORONTO.

17 St. John Street,
MONTREAL.

**ORDER IT.
ORDER IT.**

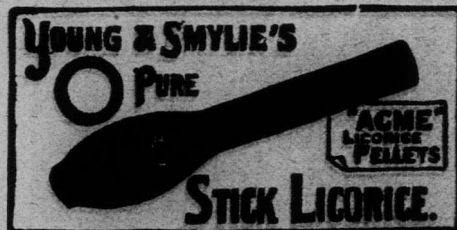


Peacock Brand BULK Mince Meat

The very goods you need. The very goods you can sell. None better. None cheaper.

THE BATES MFG. CO., LIMITED
9-11 Francis St., TORONTO.

National Licorice Co.



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

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



This brand of
**Baking
Soda**

is

Never Returned

because it
is
always
perfect, and
always
pleases
the
consumer.

What pleases and satisfies your customer **pays you to handle.**

Every Jobber Sells It

CHURCH & DWIGHT, LIMITED,
Manufacturers, - - - MONTREAL

Protect Your Capital!

"A small leak will sink a big ship."—
Look out for the quality of the goods you sell. Protect your invested capital by choosing standard goods. The "just as good" kind are dangerous rocks—obstacles to business success—menaces to your invested capital.

Griffin & Skelley's Dried Fruits

Picked and packed in the largest vineyards and orchards on the Pacific Coast—"The pick of the pack," always.

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins.

Look for the "Griffin's" name and you see the highest grade there is or can be. Buy it and you're absolutely safe.

"Shell" Brand Castile Soap

the leading brand because containing 7 per cent. more pure oil than others. **Highest quality at a fair price.**

In bars and pressed cakes.

Buy it and your invested money will bring sure returns.

"Protect your Capital."



"SHELL BRAND"
(LA COQUILLE)

SOLD BY LEADING WHOLESALERS.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.

20½ Front St. E., Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

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

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

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

Wilson Commission Co., Limited
Brandon, Man.

CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

NICHOLSON & BAIN, WINNIPEG, MAN.

HALIFAX, N.S.

E. St. G. Tucker,

West India and General

Commission Merchant

HALIFAX, N. S. CANADA.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers

WAREHOUSEMEN

Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street
MONTREAL.

Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

H. J. STEVENS

126 BOARD OF TRADE, - MONTREAL

Wholesale Brokerage

Beans, Boiling Peas, Flour, Oats

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1865

C. E. KYLE

WHOLESALE GROCERY BROKER
and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO

Highest references. Commissions solicited.

W G. Patrick & Co.

Manufacturers' Agents

and

Importers.

29 Melinda St., TORONTO

INDEPENDENT CANNERIES

When you want Independent prices for Canned Goods, phone, wire or write us, as we have some of the best brands in Canada to offer.

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

VANCOUVER, B. C.

J. M^CA. CAMERON

Manufacturer and Wholesale Commission Agent

Correspondence Solicited

VANCOUVER, B.C. P.O. Box 912

Reference - Bank of Hamilton

The Vancouver Warehouses, Limited
STORAGE

BONDED AND FREE. FORWARDING AGENTS.
Commercial Travellers Tax. We will hold Stocks for you so that you can supply your customers in any part of British Columbia

Consign your cars to us.
Correspondence invited.

24 CORDOVA STREET E., VANCOUVER, B.C.

VICTORIA, B.C.

Radiger & Janion

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and
COMMISSION BROKERS

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

WINNIPEG.

CALGARY STORAGE

In a new brick block centrally located.

Dingle & Stewart

Winnipeg, Man, Calgary, Alb.
COMMISSION BROKERS.

REGINALD LAWSON

MANUFACTURERS' AGENT and
WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence Solicited
WINNIPEG, MAN.

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
Canned Goods Agency

Correspondence
Solicited

Stuart Watson

Manufacturers' Agent and Wholesale Commission Broker.

WINNIPEG, MAN.

Highest References. Correspondence Solicited.

GEORGE ADAM & CO.

Wholesale Grocery Brokers and
Commission Merchants,

WINNIPEG, - - MANITOBA.

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

Members Western Wholesale Brokers' Association,

CANNED SALMON

1905 PACK

Wire or write us for prices:

Fraser River Sockeye
Skeena River Sockeye
River's Inlet Sockeye
Red Spring S.
Cohoos
Humpbacks

Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANCH HOUSE:

NICHOLSON, BAIN & JOHNSTON
CALGARY N.W.T.

ST. JOHN'S N.F.

THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public
Commercial Chambers, Water St.

ST. JOHN'S, N.F.

A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

SALT

FULL STOCKS. ALL KINDS.

No trouble to give information.

VERRET, STEWART & CO.,
MONTREAL

THE PICKLING SEASON

Turns the thoughts toward what to "put up" and brings up the vexing Vinegar problem. There is nothing perhaps regarding which the customer must rely so implicitly on the merchant as the purchase of vinegar. A dealer can secure and hold confidence by recommending

HEINZ WHITE PICKLING VINEGAR

It is distilled from sound grain, and is, therefore, entirely free from the solid particles of vegetable matter which start fermentation in fruit vinegars. This, coupled with the fact that it has the right strength, makes it

BEST FOR PICKLING PURPOSES.

Anything That
HEINZ
Is Safe To Buy

H. J. HEINZ CO.,
Pittsburgh, U.S.A.



All over the Dominion the best grocers are being asked for

STERLING Brand PICKLES

Their fame is Canada-wide—secured on the solid merit of the goods.

See that your fall Stocks are complete

The T. A. LYTLE CO., Limited
124-128 Richmond St. Toronto, Can.

ROSE AUTOMATIC GRINDERS

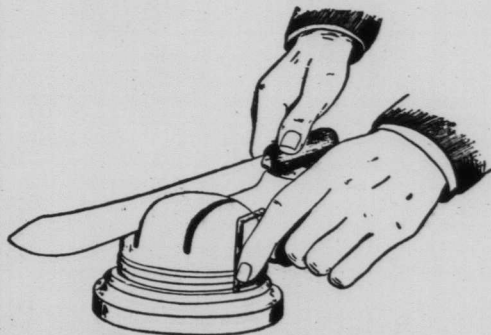
DIRECTIONS

1. Stand the Grinder on a table, holding it upright with one hand, as shown in cut, and do not change its position while using. 2. Run the knife blade through one of the slots, its edge resting between the metal disc and emery wheel, as shown in cut. 3. Use some pressure and run the blade its full length forward and backward quickly a few times, which grinds one side. 4. Place the knife blade in the other slot and repeat the operation, as at first, which grinds the other side of the blade.

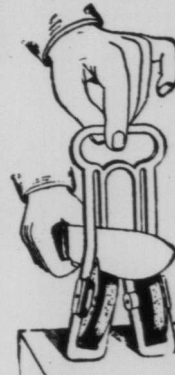
LIBERAL DISCOUNTS TO AGENTS AND DEALERS.

GET FURTHER PARTICULARS FROM

THE ONTARIO SUPPLY CO., OWEN SOUND, ONT.



No. 3 (Household), Retail Price, 65c.



Rose Automatic Knife Grinder, No. 5.

Japan Teas

will show the dealer better profit this year than ever---Those grocers who have placed the superior merits of **JAPAN TEAS** before their customers have not only done them a service but have also laid the foundation for a better tea trade.

Purity, Cleanliness, Aroma, Flavor and Healthfulness are a few of the qualities of **JAPAN TEAS**.

*It sells well
and gives
satisfaction*

What more do
you want?

Don't run short
of it.

**PATERSON'S
CAMP
COFFEE
ESSENCE**

ROSE & LAFLAMME
Agents. Montreal.

Flett's

A PICKLE SMILE

spreads o'er the face of the dealer who handles Flett's Pickles—and it's the "smile that won't come off," too. He thinks of the satisfaction they give his customers—and his profits.

ROSE & LAFLAMME
Agents, MONTREAL

MHS

W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here :



IF A MAN WANTS CREDIT

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

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE., WINNIPEG, MAN.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

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
"GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

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WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

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

THE
"VAMPIRE"
Spiral Flycatcher



5cts.
each

Clears the house of flies

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

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

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

CANADIAN NATIONAL EXHIBITION

We will appreciate the opportunity of personally greeting our many friends who will visit Toronto during the Fair, and will be glad to extend every courtesy. Our latch string is on the outside.

THE ROBERT GREIG COMPANY
LIMITED
White Swan Mills
TORONTO

That Little Turn

Perhaps you have been travelling the old Japan-China course. You are tired of it. Just a few calls. Growing fewer. You see a sign in yonder grocery store. In fact, many of them. They spell

**C-E-Y-L-O-N
T-E-A-S**

Suppose you turn to the new sign. It means much--even demand, short-cut to profit. Round the turn to-day--now.

Order Ceylon Teas--none but Ceylon.

TO ENSURE Satisfaction to Your Customers, See That You Have

JAMES' DOME

BLACK LEAD and not some other lead resembling it in shape, which most likely will cause trouble in polishing.

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

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

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

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

Write for prices.



Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company
of Montreal

P.O. Box 292. 1974 Notre Dame St.

They Sell



Every Time

FLOWER POTS, FERN PANS,
SAUCERS, BASKETS, ETC.

There is a big trade in these. We have the goods ready to ship and the prices are right. No. 3 assortment, Pots and Saucers; 6-7 inch, 50-6, 50-5, 36-4. Special price, including crate, \$4.40 net. Special orders filled.

THE FOSTER POTTERY CO.,
HAMILTON, LIMITED.



This design a guarantee of quality

"CRYSTAL BRAND" VEGETABLE PARCHMENT

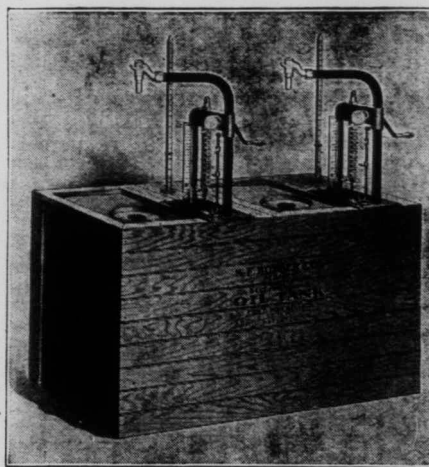
TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN, JUST RIGHT FOR BUTTER WRAPPERS

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

WILL IT PAY?



Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle oil of any kind it will pay you to purchase a

BOWSER SELF MEASURING OIL TANK

Let us ask you a few questions :-

Is it worth 10 cents a day to handle your oils without waste?

Is it worth 10 cents a day to sell your oils without loss of time or labor.

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all these advantages?

Let us give you full Particulars.

Ask for Catalog "B"



You are cordially invited to call and inspect the display of our Latest Improved Outfits at the coming Industrial Exhibition in Machinery Hall, Toronto, August 26th to September 11th.

S. F. Bowser & Co., 530 Front St. West. TORONTO

DROP IN

and see us at **45 Front St. E.**, before you go back. We are "at home" to all our friends during exhibition time.

JOHN SLOAN & CO.

TORONTO

BELLEVILLE

The Purest **MAPLE SYRUP**
and **MAPLE SUGAR**

WILL BE SEEN AT THE

IN CANADA

TORONTO EXHIBITION

Merchants visiting the Fair will find our exhibit in the Manufacturers' Building—Pay us a call.

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

COLES Electrically Driven Coffee Mills.

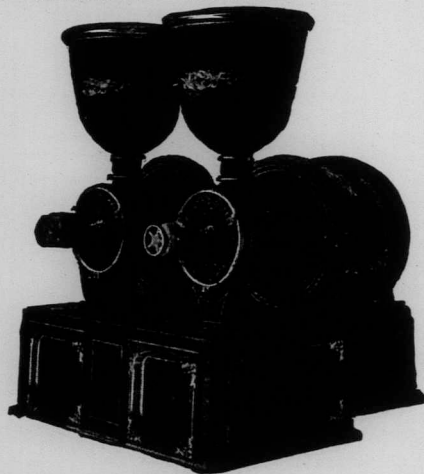
GRANULATOR. PULVERIZER.

Single and Double Grinders

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

Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS: Todhunter, Mitchell & Co., Toronto. Dearborn & Co., St. John N.B. Forbes Bros., Montreal. Gorman, Eckert & Co., London, Ont.

ORDER UPON ORDER

ORDER

Some Grocers tell us that they get order upon order for

Southwell's Jams and Marmalades

ORDER

Their supply is the same as yours. Must be in the Grocers themselves. Better displays, less diffidence, etc., etc.

Look Into the Matter

Frank Magor & Co.
Canadian Agents, MONTREAL

"ENTERPRISE"

PAYS

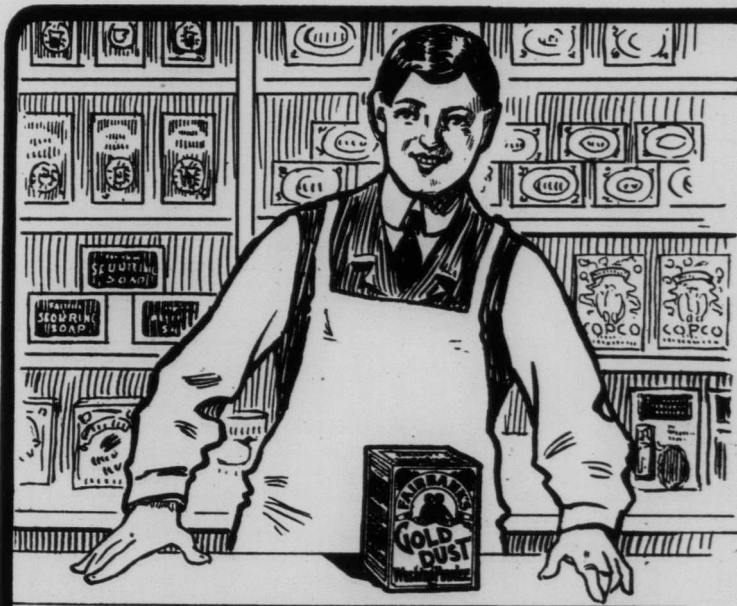
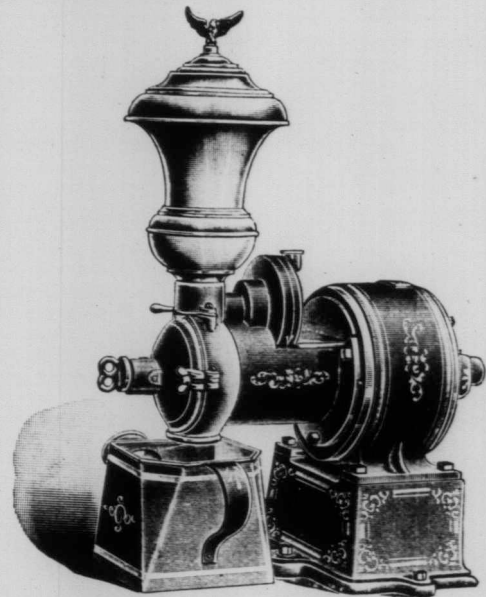
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: ::

The illustration shows our mill No. 83 fitted with $\frac{1}{4}$ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize $\frac{1}{4}$ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.

THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.



The Man Behind the Counter

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

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

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

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

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

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA



PARADISE AND HAYCASTLE CURRANTS

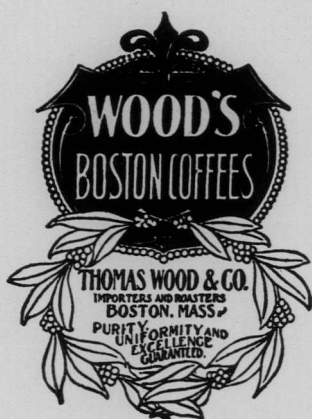
Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



ON GUARD

It may be a good idea to close the door after the horse has disappeared. Cut you loose your horse all the same; and once gone, he may never come back. In like manner the Grocer's trade "makes itself scarce" unless properly protected. Place a good faithful guard on duty at the doorway. The strongest detail you can select is

WOOD'S COFFEES

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., -- MONTREAL.

Mathieu's Nervine Powders

and

Mathieu's Syrup of Tar and Cod Liver Oil

have a selling force unequalled by anything else of a similar nature. This has been built up by extensive, consistent and truthful advertising and by the unique curative properties which they possess.

That is why they are in so frequent and constant demand. The direct profit is good, but it does not end there.

The season of Coughs, Colds, etc., will soon be here. The demand for these reliable remedies will be enormous. Be ready to meet it.

J. L. Mathieu Co., Limited

PROPRIETORS

SHERBROOKE, - - QUE.

EXHIBITION

Customers are cordially invited to call at our offices and sample rooms, when in the city, during Exhibition.

Warren Bros. & Co.

35-37 Front St. East
Toronto

Canadian National Exhibition

THE formal opening of the Canadian National Exhibition in Toronto by Hon. J. P. Whitney, Premier of Ontario, on Tuesday was attended by the usual interesting ceremonies, speeches, directors' dinner, and, as a special feature, music by the Irish Guards' Band and drill manoeuvres by the sailors of Prince Louis of Battenburg's squadron now lying at Quebec. The Grocer representative's tour through the various buildings and show places, tends to bear out the opinion of Dr. Orr, manager, and the board of directors that the Exhibition of 1905 will eclipse all previous ones. In many of the departments, such as the mechanical, electrical, and agricultural, the entries are unusually large and the exhibits of a high class. The introduction some years ago by several of the leading Canadian manufacturers of actual working appliances from their factories and shops, showing the processes of manufacture of their products, is more extensively followed this year. This feature is interesting and instructive and introduces the public more closely to a knowledge of what they wear and use, and also leaves the impression that Canada as a manufacturing country is rapidly advancing to the front.

As concerns food products and lines more directly handled by the grocery trade, The Grocer noticed that the exhibits were more numerous, better arranged and displayed and of a higher order than in former years. In the Main Building the displays are particularly striking. Entering by the eastern door along the front aisle the first exhibit was that of J. H. Grimm, Montreal, whose display of maple products, backed by a model of a typical Canadian sugar bush showing the old and new methods of producing these goods, is tempting enough and creditable to the industry. Near by in the main aisle the Cowan Cocoa and Chocolate Co., Limited, Toronto, have a large space where the delicious cup of cocoa was served out to the scribe. Samples of cocoa and chocolates are tastefully displayed. A number of young ladies were busy catering to the wants of visitors. Opposite the Cowan Co. the E. W. Gillett Co., Limited, Toronto, have a large space devoted to Magic Baking Powder, Gillett's Lye, Royal Yeast and their other well-known products. This section is one of the largest and most tastefully de-

corated in the building and no expense appears to have been spared to make it striking and attractive. The exhibit of the Frontenac Cereal Co., Kingston, consisting of Orange Meat, is in color effect and arrangement attractive, and the scribe's appetite was whetted by the sample served out. Blue Ribbon Tea was next in line and the crowds that were waited upon by the staff evidenced the favor in which this beverage was held. The Bates Mfg. Co.'s display of minced meats, unfermented wines and cream cheese, on the same aisle, attracted attention and the sampling of the various lines by The Grocer left him satisfied as to the excellence of the goods. Mela-Gama tea exhibit by F. J. White, Toronto, was unique and attractive, and this tea was much appreciated by visitors. In the prepared cheese line, The Grocer noticed the exhibit of the A. F. MacLaren Imperial Cheese Co., and the Ingersoll Packing Co., both of which lines were exhibited and served in elaborately decorated booths, that of the MacLaren Co. having the enormous large fac simile pots so well known. Pure Gold coffees and specialties occupy a large corner on the north aisle and are, as usual, tastefully arranged and displayed. The Eby, Blain Co.'s huge Kin-hee coffee pot, which looms over and above all surrounding exhibits, is surrounded by pyramids of Gold Medal coffee and Kolona tea, which is served to the public in a well-arranged booth. Another exhibitor of cocoas and chocolates is Walter Baker & Co., Boston, Mass., who occupy a large space at the end of the north aisle. In the extract of beef line, the two exhibitors are Bovril, Limited, and Armour & Co., Limited. Heinz Pickle Co., Pittsburg, are, as usual, one of the largest exhibitors, and the pyramidal display of the 57 varieties is bound to arrest attention and comment. Samples of the goods are served out by a staff of young ladies. Webb's chocolates are well to the front in the centre cross aisle. In the cereal line, The Grocer noticed the exhibit of the Canadian Shredded Wheat Co., International Food Co., Norka (exhibited by the Eby, Blain Co., Limited) Malta Vita, American Cereal Co., Quaker Oats, Pettijohn's Food, Appitezo, Orange Meat, while Wee MacGreegor held forth in a special position on the grounds near the Art Building.

The biscuit exhibit of Christie, Brown

Co., Limited, is a large and improved style over former years, the coloring of the woodwork surrounding the large assortment of biscuits being rich. The Edwardsburg Starch Co.'s display of their culinary and laundry starches and the Crown brand table syrup, which is directly across from E. W. Gillett Co., Limited, in the centre aisle, is one of the largest and best arranged in the building and visitors can certainly not pass the display. Borden's condensed milk and evaporated cream display in the main cross aisle is as far as the scribe was able to note the only exhibit of this important industry.

Leaving the Main Building, the next visit was to the Manufacturers' Annex. Here the Canada Maple Exchange's exhibit of maple syrups, sugars and confections was the first striking exhibit. Cerebos salt, grocers' sundries, shoe polishes, dressings and stove polishes were prominently arranged by the various manufacturers. In the Dairy Building a magnificent display of cheese and butter was noted. This building drew to itself large crowds and the exposition of the manufacture of Canada's leading exports is becoming deservedly more interesting to visitors to the Exhibition. Lectures by the leading Canadian professors in our agricultural colleges and experimental farms are delivered, and the development of the industry and its importance explained.

In an afternoon's walk through the various buildings, it is possible The Grocer may have missed a few of the lines directly of interest to the trade. Taking the Exhibition as a whole, the number of exhibitors this year is seventeen hundred and seventy-one, some of whom have five or more entries of goods. In the industrial exhibits are: Manufacturers and liberal arts 116, transportation 36, implements 50, stoves 16, machinery 34, women's work 8, manufacturers' annex 22, dairy building 8, automobiles 6 and on the grounds outside of the buildings 12.

The following is a list of exhibitors interesting to the grocery trades:

Manufacturers' and Liberal Arts' Building—McGregor Harris Co., Eureka Refrigerator Co., Devonshire Cream Chocolate Co., Canadian Gelatine Co., Dayton Computing Scale Co., Blue Ribbon Tea Co., Toronto; L. H. Packard & Co., Limited, Montreal; Canadian Time Recording Co., W. H. Dunn, J. S. Fry

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** WELL KNOWN AND RELIABLE. **IN TINS** GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

**DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.**

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

& Sons, Library Bureau of Canada, Toronto; Walter M. Lowney Co., Montreal; Dalton Bros., Sovereign Mig. Co., Red Feather Tea Co., Bates Mig. Co., Toronto; Borden's Condensed Milk Co., Montreal; Maclure & Langley, John Taylor & Co., Office Specialty Mig. Co., Toronto; Bovril, Limited, Montreal; International Brokerage Co., Kingston; H. J. Heinz Co., Pittsburg, Pa.; Canada Cream Cheese, Toronto; T. Upton Co., Hamilton; American Cereal Co., Chicago; Canadian Shredded Wheat Co., Nasmith Co., National Cash Register Co., Edwardsburg Starch Co., Toronto; Ingersoll Packing Co., Ingersoll.

Manufacturers' Building—Black Bros. & Co., Halifax, N.S.; Lever Bros., Crown Mig. Co., Christie, Brown & Co., International Stock Food Co., the Malta-Vita Pure Food Co., The Cowan Co., Limited, Toronto; The Leeming, Milles Co., Limited, Montreal; E. W. Gillett Co., Limited, Toronto; Imperial Starch Co., Prescott; Globe-Wernicke Co., Stratford; Pure Gold Mig. Co., The Harry Webb Co., Toronto; Walter Baker & Co., Limited, Boston, Mass.; J. J. McLaughlin, The Eby, Blain Co., Armour, Limited, Toronto.

Transportation Building—Toronto Welsbach Light Co., Toronto.

Implement Building—Clydesdale Stock Food Co., Toronto.

Machinery Hall—C. Wilson & Son, Limited, Toronto.

Manufacturers' Annex—The Monarch Typewriter Co., Toronto; The Sun Typewriter Co., New York; W. G. Patrick & Co., The Anglo-Canadian Supply Co., Toronto; The Royal Crown, Limited, Winnipeg; H. W. Hunt, Pulvo Mig. Co., Toronto; Metal Polish Co., Toronto; Canada Maple Exchange, Montreal, Que.; Domestic Specialty Co., Hamilton.

Women's Building—The Dustless Method, Limited, Toronto.

On Grounds—Canadian Correspondence College, Limited, Toronto.

A NEW APPOINTMENT.

MR. I. S. WOTHERSPOON has received the appointment of superintendent of publicity department of the Ogilvie Flour Milling Co., Limited, Montreal. Mr. Wotherspoon has, since entering commercial life, always been connected with the produce and

flour and feed interests. He was with the well-known firm of A. A. Ayer & Co. for six years in the capacity of cheese and butter buyer, visiting all the cheese boards and dairying centres. After leaving Ayer & Co. he opened up on his own account at Board of Trade Building, Montreal, as import and export commission merchant, representing several large European houses. During his business career Mr. Wotherspoon was always able to secure a good share of trade, and while on the road as cheese and butter buyer was most successful. About a month ago the Ogilvie Flour



I. S. Wotherspoon,

Superintendent Publicity Department The Ogilvie Flour Milling Co., Ltd., Montreal.

Mills Co., Limited, secured his services, placing him in charge of the publicity department, a position which requires, above all things, a sound business experience, coupled with good judgment and prompt action, all of which attributes Mr. Wotherspoon's experience and training entitle him to possess. Mr. Wotherspoon is to be congratulated upon securing such an important appointment and he carries with him the hearty good wishes of his friend The Grocer.

GLEANED FROM THE TRAVELERS.

MICHAUD & LEVESQUE, grocers, Sturgeon Falls, are erecting a fine new block which will cost upwards of \$30,000.

Wm. McClarty, Owen Sound, has just completed renovating his store. This will now be one of the handsomest grocery stores in the neighborhood.

Whitehead & Heuther, grocers, Walkerton, have recently purchased the block adjoining, and will continue it as a crockery department.

F. Ballachey, Paisley, has just completed the rebuilding of his store and has fitted it out in a most complete and convenient form. He has also added a dry goods department, with very elaborate fittings, which will undoubtedly add considerable trade.

W. M. Croft, Brockville, has purchased the grocery department of G. W. Lawrence and has removed it to new premises a few doors south. He reports that in addition to holding the existing trade he has already added many more customers to the accounts.

W. J. Johns, Niagara and King streets, Toronto, has bought out the stock of the late W. J. Stewart, and will continue the business at Queen street west.

Henderson & Co., Toronto, have opened up a new grocery store on Bloor street west, at the corner of Shaw street.

W. D. McCarthey, Lippincott street, Toronto, has opened up a new grocery store.

J. Lydatt, Toronto, has opened up a new grocery store at the corner of Salem and Shanly streets.

A. D. Cross, Port Colborne, has converted his liquor store into a fine grocery stand.

Thos. Cox, Brantford, has opened a new grocery store.

A. Sherks, Bridgeburg, has just completed the fitting up of a new store which will be opened shortly as a grocery stand.

J. H. Wilson, Orillia, is just completing a fine building which he expects to open on the 1st of September as a grocery stand.

McInnes, Tiverton, has just moved into his new premises which are beautifully fitted and considered a great credit to the town. It will be remembered that this store was burned down about a year ago.

Down around the Old Homestead factory

CORN AND TOMATOES

are coming along fine. In a few days we will begin putting up these delicious vegetables, and the consuming public have a treat in store for them

GOOD AS OLD HOMESTEAD BRAND

Canned **Corn** and **Tomatoes** were last year we pride ourselves that we have made a few advances, and with our enlarged and completed factory, and the fine quality of the vegetables now nearing perfection, OLD HOMESTEAD BRAND **Corn** and **Tomatoes** this year will be better even than they were a year ago.

Those who sold the OLD HOMESTEAD BRAND last year are increasing their orders for this year's pack. If you want the very best quality canned goods on the market insist on getting OLD HOMESTEAD BRAND, "the brand of quality." It is the brand that looks well on the shelf and opens up well in the can, pleases the housewife and brings her back for more.

The Old Homestead Canning Co.

Picton, Ontario

We are now packing a very fine line of Refugee Beans. Try a few cases.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

**Our Ad.
Expert,**

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send our Expert specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

OUTDOOR ADVERTISING.

LIGHT is thrown upon the commercial side of sign and poster advertising by the tenth annual report of the American Scenic and Historic Preservation Society. Letters were sent by the society to fourteen large advertisers, who are each said to spend from \$200,000 to \$1,000,000 a year for publicity, asking them what proportion of their appropriations went for out-door display. The advertisers were asked to give their opinions of the usefulness of signs and posters. One firm, whose appropriation is said to be close to half a million a year, replied that they spent five per cent. of their advertising money in signs and did not regard them as desirable mediums. Another house, spending about \$500,000 a year in all forms of advertising, had invested a few hundred dollars in street car signs and posters, with disappointing results. A firm whose advertising bills amount to \$800,000 yearly, told the society that out-door advertising is not profitable compared with other methods.—Anon.

The question of street publicity is attracting considerable attention just now, and it would seem from the above that such advertising must either augment its popularity or loosen its present hold on the commercial man.

Manufacturers in great number are employing it on a large scale as a business medium, many others are said to be on the eve of doing so. Now and then, however, some individual appears who condemns the innovation, alleges dollar upon dollar is being wasted, and, as in the case quoted, gives figures, taken from actual tests, as conclusive testimony. It would be foolish as well as unprofitable to attempt in these pages anything like an analysis of the case from the aspect of the manufacturer alone, but, in a larger sense, the acceptance or non-acceptance of the utility of out-door advertising involves a principle in publicity, and the growth of this principle just at present is beginning to affect the commercial policies of retail merchants in our own and other countries.

While the manufacturer has been decorating the hillsides and rooftops with big displays, and in other flagrant ways been heralding the triumph of his goods, the retail merchant has been imitating on a miniature scale; he has been making use of his awning for enumerating some slogans, has been employing the store walls to announce, in huge letters, specialties; or he has been distributing in conspicuous places on fences nearby certain business "eye-catchers."

The retailer and the manufacturer in the above pursuits have been advertising. That cannot be gainsaid. The argument adduced by some against this style of advertising is mere cavil—criticism from an aesthetic standpoint.

Other argument, like that herein quoted, is of a more tangible character—costs versus returns. This phase of the case is important.

The average retailer has no surplus fund for advertising purposes; his jaunt into out-door publicity will, therefore, never be as extensive as that of the manufacturer, even comparatively speaking, but the retailer's advertising fund is never too small to be wasted if it be used ineffectively. A number of retailers, like manufacturers, tire at the seeming tardiness with which newspaper advertising brings results and the meagreness of the results when they do come. These retailers desire more rapid methods. Why condense ideas to newspaper space, they argue, when you might placard them on streets and thus get quicker returns and on a larger scale. So much for some merchants' logic, in spite of the fact that they generally believe the best business—the business that lives—is built slowly. Inseparable from the business of slow, steady, perennial growth is the newspaper, that priceless auxiliary. The meteoric existence of the circus or exposition is never to be the model of any manufacturer who pretends to study "ways and means," much less the model of any retailer. Ephemeral concerns employ ephemeral methods—tremendous while they last. Every eye must be attracted, every home must be enthusiastic; out-door advertising is the wizard, it covers a marvellously large ground in a marvellously short time, but it exacts steep recompense.

It is true that the retailer, no matter where situated, should call into service all those advertising mediums which cost him but a trifle—in other words, make use of his own property. But the retailer should never employ classes of advertising at once foreign to the conditions under which he merchandises; when he does this his advertising gets beyond him, he begins to confuse sales with notoriety. Painting the awning is passable because the awning is part of the retailer's chattels. Decorating store walls, likewise, does not incur big expenditures. When the retailer, however, goes beyond these—meanders into the manufacturers' sign quagmire—he begins to wage war on his finances and to shake his faith in newspapers, which all the time are ready to support him.

Next to his own energy and sagacity the newspaper is the retailer's best friend. It secures for him the most business at the smallest expenditure. Time was when the utility of the daily or weekly was as dubious as out-door advertising is to-day; that time was when organized advertising was unknown. One can imagine the novelty and apparent egotism attached in those days to a merchant publishing his name below laudatory utterances on his goods; the same novelty is attached to a good

deal of the sign and poster advertising now, when it is called to do service for every-day essentials, not to announce amusements. To the newspaper the public have long ago presented credentials and allotted them their proper sphere; but where are the credentials of the signboard and the bunting print? They belong to the parade; they have been appropriated by the manufacturer; they have been scented by the retailer. To the parade they are valuable, to the manufacturer dangerous; to the retailer useless. The business of the merchant is to reach out so far and no farther. This the newspaper does handily for him because it is a trained force, fully equipped, fully endorsed. This the signboard will never do for him because it is an experiment, and because its course is not defined. In the newspaper the merchant receives public attention crystallized. In the signboard he sees divided attempts to create attention—he pays for pioneer work.

The writer of the article from which the excerpt is taken was so convinced of the futility of out-door advertising that he took the time and trouble to secure the statistics which the society had secured by writing to a big list of advertisers, soliciting their opinions. The result, as will be discerned even from the few cases quoted herewith, was a preponderance of argument against the out-door system. The same results might have been expected if the opinions of retailers were taken on the subject, keeping, of course, their own particular cases in view. Yet it is amazing what a small amount of newspaper advertising is done by retail grocers. Allowing for the confinements of locality, perishability of goods, fluctuations of prices, etc., the proportion, as compared with hardware or dry goods merchants, is about one to every ten. The latter do not indulge in so many store signs as the grocers, yet they can only bid for a limited trade and under practically identical conditions. Why, then, the difference? Are grocers making the mistake of centralizing in abundance and when spreading doing so unmethodically, preferring an ad. on any street to an ad. in a particular paper? It would seem in some cases as if grocers were more willing to spend money on:

ROBINS IS THE
MAN

WHO KEEPS GOOD
GROCERIES

displayed in ostentatious fashion on the store wall, than to spend it on:

SPECIALS THIS WEEK
CANNED GOODS

J. ROBINS, GROCER
187 STEPHEN STREET

nicely printed in a newspaper going into every home, being read by every family.

WATER GLASS

The new *Egg Preserver* is put up in tins—the contents dissolved in one gallon of water is sufficient to preserve 120 Eggs. Our price is \$12.00 per gross. Try a quarter-gross We know the eggs will keep good all year round if packed fresh, having tested same last year.

LUCAS, STEELE & BRISTOL,

HAMILTON.

New Arrivals . . .

King Oscar Sardines $\frac{1}{2}$'s

“ “ “ $\frac{1}{4}$'s *in Tomato*

Bjelland's Fish Balls

“ *Fillet of Herring in Oil*

Kipperines in Tins

All fine goods, attractive packages and quick profit-paying lines.
Our travellers have samples and prices.

JAMES TURNER & CO.
HAMILTON, ONT.

Place your orders with us for

TARTAN and Red Feather Spices and Imperial Vinegar

Special attention to mail or phone orders.

Long Distance Phone 596

BALFOUR & CO.,

-

Hamilton, Ont.

WELCOME

We extend to our friends and customers, attending the Canadian National Exhibition in Toronto, a cordial invitation to call and see us.

THOMAS KINNEAR & CO.

40 FRONT ST. EAST,

Branch at
PETERBORO, ONT.

- TORONTO, CANADA.

CHEESE

YOU CAN SAVE MONEY BY GETTING OUR QUOTATIONS ON CHEESE F. O. B. FACTORY, AND YOU CAN ALWAYS RELY ON THE

QUALITY

AS BEING OF THE FINEST.

WIRE US FOR QUOTATIONS ON CAR LOTS OR LESS.

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED
TORONTO
AND ST. THOMAS, ONT.

Business Changes

Ontario.

W. DUNDASS, grocer, Toronto, has assigned to O. Wade, and a meeting of creditors was held Aug. 29.

J. Weber, liquor dealer, Seaforth, is selling out.

J. P. McDougall, miller, Ottawa, has been burnt out.

L. G. Kruse, confectioner, Wingham, has sold out to L. Kennedy.

H. Chew, general merchant, Midland, has assigned to Geo. McLaren.

Geo. Robinson, baker, Toronto Junction, has sold out to Robinson Bros.

W. S. Richards, confectioner, Chatham, has sold out to E. A. Mounteer.

D. J. McBride, grain merchant, Lawrence Station, has sold out to A. C. Campbell.

T. Cahill & Co., general merchants, Bonfield, have disposed of their business.

J. E. Gibson, general merchant, Dryden, has assigned to Richard Tew, Toronto.

The stock of the estate of A. Cameron & Co., general merchants, Beachburg, was sold Aug. 29.

J. P. McDougall's grist mill at Maxville, 40 miles southwest of Ottawa, has been destroyed by fire. The total loss is estimated at about \$5,000, with \$3,000 of insurance.

Mr. Geo. Weir, Carleton Place, has disposed of his grocery business to Mr. H. Richardson, the close confinement to his store interfering with his health. He will continue with Mr. Richardson for a while.

Quebec.

N. Morin, general merchant, Lambton, has been burnt out.

The assets of M. Amyot, grocer, Montreal, have been sold.

B. Bergeron, grocer, St. Romuald, has assigned to A. Lemieux.

Poupart & Bolduc have been registered as grocers, Montreal.

The assets of T. Davis, cigar dealer, Montreal, have been sold.

The assets of M. L. Rousseau, grocer, Montreal, have been sold.

Cladianos & Co., have been registered as confectioners, Montreal.

A. Therien & Co., grocers, Montreal, have dissolved partnership.

The assets of L. Pelletier, grocer, Charlesburg, are to be sold Sept. 7.

The assets of J. Richards, cigar jobber, Montreal, were sold Aug. 30.

The assignment of J. O. Bessette, grocer and liquor dealer, Montreal, has been demanded.

The assets of O. Martin & Co., general merchants, St. Guillaume D'Upton, are to be sold.

H. Dubreuil, grocer, Montreal, has assigned. A meeting of creditors will be held Sept. 1.

The assets of A. D. Villeneuve, general merchant, Rapide De L'Original, are to be sold Sept. 5th.

Jean O. Bessette, grocer, Montreal, has assigned at the demand of F. X. St. Charles, with liabilities of about \$14,000.

P. F. Belanger, general merchant, St. Felicien, has assigned and V. E. Paradis has been appointed provisional guardian.

H. Boulay & Co., general merchants and millers, Sayabee, have had their mill, which was in course of construction, destroyed by fire.

New Brunswick.

X. G. Poulain, grocer and fish merchant, Caraquet, is dead.

F. P. Melanson, grocer, Moncton, has been succeeded by Anthony Melanson.

A large apple warehouse is to be built soon on the organ road, Bridgetown, on the M. & V. B. Ry. J. A. Brown is the contractor.

Manitoba and Northwest Territories.

J. Kidd, miller, Prince Albert, has suffered loss by fire.

H. Finesilver, general merchant, Grunthal, has sold to L. Shatsky.

Sharpe & Button, general merchants, Maniton, have dissolved partnership.

When visiting the City, we cordially invite you to make your
downtown headquarters at

36 YONGE STREET

Our staff and services are at your disposal.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Currie & Harris, confectioners, Newdale, have advertised their business for sale.

The White Star Mfg. Co., dealers in coffee, spices, etc., Winnipeg, have suffered loss by fire.

Topper & Co., a Minnesota firm, have commenced the erection of a 30,000 bushel elevator, while another elevator of a like capacity is to be erected by John Peters.

Wiebe & Rompel, a Postern firm, have commenced the erection of a 125 barrel flour mill in Langham. The building is of four storey structure, 32x48, and is capable of running as high as 150 barrels.

British Columbia.

Clarke & Rogerson, grocers Vancouver, have been succeeded by the Direct Supply Co.

Peck & Travelbea, fruiterers and confectioners, Vancouver, have been succeeded by J. C. Stover.

IMPRESSIONS OF ENGLAND.

Mr. Roy H. C. Ewing, of S. H. & A. S. Ewing, coffee and spice manufacturers, Montreal, who was a member of the recent Canadian manufacturers' excursion to England, was seen by The Grocer on his return last week. Mr. Ewing was most enthusiastic in his appreciation of the reception the Canadian manufacturers had received at the hands of their English hosts. The impression that the English manufacturer was slow and not in line with the march of events was an erroneous one, and while in some instances it was noticed that the methods employed seemed crude, on the whole the English manufacturer was not looking for many pointers from foreigners. London—its vastness, activity, its wonderful shipping docks and money institutions—did not fail to impress Mr. Ewing and the members of the excursion party.

The side trips to Birmingham, Manchester, Sheffield, Leeds, and other manufacturing cities, were one continuous round of experience and knowledge for the visitors. The interchange of ideas of such a large number of business men and manufacturers could not fail but be of benefit to both the British and Canadians. From a physical point of view Mr. Ewing appears to have bene-

fitted, as his ruddy complexion indicates an active outdoor experience, and this, combined with the commercial benefits obtained, will make the trip a memorable one.

TRADE WITH WEST INDIES.

It is gratifying at all times to hear of the extension of our export trade, and at the present moment when attention is being directed to the West Indian colonies, it is especially gratifying to be able to reproduce the following letter, bearing date the present month, which speaks satisfactorily to both merchant and customer:

The Creole Store,
Scarborough,
Tobago, July 13, 1905.
West Indies.

Messrs. Balfour & Co.,
Hamilton, Canada:

Dear Sirs,—I have the pleasure to own receipt of your valued favor of May 26 and to note the safe arrival of canned fruits by Canadian steamer ss. Orinoco.

These fruits have opened up well and are liked. Sales of same are heavy pushed.

I shall have this pleasure again next month, with a remittance.

I remain,

*Yours faithfully,
(Signed)

W. M. C.

A COFFEE MAN TO BE HONORED.

The name of Mr. D. Gillmor, of this city, who contested Charlotte county in the Liberal interest at the last general election, is being mentioned by his New Brunswick friends for the Senatorship left vacant by the lamented death of Mr. Wark. Mr. Gillmor, although in Montreal for many years, has maintained his close connection with his native county, making it each year his residence in the Summer. He is popular in the county, is public-spirited, and he and his father, the late Senator Gillmor, have been closely identified with the political history of Charlotte for many years. If chosen for the position there would be general agreement that an excellent choice had been made.

The above report from the Montreal Herald of Tuesday last is pleasant news, and Mr. Gillmor's many friends in the trade hope the report is authentic. Mr. Gillmor is head of the Canadian firm of Chase & Sanborn, the well-known coffee importers and roasters.



UPTON'S

ORANGE MARMALADE

is the old reliable
brand. Many have
imitated but none
have equalled
Upton's.

Pickling Spice Quality

depends (1st) on the use of the best clean whole spices.

(2nd) on the proper proportion of each spice to bring out the best results.

S. H. & A. S. Ewing's "PRINCE OF WALES" Brand exemplifies these qualities and is put up in attractive open-face cartons, by the reliable firm,

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills,

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



THE SELLING OF LAUNDRY BLUE

may appear a small thing to you and the yearly turn-over unimportant. Try and keep a tab on your sales by handling the Best Blue made in Canada or out of it.

"BLUEOL" The "Never-streak Blue"

—the result will surprise you.

It pays you better than any other Blue.
It pleases your customers better than any other Blue.
It is the only real satisfactory Blue made.

Order through your jobber. If he hasn't it, write us direct.

J. M. DOUGLAS & CO.,

MONTREAL

REMEMBER
THESE
BRANDS

"JOSE SEGALERVA"
Malaga, Spain

MALAGA TABLE RAISINS
" LOOSE MUSCATELS
" SEEDED RAISINS

"ABEL" BRAND

VALENCIA RAISINS
" ONIONS

"D. CICLITIRA"

CURRENTS

Patras, Greece

FINE FILIATRAS, Cleaned and Uncleaned
FINE AMALIAS, " "
GENUINE VOSTIZZAS, " "

AGENTS:
ROSE & LAFLAMME,
MONTREAL

YOU
CAN
DEPEND
ON THEM
EVERY TIME

CANADA'S NATIONAL EXPOSITION

We will again be represented and this year
will have two booths devoted to demonstrating

"GOLD MEDAL" COFFEE

and

Richer
than
Wheat

"NORKA"

Better
than
Meat

THE ONLY COOKED OAT, READY TO SERVE, ON THE MARKET

WE INVITE YOU

To make our Warehouse your headquarters
while in the city.
To have your mail addressed in our care.
Every facility for attending to your corres-
pondence will be at your disposal.
Our stenographers are at your service.

OUR TRAVELLERS WILL BE IN ALL NEXT WEEK TO WAIT UPON YOU.

The EBY, BLAIN CO., Limited, - - - TORONTO
The Largest Exclusively Wholesale Grocery House in Canada.

Fresh and Cured Fish

FRASER RIVER CONDITIONS.

EVERYTHING points to the fact that salmon fishing is very near its close. The sockeye run is practically at an end. The appearance of the humpbacks in great number, some days ago, is accepted as the usual indication of the end of the sockeye run.

On the Puget Sound, cannery men concede that the sockeye run is over. B.C. packers, too, agreed that the season has about closed. On the Fraser River districts hope is weakening of making up a full complement of sockeye pack; the second rush, which had been so confidently relied upon to make up the deficiency, shows no signs of coming; both wind and tide have been several times favorable, with still no sign of the rush, with sixty per cent. humpbacks in the traps and the same conditions at other points in the Sound, it is considered improbable that anything will occur to materially alter the prospects. The total season's pack is not now expected to exceed two-thirds of previous estimates. The Skeena River pack is nearing completion, the whole of which it is expected will be shipped to Australia and New Zealand. The Skeena River salmon have been in great demand in those colonies, and consequently command top prices.

The pack on Puget Sound to date is estimated at about six hundred thousand cases. The Blaine output from eight canneries is about two hundred and fifty thousand. The Anacortes pack from six canneries is about two hundred and fifty-eight thousand, and the four Bellingham canneries two hundred and ten thousand cases. The Fraser River pack to date is believed to be nearly six hundred thousand cases. In order to give anything like a moderate supply, it should reach seven hundred thousand before the close of the pack, and from latest reports to hand it is expected to do so.

Comparing statistics which have come to hand with the conditions of 1901, the year in which the pack beat all previous records, it is found that the total result will be some two to three hundred thousand cases less than that year, a comparison of prices too reveals the fact that they are somewhat dearer than last season. On the Fraser River there has already begun a rush of prices, some independent canneries are giving as much as twelve and a half cents, whilst the associated prices remain at ten cents. A feature of no small importance in this situation is that American canners have raided the market under the belief that there is bound to be a shortage in their

own markets and are therefore giving better prices than the associated, in order to induce sales.

New Brunswick Conditions.

In these districts the salmon fishing season is over, the law providing for its closing on Aug. 15th. It has been the record season for seventeen years as regards catch of salmon, prices, however, — probably on account of the large catch — have been lower than usual. There are some seventy boats in operation on the New Brunswick coast, the whole of which have done exceedingly well, prices, although lower than last season, were not so low as to take away the benefits of the increased catch. More fish would have been landed had it not been for their unexpected disappearance from the bay a full week before the closing of the season. Altogether the feeling is one of general satisfaction at the season's prospects.

NEWFOUNDLAND COD FISHERIES.

LATEST reports to hand denote a decided falling off in arrivals of cod-fish at Newfoundland points. The present season is likely to fall behind any season for the past five years. The cod-fish fleet consists of but fifty vessels of the larger sort, as compared with upwards of one hundred a few years ago, this, in itself, will account for some decrease in the supply. The rule followed of late, to make two short trips in place of the one lengthened trip former-

= CODFISH =

Are you offering to your customers the new **Acadia one-pound Tablets?** If not, why don't you get your share of this trade? You will be wonderfully surprised to find the enormous business to be done with this line, which we guarantee to be all Pure Atlantic Codfish; and

STRICTLY - FREE - FROM - BONES

Write us to send you further particulars about this line. It is packed in convenient and attractive form. *Order by name*—

Acadia one-pound Tablets

BLACK BROS. & CO., Limited

HALIFAX, N.S., CANADA

AGENCIES:

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

WORKS—LaHave, N.S.

FISHING STATIONS—Mecatani, Labrador
Mutton Bay, Labrador

HISTORY REPEATS ITSELF

KING OSCAR SARDINES

are being followed by all kinds of inferior imitations. This was the experience in England and on the Continent, but in spite of the fiercest competition

King Oscar Sardines

still lead in the race.

WHY? Because they are the cream of the Norwegian pack.



JOHN W. BICKLE & GREENING, - - HAMILTON

Canadian Selling Agents.

ly in favor, makes up in some measure for the falling off in number of vessels. The results in catch, however, have never reached the former high standard. Only twenty vessels have as yet come in from their first trips, bringing reports of short catches, and it is not expected that many will return for the second trip this year, on account of bad prospects.

Indications are therefore of a short supply and prices are expected to rule higher as the season advances.

Demand is all that is looked for and compares very favorably with last year at same time. Large orders are expected shortly which will absorb supplies as quickly as they arrive.

VANCOUVER COD FISHERIES.

The first vessel has arrived at Anacortes from the Behring Sea cod fishing, bringing reports of generally good catches. It had on board upwards of one hundred and ten thousand fish, equal to about five hundred and fifty tons weight, and had completed its two thousand mile trip in three weeks. Another vessel is following closely with an equally good catch.

SHORT LOBSTER PACK.

Reports from a very reliable source say that the lobster pack on the Gaspé coast, New Brunswick, and portions of Nova Scotia this season is very short, and it is estimated that the total catch will be fully a third to one-half less

than last year. Many fishermen did not get half their usual catch and the packers were hard pressed to keep the factories going. These reports would indicate that high prices may be looked for in lobsters.

NEWFOUNDLAND HERRING FISHERIES.

The enforcement of the laws relating to the herring fisheries is under consideration by the Newfoundland Government, the object being to prevent fishing by the American fishermen during the Autumn season. There are two policies proposed; one being to refuse to permit the purchase of herring from the colonial fisherfolk; the other to levy an export duty on all herring conveyed to American markets, with special penalties should the fish be landed in Canadian ports or at St. Pierre.

FRASER RIVER LICENSES.

The Dominion Government officials are showing great activity in enforcing the license laws on the Fraser River. Hitherto holders of licenses taken out at northern points of the Province have been allowed to travel south, and continue fishing in the Fraser River, when their own fishing was completed. This year, however, for the first time in the history of the salmon fishing of these districts, licenses taken out in one district are not being honored in another. Quite a num-

ber of northern men have had to take out a fresh license—ten dollars in each case. Cannermen and fishermen alike are protesting against this enforcement of the law.

PRICE OF SOCKEYES.

The shortage of the past three seasons in the packing of sockeye salmon is a prominent factor in the prices that have been announced. At the present time there is not a case of sockeye salmon on the British Columbia markets, and the new pack comes without any competition.

FRENCH SARDINES A FAILURE.

Of the six hundred boats which went out for sardines, all have returned to Douanenez empty, with the exception of fifty, and these have only small hauls. This season is expected to be the worst ever experienced by the fishermen of Brittany. Three years ago, there was almost a famine among these fishermen, and public subscriptions had to be solicited on their behalf.

"HALF" CANS OF SALMON.

Salmon packers are this season canning only a moderate quantity of half-pound cans. Prices of half-pounds will in consequence open higher than last year. The difficulty in packing and extra labor incurred on half cans is the reason given, and as a large pack was in anticipation it was not considered advisable to pack a full complement of halves.



Keep Your Mind on This Brand

THE PERFECTION OF CANNED SALMON

Place an order with your wholesaler quickly.

We are sold up for this season.

"ARROW"
BRAND

The very choicest of second quality Sockeye Salmon. TRY IT, and you will find this statement correct.

WHOLESALE AGENTS

- | | | | |
|--------------------|-----------------------|-----------------|----------------------------|
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| Montreal, - - - | J. Alex. Gordon & Co. | Kingston, - - - | D. Stewart Robertson & Co. |
| Quebec City, - - - | Joseph Winfield | Ottawa, - - - | J. Moffat Ross |
| Hamilton, - - - | Alfred Powis | Winnipeg, - - - | Ashley & Thompson |
| London, - - - | D. C. Hannah | St. John, - - - | J. Hunter White |

<p>This list is for the purpose of placing retailers, manufacturers, jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>	<h3>Leading Canadian Accountants and Auditors</h3>	<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 27 Wellington Street East, Toronto, Canada.</p>	<p>This Space \$15 a Year.</p>	<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>	<h3>LEGAL CARDS.</h3>		<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>
<p>TUPPER, PHIPPEN & TUPPER, Barristers, Solicitors, Etc. Winnipeg Canada.</p>	<p>ATWATER, DUCLOS & CHAUVIN Advocates, Montreal. Albert W. Atwater, K. C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.</p>	<p>BEATTY, BLACKSTOCK, FASKEN, RIDDELL & MABEE Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto. Tel. Main 3813. Toronto, Ont.</p>	
<p>IRWIN & JONES, Barristers, etc. H. E. Irwin, K. C., Clerk of the Peace, County of York; B. Morton Jones, B. C. L., Solicitors for Equity Fire Insurance Co., Berlin Fire Insurance Co. 24 King St. W., Toronto, Weston, Ont.</p>	<p>W. G. WILSON Barrister, Solicitor, Notary, Convey- ancer, etc. Napawee, Ont.</p>	<p>MEWBURN & AMBROSE Barristers, Solicitors, etc. S. C. MEWBURN, E. H. AMBROSE, Hamilton, Ont.</p>	<p>WM. A. MCLEAN Barrister, Solicitor, Etc. Head Office, Guelph, McLean's Block. Branch Office, Acton, Town Hall. Corporation Solicitor, Etc.</p>
<p>ROBINSON & GREEN Barristers, Solicitors, Etc. JOHN A. ROBINSON, JOHN R. GREEN, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.</p>	<p>LOUGHEED & BENNETT, Barristers, Solicitors, Advocates, etc. Calgary, Can. Cables: Lougheed, Calgary Solicitors for: Bank of Montreal, Cana- dian Bank of Commerce, Bank of Nova Scotia, Merchants' Bank of Canada.</p>		<p>This space \$30 per year.</p>

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address: City Hall, Montreal, Que. Absolutely private treatment.

1,000 White Business Envelopes, \$1.00
(PRINTED TO ORDER)

This offer is to get you started. We want your trade, and we don't do cheap-looking work, either. Give us your next job, and you will be satisfied.

G. A. WEESE & SON, 44 Yonge St., TORONTO
Write for Catalogue of Printing.

THE UNDERWOOD

The Writing-in-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST, TORONTO and at 99 ST. FRANCIS XAVIER STREET, MONTREAL

HAMILTON LONDON OTTAWA QUEBEC ST. JOHN, N.B.

REJECTING GOODS.

A LEADING grocery broker, in conversation with The Grocer, gave expression to the following interesting remarks: "I noticed a few weeks ago a very strong and pertinent editorial in The Grocer on the subject of the habit of retailers returning jobbers' drafts, and I am thoroughly convinced the jobbing trade acknowledge the exposition of the cases as set forth by you as being a timely and necessary one. While you were on the subject I think it would have been very appropriate had you referred also to the brokers' and importers' complaints against the jobbing trade of Canada for similar action. I feel sure I voice the feeling and opinion of my fellow brokers when I say that we have as serious—if not more serious—cause for complaint against the wholesale grocery and jobbing trade, for their cavalier treatment of our interests, than they have against their retail customers. During the many years I have had the privilege of doing business with Canadian houses, I have times out of number suffered serious loss through the rejection of goods bought by jobbers, and invariably for no just reason. Goods sold by me on recognized trade standards have on arrival at jobbers' warehouses been either flatly refused or held under storage and other expense, pending the possible securing of a concession in price by the jobber. Frequently the cause of complaint was a trivial one, sometimes so trivial that a similar complaint from the jobber's customer would have been turned down 'sans ceremonie,' and I think that your journal should be open to a discussion of our position, and if the jobbing interests will consider the situation some amelioration of this rejection of goods by them may result. It certainly should receive a more appreciable consideration on their part."

The Grocer's view of the position, as stated by the broker in question, is that matters of this kind could be satisfactorily arranged between the parties if due weight were given by the importer to the position the broker is placed in by having to make allowances for account of his principals. Goods bought in good faith and on standards that are accepted by the trade should not be thrown back. The broker's position is certainly an unenviable one in cases where a line of goods is rejected, and an amicable solving of the question should not be difficult.

CANNING TROUBLE.

The following copy of a circular letter issued by a Baltimore packing company has been handed to us, and is an instructive document as showing the American style of drawing attention to the troubles:

"In the mythological gallery of gods sat Comus dispensing mirth and joy to the gods of greater or less degree, and unto his satellites as well. He is out of business now, leaving no successor. Every packer in Maryland will swear he's dead, for not one single little mirth, nor a solitary lonesome joy has been theirs since the puzzling, perplexing, provoking packing of tomatoes began.

"From the time this plant was discovered by the American Indian to the present hour, its capacity for shrouding itself in mystery and concealing its real intentions has never been measured. With equal facility it inspires pleasure and creates pain, engenders hope and breeds despair, fills expectation and causes miscalculation. Its early stage holds one agape with anticipation and leaves him aghast with disappointment. It is capricious, sometimes rushing on like a torrent, again it is like a stagnant pool. Whimsical, it fills the lap of earth with extravagance and prodigality, or, becoming churlish, refuses to yield an atom of fruit from its luxuriant vines. Its weapons are doubt and assurance. The wielding of one paralyzes, the other prostrates. Careless and indifferent, it neither condoles with the man who has disposed of its fruit before the appearance of the blossom upon its vines, nor rejoices with him who is content to sell only at the time of harvest. Each year its vagaries differ. There be fat and lean years. In this year of grace there is found to be:

"An acreage shortage of 50 per cent.

"A reduction in canneries equal to 30 per cent.

"The rotting on the vines by successive rains.

"Which will necessitate the jobber paying the full cost price per dozen tins and a little more, so that the office boy will receive his weekly wage and likewise the man who sweeps, dusts and washes the office windows."

HOTEL DIRECTORY.

NEIL McCARNEY, Prop.

W. C. McCARNEY, Manager.

THE PROVINCIAL

LEADING COMMERCIAL HOTEL.

GANANOQUE, ONT.

Located in Heart of Business Section. Ten First-class Sample Rooms.

HOTEL GRAND

O. F. BAKER, Prop.

GALT, ONT.

First-class accommodation for Commercial Men.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city, within one minute from Post and Telegraph Offices, Tram Junction and principal clubs. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE.

Mrs. J. F. SMITH, Proprietor.

HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private board \$12 to \$14 per week.

BOARD AND ROOM

"THE ARGYLE,"

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Cedar Avenue, HAMILTON, BERMUDA

Terms moderate.

Also furnished cottages.

THE AMERICAN HOUSE

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HAMILTON, BERMUDA

Centrally located.

Open all the year round.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LANAMA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

WINTER RESORT QUEEN'S PARK HOTEL.

PORT OF SPAIN, TRINIDAD, B. W. I.

J. H. McEwen, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co., 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO.

JAMES K. PAISLEY, Prop.



THE TELEPHONE

Is a companion, friend and servant combined.

Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.

Full particulars as to rates and service at the nearest office.

THE BELL TELEPHONE COMPANY OF CANADA

TRADE INQUIRIES.

THE following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries, with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa:

898. A Burgundy firm dealing in wines desires to get into communication with Canadian trade.

899. A French firm in Cognac wants a good representative on the Canadian market to sell its first-class brandies.

900. A French champagne firm wishes suitable Canadian resident agent.

901. A well known firm in Concarneau (France) wishes to introduce its alimentary products in Canada.

902. A Bordeaux firm exporting olive oil desires to appoint an agent in Canada.

904. A Parisian brush manufacturer desires a valuable agent in the Canadian market.

906. A scale manufacturer near Paris wants to be put in touch with Canadian buyers.

908. A Parisian firm dealing in siphons for soda water wishes to correspond with Canadian buyers.

909. A French manufacturer would sell his working stock and whole machinery in perfect state, to Canadian buyer, will take charge of setting up.

PERSONAL MENTION.

Mr. A. B. Hardwicke, Canadian agent for Pyle's Pearline, is at present calling upon the trade in Montreal.

Mr. J. E. Millette, representing Ocean Mills, Montreal, reports good trade from the Maritime Provinces.

Major Zeph. Hebert, of Hudson, Hebert & Co., Montreal, is spending a few days with his family at Bellevue, Lake St. Joseph, P.Q.

Wendel J. Hyatt of Leamington has accepted a position as traveler with the Port Hope Brewing Co. His route will be from Toronto west.

Mr. John Horne, sales manager of Campbell Bros. & Wilson, Winnipeg, returned early in the week from a pleasant holiday trip in the east.

J. W. Davey, Berlin, formerly in the baker business, is traveling for the Lake Huron & Manitoba Milling Co., Goderich, with territory in Northern and Western Ontario.

Mr. John N. Creed, representing Thos. J. Lipton, tea and coffee planter, is at present in Montreal in the interests of Lipton's teas and coffees. Mr. Creed will make a trip through Quebec.

Mr. Wm. C. Boyle, secretary-treasurer the John L. Cassidy Co., Limited, Montreal, is taking a ten days' rest at Cleveland, Lake Muskoka District, where Mr. Boyle's family are Summering.

Mr. J. A. Courtemanche, representing Ocean Mills, manufacturers of "Chinese Starch" and other grocers' specialties, is making his regular trip through Western Ontario, and reports increased business.

Mr. A. Suter, of Crossfield, Lampard, Clark & Co., London and Colombo, who has been in the New York branch dur-

ing the past two months, is in Montreal for a few days. Mr. Suter returns to New York on Saturday.

Mr. C. P. Shinn, advertising manager of the Tea and Coffee Trade Journal, New York, is visiting the leading trade centres in Canada in the interest of his paper. He was in Toronto this week and is heading westward.

Mr. H. C. McGinnis, Eastern Ontario representative of Chase & Sanborn, Montreal, is at present in Royal Victoria Hospital, having undergone an operation for appendicitis. The Grocer wishes him a speedy recovery.

Mr. Wm. Georgeson, member of the firm of Codville & Co., of Winnipeg, returned to that city last week from a short business trip to Calgary and other western towns. Mr. Georgeson was much encouraged by the splendid crop outlook.

Mr. E. B. Goodacre, of Watt, Scott & Goodacre, Montreal, is back to business after a two weeks' pleasant vacation at Lake Goumond, near Nominiguc, P.Q., very much bronzed up and ruddy, indicating that the northern mountain air was fully taken advantage of.

Lou Chapman, traveler for T. Kinnear & Co., wholesale grocers, Toronto, for about 20 years in Northern Ontario and the Manitoulin Island, is now traveling for the Davidson & Hay, Limited, in the same line of business. He is succeeded by A. Jameson, formerly with the Canada Biscuit Co.

Mr. S. S. Arnold, Manitoba, Northwest and B.C. representative of R. Heron & Co., Montreal, is at headquarters this week. As usual, Mr. Arnold is full of news and some new curiosities gathered by him during his latest trip are exhibited with pleasure. Business is reported excellent and prospects cheering.

Mr. Thomas Upton, Hamilton, Ont., is a visitor to Montreal this week, making a little excursion with several members of his family. The Grocer did not notice his gun, but that is presumably taking a rest until the hunting season opens. No better Nimrod than Thomas Upton can be found, go one far and wide.

Mr. E. E. Dodson has been appointed agricultural superintendent to the Keystone Sugar Co., at Whitby. He is to have active charge of the acreage, with Mr. A. W. Jackson as his assistant. Mr. Dodson was formerly connected with the Wallaceburg Sugar Co., and should therefore prove a most desirable man for the position.

R. McJannet has severed his connections with the Pilot Mound Grain Co., and has taken a position as purchasing traveler with the Dunsieith Grain Co., of Winnipeg. His duties will commence with that company about Sept. 15. J. C. Stewart, who has been buying for the Ogilvie Co., will take the position previously occupied by R. McJannet.

Mr. B. Trudel, of L. Chaput, Fils & Co.'s sampleroom staff, has returned from a two weeks' vacation spent with a party of friends at their private lake and fishing grounds at Lake Veillet, north of Three Rivers, P.Q. A very pleasant outing was spent in the wild, and a good ruddy color put on by Mr. Trudel, evidencing lots of outdoor enjoyment.

Mr. Chas. E. Moyle, sales manager, E. W. Gillett Co., Limited, Toronto, paid

a call at the Montreal offices of The Grocer last Friday. Mr. Moyle was returning from a holiday trip to the Saguenay and Quebec. In conversation with The Grocer, Mr. Moyle stated that the expansion of their business was exceeding even their most sanguine expectations. The company's exhibit of their products at the Toronto Exhibition would this year be superior to anything yet attempted by them.

Mr. John Carsley, president of the Ozo Co., Limited, Montreal, is back from a trip to England. Mr. Carsley while abroad on his vacation studied the leading English pickle industries, and his acquired knowledge will be evident in the superior quality of his company's pickles. A visit to the factory by The Grocer this week showed the finest quality of cucumbers possible to obtain, all grown from special imported seed, and this year's output of the Ozo Co. should do credit to the company and to Canada.

Mr. John Everett, traveler in Eastern Ontario for Christie, Brown Co., Limited, Toronto, who has been spending the past three months in England, returned to Toronto this week. Mr. and Mrs. Everett arrived in Halifax last Tuesday, and after spending a few days with friends in that city took the western journey in easy stages on account of Mrs. Everett's health, which is not of the best. During Mr. Everett's stay in Montreal he honored The Grocer with a call. The holiday was a good one and thoroughly enjoyed, though after an absence of thirty-five years most of the old friends had gone on their long journey and the old landmarks had changed or been removed in the progress and growth of the old home. Mr. Everett started out with renewed vigor last Monday, and his many friends in the east will be pleased to see him on the old stamping ground.

THE BACON SITUATION.

THE high prices of hogs which have been ruling for some time are having a somewhat serious effect on the Canadian market for the dressed product.

Farmers themselves are aware that prices cannot maintain the present high parity; these prices were attained to attract to the market well-conditioned hogs, the farmers being inclined to hold back supplies. Farmers, however, in order to secure the advantage of present prices, have been hastening hogs to the packers before they were in proper condition, having the effect of materially reducing the grading, and consequently lowering the output of the best grades of bacon and ham for the export trade.

The export market is of first importance, it has been gained upon superiority, and only by keeping a high standard can it be held. The Danish and English market prices have been maintained against those of American productions by force of quality alone.

The condition of the three centres of European trade (Liverpool, London and Southampton) is at present anything but satisfactory. The cold storage warehouses are filled with low-grade American products, and their holders are ready to rush the market at the first signs of advance, so that the hope of the Canadian exporter is in his ability to main-

Sellers of Soap

A Limited Liability Company with capital of \$200,000 in shares of \$50.00 has been formed to take over the business of Soap Manufacturing which has been carried on for many years by the firm of A. Savage & Son. The business, however, remains under the same management, the change being due principally to the desire of the sole partner in the old firm to interest some of his employees in the business.

Besides this was the idea that the change offered an opportunity to give to the trade a profit on all the Albert Soaps they handled.

While the wholesale price of Baby's Own Soap has never been changed since it was first offered to the trade, the retail price has been constantly reduced. Seeking to profit by its well-known excellence, and to draw trade for other lines, aggressive retailers have vied with one another in bringing down its selling price until now the public can buy it practically as cheap as the wholesaler.

The inevitable result is that many retailers object to sell it and only the keen appreciation of users has enabled its sale to constantly increase. To-day, twice the quantity is sold in Canada that was sold five years ago.

A limited number of Albert Soap shares is being placed on the market. By becoming shareholders in the Company retailers will share in the manufacturer's profit as well as their own. To give to all a good chance of securing an allotment this stock will be reserved exclusively for the Retail Soap Trade until Sept. 30th; any stock left over then will be offered to the public.

The face value of the shares is \$50.00 and dividends will accrue from the start. Similar concerns are earning very large dividends in England and the United States, and shares bought a few years ago at par are worth very much more now. It is hoped that the Soap trade in Canada will avail themselves of our offer and complete prospectus will be mailed on request.

ALBERT SOAPS LIMITED MONTREAL

MANUFACTURERS

BABY'S OWN SOAP, QUEEN'S LAUNDRY BAR, MASTER MECHANICS' TAR,
ETC., ETC.

MINTO BROS.,

Telephone Main 353

F. J. WHITE,
Manager

DIRECT TEA IMPORTERS AND BLENDEES

*It sounds rather funny and looks awful bad
To belittle your Grocer, when writing an "ad."
Why make such a holler, or raise such a cough,
Has something fallen? the sale dropped off?*

The Grocers are our friends and you never hear us raise a foolish kick or whine because the public demand from the Grocer the best article for their money, KICK! not us—We are too busy filling orders for Mela-Gama and Bulk, the teas that are to-day attracting the attention of the consumer throughout Canada and United States. Instead, we thank you for your liberal patronage, our prices are right, Quality the highest Standard, always the same—Have you tried our teas?—They are a trade-winner—Drop us a line for sample order, once a customer always one.

Remember when visiting the Exhibition "that the **MELA GAMA EXHIBIT,**" Manufacturers' Building is the Grocers' headquarters.

Warehouse and Showrooms: **55 Front St. East, TORONTO, CANADA**

Borden's Exhibit



at the Toronto Exhibition is a revelation to all visitors.

**"Eagle" Brand
Condensed Milk**

and

**"Peerless" Brand
Evaporated Cream**



are an exhibit in every first class grocery, because they show the dealer the best profit, and give consumer best satisfaction.

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.

JOS. IRVING, 92 Wellesley St., TORONTO

Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

Announcement

We beg to announce to the Grocers of Canada that owing to the rapid increase of our business and the large and increasing demand for Walker Bin Fixtures we have found it necessary to add to our factory facilities and have purchased a larger and better equipped plant in the Town of Berlin, where, with the most modern machinery, experienced workmen and every facility necessary to our special line of manufacture, we will be able to give more prompt attention than heretofore to all orders for Modern Grocery Store Fixtures.

Write for illustrated booklet of Walker Bins.

The Walker Pivoted Bin and Store Fixture Co.

Head Office: 516 Board of Trade, TORONTO, ONTARIO

tain quality, and so keep his price on a paying basis.

The U.S. packers, to a large extent, are the makers of the farmers' prices; the farmer consequently markets his hogs as soon as ever it reaches their limit, without regard to the high standard of condition ruling in Canadian markets, the result being that the American export products cannot be compared with Canadian, which has been able to lead the market by from three to four shillings per cwt.

The market is at present very unsteady, a drop of three shillings has just been cabled, which will have the effect of still further loading cold storage. What is expected by experienced exporters is that markets will firm up to a steady basis, and maintain themselves until the opening of the Autumn season. Quotations at Liverpool at time of going to press are: Canadian (Wiltshire) bacon, 60 to 63s. Hams, 53s.

HINTS TO BUYERS.

A record sale was made by White & Co., Limited, Toronto, on a car of California peaches, pears, plums and grapes this week, at their auction, the car grossing \$1,875—the highest ever obtained on a single car at one sale in Toronto.

E. L. Jemmett, Beamsville, wishes to advise the trade that his "Crown Brand" peaches will be graded into three classes—"Select," No. 1 and 2; that a guarantee will be placed in every basket shipped as "Crown Brand," and that the peaches will be of uniform size.

White & Co., Limited, Toronto, received their first consignment of Almeria grapes in barrels. The fruit was exceptionally well colored for so early.

Many of our best city retail grocers now keep a few packets of Wilson's fly pads on their counters, where they may be seen by customers. Frequent and profitable sales are made in this way with little expenditure of time upon the part of the staff.

Laporte, Martin & Cie. call buyers' attention to the prominent firms represented by them in Canada. All these firms are in the front rank in their several specialties, and the success reported by Laporte, Martin & Cie. would in-

dicating appreciation on part of the trade.

Bailey's "Extract of Clams" are a good line with Jason S. Creed, Board of Trade, Montreal. This Boston delicacy, so well known in the United States, is meeting with good sale by the best grocers.

White & Co., Limited, Toronto, received 1,000 crates Denia onions this week—50-lb. crates. California fruit is meeting with great sales in Toronto owing to the scarcity of good local peaches. Niagara peaches, however, should be in in fair quantities this coming week.

CANADIAN PRODUCT IN BRITAIN.

PROF. H. H. DEAN, of the Ontario Agricultural College, returned from some of the leading dairy centres of Great Britain, Ireland and Northern Europe on Saturday, after an absence of about two months. He briefly reports as follows:

(1) The trade in Great Britain is very favorably disposed towards Canadian butter. It is arriving in better condition than it has ever done before. While preservatives are not in favor, if butter can be landed in good condition without them, the trade is agreed that some form of preservative is necessary in order to have saltless butter hold its flavor. The only fear is that too much may be added by the Canadian maker, thus causing trouble to the dealer if it contain over one-half per cent. of boracic acid, the maximum allowed in British markets. There is likely to be a good demand for Canadian butter for some time to come—at least until the Russo-Japanese war concludes and for some time thereafter.

(2) The trade is indifferent on the question of cool-curing and paraffining cheese.

(3) The best Canadian Cheddar cheese is equal to the best English and Scotch Cheddars, but does not bring the same price, largely because of prejudice in favor of home goods. Not all English Cheddars are first-class by any means. Possibly a larger percentage of them are of first quality than is the case with Canadian, because the climatic conditions are more favorable in Great Britain to the making of fine cheese. The

best Canadian butter is probably equal to the best Danish butter when first made, but owing to the greater distance and longer time required to reach the market, it is not so good when delivered. It also lacks the uniformity which is so characteristic of Danish butter. This uniformity is the result of uniform methods of manufacture and the adoption of pasteurization and pure cultures in making it.

(4) Co-operative cow-testing societies among the Danish farmers are doing much to improve the dairy stock. This plan is also being adopted by the Scotch dairymen. The expense is not very great and is borne by the farmers interested. This is probably one of the most important steps taken by the Danish dairymen during the past ten years to improve their dairy stock. Some of the prominent men are advising the introduction of Jersey blood to improve the richness of the Danish cow's milk. An interesting experiment is now under way to test the advisability of this step. They expect to have results in eight or ten years which will guide the farmers on this point.

(5) The European agricultural colleges, dairy schools and experimental stations are doing good work for the European farmer. As a rule they are on a much smaller scale than the one at Guelph. The Ontario Agricultural College suffers nothing by comparison with the best European institutions doing similar work.

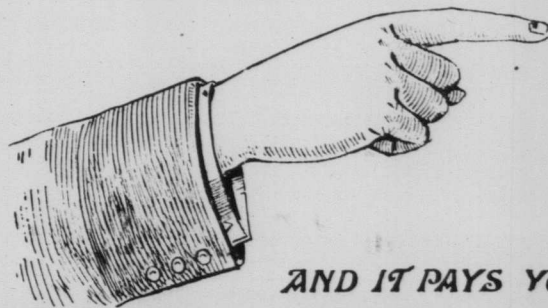
In all the British markets he found a growing disposition to treat Canadian food products very favorably. This is a feeling which should be fostered in every possible way.

GOLD STANDARD VS RED FEATHER

"Baseball is red hot in the great little city of Calgary. The Codville-Smith Co., Limited, heretofore have had an invincible team; they call themselves the 'Gold Standard,' scooping everything that came along; but they tackled the 'Red Feather' team of James Turner & Co., and met corks. They were beaten so easily they did not know what was the matter until it was all over; and now the 'Red Feather' people are happy."

**JUST—HOLBROOK'S SAUCE.
JUST—THE BEST.**

Samples and prices from
H. GILBERT NOBBS,
496 SPADINA AVE., TORONTO



AND IT PAYS YOU WELL.

N. B. Markets.

St. John, N.B., Aug. 28, 1905.

WHILE business is reported fair, there is no disguising the fact that the feeling amongst the trade is different from a year ago. With sugar continually dropping and flour, that is Ontario grades, off say \$1.40 in six months—the larger part of this decline being in the last three—it is not surprising there is somewhat of a depressed feeling, and there is little to offset this condition. The lines which have advanced, as fish, pork, lard and dairy products, being not largely stocked.

Spice—At this season has good attention. Pepper and cloves are rather higher. Nutmegs keep very low. In rice rather higher prices are asked. Cream of tartar, which is perhaps the most changeable line in the grocery business, while low, is held more firmly.

With this week the general Saturday half-holiday stops. The wholesale grocers, however, continue it right through the year.

Oil—There is increased consumption of burning oil. Now is the season prices are likely to advance. Market is reported firmer; outside buyers have largely bought their Winter's supply at the extreme low prices which have ruled. The city retailers, depending on the tank wagon, do not as a rule carry stock, and cannot buy ahead. In Linseed oil, low prices rule. Turpentine, which has been high right through the season, is easier. Lubricating oils have rather light sale. In cod oil there are fair receipts; price is rather low.

Salt—In Liverpool coarse salt a further cargo is due in two weeks; buyers, however, have orders placed for shipment from ship's side, this meaning quite a saving. There has been a good demand. Prices are firmly held. In fine salt, Canadian has the market; sales are rather quiet.

Canned Goods—While the association has lead to better profits the situation is not altogether satisfactory. Several lines of new goods, as peas, beans, strawberries and raspberries have been received. Peas, which have been ruling low, are likely to be quoted higher. Corn and tomatoes are scarce and, particularly for tomatoes, full prices are asked. New Spring salmon has come to hand followed by a drop in price. Meats are unchanged. Lobsters, extreme. Gal. apples are dull, with prices low. Oysters are firmly held; this is not, however, a large market. Fruits unchanged. Scallops are scarce. Domestic sardines are a fair pack so far. Haddies short. It is early yet to give report on kippers.

Green Fruit—Bananas are held quite firm. American apples are still being sold, some domestic now coming in, with best grades quite high. Apples and plums are each a short crop. In plums, Ontarios are being freely received. Pears are high, except Californian stock; those received are small and for this reason have but a fair sale. Peaches are high. Oranges are extreme in price, and the same is true of lemons. Tomatoes are still high.

Dried Fruits—California prunes, peaches and apricots have so far advanced that those who have not bought are inclined to take their chances buying later. Currants are of interest. Quite a quantity of old goods, both bulk and

packages, have been bought. New goods for import are about half-cent higher than last year. Rather more Valencia raisins are being bought than usual, as they are low and the outlook in other grades will be high. Dates, figs and peels will show little change. Evaporated apples are rather higher. The outlook is for full figures. Owing to the high price there is some inquiry for dried apples. Onions are higher.

Sugar—The slight advance of five cents which threw out a hope to the trade that better things were in store, has been followed by a decline of ten cents, and market is again depressed. Stocks are light.

Molasses—There have been two cargoes of Porto Rico landed this week. There is now quite a large stock held. It is, however, in few hands and prices are well maintained; stock of choice Barbadoes is not large; there is a fair stock of fancy.

Fish—There is little in fresh fish. Shad should be here, but there are none. Pickled shad, perhaps our best pickled fish, has this last year or two been so high as to be almost out of reach. Dry fish is still extremely high, while pickled herring are perhaps slightly easier; prices are high. Smoked herring is beginning to follow the other lines, being low, yet firm.

Flour, Feed and Meal—Dealers are much displeased at the rapid decline of Ontario; they feel the millers are not selling any more flour, and are preventing those who hold stocks clearing them up. One thirty is now the difference between Manitoba and Ontario; this is out of reason and lower Manitoba flour is expected. Cornmeal is unchanged. Oatmeal is unchanged; millers prices slightly lower. Local prices have been low—market overstocked. Beans are easier; some quite low prices for future are quoted.

A MODEL FOOD LAW.

The general food law of Porto Rico is one of the most "up-to-date" of those to which the United States Department of Agriculture has been giving its paternal attention. "No article of food, drink, drug, etc., can be sold or offered for sale in Porto Rico, nor can it be stored or exposed for sale therein or be transported in or into said island with the purpose of storing, selling, exposing, or offering it for sale in the same, if it be adulterated or misbranded within the meaning of these terms as defined therein." The standards for butter and cheese are given, also cocoa and coffee; the latter must not contain less than 0.65 per cent. of caffeine, or more than 5 per cent. of ash or 14 per cent. of water. If it is roasted, it must contain not less than 0.65 per cent. of caffeine, 25 per cent. of extract soluble in boiling water, not more than 5.25 per cent. of ash, or 4 per cent. of water. Coffee substitutes must be branded in letters not less than half an inch in height, with expressions, coffee with chicory, coffee with hedionda, etc., according to the nature of the mixture. The law also specifies what constitutes adulteration in flour, jellies, jams, preserves, juices, honey, lard, condensed milk or cream, molasses, olive oil, sugar, tea, vinegar; and defines preservatives and names those permissible in food provided their presence is indicated by the label.

NATIONAL C. R. CO.'S WORKS.

REMARKABLE as an instance of neighborly spirit between the people of two cities, and as an example of the willingness of modern manufacturers to learn from the success of others, was the visit to Dayton recently of 1,000 employees of the Procter & Gamble Co., of Cincinnati. They came to visit the model factory of the National Cash Register Co. and to learn something of the novel methods in vogue there. The N.C.R. Co. gave a dinner to the visiting workers and their wives and children, over 1,500 people in all.

Celebrate Profit-Sharing.

The visit of the Cincinnati workers was a part of the celebration of the thirty-seventh semi-annual profit-sharing of the Procter & Gamble Co. Twice each year this concern divides among its workers a share of the profits which their work has created. At the time of the distribution of these dividends a celebration is always held. In Winter this takes the form of a mass meeting, and in Summer an excursion is arranged to some nearby place of interest, the visit to Dayton combining the features of a pleasure outing and an educational trip.

Came on Special Trains.

The excursionists came to Dayton in two special trains over the Big Four and the C.H. & D. From the station they were taken in special cars to the N.C.R. factory, where elaborate preparations had been made for their entertainment. For an hour and a half parties of the visitors, in charge of one hundred special guides, were conducted through the big factory and its extensive grounds, studying the methods of manufacture and the Welfare Work in vogue there. The visitors were much interested in landscape gardening, their own factory buildings being surrounded with lawns and gardens and overgrown with luxuriant vines. The bathrooms maintained by the Dayton Co. for its employees were another attraction for the soap-makers.

After the inspection of the factory, the visitors were entertained at an illustrated stereopticon lecture in Welfare Hall, the factory dining room, where each day luncheon is served to 1,000 men and women.

Dinner Served to Visitors.

Following the lecture, dinner was served to the 1,500 visitors. An elaborate menu had been prepared on short notice. The dinner was prepared and served by the Domestic Economy Department of the big Dayton factory. This department has charge of serving luncheon to the employes.

Dinner over, the Cincinnati visitors made a trip to the Dayton Soldiers' Home and other places of interest about the city. They returned to Cincinnati late in the afternoon.

Commenting upon the success of the excursion, Mr. W. H. Garrison of the Cincinnati concern, said: "Our visit to Dayton and Dayton's leading factory has been most profitable for our employes. They have had a chance to study new methods which enable them to do better work on their return. We hope the Dayton people will send some of their employes to visit us and make a study of the methods in vogue at our plant."

Baking Powder.

Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.
Maiden, J. H., Montreal.
McLaren's, W. D., Montreal.
Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Colson, C. E. & Son, Montreal.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
Lamont, Corliss & Co., Montreal.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.

Brooms and Brushes.

Lind, Kerrigan & Co., London, Ont.

Cheese Cabinets.

Walker Pivoted Bin and Store Fixture Co., Toronto.

Canned Goods.

Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Cannery, Limited, Hamilton.
Frankford Canning and Packing Co., Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.

Cash Registers.

National Cash Register Co., Dayton, O.

Cigars, Tobaccos, Etc.

American Tobacco Co., Montreal.
Canada Cigar Co., London, Ont.
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.

Cocoanuts.

Downey, W. P., Montreal.

Cocoas and Chocolates.

Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Klaus-Rose & Laflamme, Montreal.
Lowney, Walter M. Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto.

Computing Scales.

Dean & McLeod, Hamilton.

Concentrated Lye.

Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.

Condensed Milk and Cream.

Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.

Kaufmann, W. P., Toronto.

Crockery, Glassware and Pottery.

Campbell's, R. Sons, Hamilton, Ont.
Barnard & Holland, Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.

Dairy Produce and Provisions.

Bates Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fairbank, N. K. Co., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance.

Bradstreet Co.

Fish.

Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Pacific Selling Co., New York.
Sloan, John & Co., Toronto.
Turner, James & Co., Hamilton.
Winnipeg Fish Co., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
White & Co., Toronto.

Flavoring Extracts.

Capstan Mfg. Co., Toronto.
Greig, Robt. Co., Toronto.

Fly Pads and Paper.

Kay Bros., Limited, Stockport, Eng.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.

Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.

Adams, E. E., Leamington, Ont.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Gibb, W. A., & Co., Hamilton.
James, F. T., Co., Toronto.
Jemmett, E. L., Beamsville, Ont.
McWilliam & Everist, Toronto.
Paimenos, Th. J., London, Eng.
Rattray, D., & Sons, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Tom, Tom, Toronto.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.

Cox, J. & G., Edinburgh, Scotland.
Tippet, Arthur P., & Co., Toronto.

Grain, Flours and Cereals.

Canadian Shredded Wheat Co., Niagara.
Eby, Blain Co., Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.

Grocers—Wholesale.

Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Hudson, Hebert & Cie., Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Sloan, John, & Co., Toronto.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.

Enterprise Mfg. Co., Philadelphia, Pa.
Coles Mfg. Co., Philadelphia, Pa.
Grocers Engineering Co., London, Eng.

Hides, Skins, Etc.

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

House Insect Destroyer.

Common Sense Mfg. Co., Toronto.

Infants' Foods.

Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, etc.

Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.

Batger's—Rose & Laflamme, Montreal.
Greig, Robert, Co., Toronto.
Kroyah Jellies—Sutcliffe & Bingham, Toronto.
Lipton's—Creed, J. S., Halifax, N.S.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Knife Grinders.

Ontario Supply Co., Owen Sound.

Manufacturers' Agents, Brokers and Commission Merchants.

Adam, Geo., & Co., Winnipeg, Man.
Adams, J. T., Montreal.
Balagna Lime Works Co., Barbadoes, B.W.I.
Cameron, J. McA., Vancouver, B.C.
Carmar, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax, N.S.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Leake, J. W., Scarborough, Eng.
Mason & Hickey, Winnipeg.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Radiger & Janion, Victoria and Vancouver, B.C.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P., & Co., Montreal.
Tucker, E. St. G., Halifax, N.S.
Van-over Warehouse Limited, Vancouver, B.C.
Watson, Boyd & Co., Trinidad, B.W.I.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.

Bates Mfg. Co., Toronto.
Wetthey 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.

Patent Medicines.

Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.

Capstan Mfg. Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.
Tippet, Arthur P., & Co., Toronto.

Polishes—Metal.

Oakey, John, & Sons, London, Eng.

Polishes—Stove.

James Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Refined Cider.

Wilson, W. H., Co., Tilsonburg, Ont.

Salt.

Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart, & Co., Montreal.

Soap.

Albert Soap Co., Montreal.
Duncan, Co., Montreal.
Fairbanks, N. K. Co., Montreal.
Tippet, A. P., & Co., Montreal.
Warren Bros. & Co., Toronto.

Soda—Baking.

Church & Dwight, Montreal.

Starch.

Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
St. Lawrence Starch Co., Port Credit.

Stationery.

Weese, G. A., & Son, Toronto.

Sugars, Syrups and Molasses.

Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.
Warren Bros. & Co., Toronto.

Teas, Coffees, and Spices.

Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Capstan Mfg. Co., Toronto.
Ceylon Tea Traders' Ass'n.
Creed, J. S., Halifax, N.S.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
Marceau, E. D., Montreal.
Minto Bros., Toronto.
Salada Tea Co., Montreal and Toronto.
Sloan, John & Co., Toronto.
Standard Spice Mills, Hamilton.
Wood, Thos., & Co., Montreal.
Warren Bros., Toronto.

Telephones.

Bell Telephone Co. of Canada.

Typewriters.

United Typewriter Co., Toronto.

Vinegars.

Wilson, W. H., Co., Tilsonburg.

Washing Compound.

Douglas, J. M., & Co., Montreal.
Gillett, E. W., Co., Toronto.

Wines and Liquors, etc.

Bates Mfg. Co., Toronto, Ont.

Woodenware.

Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.

Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.

Gillett, E. W., Co., Toronto.
Hamilton Yeast Co., Hamilton.
Lumsden Bros., Hamilton.

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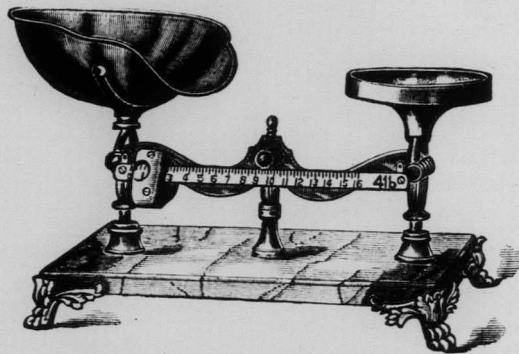
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THE FUTURE OF CANADA.

THE centre of the next great world development, according to the New York Wall Street Journal, promises to be on this side of the Atlantic—in Canada, in fact, the prime agent of the coming development will be the new transcontinental railway with termini on the shores of the Atlantic and Pacific Oceans.

The cost of the undertaking is variously estimated at from \$150,000,000 to \$200,000,000, and the railroad is to be completed and equipped within five years. Aside altogether from benefits which its construction will bring to Canada, through the opening of an entirely virgin territory to settlement and production, the mere fact that such an enormous sum of money is to be expended in the country, largely in the shape of wages and for supplies which will be wholly of home production, is a sufficient guarantee of great general prosperity during the period of building at least. But when it is considered that the present wheat-producing capacity of the Canadian West is only two per cent. of

the equally good-growing land which will be thrown open to cultivation by the construction of this great national undertaking, the possibilities are simply staggering. It means that within ten years the production of wheat in Canada will be limited only by the ability to find the labor to cultivate the land and handle the crops. This development means a coming economic change, which must be taken into consideration as a world's factor. Canada is now producing about one-sixth of the wheat raised in North America. Her new facilities will increase her ability so vastly that it is evident that she will before many years control the grain markets of the world, and in that fact there is much food for thought for the agriculturist of the United States.

Only second in importance to her wheat production, if indeed it long remains second, will be the return promised from the forests and mines, now practically inaccessible, but to be opened to the world with the completion of the Grand Trunk Pacific Railway. So far we have referred only to the building of the main line of something less than 4,000 miles, but it is the purpose of the Government of the Dominion to build innumerable branches, so that the most remote parts of the main line will be brought into touch with the existing railroads not only of Canada, but of the United States. One of these lines is already under construction—from Toronto to Lake Temiskaming, about 300 miles north in a straight line from the city on Lake Ontario.

Everything indicates that Canada is full of mineral—the precious metals, coal, iron, copper, tin, nickel, phosphates, and, in fact, everything that the requirements of the world demand abound, to say nothing of oil. These fields are thus far untouched. How valuable they are may be gathered from one accidental find on the Temiskaming Railway at Cobalt. Granting that there may be exaggeration about the glowing reports from this district, it must be admitted that sufficient has been shown to raise the hopes of Canadians that this hitherto unexplored country may prove an Eldorado. At least enough has been found to justify scientific search for precious and other metals, and it must be confessed that the mining history of Canada warrants the most thorough exploration. How greatly this will be accelerated by the construction of the new road needs no argument to prove. Important finds of oil and coal have already been announced by the surveying parties, and altogether there seems to be good reason for the optimism which prevails in Canada at the present time.

BENEFITING CANADA.

MANUFACTURERS in this country are not worrying over the present boycott of United States goods entering China. The situation is the outcome of a discrimination against Chinese labor as well as a lack of discrimination when their travelers, merchants and scholars attempted to enter the republic. This result had never been anticipated, but is a natural retaliation that is causing the Americans considerable concern at the present time.

Already inquiries have been received from China regarding Canadian manufactured products, and before the trouble is adjusted many of our enterprising manufacturers and jobbers will have secured an opening for future trade with the Celestial Empire. Our strenuous neighbors will some day waken to the fact that a generous policy in dealing with other countries is, after all, the most profitable.

MILLIONS FOR MATERIAL.

WHERE all the material to be used in the construction of the Grand Trunk Pacific is coming from is not yet known, but it has already been estimated what will be required to supply some of the necessary articles for the four thousand five hundred miles of track which the completion of the road will add to Canada's present twenty thousand railroad mileage. It has been figured that it will require 10,500,000 ties, nearly 500,000 tons of rails, 42,000,000 spikes, 5,000,000 bolts, 2,500,000 angle bars and fish plates, guards and tie plates also in the millions. It is estimated 500 locomotives, 30,000 freight cars, and 500 passenger cars will be required. Other items are bridge timber and steel, stations, telephones and telegraphs, water tanks, terminal facilities, fencing, etc., entailing an outlay of millions of dollars. These items are sufficient to warrant the commencement of many new industries at present not in active operation.

EASTERN PEACE PROSPECTS.

AS we go to press, the welcome news that a basis of peace has been arrived at is confirmed.

We cannot withhold our hearty congratulations upon the receipt of such unexpectedly welcome news. The representatives of both Japanese and Russian Governments cannot be too highly commended upon the remarkably good feeling that has existed between them all through these most difficult negotiations. Russia has always been considered a mighty power and one to be reckoned with seriously. Japan, on the other hand, has suddenly blossomed

forth from a position of almost seclusion into a prominent place among the nations; even after making due allowance for the extraordinary manner of Japan's military and naval successes, it can be easily conceived that the dignity of Russia, backed by a history of centuries, needed careful and diplomatic treatment of an unusual kind.

This is the feature which gave to our esteemed friend and neighbor, the American President, an opportunity to distinguish himself, and to place him on record as the masterpiece of sagacious diplomacy. That he has fully justified his position as referee in perhaps the greatest war conference of modern times, and at the same time most delicate, is clear reading to the whole civilized world.

Public opinion has met with a decided check in the unexpected surrender by Japan of every point opposed by Russia. No one—not even Russia herself—was prepared for this. That some concession should be made was freely discussed, but not for a moment was anyone found bold enough to advocate such a complete withdrawal.

In the main, Japan is praised for her magnanimity as the conquering power, whilst Russia is honored as having obtained the most remarkable diplomatic victory ever accorded a vanquished foe. Anyhow, the approach of the possibility of peace is a universal cause for rejoicing to the civilized world. Commerce can now go forward to the eastern world without fear; the introduction of better conditions which must inevitably follow the change of regime, and the establishment of a confidence hitherto unknown, are all factors which spell prosperity to the world of exporters amongst which Canada is one of the most important.

What, however, were the influences which induced such a complete revolution in the prospects of peace? Are there not factors to be considered not apparent on the surface, and may it not be that on penetrating the many diverse issues at stake some light will be obtained? It is not given to the general public, or even confidential envoys, to know all behind the scenes of the diplomatic world. A significant circumstance, however, and one perhaps not given its true importance, was the fact that as time went on and the conference accomplished little, it was Japan's Emperor himself who ruled events. Previously Japan had made her minimum terms known to Russia, and Russia, after the usual procrastinations, refused points she never expected Japan to concede. There is only one interpretation, viz.: that Russia's policy was for continued war. Why, will probably never be known to the world. It is noticeable, however,

that a revised treaty with Great Britain had just been completed by Japan, and it is within reason to suppose that Japan's ally was the speaking factor in such a remarkable surrender. Britain's interests in the East are great; India has been seriously affected by Japan's successes. Russia has infinitely more to gain in India than in Manchuria. A disaffected India means Russia's op-

portunity. The secret of controlling India is their profound respect for the white race; further success of Japan would be the death knell to this.

All points considered, it looks that Japan has risked the world's opinion for British friendship, and what seems like a surrender is in reality a great diplomatic checkmate to Russian ambition.

OUR TRADE WITH THE WEST INDIES

It is now some ten years since steam communication was opened up between Canada, the Windward West India Islands and Georgetown, Demerara. At the time of the inauguration of the steam service the trade was carried on by sailing vessels from Nova Scotian ports, and by steam via New York; as with all business the world over, steam has superseded sail to a very large extent, and this applies to the Canada-West Indian trade as well as all others. During the early stages of the enterprise the difficulties in connection with this trade were almost insuperable. Year by year, however, the obstacles are being removed and for a few years past the exchange of products has been steadily growing in volume.

The Government of Canada has from time to time granted assistance to this enterprise and has so revised the tariff as to favor the importation of British Island sugar and other products. The Government might perhaps go a little further and consider what it could do in connection with encouraging the direct importation of West Indian fruit, which at present goes largely to the United States. From the Canadian standpoint the advantages for such a market as the British West Indies and Demerara afford should not be lost sight of. Canada, however, is a young country; her manufactories are young, consequently with the rapidly increasing demands of the home market, it is more perhaps than Canadian manufacturers can be expected to do to supply the West Indian trade. Flour is of course produced in Canada in enormous quantities; the market in the south is not a small one, and is well worth the strenuous efforts of Canadian millers.

By close attention and continually following up the shippers and receivers, the West Indian markets are receiving more and more attention. There is also a growing increase in the exports of flour. Canadian peas, too, are finding their way to these markets through Canadian channels in very much larger

quantities. Boots and shoes, corn brooms, butter, cheese, paint, cordage, box material, furniture and other manufactures of wood are being shipped in increased quantities, and it would appear as if the wedge having once entered the opening will increase; that is, the volume of traffic will grow year by year.

A great deal, however, depends upon the manufacturers and commission houses themselves; the steam service is an established fact, and it is up to the Canadians who are in these special lines of business to improve their opportunities and make the interchange of products one of considerable moment in the trade of the Dominion. So far as imports are concerned, the quantity of sugar has during the last five years increased from almost nothing to some 80,000 to 100,000 tons for the first half of 1905. The coffee used in Canada should find its way here from these islands, as well as cocoa and fruit. The consumption of these articles will increase with the rapid growth now going on in Canada so that this half of the business is not without its bright side.

To Pickford & Black belongs the credit for having established this business; they have followed it along with considerable energy up to the present time. At first their service was monthly, now it is semi-monthly, there being six boats employed in the West Indian traffic. All credit is due them for the persistent manner in which they have followed up the business in the face of many difficulties and discouragements.

DAMAGED EXPORT CHEESE.

OUR attention has been again drawn to the unsatisfactory packing of the cheese consigned to the European markets. Packages are arriving in various deplorable conditions. Some are put into altogether too small or too large packages, others again have not been properly secured and are arriving without covers.

All these points are important and consigners must see that packages are in good condition.

WESTERN ASSOCIATION NEWS AND TOPICS

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

PRESIDENT, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president, J. D. Baine, Boissevain, Man.; treasurer, Robert Rollins, Killarney; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue, Winnipeg.

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Secretary W. A. Coulson writes to The Canadian Grocer from Minnedosa giving some report of the progress which has been made by the association during the last fortnight. He is at present hard at work organizing the town on the Yorkton and Minnedosa branches, and has work before him in that section that will keep him busily occupied for some weeks.

* * *

The increase in membership is most gratifying, the following names of new members having been sent to The Canadian Grocer for publication:

Gladstone—Galloway Bros., S. Schooley, Broadfoot Bros., A. W. White.

Otterburne—A. Lasalle, Geo. Rennant, Emerson—Bell & McCaul, Hinton & Co., Whitman & Co., C. Whitman.

Dominion City—Morkill & Scott, Bell & McCaul, Stuartburn Trading Co. Arnaud—Smith Bros.

Ridgeville—Hinton & Co., Whitman & Co.

Selkirk—J. K. McKenzie, J. B. Bullock, Wm. Robinson.

Neepawa—J. V. Smith & Co., P. A. Clare, Tritt & Schrage, J. E. Fulton, A. Brown & Co., A. E. Fremlin.

Franklin—P. J. McDermott, T. A. Anderson.

Arden—McCamis & Boughton, E. G. Hipwell.

Eden—S. L. Patmore, Kerr & Graham.

St. Pierre—Lasalle Carey Co., Limited, E. Tetreault, Jos. Madore, Louis Tessier.

This long and highly encouraging list of members has been added to the roll since the semi-annual meeting. Readers acquainted with these towns will realize how thorough and complete has been the organization.

* * *

Only two short months remain now until November 1, which, as readers of this paper are aware, is a red letter day in the association. On that day united effort will be made to deal effectively with the long credit evil. The association remedy is well known to readers of The Canadian Grocer, and it need not be defended or elaborated at this time. But too much stress can not be laid upon the absolute necessity of united effort. What one struggling merchant can not do alone can easily be accomplished by the united efforts of all the merchants in any one town or series of towns. It is en-

couraging, therefore, to see how complete is the organization in all the towns now organized.

* * *

A good plan is being followed by the association members in a number of Manitoba towns. They are issuing circulars to all their customers explaining fully the new plan which goes into effect on November 1. In some cases separate circulars are issued by the different stores, in others all the merchants in the town are uniting to issue one circular upon which the names of all appear. Perhaps the latter plan is the better, as it shows all customers that the merchants mean what they say and intend to stand together. At the same time the reasonableness of the proposal should disarm all opposition. Surely no fair minded farmer can find serious fault with the association's credit proposals. In all such circulars it would be wise to lay stress upon the fact that the merchants are insisting upon cash payments only during the Winter months after the crops are harvested, and that reasonable credit will not be refused from April to November, while customers are in greatest need of assistance. It would be well also to point out that retailers have to pay for a good proportion of their stock within 30 days. Take your customers into your confidence.

* * *

"I am forming a local organization in each town," Secretary Coulson writes The Canadian Grocer, "and the work is very thorough. In many towns where there has been a great deal of dissatisfaction in the handling of produce and the cutting of prices of staples, the difficulties have been entirely removed, and in the majority of towns a 'black list' has been started to protect the merchants from 'dead beats.' The drawing up of a 'black list' is a good feature of association work. In all communities there are a few worthless fellows who make a practice of preying upon good-natured, easy-going merchants, and who, like Rawdon Crawley and Becky Sharpe in 'Vanity Fair,' have apparently solved the problem of 'living upon nothing a year' and living as comfortably as others who work hard and pay their debts. If merchants will compare accounts owed them they can easily stop this practice."

* * *

From Geo. C. Sayles of Elva, Manitoba, a prominent association worker and a member of the executive, the following letter has been received:

Aug. 22, 1905.

The Editor Canadian Grocer,
Winnipeg, Man.:

Dear Sir,—At the semi-annual meeting of the Retail Merchants' Association of Western Canada, held in Winnipeg in July last, there was a fair representation of the dealers throughout the country. At this meeting various topics were discussed, the principal being the curtailment of the credit system and the better handling of produce.

The credit system is no doubt one of the worst evils with which the western merchant has to contend, and I think that the resolution adopted at that meeting should be carried out by every retailer in the west, viz., the closing of books from Nov. 1 to April 1 of each and every year. Also the establishing of a mercantile agency between merchants in the same town and adjoining ones for protection from the dead beats who go from place to place getting credit wherever they can.

The produce question was also discussed at some length. My contention was then, and is now, that we need a better market for our produce. The only way to secure this, in my mind, is to establish a clearing house in Winnipeg for handling our goods. My idea is that the merchants form a joint stock company, said company to acquire by purchase, or otherwise, a cold storage plant of sufficient capacity to handle all trade; that the company place all eggs in cold storage or pickle and hold them until better prices could be obtained. Also the placing of all butter in cold storage.

The building of the G.T.P. will consume an unlimited amount of produce, and we may as well be in a position to supply the contractors as to have some one else do it with our goods. The same company could, if it were thought advisable, handle fruits as well. Probably then we could get some good apples if a man were sent down to Ontario to buy for us. Good ones have been very scarce in the past few years. As far as the produce business is concerned, I may say that I have been connected with it all my life, and know whereof I speak. I would very much like to hear from other merchants along this same line. Yours truly,

GEO. C. SAYLES.

* * *

In his reference to the produce question Mr. Sayles opens up a new line of thought and makes a suggestion which will probably be new to most grocers and general merchants. The Canadian Grocer would be glad to hear from other merchants their opinions upon this matter. Communications will be treated as confidential and published under a nom de plume when so desired.

* * *

At the recent convention this subject was discussed quite freely, and it was evident that there were many different opinions held. Not a few of the speakers maintained that the root of the whole difficulty lay with the retailer himself. Most complaint was caused by the prices paid the country merchants by the produce houses for dairy butter. But it was pointed out that most country stores pay a uniform price for all grades of butter whether it is good, bad, or indifferent in quality, and it was strongly hinted that much of the dairy butter received is not of the best quality. Now the produce houses can find a ready market for good dairy butter, and they could afford to pay much more for it if they did not have to buy at the same time a large quantity of very poor butter. The profits made by the produce houses on the good butter they buy are counterbalanced by the losses on the poor butter, much of which eventually finds its way to the soap factory.

* * *

As was pointed out at the convention, the real remedy is a difficult one, but it is not impossible of accomplishment.

"SALADA" Natural Leaf Ceylon Green Tea

If you're handling Japan Teas,
Drop the habit. "Just try these,"
Free of dust and paint and dirt,
Selling on their sterling worth.

They out-draw
and out-class
Japan Teas in
every particu-
lar. Always
retaining their
strength and
flavor.

{ Sealed Packets Only. Same Form, Style and
Prices as the Famous Black Teas of "Salada" Brand. }



As Good as Gold.

Our positive guarantee on every can of Reindeer Condensed Milk and Jersey Sterilized Cream assures the Dealer of perfect satisfaction in selling the goods.

The public have confidence in Reindeer goods—their uniform high quality warrants it—this, with our guarantee, doubly assures the Dealer of satisfied customers.

Our Milk is par value with Gold.

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

It's very easy to say almost anything is "BEST" if you forget to tell **WHY** and **PROVE IT**.

We went after the **CONSUMER** with logical advertising, and every trial proved that when we said **LILY WHITE GLOSS STARCH** was the best starch made we told facts.

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

Brantford Starch Works, Limited

Brantford, Canada

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, Thursday, Aug. 31, 1905.

ALTHOUGH this week's trade may be called good it is apparent that general activity was greatly lacking. Very few lines have seen an increase in demand. Sugar on the contrary is falling off, but is expected to revive within a week or two. A crisis on the European markets has been little talked of, but jobbers fail to take any interest in it as they believe it will not have an effect on the local market. As to canned goods they are featureless, and much speculation is still indulged in about the coming packs. A steady business is done in dried fruits. The tea market has assumed a strong tone generally. The shortage in Japans has caused better demand. Although local prices have not been noticeably advanced as yet, it is a firm belief among jobbers that higher figures will rule shortly. Molasses are steady and well enough in demand; syrups are quiet.

Coffees and spices have gained and maintained a strong tone. As to dried fruits, they continue in good demand. Fish is unchanged and seems to attract much attention. It has been in a better condition for this season of the year than for many years past. Flour is on the quiet side and the reduction of prices did not seem to stir up the trade. Feed is enjoying a very satisfactory business just at present, while rolled oats and hay are decidedly dull. Other country products have seen little change and are generally quiet.

Canned Goods—The situation remains much the same. Trade generally seems good. Jobbers continue to push their old stocks, and orders are booked and filled for early vegetables and fruits. As usual, much is expected from the coming corn and tomato pack, but figures are only speculative, with a strong feeling in the trade for much lower figures. We quote:

	Group No. 1	Group No. 2
Beans, Wax	\$0 82 1/2	\$0 80
Refugee Beans	0 85	0 82 1/2
Currants, red, heavy syrup	1 60	1 57 1/2
" " preserved	1 80	1 77 1/2
" " black, heavy syrup	1 77 1/2	1 75
" " preserved	2 07 1/2	2 05
Gooseberries, heavy syrup	1 90	1 87 1/2
" " preserved	2 12 1/2	2 10
Lawtonberries, heavy syrup	1 77 1/2	1 75
" " preserved	1 95	1 92 1/2
Raspberries, red, light syrup	1 42 1/2	1 40
" " heavy	1 67 1/2	1 65
" " preserved	1 87 1/2	1 85
" " black, heavy syrup	1 62 1/2	1 60
" " preserved	1 77 1/2	1 75
Sugar beets	\$0 85	0 95
2's Asparagus Tips	2 50	2 50
2's Beans, Golden Wax	0 80	0 80
2's " Refugee or Valentine	0 82 1/2	0 82 1/2
2's " Crystal Wax	0 82 1/2	0 82 1/2
2's Peas, No. 4 "Standards"	0 85	0 85
2's " No. 3 "Early Junes"	0 85	0 85
2's " No. 2 "Sweet Wrinkled"	1 30	1 30
2's " No. 1 "Extra Fine Sifted"	1 40	1 40
2's Table Spinach	1 40	1 40
Pears—Flemish Beauty, Bartlett's and pie in 2, 2 1/2 and 3's	\$1 15	\$2 20

Peaches—White, yellow and pie, 1 1/2's, 2's, 2 1/2's, 3's	1 25	2 82 1/2
Gallon pears	3 15	3 67 1/2
" " peaches	3 55	4 50
Pumpkins, 3-lb. tins	0 72 1/2	0 72 1/2
3-lb. squash	1 00	1 00
2's Cherries, red, pitted	2 20	2 20
2's " red, not pitted	1 75	1 75
2's " black, pitted	2 20	2 20
2's " black, not pitted	1 75	1 75
2's " white, pitted	2 40	2 40
2's " white, not pitted	2 00	2 00
2's Curran's, red, heavy syrup	1 57 1/2	1 57 1/2
2's " red, preserved	1 75	1 75
Gals. " red, standard	4 75	4 75
Gals. " red, solid pack	7 00	7 00
2's " black, heavy syrup	1 75	1 75
2's " black, preserved	2 05	2 05
Gals. " black, standard	4 00	4 00
Gals. " black, solid pack	8 00	8 00
2's Gooseberries heavy syrup	1 62 1/2	1 62 1/2
2's " preserved	1 85	1 85
Gals. " standard	7 25	7 25
2's Lawtonberries, heavy syrup	1 85	1 85
2's " preserved	1 85	1 85
Gals. " standard	4 97 1/2	4 97 1/2
2's Pineapple, sliced	2 25	2 25
2's " grated	2 35	2 35
3's " whole	2 50	2 50
2's Plums, Damson, light syrup	1 00	1 00
2's " heavy syrup	1 20	1 20
2 1/2's " " " "	1 85	1 85
3's " " " " "	2 95	2 95
Gals. " standard	1 15	1 15
2's " Lombard, light syrup	1 35	1 35
2's " heavy syrup	1 62 1/2	1 62 1/2
2 1/2's " " " "	1 90	1 90
3's " " " " "	3 15	3 15
Gals. " standard	1 15	1 15
2's Green Gage, light syrup	1 47 1/2	1 47 1/2
2's " heavy syrup	1 75	1 75
3's " " " " "	2 00	2 00
Gals. " standard	3 45	3 45
2's Egg, heavy syrup	1 52 1/2	1 52 1/2
2 1/2's " " " "	1 80	1 80
3's " " " " "	2 10	2 10
2's Raspberries, red, heavy syrup	1 40	1 40
2's " preserved	1 60	1 60
Gals. " standard	5 00	5 00
Gals. " solid pack	8 00	8 00
2's " black, heavy syrup	1 35	1 35
2's " preserved	1 50	1 50
Gals. " standard	4 75	4 75
2's Rhubarb, preserved	1 15	1 15
3's " " " " "	1 90	1 90
Gals. " standard	2 62 1/2	2 62 1/2
2's Strawberries, heavy syrup, 1903 pack	1 47 1/2	1 47 1/2
2's " 1904 pack	1 60	1 60
2's " preserved	1 75	1 75
Gals. " standard	5 50	5 50
Gals. " solid pack	3 50	3 50

New Canned Goods for 1905:

	Group No. 1	Group No. 2 & 3
2's—Heavy syrup	\$1.52 1/2	\$1.50
2's—Preserved	1.67 1/2	1.65
Gallons—Standard	5.27 1/2	5.25
Cherries.		
2's—Red, pitted	2.02 1/2	2.00
2's—Red, not pitted	1.57 1/2	1.55
2's—Black, pitted	2.02 1/2	2.00
2's—Black, not pitted	1.57 1/2	1.55
2's—White, pitted	2.22 1/2	2.20
2's—White, not pitted	1.82 1/2	1.80
Rhubarb.		
2's—Preserved	1.17 1/2	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62
Asparagus.		
2's—Tips	2.52 1/2	2.50
Peas.		
2's—Standard (No. 4)	.62 1/2	.60
2's—Early June (No. 3)	.70	.67 1/2
2's—Sweet Wrinkled (No. 2)	.82 1/2	.80
2's—Extra fine sifted (No. 1)	1.22 1/2	1.20
Spinach.		
2's—Table	1.42 1/2	1.40
3's—Table	1.82 1/2	1.80
Gallons—Table	5.02 1/2	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls	\$1.57 1/2
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67 1/2
Maple Leaf, 1 to 4 cases—Talls	1.57 1/2
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67 1/2
Clover Leaf, 1 to 4 cases—Talls	1.57 1/2
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67 1/2
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47 1/2
Arrow, 1 to 4 cases—Flats	1.62 1/2
Arrow, 5 cases and over—Flats	1.60

Terms—Net 30 days, or 1 p.e. 10 days, days, f.o.b. any wholesalers' points in Ontario and Quebec.

	Per doz.
Corn, 2-lb. tins	\$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60

Sugar—Though business is still satisfactory in sugar it is apparent that there is slight falling off in demand. Most lines are declining in prices in sympathy with reduction in raw sugars. European markets have felt a crisis over the failure of a big refinery which occurred at the beginning of this week. Jobbers can only express hopes that this will not affect our market. We quote:

Granulated, bbls.	\$4 90
" " bags	5 05
Paris lump, boxes and bbls.	4 85
" " boxes and 1 1/2-bbls.	5 40
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls.	5 55
" " 50-lb. boxes	5 05
Phoenix	5 25
Bright coffee	4 75
" yellow	4 75
No. 3 yellow	4 70
No. 2	4 55
No. 1 " bbls.	4 40
No. 1 " bags	4 50
Raw Trinidad	3 78
Trinidad crystals	4 40 4 65

Syrups and Molasses—Molasses continue to enjoy a good demand at unchanged prices. Syrups, on the other hand, seem quiet this week. Holders do not think there is an immediate danger of a rise in molasses, as the market is at present firm. Business on the whole is fairly good. We quote:

Barbadoes, in puncheons	0 35
" " in barrels	0 37 1/2
" " in half-barrels	0 38 1/2
New Orleans	0 22
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
" " 1-bbls.	0 02 1/2
" " 1-bbls.	0 03
" " 3 1/2-lb. pails	1 30
" " 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	2 35
" 5-lb. " 1 doz. "	1 90
" 10-lb. " 1 doz. "	2 25
" 20-lb. " 1 doz. "	2 10

Tea—Teas continue to improve. Jobbers and brokers report a most satisfactory business for last week and agree that it will maintain. Japan teas, however, are very scarce. Advices from Japan say the third crop is in preparation, but shows a decrease. Importers cannot buy from native growers regardless of cost, owing to an increase in home consumption. Suitable teas are thus unobtainable and therefore transactions impossible. The China greens crop is said to be 30 per cent. smaller than that of last year while China blacks are also short. China Ping Suey has gone up two cents. Ceylon teas remain much the same as last reported. Prices are as below. We quote:

Japans—Fine	0 25	0 30
Medium	0 20	0 23
Good common	0 18	
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 13	
Congous—Kaisows	0 12	
Packing boxes	0 12	0 14

Coffee—The tone of the market continues strong. High prices are firmly maintained and dealers all agree that higher figures will shortly rule. This is due to stocks being small on account of light receipts and to a steady demand for all grades. Santos have gone up one cent. Other coffees remain unchanged as yet. We quote:

Good Cuetas	0 11½	0 13
Choice	0 12	0 13
Jamaica coffee	0 10½	0 12
Java	0 18	0 24
Mocha	0 17	0 20
Rio	0 10	0 12
Santos	0 10½	0 12

Spices—There is little new to say about spices. The local market is firm and dealers report an excellent demand for peppers and cloves while other lines are also in good shape, but not especially active. Singapore whites have gone up one cent. The New York market continues unchanged. We quote:

Peppers, black	0 15	0 22
white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Rice and Tapioca—Both these markets are in the same condition as last week. Tapioca remains strong, while rice is somewhat quiet. No changes in prices to report. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 03½ 0 04

Foreign Dried Fruits—Jobbers report a very good and steady demand for dried fruits. Especially good business is done in currants and Valencia and Malaga raisins. A decline is expected, however, in raisins when the new Valencias arrive about middle of September. Other lines are in good shape but featureless. Prices unchanged. We quote:

Valencia Raisins—	
Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers	0 07 0 07½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	

Apricots, per lb	0 13½
Peaches	0 10½
Pears	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
"Royal Buckingham Clusters," 4 boxes	0 80
"Excelsior Window Clusters," 4 boxes	1 10
"Excelsior Window Clusters," 4 boxes	3 50
"Excelsior Window Clusters," 4 boxes	4 50
"Excelsior Window Clusters," 4 boxes	1 35

Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08
Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 05
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—	
Fil atlas, uncleaned	0 04½
Fine Filatras, per lb, in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizas	0 06½ 0 07½
Amalias	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
1-lb. carton	0 09
Eleme Fable 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

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Aug. 31, 12.30 p.m.

BUTTER—Quiet, but steady; small demand; choicest, 21½ to 22c.; fancy townships, 22½c.

CHEESE—Market dull; reaction follows advance; prices lower; Quebec, 11½c.; townships, 11½c.; Ontario, 11½c.

EGGS—Market active and firm; good demand, but stocks and receipts light; straight gathered, 20c.; select, 23c.

PROVISIONS—No change; market continues strong and active; supplies only sufficient for packers' requirements.

Fish—Fresh fish continues in good demand and dealers report that other lines also begin to improve as weather becomes cooler. Supplies of dore and pike are small. Other lines are plentiful. Halibut is lower, probably on account of better and larger receipts. The same applies to brook trout. Smoked and salt fish are finding their way on the market much more freely owing to cooler weather. We quote:

Fresh B.C. salmon	0 15
Black bass	0 12
Fresh mackerel, per lb., chilled	0 10
Gaspé Salmon, per lb., frozen	0 15
Sturgeon	0 09
Dore, fresh	0 10
Fresh white fish	0 09
Lake trout	0 09
Brook trout	0 18
Choice select bulk oysters, per gal	1 50
Haddies	0 08
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb.	0 04
Fresh pike	0 08
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring	6 50
per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, half of 20 lbs.	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
fish	0 05½
fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls.	17 00
" " (300 lbs.)	24 00

Lake trout, salt, 100 lbs.	4 50
Sea trout in bbls, 200 lbs.	10 06
half bbls.	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25

Country Produce.

Maple Products—Both sugar and syrup are still quiet. Dealers, however, expect that during the coming month the market will improve. At present the demand is very small. No changes in prices. We quote:

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

Evaporated Apples—No practical change in this line. On account of the claimed shortage in apples it is natural that prices will be high for some time yet. No better demand for evaporated, which sell from 6 1-2c. to 7 1-2c. As to dried apples, there is no change to report. Prices, 2 1-2c. to 3c.

Beans—Beans are at present finding a very good market. Dealers are anticipating trade will improve and old stocks will be out of the way for the early new beans, which are expected about the middle of September. The crop is not said to be large, but fully equal in quality to that of last year. The margin of prices is much wider this week. We quote:

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

Honey—New honey is in fair demand this week, and stocks of it are large enough to meet requirements. It is now arriving in good sized lots. Stocks of old honey have been practically cleared out. We quote:

White clover, extracted tins	0 07 0 07½
kegs	0 07½ 0 07½
comb. new	0 12 0 13
Buckwheat	0 06 0 06½

Flour—The same dull condition still rules over the local market. The American crops, however, seem to be in good shape for a large yield. It is reported that England will also have a larger yield than last year if the weather keeps fine. The local market is featureless. We quote:

B.C.	0 22 0 25
Choice Canadian	0 20 0 22
Fair to good	0 18 0 20

Feed—Last week's improvement in feed is well maintained. Bran and mouillie are in good demand at firm prices. The drop in the demand for hay is an important feature in this. Dealers declare themselves highly satisfied with the present condition of the trade, and are of opinion this activity will last for some time owing to light receipts of hay. We quote:

Manitoba bran, in bags, per ton	18 00
shorts	20 00 21 00
Ontario bran, in bulk	17 00
shorts	20 00 21 00
Mouillie	24 00 27 00

Flour—Millers report flour in fair demand, though locally the market is quiet. On account of this some grades have become easier from ten to twenty cents. We quote:

Royal Household	5 40
Glenora	5 10
Manitoba spring wheat patents	5 30 5 40
strong bakers	5 00 5 10

5-gal. Imp. brand, per can.....	4 50
1-gal. " " per case.....	5 10
1-gal. " " ".....	5 60
1-gal. " " ".....	6 00

Coffee—Domestic consumption continues to be interesting; a steadily increasing demand is a noticeable feature, the milder grades being the most favored. Foreign markets are reported as doing only a moderate volume of business. Prices are uncertain, any attempt to an upward move soon finding its original place. The Brazil market continues irregular; offerings are on a slightly advanced basis; but little business is resultant. A slight activity is reported in New York, which had the effect of steadying prices for the present. We quote:

Green Rios, No. 7.....	Per lb.	0 10	0 10½
" " No. 6.....		0 11	
" " No. 5.....		0 11½	
" " No. 4.....		0 12	
" " No. 3.....		0 12½	
" Mocha.....		0 21	0 23
" Java.....		0 22	0 35
" Santos.....		0 11	0 13
" Plantation Ceylon.....		0 25	0 35
" Porto Rico.....		0 22	0 25
Green, Guatemala.....		0 22	0 25
" Jamaica.....		0 15	0 20
" Maracaibo.....		0 16	0 23

Tea—The home market, especially on the street, has shown greater activity; inquiries reveal more inclination to lay in stock. Samples to hand of new season's teas are showing better quality, and it is now believed that the coming teas are of a better grade than originally reported. Foreign markets still report great activity, the principal demand being for the best and medium grades. In London the stocks were almost depleted of all good teas, so that when the rush came the call was almost exclusively for teas of good standard. Common teas are commanding scant consideration, and consequently are not maintaining the high ratio of price. Indian teas are coming to hand freely, but only in sufficient quantity to meet the market demand. Prices are ruling high, with all teas showing quality advancing. Ceylons are marketing teas of extra fine liquoring quality, and recent sales showed an advancing tendency. China teas are selling quickly, with only moderate supply and prices firming up, but no advance. Java teas had a good market and were considered somewhat desirable, fetching some good prices. Our previous quotations remain unchanged, as follows:

Congou—half-chests, Kaisow, Moning.....	0 12	0 60
caddies, Pakling.....	0 19	0 40
Indian—Darjeelings, Pekoe souchongs.....	0 20	0 22
" " Pekoes.....	0 25	0 30
" " Orange Pekoes.....	0 35	0 45
Indian—Assam, Orange Pekoes.....	0 25	0 40
" " Pekoes.....	0 18	0 20
" " Pekoe Souchongs.....	0 16	0 18
Ceylon—Broken Orange Pekoes.....	0 22	0 40
" Orange Pekoes.....	0 22	0 29
" Pekoes.....	0 18	0 24
" Pekoe Souchong.....	0 14	0 16
China Greens—Gunpowder, cases, extra first.....	0 35	0 42½
" " half-chests, ordinary firsts.....	0 22	0 28½
Young Hyson, cases, sifted, extra firsts.....	0 37½	0 47
" " cases, small leaf, firsts.....	0 30	0 37
" " half-chests, ordinary firsts.....	0 23½	0 32½
" " seconds.....	0 22	0 24½
" " thirds.....	0 15	0 17
" " common.....	0 14	
Pingsueys—Young Hyson, ½-chests, firsts.....	0 25	0 30
" " seconds.....	0 16	0 18
" " half-boxes, firsts.....	0 25	0 30
Japan—½ chests, finest May pickings.....	0 34	0 38
Choice.....	0 31	0 35
Finest.....	0 27	0 29
Fine.....	0 24	0 27
Good medium.....	0 19	0 21
Medium.....	0 17	0 19
Good common.....	0 18	0 19
Common.....	0 13	0 14
Dust.....	0 06	0 08

Foreign and Dried Fruits—Trade has been more interesting since our last issue. On the street some good orders have been in evidence in several lines of new fruits. The crop of Valencia raisins is now known to be somewhat larger than last year, and have sold freely for

September shipment. Shippers have been endeavoring to get a higher ratio of price to the extent of about one shilling on previous quotations, and this has somewhat retarded sales. Currants have been selling fairly well, but at a price which is actually below what was previously considered the irreducible minimum price. A report from Mr. Dem Schisas, of Patras, mentions that the Authorized Currant Co. has not yet completed arrangements to commence buying, and will not be in a position to do so until September, when the market is expected to harden up. The crop is reported as generally behind that of last year as regards quality. Prices are ruling a good cent per lb. in advance of last season. Sultanas are opening well, and the very favorable prices of these fruits have resulted in an active demand. Nuts are uninteresting, and there is nothing new to report. Comadra figs are advancing on the primal markets to the extent of about sixpence per lb., and are showing excellent quality. We quote:

Prunes—	Per lb.	Per lb.
90-100s.....	0 05	0 05½
90-90s.....	0 05½	0 05½
70-80s.....	0 06	0 06½
60-70s.....	0 06½	0 06½
50-60s.....	0 07	0 07½
40-50s.....	0 08	0 08½
30-40s.....	0 09	0 10
Candied Pee's—	Per lb.	Per lb.
Lemon.....	0 39	0 10
Orange.....	0 09½	0 10½
Citron.....	0 11½	0 17
Figs—		
Elemes, per lb.....	0 08	0 13
Apricots—	Per lb.	
Californian evaporated.....	0 15	
Peaches—	Per lb.	
Californian evaporated.....	0 11	0 13
Pears—		
California evaporated, per lb.....	0 13	
Currants—	Per lb.	Per lb.
Fine Filiatras.....	0 04½	up
Patras.....	0 06	0 06½
Vostizzas.....	0 07	0 07½
Raisins—	Per lb.	
New selects.....	0 05½	0 06
Sultana.....	0 05½	0 10
California, loose muscatels.....	0 05	
3-crown.....	0 07	0 08
4-crown.....	0 07	0 08
Dates—	Per lb.	Per lb.
Hallowees.....	0 04½	0 05
Saisra.....	0 04	0 04½
Fards new choicest.....	0 09	0 10½
" new choice.....	0 09½	

Foreign Nuts—We quote:

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

Selected Spanish.....	0 08½
A 1's, banners and suns.....	0 08½
Japanese Jumbo's.....	0 08½
Virginia.....	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c.

Almonds, Tarragona, per lb.....	0 12	0 12½
Walnuts, Grenoble, ".....	0 12	
" " Bordeaux, ".....	0 09	0 10
Filberts, per lb.....	0 10	
Pecans, per lb.....	0 13	0 15
New Brazils, per lb.....	0 13	0 14
Cocconuts, Jamaica, per sack.....	4	50
Italian Chestnuts, per lb.....	0 08	

Rice and Tapioca—The domestic trade remains still inactive, with nothing of note to report. Advices from original markets report that new crops of rice are arriving and mills are again getting to active work, and that locally markets were showing a good undertone. Our quotations are:

Rice and Tapioca—	Per lb.	Per lb.
Rice, stand. B... ..	0 03½	0 03½
Rangoon.....	0 03½	0 03½
Patna.....	0 05	0 05½
Japan.....	0 06	0 07
Sago.....	0 03½	0 04
Tapioca, staple... ..	0 04	0 04½
" double goat.....	0 05½	
Carolina rice.....	0 08	0 08½
Louisiana rice.....	0 05	0 07

Spices—The upward tendency noted in our last report has fully maintained itself. The general consumption of spices is believed to be steadily advancing. European markets are continuing active and firm. Offerings are generally light throughout. We quote:

Spices—	Per lb.	Per lb.
Peppers, blk.....	0 16	0 19
" white.....	0 23	0 27
Ginger.....	0 18	0 25
Cassia.....	0 21	0 25
Nutmeg.....	0 45	0 75
Cloves, whole.....	0 25	0 35
Cream of tartar.....	0 25	
Allspice.....	0 14	0 17
Mace.....	0 80	0 90

Dried and Cured Fish—A steady trade is being done in dried fish, but business is uninteresting and prices nominal. We quote:

Boneless fish, per lb.....	0 04½
Cod fish, 1-lb. bricks.....	0 06½
Boneless cod, per lb.....	0 08
Quail-on-toast, per lb.....	0 06
Flitched cod fish, in cases of 100 lbs., per lb.....	0 06

Country Produce.

Eggs—The supply has not been by any means satisfactory since our last issue, neither as to quantity or quality. Complaints are freely expressed. The demand continues, and it is hoped that now harvesting is drawing to a close better conditions will maintain. We quote:

New laid eggs, per doz.....	0 18	0 18½
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Evaporated Apples—Trade uninteresting and prices nominal. We quote:

Evaporated apples.....	0 06½	0 07
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Beans—Very ordinary business in this line. Prices nominal. We quote:

Beans, handpicked, per bush.....	1 75
" prime, No. 1.....	1 70
" ungraded.....	1 25
" Lima, per lb.....	0 07

Honey—Fair arrivals continue, quality reported very good, with demand well maintained. We quote:

Honey, extracted clover, per lb.....	0 07½	0 08
" sections, No. 1, per doz.....	1 50	1 90
" " No. 2, ".....	1 65	
" Buckwheat, per lb.....	0 05	0 06
" sections per doz.....	0 75	1 00

Fresh Fish—Fresh fish continues in good demand with every prospect of much increase. Supply, however, is coming in but slowly, scarcely sufficient to keep sales satisfied. The heavy weather lately experienced on the upper lakes, which retarded the fishing, is now being felt. We quote:

Fresh halibut, per lb.....	0 13
" haddock.....	0 07
" trout.....	0 09
" cod steak, per lb.....	0 07½
" lobsters, boiled, per lb.....	0 25
" B.C. salmon, per lb.....	0 20
Shrimps per gal.....	1 00
Whitefish, per lb.....	0 08
Herring.....	0 06
Pickarel.....	0 07½

Grain, Flour and Breakfast Foods.

Grain—Wheat and oats are now offering freely; buyers are not showing great interest, the inclination being to await developments of coming markets. Prices have accordingly weakened materially, and are still unsteady. We quote:

All on track Toronto.	
Manitoba wheat, Northern No. 1.....	1 04½
" " No. 2.....	1 01½
" " No. 3.....	0 87½
Red and white, per bushel, old.....	0 81
" " new.....	0 80
Barley.....	0 50
Oats, old, ".....	0 41
" new, ".....	0 33
Peas.....	0 71
Buckwheat.....	0 63
Rye, per bushel, " new.....	0 64

Flour—Local flour markets are at the moment of going to press in a somewhat uneven state. New wheat has not yet made its presence of sufficient importance to influence prices and, therefore, quotations must be more or less nominal. We quote as follows:

Manitoba wheat patents, per bbl. in bags.....	5 00	5 50
Strong bakers.....	4 80	5 20
Ontario wheat patents.....	4 40	4 60
Straight roller.....	4 30	4 40

Breakfast Foods—Local markets are showing good activity considering the season, and a steadily advancing demand is expected. Prices have evened down to

CANADIAN CANNERS, LIMITED

Head Offices:

39 James Street South, Hamilton, Canada

LARGEST PACKERS OF **CANNED FRUITS AND VEGETABLES** IN THE WORLD

Own and operate the oldest established and largest canning factories in Canada, under careful and experienced managers; situated throughout the most favored sections in Ontario, from East to West, where fruits and vegetables are grown most abundantly.

Wholesalers, Retailers and Consumers from the Atlantic to the Pacific use our goods, because they are the best, and many have stood the test for more than a quarter century.

The following is a partial list of BRANDS controlled:

- "Canada First" (Aylmer)**
- "Little Chief"**
- "Log Cabin"**
- "Horseshoe" (Bowlby)**
- "Auto" (Canadian Cannery)**
- "Lynnvalley" (Simcoe)**
- "Maple Leaf" (Delhi)**
- "Kent"**
- "Lion" (Boulter)**
- "Thistle" (Brighton)**
- "Grand River" (Lalor)**
- "Globe" (Schenck)**
- "Jubilee" (Lowrey)**
- "White Rose" (Lakeport)**
- "Deer" (Saylor).**

Every tin bearing our brands guaranteed by us.

Canadian Cannery, Limited.



The Basic Quality



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page 59*
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of your business is **CLEANLINESS**. Clean windows, clean show cases, clean fixtures, all go to make up your business premises a thing of beauty, of attractiveness. People like to deal with the clean merchant, whose store is bright and shining, and the best people in each place will have none but the bright store.

We have a little article that works wonders as a glass and metal cleaner and polisher, performing both the cleaning and the polishing in one operation, thus saving much valuable time—Its name is **BON AMI**.

If you know it, why, use it! If you don't know it, allow us to send you a full size cake for your own use.

Just your business card or a word on your letterhead and the cake is yours.

AGENTS IN CANADA

**HUDON, HEBERT & CIE.,
Montreal.**

The most Liberally Managed firm in Canada.



MANUFACTURE OF COGNAC BRANDY.

From United States Consul Jackson, La Rochelle, France.

PURE Cognac brandies are distilled from wines produced in the Cognac region, the Charente and Charente Inferieure, and are classed in quality by the section from which the wine comes. We have the "fine champagne," the "petite champagne," "borderies," "fins bois," "bois ordinaires," and "bois communs."

The "fine champagne" is grown in a section of the country directly to the south of Cognac, comprising half a circle, of which Cognac is the centre. The "petite champagne" is grown in a section which would be inclosed between the first circle and a larger one parallel to it at a distance of several miles. The "borderie" is produced in a triangular bit of territory immediately to the north and slightly to the west of Cognac. Surrounding these areas, but extending a greater distance to the west and to the east, is the region in which is produced the "bois ordinaire," while the "bois commun" is produced between the last mentioned section and the coast directly to the west and southwest. The "bois commun" is also produced on the islands of Re and Oleron.

The wines are distilled under three different auspices:

1. By the "bouilleur de cru," a vineyard owner, who distills his own pro-

duct and sells it to the manufacturer. He usually possesses one still; sometimes two.

2. The "proprietaire," who distills his own product and that of his neighbors, from whom he may buy the wine or for whom he may distill for remuneration in kind. The "proprietaire" may possess four to eight stills.

3. The "merchant," who owns many important distilleries wherein are reduced to brandy the wines from his own vineyards and purchased wines. When the wine is bought, the producer is paid in accordance with the degree of alcohol contained. The merchant may have sixteen, or even twenty, stills in each of his establishments, with a capacity for reducing 40,000 to 50,000 hectoliters (1,065,680 to 1,320,850 gallons) of wine during the season.

The methods of distillation vary greatly with the kind of wine, the district, and the person who has charge of the distillery. It may be said, as a rule, that all Cognac wines are distilled with the lees. The stills employed in the champagne district are usually simple pot stills, with or without "chauffe-vin." The simple still consists of the "chaudiere," or boiler; the "chapiteau," which connects the boiler with the third part, and the condenser, with its serpentine. The "chauffe-vin" is suppos-

ed to be an improvement on the simple still, by which several hours may be saved on each operation. It consists of a reservoir connected with the boiler, through which passes the pipe of the "chapiteau" containing the hot vapors of the wine, which warm the wine to a degree just under that necessary to produce vapors in sufficient quantity to be condensed; consequently when the boiler is emptied it can be refilled at once with wine at a temperature high enough to begin to give off vapors at once when over fire. The boiler is filled with wine by means of a pump, if the still has no "chauffe-vin," and from the "chauffe-vin" if having one. The boilers contain usually about 500 liters (132 gallons), and the liquid is evaporated by an even but mild heat, which is continued until the alcoholometer indicates that the distillate contains 0 alcohol. At this time it is found that from one-fourth to one-third of the quantity of wine has passed through the condenser, and that this distillate contains from 25 to 35 per cent. per volume of alcohol. It is called "brouillis."

In the small distilleries a still is filled three times before enough brouillis is obtained to commence its redistillation. In the larger distilleries the products from three stills are united in a single still, and another or second distillation commences, by which the brouillis is converted into brandy. This is called "la bonne chauffe." The "bonne chauffe"

KELLY, DOUGLASS & CO.

Wish to announce to our customers that they have just received a very large shipment of **5 Cent Gum Machines** from the Bode's Gum Co., which they are ready to deliver at once.

These Machines are small, handsome and profitable. They are only 13 inches high, 4 inches wide, and 3½ inches deep, and can be put up permanently either in or out of doors. They are all metal and fully guaranteed.

SEND YOUR ORDERS IN EARLY TO THE **Kelly, Douglass Co., VANCOUVER.**

For further particulars write us as we handle a full line of Bode's Brands of Gum.

is divided into three or four sections, as follows:

Five per cent. of liquor, which leaves the still possesses a highly disagreeable odor, due to excessive quantities of concentrated aldehydes and acetic ethers, of a color often greenish or whitish, called "la tete" or heading, which is received in a receptacle and kept apart from that which follows. The quantity may exceed 5 per cent., depending on the nature or quality of the wine. These headings are later mixed with another brouillis, or with what is called "seconds." This alcoholic heading, in condensing, has washed the interior of the serpentine and has removed certain oily matters which remained in the spiral from the preceding distillation. The part of the distillate which follows, known as the "coeur" or heart of the "bonne chauffe," is clear, and consists of from 80 to 85 per cent. of alcohol. The "coeur" continues to run into the same receptacle until the alcoholometer indicates that the liquor leaving the still contains 50 per cent. or perhaps 55 per cent. of alcohol, according to the wine. When properly carried on, this process lasts about eight hours, and the liquid contains from 66 to 70 per cent. of alcohol. This product is brandy. The distillation, however, is continued until again the alcoholometer registers 0 alcohol. The product of this third part of the distillation is called "queue" or tailing, and is generally added to the next lot of wine placed in the still. It contains from 20 to 24 per cent. of alcohol. Sometimes, however, when the wine is very rich in alcohol, a fourth is produced, which is known as "seconds," and consists of that part of the operation wherein the distillate reduces its strength from 60 to 20 degrees. These seconds are usually added to the next brouillis, while the remainder of the alcohol obtained—that is, from 20 degrees to 0, which in this case is the tailing—is mixed with the next batch of wine. The seconds require about four hours of distillation, which makes the entire process last about twelve hours. This length of time of course applies to the "bonne chauffe."

The quality of the brandy produced may depend very largely on the purity of the copper of which the boiler, "chapeau," and serpentine is composed, as it has often been remarked that the oily acids attack the metal and bring away in the distillate very perceptible quantities of copper compounds, which are disagreeable to the taste and are probably dangerous to health. Length of time taken may also mean much. Wine distilled too rapidly may force its fumes too quickly through the serpentine to be condensed, and consequently some of the elements most volatile may escape. Again the point where the heart is separated from the tailing during the "bonne chauffe" may influence the taste and quality of the distillate. Certain of the superior alcohols pass earlier in the evaporation and the others later.

There are also what may be described as compound stills. These were invent-

ed with the object of producing brandy direct from wine in one operation or distillation. The principle of all these stills is that of a "chauffe-vin" and boiler combined in such manner as to obtain the complete condensation of vapors which leave the boiler, thus producing a brouillis, which in its turn is redistilled. The condensation is generally effected by the "chauffe-vin," and the brouillis is collected in another or secondary boiler, in which is enclosed the larger one. The heat, which is furnished by the alcoholic vapors of the boiling wine, produces a distillation of the brouillis, the vapors of which in their turn are sent into the serpentine and condensed into brandy. There are very large numbers and varieties of these compound stills, which are used only in the country of the "bois," where wines contain very much less aroma and have a peculiar taste which is called "terroir" or soily. The brandies produced from the bois wines are usually mixed or blended with the highly aromatic brandy of the "champagne" or of the "borderies" districts. A volume could be written describing the various compound stills which, although unchanging in principle, become more and more complicated as distance increases from Cognac, the centre of the brandy business. The most complicated ones are used in the districts of "bois communs," and especially in the islands of Re and Oleron.

In one of the larger distilleries I visited the distillation was carried on as follows, the boilers being filled twice in twenty-four hours: (1) In the morning half of the sixteen stills were filled with wine and had produced by evening the impure alcohol known as the brouillis or "flegme;" (2) in the evening all the boilers were filled with wine, and the next morning they had produced the brouillis; (3) all of the brouillis collected the evening before and the morning following, from twenty-four different stills is divided up and placed in eight of the sixteen stills and is submitted to a redistillation or rectification called "doubling." The other sixteen stills are filled with wine, as on the morning of the day before, in order to combine the process regularly and without interruption in the same manner during the entire season.

By this system each man is charged in the morning with the filling of one boiler with brouillis and one with wine; in the evening, two boilers with wine. This idea is the direct result of the distillation of wine, i.e., one-third, so that three boilers must be filled with wine and distilled by each man in order to have sufficient brouillis to fill a single boiler and commence its rectification. Each time a still is filled and each time its product is obtained, whether brouillis or brandy, a declaration is made upon a register, which is kept continually at the disposition of the regie. Each barrel of wine, before it goes to the still, is numbered, and the still into which it goes must be known; its degree of alcohol is also inscribed in duplicate on

a register, one copy of which is placed in a box of which only the officials of the regie have the key; the other copy remains as a stub in the register. The amount of brandy produced from that particular barrel of wine must be in proportion to its alcoholic strength, and a register of the quantity obtained in brouillis is kept in the same manner as for the wine. When the brouillis in its turn is distilled, a corresponding record is kept of it and of the brandy which it produces. The products are placed in casks, each of which is numbered, and the quantity and strength of alcohol therein is also indicated on the barrel. This alcohol cannot be removed from the premises, neither can any alcohol be brought to the premises or carried from one portion of a town or city to another without a permit from the regie, of which permits careful records are kept. The permits indicate by their color, white or pink, whether the alcohol represented by them is of wine or some other source than wine. It can be readily understood that this system renders the manipulation of alcohol exceedingly difficult to persons who desire to use it and conceal the fact, nevertheless I am ready to believe that permits are accorded to certain Cognac houses under which they receive other alcohol than that of wine. But this is a fact of which the Government officials always must have cognizance. It must also be remembered that it is not forbidden to redistill industrial alcohol with wine or lees of wine. But the record of such distillation must be kept, and is known to the Government officials.

The residues of the wine which is left in the still after the brouillis has been produced may be used for the manufacture of fraudulent liquors; but happily at Cognac it has been found recently that it is much more profitable to denaturate these residues with lime in order to produce tartar salts, which contain from 48 to 52 per cent. of pure tartaric acid. From recent unexpected visits to many distilleries, I believe that I am in a position to declare that several of the most important Cognac houses can not redistill the lees of wine, as I have seen them being mixed in the vats with lime and have knowledge of existing contracts with various houses to dispose of all these lees, which must be denaturated at the distillery for the manufacture of tartaric acid. Formerly, when the vintages were very small, owing to the ravages of the phylloxera, many irresponsible people added to the wine they distilled, rectified spirit produced from beets. The large quantities of wine produced in the last four years make this proceeding practically useless from a financial point of view. It is further rendered exceedingly difficult by the new regulations of the French Government represented by the regie. It must be remembered, however, that the regie does not exist for the purpose of assuring the French Government and the public at large that a certain distillation is carried on in such a manner as to produce the best brandy, but to assure them that

the alcohol contained in the brandy is pure grape alcohol. To this end the wine is followed by the control and is under the surveillance of these officers from the time it is put in barrels, during transport to the distillery, while being distilled, when it leaves the distillery as brandy, and until it reaches the consumer or until it leaves the country. The functions of the regie and the operations under their direct surveillance are: (1) Stamp-

ing or branding the boilers of the still and measuring them to know exactly their capacity; (2) each year before distillation begins, a declaration must be made covering the number, kind, and capacity of the various apparatus to be used. The machinery named is allowed to be put in service only under the surveillance of the regie, who have the right to exact information regarding it each time it is considered necessary.

DRIED FRUIT DEPARTMENT.

RETAIL grocers might make much more of their dried fruit department than they do. At present prices, particularly, there is good money to be made from exploiting dried fruits, particularly the more popular varieties. Prunes are nearly always good sale, and peaches and apricots are frequently sold in large lots. Raisins, grocers always have a demand for, and there are increasing calls for currants. With these different varieties, all more popular than ever before, excellent opportunity is offered to greatly strengthen the department a grocer may now have, or to create an entirely new one—profitable and active.

The first thing to be considered in establishing a dried fruit department is to consider what varieties will be most acceptable in your particular locality. For instance, it would be unwise to make much business in dried apples in a region where there are plenty of fresh apples always obtainable. Dried fruit is a substitute for fresh and should always be treated so. If fresh fruit is plentiful at low prices it isn't likely that dried stock will sell so rapidly. If the supply of fresh fruit declines, or if anything occurs to make it short, it will be wise to offer dried fruits as substitutes.

Prunes.

No dried fruit is better for the retailer to handle than prunes. Not only are prunes good for sellers to handle, but they are good to eat. Their flavor is good and they are healthful. It would be much better for many thousands of people, particularly those who follow a sedentary life, to eat prunes at least once a day, preferably in the morning, but if they eat them morning and night the benefits derived would be that much larger. In the cities this is better understood than it is in the country, and more prunes are offered. Naturally the comparative scarcity of fresh fruits at certain seasons of the year and the always high prices of good fresh fruits make a desirable substitute far more popular than it would be under other conditions.

At present prunes can be bought for very low figures, and it would be well for retailers to obtain from their jobbers such quantities as they think they can handle as an experiment and offer them as low as they can. The prune trade has been killed during the past few years by too high prices—prices which have no warrant because wholesale prices have generally been low, and are low yet. Retailers are entitled to a legitimate profit, but when they refuse to handle anything unless it pays an exorbitant percentage they not only reduce

their own trade, but they spoil business in other departments as well.

Get a quantity of prunes that you can offer at a small sum for three or five pounds. Get your customers to buy enough to really test them and ask them to tell you how they like them. It is good business to encourage purchases of a commodity in this way, and if you can at the same time you sell them tell them how to cook the fruit so it will be satisfactory you will strengthen your position and cause customers to come back again for more. Frequently a customer is lost because the fruit is not cooked properly, but only those unacquainted with it would be likely to be bothered in that way, and a hint or two with the bundle would result in much good to your trade later.

Peaches and Apricots.

Much the same observations can be applied to peaches and apricots. Dried yellow peaches, when properly cooked, are almost as fresh as when newly picked from the tree. They are frequently much better than the fresh fruit that comes a long way on the cars. But as is the case with prunes, a word or two of instruction regarding the proper means of cooking will go a long way toward making and keeping a desirable customer.

Apricots are not so great favorites in the east because of their extreme acidity, yet at some seasons of the year, notably Spring, this acidity is a desirable feature. Nearly everyone craves something acid and these dried fruits are good food products to supply it. Apricots usually cost more than the others, but after all the expense is slight, provided the retailer has purchased judiciously and has offered special sales to induce purchases from him.

Raisins.

Raisins are everywhere. It doesn't seem necessary to say much about them, yet it is no doubt true that their sale might be largely increased without much increase in expense. There are many varieties and many grades, but unquestionably the most popular is the seeded put up in convenient cartons. Housewives who formerly had to seed their raisins with a knife, as everyone did ten years ago, fully appreciate the advantages of buying them all seeded in handsome cartons. They are seeded much better than could ever be done by hand. The raisin is not injured so badly and the general shape is maintained.

Retailers do not sell as many as they might. They scarcely ever make any special announcement regarding raisins. Yet if they would it is probably true that important additions might be made to the business which is now done. A

special advertisement could be published, making an offer on raisins for a certain day. This would bring in new customers as well as old. When you do that you should have a display of as many varieties of raisins as you can get together. You would probably have a large number many of your customers never saw. It might mean a large increase in business from customers who have been buying raisins of you for years. Not many people outside the business know how many varieties of raisins there are, and a display of as many as you can conveniently secure would be interesting and instructive.

Currants.

The question of currants is also interesting in this connection. Cleaned currants are sent out in cartons, the same as seeded raisins are, and they can be used in the household cookery almost as freely. For instance, scarcely any fruit can equal them in mince pies, and they are also used in all varieties of fruit cakes, imparting a rich, peculiar flavor that is their own and which cannot be obtained from any other fruit.

The cost of all these fruits is small. They need not frighten the most economical buyer, and they will add much to the cuisine of any family which uses them freely. Where there are children, prunes, apricots, peaches, raisins and similar fruits are important additions to the family bill of fare. Very many persons like to eat these dried fruits out of hand. Peaches can be eaten that way with much satisfaction, and frequently the larger sized prunes are eaten in the same manner, while the bunch and cluster raisins are especially adapted for that manner of consumption. For light lunches, either for home or when there is some afternoon gathering, bunch or cluster raisins are an important addition to the bill of fare.

Figs and Dates.

Dates, an increasingly popular fruit, have not been mentioned. They are not so popular as raisins because they are more apt to be sticky and disagreeable to handle, but date forks have been provided now and it is possible to partake of them without touching them with the hands. They are of delightful flavor and are a nutritious, healthful diet. Long and exhaustive labor can be performed upon a diet of dates and bread, and they are healthful in other ways.

Figs are frequently purchased by retail grocers, but they might build up a better business in them. Some of the larger sizes are especially desirable for table use, and often will be served as a course in a dinner. They are nutritious, healthful and comparatively inexpensive.

The retailers who undertake increasing their sales of dried fruits will find that their entire business will increase proportionately.—New England Grocer.

CHANGED PROPRIETORS.

W. J. Brougham, of Medicine Hat, has purchased the fruit, confectionery and grocery business which has been so successfully conducted for the past seven years on the corner of Montreal and Railway streets by Chas. H. Evans. Mr. Brougham has had some experience in the business and as Mr. Evans will be with him until the first of the month he will be in a position to handle the trade in a manner which should hold all old customers and doubtless attract many new ones.

Canned chicken (Man. Can. Co.) per doz.	3 25
turkey	3 25
" 2's	2 75
" 1's	1 55
Roast beef (Man. Can. Co.), 2's, per doz.	2 65
(Clark's), 1's, per doz.	1 50
" 2's	2 65
Potted meats, 1's, per doz.	0 55
Veal loaf (Libbey's), 1 lb., per doz.	1 25
" 1 lb.	1 25
" 1 lb.	2 59
" 1 lb.	1 85
" 1 lb.	3 05
Lunch tongue (Clark's) 1's,	2 90
(Aylmer), 1's,	2 90
Sliced smoked beef (Libbey's), 1-lb. tins, per doz.	1 80
" 1-lb. tins,	3 10
" 1-lb. glass,	3 35
" 1-lb. glass,	1 45
" 1-lb. glass,	2 50
" 1-lb. glass,	3 05
" 1-lb. glass,	3 25
Sliced bacon,	3 10
" 1-lb. tins,	3 10
" 2-lb.	1 50
Corned beef (Clark's), 1-lb. tins, per doz.	2 65
" 2-lb.	16 00
Lobsters (new), 1-lb. flats, per 8-doz. case	10 25
" 1-lb. flats, per 4-doz. case	14 50
" 1-l. tall.	14 50

Lime Juice—Previous prices still rule. We quote:

"Montserrat," pints, per doz.	4 00	4 25
quarts,	6 80	7 00
Local brands, pints,	1 60	2 50
quarts,	3 00	4 50
bulk, per imp. gal.	0 65	

Salad Dressing—Still in brisk hot demand at following unchanged prices:

Durkee's, per 2-doz. case.	7 00
Royal small, per doz.	2 85
large	4 75
Vinegar (C. & B.), bottles, pints, per doz.	1 20
quarts,	2 10

Sauces—Prices continue as quoted last week:

Worcestershire, Lea & Perrins' 1/2 pints, per doz.	\$3 65
pints,	6 00
White's 1/2 pints	0 90
Paterson's 1/2 pints	0 90
pints	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Macaroni and Vermicelli—As noted last week these goods are now selling in ten lb. boxes at 6c. per lb. The French in 1 lb. packets is quoted at 8 1-4c., a slight reduction.

Spices—There are no new features in the local spice market. Previous prices still rule. We quote:

Ground Spices—

Pepper, black, in 10 lb boxes, per lb.	0 18
white, " 5	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 18
Cassia, " " "	0 15
Allspice, " " "	0 12 1/2
Ginger, in 10 lb.	0 10
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 18
White	0 25
Cinnamon (ordinary), per lb.	0 16 1/2
(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 8 1/2
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Interest still centres in the tapioca market. The market is firming upward and advances are general. There is still a wide range of prices, but the general tendency is towards higher prices on account of the short crop. We quote:

Rangoon rice, per lb.	0 03 1/2	0 03 1/2
Patna	0 04 1/2	0 04 1/2
Tapioca, per cwt.	4 00	4 35
Sago, per lb.	0 03 1/2	0 03 1/2

Pot and Pearl Barley—Prices continue as previous quotations. We quote:

Pot barley, per sack.	2 20
Pearl barley, per half sack (49 lbs.)	1 65
sack.	3 30

Syrups and Molasses—There are no

changes to record. The demand continues normal. We quote:

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 00	2 10
5-lb. tins, per 1	2 40	2 50
" 10-lb. tins, per 1	2 25	2 25
" 20-lb. tins, per 1	2 15	2 25
" barrel, per lb.	0 03 1/2	0 03 1/2
" Sugar syrup, per lb.	0 03 1/2	0 03 1/2
"Kairomel" syrup, 2-lb. tins, per 2 doz. case.	2 20	2 20
" 5-lb. " "	2 65	2 65
" 10-lb. " "	2 40	2 40
" 20-lb. " "	2 45	2 45
Barbadoes molasses in 1/2-bbls, per lb.	0 04	0 04
New Orleans molasses in 1/2-bbls, per lb.	0 02 1/2	0 02 1/2
" in barrels.	0 02 1/2	0 02 1/2
Porto Rico molasses in 1/2-bbls, per bbl.	0 04 1/2	0 04 1/2
Blackstrap, in bbls., per gal.	0 31	0 31
" 5 gal. bsts., each.	0 33	0 33
" 25	2 25	2 25

Coffee—There are no new features in the coffee market, and prices are still quoted, as follows:

Whole green Rio, per lb.	10 1/2
roasted, per lb.	0 13
Standard Java in 25-lb. tins, per lb.	0 15
Old Government Java in 25 lb. tins, per lb.	0 33
Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
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

Cocoa—There is a normal demand for cocoa. There are no new features in the market. We quote:

Epps' 1/2 lb. package, per lb.	0 33
Fry's 1/2 lb. Homoeopathic, per lb.	0 30
" 1/2 lb. tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12 1/2 lb. tins, per lb.	0 19
Cowan's, in 10-lb. tins, per lb.	0 15
Mott's Homoeopathic, 1/2's	0 25
Van Houten's, 1/2's, per doz.	2 75
Bakers, in 1/2-lb. tins, 1-lb. tins, per lb.	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, 1/2's, per lb.	0 35
Mott's Diamond, 1/2 and 1/4, per lb.	0 34
Fry's	0 22 1/2

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" 1-lb. glass,	1 50
" 7-lb. tins, per lb.	0 09
" 4-lb. tins,	0 10 1/2
" (Upton's), 7-lb. pails, per pail	0 50
" 1-lb. glass,	1 20

Jam—Previous prices maintain. We quote:

C. & B. jams in 1-lb. tins, assorted, per doz.	1 65
" strawberry,	1 85
" raspberry,	2 00
" glass, assorted,	2 05
" raspberry,	2 40
" strawberry,	2 20
" 7-lb. tins, assorted, per lb.	0 12
" raspberry,	0 13 1/2
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon),	0 52
" (in Calgary),	0 57
" (in Lethbridge),	0 57
" (in Edmonton),	0 60

Nuts—We quote:

Almonds, per lb.	0 12 1/2
(shelled), per lb.	0 28
Filberts	0 11
Peanuts	0 11 1/2
Jumbos	0 14
Walnut, per lb.	0 12
(shelled)	0 25
Pecans, per lb.	0 15
Brazils, per lb.	0 16

Foreign Dried Fruits—There is nothing new in the situation; all items in this list are firmly held and for reasons explained before in these columns, are likely to be further advanced before very long. We quote:

California raisins, muscatels, 3 crown, per lb.	0 06 1/2
" (shelled), per lb.	0 07 1/2
" choice seeded in 1-lb. packages	0 06 1/2
" per package	0 08 1/2
" choice seeded in 1-lb. packages	0 08 1/2
" per package	0 08 1/2
" fancy seeded, 1-lb. packages,	0 09 1/2
" per package	0 09 1/2
Prunes, 90-100 per lb.	0 04 1/2
" 80-90	0 05
" 70-80	0 05 1/2
" 60-70	0 06 1/2
" 50-60	0 06 1/2
" 40-50	0 07 1/2
" silver	0 08 1/2

Currants, uncleaned, loose pack, per lb.	0 05 1/2
" dry cleaned, Filiatras, per lb.	0 05 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 05 1/2
Hallowee dates, new per lb.	0 05 1/2
Figs, cooking in bags, per lb.	0 03 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 11 1/2
Apricots, standard in 25-lb. boxes, per lb.	0 10 1/2
Peaches, choice,	0 12 1/2
" standard	0 12
Pears, (choice halves)	0 12 1/2
Plums, choice (dark pitted) per lb.	0 10
Candied Peel—Lemon peel, per lb.	0 09
" Orange	0 09 1/2
" Citron	0 14

Teas—There are no changes to note. We quote:

Congous, M. 12, half chests, per lb.	0 12
" cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" cads, per lb.	0 16
" A.A.N., in cads, per lb.	0 19
" J.A.P., No. 1	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P.H.T., in 1/2 chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" No. 414 and 418,	0 20
" No. 412, in chests,	0 22
" No. 57,	0 25
Gunpowder, in quarter chests, per lb.	0 26
Young Hyson, in 1/2 chests, per lb.	0 26
Scented Orange Pekoe, in cads, per lb.	0 26

Fish—We quote:

Lake Superior trout	0 10
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 13
Halibut	0 11
White fish (L. Winnipeg), per lb.	0 06
Pickrel	0 15
Jackfish	0 04
Finnan Haddie	0 09
" Halifax" brand salt cod, fish cakes 24-1's	0 11
" Acadia " " " 20-1's	0 09
" Bluenose " " " 20-1's	0 07
" Acadia " " 2-lb. boxes	0 09
" " " 4-lb.	0 09
" " shredded, 24 cartons, per bx.	2 00
" bulk, in 15-lb. boxes.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12 1/2
Finnan Haddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kipperd gold eyes, per doz.	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Carrots, extra, small jars, per jar.	0 40
Frog legs, 6 doz. in box, per doz.	0 40

Evaporated Apples—Prices are still very firm. We quote:

Evaporated apples 50-lb. case	0 08
(fancy).	0 08 1/2

Beans—Hand-picked beans are still quoted at \$2.10 to \$2.15 per bushel, and the ordinary grade at \$2.

Woodenware—Prices are unchanged. We quote:

Butter tubs, wooden hoops, 2 in nest, per nest.	0 42	0 45
" 3 " " "	0 70	0 73
" wire hoops, 2 " " "	1 00	1 05
" 3 " " "	1 00	1 05
Pails, 2 hoops, per doz.	1 95	
" fibre	3 25	
Wash tubs, common and wire hoop, per nest of 3	2 00	
" No. 6, per do.	11 85	
" " " No. 1,	9 50	
" " " No. 2,	8 40	
" fibre, per nest of 3	2 90	
Butter boxes, per nest of 3, to hold 14, 23 and 56 lbs.	0 56	
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	0 29	
Butter tubs, fibre and cover, per doz.	4 00	
Butter moulds, for 1-lb. bricks, per doz.	1 85	

Buckwheat Flour—Quoted at \$1.70 per half sack.

Breakfast Cereals—Remain unchanged.


Rolled Oats, 80-lb. sacks, per cwt.	2 40
" 40-lb. " "	2 45
" 20-lb. " "	2 50
" 8-lb. " "	2 80
Corrmeal, in sacks, per cwt.	1 85
" in 1/2 sacks,	1 90

Maple Products—New maple syrup from the Eastern Townships in Quebec Province is selling at \$5 per 5-gallon tin. Sugar in quarter and half-pound cakes, is selling at \$3 per 25-lb. box.

Honey—Prices are as follows:

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, 1 doz. in case, per tin.	1 00
" 60-lb. tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" per case,	4 75

Eggs—Produce houses are paying 17c. to 18c. per doz. for eggs delivered in Winnipeg.



Sixty Years of Popularity

COX'S GELATINE may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents: **J. & G. COX, Ltd.**
 C. E. Colson & Son, Montreal
 D. Masson & Co., " **Gorgie Mills,**
 A. P. Tippet & Co., " **EDINBURGH**

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

'WELLINGTON' KNIFE POLISH

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

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street MONTREAL.

EAGLE BAKING POWDER

is a winner every time. It wins friends wherever introduced. Try a sample order. We guarantee satisfaction with every package. Ask your jobber for prices.

AGENTS WANTED EVERYWHERE

J. H. MAIDEN, Agent MONTREAL

POULTRY, FISH



WINNIPEG FISH CO.
 PHONE 1480.

GAME AND OYSTERS.

259 PORTAGE AVE.

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

PERSONAL THANKS.

The following, addressed to Col. Maclean, president of the MacLean Publishing Co., is from Mr. E. K. Spinney, Yarmouth, N.S., past president of the Maritime Board of Trade:

"I cannot refrain from again expressing my personal thanks for your generosity in the liberal manner in which you reported the proceedings of the annual meeting of the Maritime Board of Trade at Yarmouth.

"You have also received the official gratitude of the delegates to this meeting by their vote of thanks unanimously passed by them at the close of the session. Your representatives were all men of unquestioned high standing in their profession which is an extraordinary compliment.

"I sincerely regret the absence of your esteemed self as I feel certain you would have enjoyed some features of the programme."

CATALOGUES, BOOKLETS, ETC.

The annual report of the Cape Town Chamber of Commerce to hand contains much information which ought to be invaluable to all interested in foreign trade. In addition to a resume of the deliberations of the Cape Town Chamber of Commerce, the report includes complete statistics of the trade of Cape Colony for the year ended Dec. 31, 1904.

BRANCHING OUT.

The Canada Business College, of Chatham, Ont. (Mr. McLaughlin, principal), will shortly begin the erection of a handsome building in the residential district of Chatham where they will be able to accommodate twice their present number of students. The new institution (which, it is claimed, will be the only one of its kind in Canada) will be situated in the midst of attractive and extensive grounds, which will afford recreation and variety of sport for the pupils. The new building is expected to be completed by next Summer.

FRUIT TREES IN WINNIPEG.

A Winnipeg resident has been experimenting with a degree of success in growing a number of crabapple trees in a plot of ground adjoining her residence. Upwards of twenty trees are to be seen there, well laden with fruit. Mrs. Bond—the resident referred to—is to be congratulated upon her success, the early and late frosts, so disastrous to fruit growing, are well known in Winnipeg, and it speaks well for the care and perseverance which must have been expended.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited TORONTO, ONT.

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

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

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

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

YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " " 1 year.....	10 00

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. [25tf]

FOR SALE.

ONE of the best country store businesses in Ontario county; close to C.P.P. and G.T.R. stations; biggest live stock shipping point between Toronto and Peterborough; good farming community; stock about \$4,000; owner has opportunity in larger sphere; don't apply unless prepared to do something better than invoice price; I'm not giving this business away or offering a dead horse at 60c. on the dollar; it's a live, growing, "cash" business, seldom found in the country; stands alone and is worth paying for; will bear investigation; telephone and postoffice more than pay rent; C.P.R. hands and dining cars take all my produce, which is quite a business in itself. W. L. Martin, Myrtle Station, Ont. [36]

SITUATION WANTED.

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [38]

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers See that you get them.

INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

Independent
Packers

Frankford
Ont.

A. H. ALLEN, Manager

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

THE cheese market remains very steady in spite of the comparatively high prices ruling, but buyers are acting very cautiously and taking only what they are obliged to take. Late country markets showed a great irregularity, some being forced up unreasonably and others remaining nearly at the level of the selling basis.

When prices reach a point where there is hardly any chance for speculation, operators naturally become more or less timid and cautious and this is the present condition; we have nearly three months more of our production to dispose of, and no matter how sound the situation may be in point of supply and demand, the "hand-to-mouth trade" is a slow one and it is, after all, the speculation that advances or lowers the values of our products.

The situation on cheese is sound enough not to encourage any "short selling," and the prices are too high to speculate on a further material advance. The best that can be done now is to supply the natural demand and take care of the goods that cannot be sold promptly for the coming season of non-production. But holding cheese is expensive; it costs money for storage, insurance, shrinkage in weight, interest, etc., and all these charges count up very quickly, so that there should be a fair prospect of higher prices in the future to make the holding of cheese profitable.

It is true that our stocks of cheese in Canada are unusually small for this time of the year, and although the stocks in Great Britain have recently increased somewhat, they are not by any means excessive. This makes the situation statistically sound, but our prices are so high that there is no incentive for speculators to put away goods for a further advance, always considering the cost of carrying goods for any length of time.

The best to be expected from now on is a steady and gradually rising market. The make is falling off and the natural demand in the United Kingdom will probably absorb all the goods we can produce; but we cannot possibly look for large profits after this.

Butter is also high, but the market here is ruled more by the supplies of other countries on the British markets and for a while at least it seems that butter may become dearer before the demand will be cut off. Relatively butter is cheaper now than cheese, but it is not as easy to store butter as cheese, as it loses flavor of freshness quicker and gets into second-class sooner on this account; further, the Australian butter will rule the British butter markets during the Winter months, and it would not seem good policy to store any butter here.

As pointed out before in these articles,

the consumption of cheese in the United Kingdom decreases when the consumption of butter falls off. When the retailer has to sell it at more than one shilling per pound, the British consumer will take margarine for butter in enough cases to check any extraordinary advance in prices of butter; and as far as cheese is concerned, there are always supplies of cheap meats to be considered, if Australian mutton, American bacon, etc. offer any inducement of economy, especially during the Winter months when it is necessary to have fires in the humblest of homes, the demand for cheese as an article of food falls off.

LONDON, ENG., LETTER.

(By Our Own Correspondent.)

REFERRING to your Montreal bulletin in the issue of August 3, from Montreal, in regard to the butter position over here, inquiry on the spot goes to show that the statements made in that report are fully endorsed by buyers on this side in every respect. At the then high prices no one here would attempt to follow your market by purchasing, and consequently some shippers on your side have reduced their prices very materially from the higher point. Their cables to-day (Aug. 17) from Montreal quote 106s. for choice Eastern Townships, whereas on Aug. 3 they offered from 112s. to 114s. There are some heavy shipments to arrive soon, and at this lower price sellers on this side will be content with a small profit. Dairy butter is quoted at 96s. c.i.f., and that price will certainly have the effect of keeping it out of the market here. The demand for butter, as usual in the middle of August, has not been so keen, but in September we look for more steadfast trade. As the Argentine season is over, there is practically no stock of Argentine butter on hand. Siberian supplies will become lighter from this out, and present prices rule for these from 96s. to 104s. The New Zealand markets are very excited, but it looks as if liberal supplies will come from that quarter. The same may also be said of Victoria, New South Wales and Queensland. New Zealand factories are asking 104s. 6d. to 106s., and even 107s. c.i.f. London, but buyers here will act with the greatest caution, so this may be a year more for consignments than for direct c.i.f. business. The demand for Danish is only fair, high prices naturally restricting business.

Another little hint about packing. New Zealand butter in a great many cases comes across in cases paraffined in-

side, and it has been suggested that Canadians would do well to copy the idea. It has the effect of keeping the butter in better condition and it arrives on this side in a finer state of preservation.

Although, as stated above, a few Canadian butter shippers have decided to meet the requirements of this market in the matter of price, it still remains to be seen whether the more reasonable quotations of the past week are to become general. The flow of milk seems to have been somewhat smaller than usual in Canada, but this has affected the output of cheese rather than of butter, and in view of this fact Canadians must be holding back considerable quantities of butter in the hope of realizing big prices. The success of this speculation depends altogether upon the quantity of supplies to this market from other sources. Up to the present, there has been a decided shortage of butter, and it was hoped that Canadians would come forward to supply the deficiency. They did, but their prices were impossible. Up to the present buyers have struggled along without having been actually forced to accept prices asked. Now, it is hoped, relief is in sight, for good supplies will arrive from Australia and New Zealand in time to supply the increased September demand. Canadians will watch the prices of these new arrivals with interest. They will probably be high, but not prohibitive. As to European supplies for the British market, the position is causing some anxiety. The unsettled state of affairs in Russia prevents any really reliable information from being received from that quarter, and this increases the speculative tendency a little. However, the Siberian season is drawing to a close and in any case, supplies from that country would be small at this time of year. As to Danish butter, it is the opinion of some that Denmark will, from now onward, furnish smaller supplies to this market, on account of the calls made upon her output by German demands. When it is remembered that Germany is enjoying a period of industrial prosperity, and that the scale of wages is growing higher and the people beginning to live less economically, there is no reason to doubt that the demand for butter, which has been steadily increasing, will continue. Even a German, under the circumstances, would prefer butter to margarine at his meals.

D. Hopper and wife, Cookstown, have just returned from a three weeks' pleasure trip to Montreal and eastern points.

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO.
TORONTO

LIMITED

TELEPHONE M 3960

SHORT ROLLS

New, Mild, Sweet, Sugar-cured, Boneless, either Smoked or in Pickle, the very nicest and cheapest line on the market.

Hogs are undoubtedly scarce and high in price. Order now, before the prices advance.

F. W. FEARMAN CO.,
HAMILTON

LIMITED

The ONLY yeast



that will please your customers is the famous

Royal Yeast

Sold by every Wholesale Grocer in Canada.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

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

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO :

Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited

EXPORTERS and WHOLESALE DEALERS

73-75-77 Colborne Street

Toronto.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—Trade has been distinctly good in provisions since our last issue. Smoked breakfast bacon has still further stiffened the lower range of price advancing 1c. Small hams have also firmed to 15c. Heavy mess pork has advanced from \$17.50 to \$18.00. There has been a perceptible advance in arrivals of hogs, and the former high prices are gradually weakening to a more even basis. Sales this week have been affected at \$9.50 for good class hogs. We quote this week:

Long clear bacon, per lb.	\$0 11½
Smoked breakfast bacon, per lb.	0 14½ 0 15
Roll bacon, per lb.	0 11½ 0 12
Small hams, per lb.	0 15
Medium hams, per lb.	0 14½
Large hams, per lb.	0 13½
Shoulder hams, per lb.	0 10½ 0 11
Backs, per lb.	0 15 0 16
Heavy mess pork, per bbl.	18 00
Short cut, per bbl.	21 50 22 00
Shoulder mess pork, per bbl.	14 50 15 00
Lard, tierces, per lb.	0 10 0 10½
" tubs	0 10½ 0 10½
" pails	0 10½ 0 10½
" compounds, per lb.	0 07½ 0 07½
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	8 50 8 75
" front quarters	5 00 5 50
" choice carcasses	6 00 7 00
" common	5 00 6 00
Mutton	0 08
Spring lamb	0 10 0 11
Veal	0 07 0 09½
Hogs, street lots	9 50

Butter—The market is still showing a great lack of life, arrivals are slow to come in, whilst the demand is a steadily increasing one. There is practically no export trade, the American market being on a lower basis, buyers for export are now turning attention to that market, with the result that this market is seemingly closed for the present. We quote:

Creamery prints	Per lb.
" solids, fresh	0 23
Dairy prints	0 19 0 20
" in tubs	0 17 0 18½

Cheese — The market for cheese, which practically relies upon its export for life, is, at the present moment with out energy. Moderate supplies have been arriving with still further hardening of prices. The general opinion is that no bulk trade will mature until prices are on what would be considered a more rational basis. A prominent holder on this market for export has recently offered a large parcel of several thousand by cable, at a margin below market values, but no business has transpired.

Cheese, large	Per lb.
" twins	0 11½
	0 12

Cheese Board Report.

(For week ending August 29.)

Board.	Boxes.	Price.
Campbellford	1,160	0 11½
Stirling	385	0 11 7-16
Brockville	4,724*	0 11½
Belleville	3,515	0 11½ 0 11 9-16
Cowansville	907	0 11 5-16 0 11½
St. Hyacinthe, Que.	806	0 11½
Vankleek Hill	1,312*	0 11 7-16 0 11½
Alexandria	1,073	0 11½
Cornwall	1,334	0 11 11-16
London	1,090	0 11 5-16 0 11½
Ottawa	2,119*	0 11½ 0 11½
Iroquois	1,148	0 11½
Kemptville	1,130*	0 11½
Perth	2,000*	0 11½
Winchester	75*	0 11½
Lindsay	1,700	0 11 7-16
Utica	6,103	0 11½ 0 11½

*White and colored.

MONTREAL.

Provisions—The provision market is in good condition and somewhat active. A steady demand prevails generally. Live hogs are a little easier at 7 1-4 to 7 1-2c.; dressed hogs are finding a strong market at 10c. Good business is done in hams, which are firm at quotations.

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

Butchers, Merchants and Hide

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

TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

<p>Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.</p> <p>JOHN LETHEM & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.</p> <p>JAMES MARSHALL, ABERDEEN, SCOTLAND. Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.</p> <p>This space \$15 per year.</p>	<p>DAVID SCOTT & CO., Est. 1873. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.</p> <p>GRIFFIN & CULVERWELL, Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US. 139 REDCLIFFE ST., BRISTOL, ENG.</p> <p>This space \$15 per year.</p> <p>Telegraphic Address: "Fondants, London." A. E. SOWERBUTTS & CO. PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield</p>	<p>GEORGE LITTLE LIMITED Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.</p> <p>E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.</p> <p>ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acrition, Liverpool." Code, A. B. C., th Ed.</p> <p>HAMBURG. Kaiser Wilhelmstrasse 74-78. Neubeck & Schipmanns, Commission Agents and Merchants.</p>	<p>HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.</p> <p>GEO. R. NEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - ENGLAND European representatives and distributors, Earl Fruit Co., California, U.S.A. SPECIALTIES, FRESH, DRIED AND CANNED FRUITS T.A.. Emulate. Codes, A. B. C. and Lieber's.</p> <p>THOS. BOYD & CO., 23 KING ST., - LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCTS. Highest references. Wide connections. A. B. C. 4th and 5th ed. Western Union and Lieber's Codes. T. A. "Boyd."</p>
<p>WHITELEY, NUIR & CO., 15 Victoria St., Liverpool, England We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER. We sell cost, freight and insurance. Western Union Code. LONDON, LIVERPOOL, GLASGOW.</p> <p>Salter & Stokes, 19-20 King St. W. Smithfield, London, Eng. 226-7 Central Market, E.C., IMPORTERS OF CANADIAN CHEESE, BUTTER, EGGS AND POULTRY. Reference, London City and Midland Bank, West Smithfield We buy outright.</p>			

BUTTER

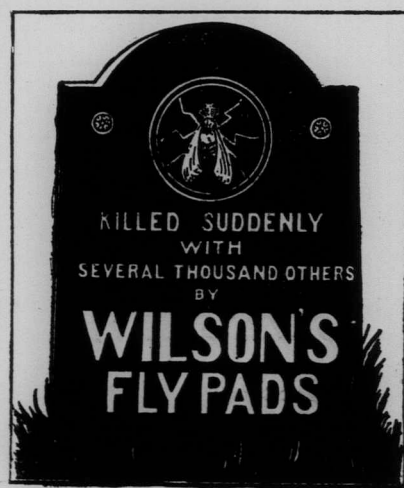
When you have one or 100 tubs
write us for price

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
— WE ARE —
BUYERS and SELLERS

Correspondence solicited from **ONTARIO,
MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.



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

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW

WALTER WOODS & CO
Hamilton and Winnipeg

Lard in tierces has gone up 1-2c. owing to an improvement in demand. Higher figures expected.

Hogs are not as scarce as a few weeks previous but still not very plentiful owing to much exportation being done at present. Other lines are much the same

Lard, pure tierces	0 10 1/2
" " 5-lb. tubs	0 10 1/4
" " 20-lb. pails, wood (10 1/2)	2 10
" " cases, 10-lb. tins, 60 lbs. incase	0 10 1/4
" " 5-lb. "	0 10 1/4
" " 3-lb. "	0 11
Lard, Boar's Head brand, tierces, per lb.	0 06 1/2
" " 1/2-tierces, per lb.	0 07 1/2
" " 60-lb. fancy tubs.	0 07 1/2
Cases, 20 3-lb. tins, per lb.	0 07 1/2
" " 12 5-lb. tins "	0 07 1/2
" " 6 10-lb. tins "	0 07 1/2
20-lb. wood pails, each	1 47 1/2
20-lb. tin pails, each	1 37 1/2
Wood net, tin gross weight—	
Canadian short cut mess pork	\$19 00 \$20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 14
Hams	0 12 0 14 1/2
Extra plate beef, per bbl.	11 50 12 00

Cheese—The cheese market is steady, but inactive owing to a small demand. Prices, however, are firm with holders and no signs of very near drop. Dealers agree that last week's rise was premature, and are figuring on a reaction for September, when cheese of higher quality will arrive. Quebec is quoted 11 3-8c. to 11 1-2c.; Townships, 11 5-8c. to 11 3-4c. and Ontarios, 11 3-4c. to 11 7-8c. Exports from Montreal are large and above those of last year for corresponding period.

Butter—There is almost an absence of any demand for butter and notwithstanding this fact prices remain firm. Arrivals at the beginning of this week were small, but it is thought they will exceed those of last week. Many dealers prophecy a near decline, but others seem confident this firmness will be maintained for a while.

Finest creamery	0 22 1/2	0 22 1/2
Fine	0 22	0 22 1/2
Medium	0 21 1/2	0 21 1/2
Fresh dairy tubs	0 17	0 18 1/2

Eggs—Eggs are higher and market shows much strength. This is due to a larger demand and dealers say that sales are made freely at those high figures, and that stocks move quickly although receipts show an increase over those of the previous week. Straight gathered are selling at 17 1-2c. to 18c., while selects bring 23c.

ST. JOHN.

Provisions—In barrel pork the stock is very small. Fair enquiry is reported with prices advancing. Beef firm to hardening. Pure lard is scarce and held at full figures. Refined still quoted on low basis. Hams continue firm.

In fresh meat, beef moves slowly with domestic quoted at low figures. Retail prices are at extreme figures. Lamb is still firm with American buyers picking up large consignments. Veal and mutton is reported light sales. Little pork yet seen, quite full prices rule.

Mess pork, per bbl.	\$18 50	\$19 00
Clear pork	18 00	20 00
Plate beef	14 00	15 00
Domestic beef, per lb.	0 05	0 06
Western beef	0 08	0 08 1/2
Mutton	0 05	0 06
Veal	0 07	0 08
Lamb,	0 08	0 09
Pork	0 07	0 08
Hams	0 14	0 15
Rolls	0 11	0 11 1/2
Lard, pure, tubs	0 11	0 12
" " pails	0 11	0 12

Refined lard, tubs	0 08 1/2	0 08 1/2
" " pails	0 08 1/2	0 09

Butter—Best quality is hard to get and prices are rather higher. The outlook is a very firm one.

Creamery butter	0 20	0 22
Best dairy butter	0 18	0 19
Good dairy tubs	0 17	0 18
Fair	0 16	0 17

Eggs—Prices are higher. Dealers are having to be careful in regard to quality.

Eggs, hennery	0 20	0 23
case stock	0 17	0 18

Cheese—This line is also higher and supply light.

Cheese, per lb.	0 11 1/2	0 12
-----------------	----------	------

MANITOBA.

Creamery Butter—Selling prices to the retail trade remain unchanged. We quote:

Finest fresh creamery, in 56-lb. boxes	0 21
" " in 28-lb. boxes	0 21
" " in 14-lb. boxes	0 21
" " in 1-lb. bricks	0 22

Dairy Butter—Supplies are reported variously as liberal and short, but evidently not over abundant. The market seems in a firmer condition than for some time. Produce houses are paying 14c. to 15c. for No. 1 dairy.

Cheese—Further advances will be noted in following quotations:

Finest Ontario, large	0 13
" Manitoba, large	0 11 1/2
" " twins	0 12 1/2
" " small	0 13

Lard—Prices are steady at previous figures. We quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. "	2 15
" 3-lb. tins, per case 60 lbs.	6 75
" 5-lb. "	6 60
" 10-lb. "	6 50
Pure lard in bbls, per lb	0 10

Cured Meats—We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15 1/2
Bacon, " " "	0 13 1/2
Backs, " " "	0 13
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 12 1/2
" assorted sizes	0 08
Picnic, " "	0 08
Shoulders, " "	0 08
Bacon, " breakfast bellies	0 14 1/2
" " breakfast backs	0 12
" " Wiltshire sides	0 15 1/2
" " spiced rolls, long	0 12
Manitoba butts	0 09 1/2
" " skinned	0 10
" " boneless and rolled	0 11
" " rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " smoked	0 11
" " boneless backs	0 11
Shoulders	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " per 1/2 bbl	9 25
Standard mess pork, per bbl	16 00
" " per 1/2 bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
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 04
hocks,				0 04

SUGAR BEET CROP.

Recent reports to hand speak well for the coming Ontario crop of sugar beets, especially in the County of Huron, the factories are making special preparation to meet the contemplated heavy tonnage.

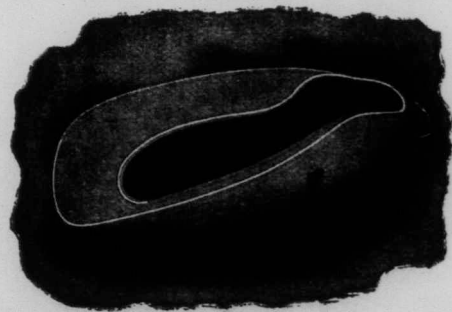
Better Be Wise

than otherwise. To be business-wise is to be doubly blessed. This means to be observed among the hosts of those who claim to have gained Tea-wisdom, and so sell

Blue Ribbon Ceylon Tea

There are many reasons why you should be "Wise" on the Tea Question. Ask yourself for success, and find the answer in **Red Label Line**---40c.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery

HAMILTON, ONT.

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**SAVING
MONEY**



a matter of any consideration to you?
If it is you will

WRITE US

for lists of our special

CROCKERY SNAPS

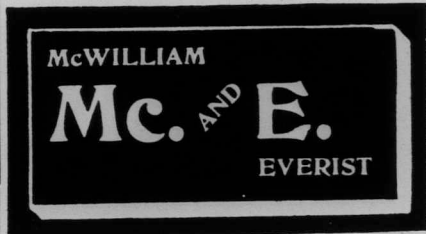
Our new samples, just opened, are ahead of anything we have yet shown, and that's saying a good deal.

BARNARD & HOLLAND CO.

CORISTINE
BUILDING

MONTREAL

Late Valencia Oranges,
New Verdilli Lemons,
Bananas,



TORONTO, ONT.

Spanish Onions,
Sweet Potatoes,

We receive daily a complete
assortment of Canadian
Fruits and Vegetables.

— YOUR ORDERS SOLICITED —

Phone 63 Front
Main 520. **THAT** East.

the Trade is convinced of my ability
to satisfactorily take care of country
fruit orders is pleasantly proven by my
daily increasing Business. Try me.

TOM SMITH,
Fruit Broker, - - - TORONTO.

**TOMATOES, CUCUMBERS
GREEN CORN, CABBAGE**

Buy from the Grower and get
absolutely fresh stock.

RIDGE HALL FRUIT FARMS
E. E. ADAMS, Leamington.

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen. GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code 4th Edition used.

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

THE AMERICAN PEANUT.

STATISTICIANS of the Department of Agriculture say there are consumed annually in the United States some six million bushels of peanuts, the production of which forms not the least important industry of the south. The greater quantity of this most valuable nut comes from Suffolk, Va., though there are many that come from Smithfield, Wakefield, Franklin, Waverly and Petersburg.

It is an interesting fact, not generally known, that the "goober," or "pinder" as the peanut is commonly known, in the south, did not come prominently before the American people till the days of the Civil War. It is said that the soldiers of both armies found that the peanut growing sections of Dixie afforded a most satisfactory camping ground for such as were short of rations. It was then, when the hungry soldiers fed upon the peanuts, and gave thanks that such a hunger-satisfying nut could be obtained by a little foraging, that the humble "goober" began to be appreciated. Since then the cultivation of the peanut has assumed great importance, and now there are fifty-acre peanut farms in Virginia, North Carolina, Tennessee and other Southern States, where in the sixties were only "patches" devoted to the growing of the "goober."

The finest variety of peanut grown in this country is that known as the "bunch," but the "Virginia running" may be said to be the most widely known and most popular with the trade. In fact, it may be termed the typical American peanut. The pods are large and white and will weigh about twenty-two pounds to the bushel. In point of flavor, size and hardness of hull, these are the best peanuts grown, and "selects" from these are known as the "Jumbo."

Every year the peanut crop becomes more valuable, and it grows evident that the time is coming when diversified interests will make it more so. Millions of bushels are now annually used in the Old World for the production of peanut oil, which by some is regarded as equal to olive oil. Already the manufacturers of peanut oil in the United States have announced that the only drawback to the oil mills here, especially in Tennessee, is the insufficient output of peanuts.

ONTARIO VEGETABLE GROWERS' ASSOCIATION.

The officers of the recently-formed Ontario Vegetable-Growers' Association purpose organizing branches of the association in connection with the leading cities and towns of the Province. Organizers will be sent out during this

month to towns and cities with the object of forming branch associations. These organizers will be members of the association, who are leading market gardeners in the vicinity of Toronto and Hamilton.

The association will receive a Government grant this year of \$800. It purposes using this money to hold a large convention for vegetable growers at the time of the horticultural exhibition in Toronto, next November, and also offering prizes for a large vegetable exhibit at this show. The prize list for the show has already been completed.

The constitution of the association provides for the formation of branch associations. The vegetable growers in the vicinity of any town or city may organize a branch association, for which the membership fee is \$1. The presidents of these branch associations become directors of the Provincial association, and have their expenses paid while attending meetings of its executive. The branch associations are expected to pay the Provincial association 40 cents for each of their members, which makes all members of the local association members of the Provincial association. The Provincial association sends all its members copies of the annual report of its convention, a monthly magazine which is the official organ of the association and other printed matter. Vegetable growers who would like to see one of these branch associations formed in their vicinity are invited to write to H. B. Cowan, Department of Agriculture, Toronto, who is the secretary of the Ontario Vegetable-Growers' Association.—London Free Press.

FRUIT MARKET TAKES DAY OFF.

The fruit market employes held their third annual picnic in the lacrosse grounds, Hanlan's Point, on Wednesday afternoon. The market closed at two o'clock, in time to allow the committee of management to make arrangements. About 300 were present and enjoyed to the full the game of baseball between the east end and the west end. The broom game and tug of war provided good sport.

ONTARIO MARKETS.

Green Fruits.

Toronto, Aug. 31, 1905.

The home market in fruits has been particularly good, and is expected to continue so for the whole season. This year is reported on market as being a record one from a financial point for the Californian fruits. The great scarcity at other points has enabled that market to maintain high standard of prices, and at the same time keep up the volume of trade. Bananas have never before carried such enormous sales as the present season, and this applies not only to Canada, but to almost all markets; their condition, also, has never been better. It was usually considered

good if shippers realized from five to six hundred dollars per car; this year a car load has been fetching in the neighborhood of fifteen to seventeen hundred dollars. Lemons continue to command high figures and will continue to do so until new arrivals in September or October. Georgia and Delawa oranges are ranging at high figures. The domestic peaches are coming in in the best growths and are expected to be a good crop; prices have somewhat stiffened for good fruit. Pears are scarce and have advanced 25c. per box. Cantaloupes and melons are easier. We quote:

Oranges, late Valencias, per box.....	5 00	6 00
Lemons, Verdilli.....		6 50
Bananas, large bunches, crated.....	1 75	2 00
Bananas, 8's, per bunch, crated.....	1 25	1 35
Bananas, 7-hand bunches, off track.....	0 75	0 95
Bananas, red, per bunch.....	2 25	3 50
Peaches, California per crate.....	1 75	2 00
" domestic, per basket.....	0 50	1 25
Pears, California, per box.....	3 50	4 00
Plums, " per crate.....	1 75	2 00
" domestic, per basket.....		0 50
Tokay grapes.....	3 00	3 25
Cantaloupes, Rockafords, per crate.....		7 00
" Canadian, baskets 40c, crates.....		1 00
Watermelons, each.....	0 20	0 25
Huckleberries, per basket.....		1 25
Apples, new, per basket.....		0 30
Lawton berries.....	0 08	0 09

Vegetables.

Trade has made a somewhat upward move since our last issue, the demand is more steady and solid. Produce is coming in freely and is of good quality and condition. Egg plants are down to 35c. and parsnips are weakening owing to abundance of supply. Other goods remain steady. We quote:

Jersey sweet potatoes.....	3 50	4 00
New potatoes, per bush.....	0 50	0 60
Onions, per doz. bunches.....	0 10	0 15
Onions, per bushel.....		1 00
Spanish onions, per small crate.....		1 00
" large cases.....		2 50
Cabbage, per doz.....		0 40
Cauliflowers, domestic, per doz.....	0 75	1 25
Tomatoes, domestic, per basket.....	0 20	0 25
Beets, per doz. bunches.....	0 20	
New radishes, per doz. bunches.....	0 20	
Carrots, per doz. bunches.....	0 15	
Cucumbers, per basket.....	0 25	
Outdoor lettuce, per doz. bunches.....	0 20	
Waxed beans, per basket.....	0 25	
Water Cress, per doz.....	0 25	
Parsley, " per doz.....	0 20	
Mint, per doz. bunches.....	0 20	
Green peppers, per basket.....	0 50	
Celery, per dozen.....	0 35	0 50
Egg plants, per dozen.....	0 35	0 50
Vegetable marrows, per dozen.....		0 50
Green corn, per doz.....		0 08
Parsnips, doz. bunches.....	0 30	0 40
Squash, " doz.....	0 75	1 00
Leeks, " bunch.....		0 25
Kohl-Rabi, per doz.....		0 50

QUEBEC MARKETS.

Green Fruits.

Montreal, Aug. 31, 1905.

The fruit trade continues quite active, though fruits are generally scarce and high.

On Monday, two cars of California fruits were sold as follows: Pears, \$4.15 to \$4.30; peaches, \$1.75; plums, \$2.75 to \$3.25; and Tokay grapes at \$4.25. All these fruits are selling well at high prices and dealers agree that this year has been a banner year in California fruits.

Receipt of bananas is lighter than that of last week: nine cars only; and for corresponding week last year, 30 cars arrived in Montreal. High prices are maintained in bananas owing to the steady good demand and scarcity.

Oranges are very scarce and not much in demand. The last car of the season has arrived this week.

A few baskets of grapes are seen here and there, but they have a poor appearance and do not seem to catch any attention.

Apples, the Duchess and Astrachan

Fish and Oysters

Some dealers are not aware that we are large handlers of **Fresh Caught Fish**, holding large contracts for daily supplies. Our cold storage plant, situated in the building, enables us to handle this business satisfactorily.

Also, the **Oyster Season** is on. We have the exclusive handling of **Rowe's Celebrated Long Island Natives**, noted for their size and exquisite flavor.

We are also sole agents for **Syda & Cousins'** famous Scotch cured **Finnan Haddies**.

The above is worthy of your consideration.

WHITE & CO., LIMITED

HAMILTON
34 York St.
Phone 1115

TORONTO
64 Front East.
Phone Main 4106

W. B. Stringer

EVERY

J. J. McCabe

time you request your Dealer to furnish you with "**St. Nicholas**" Lemons remember, you are asking for the finest quality—the most carefully packed and graded brand of Lemons ever offered for sale in Canada.

W. B. STRINGER & CO.

WHOLESALE FRUIT BROKERS.
61 Front Street East, TORONTO

Choice Crawford Peaches

Fresh from Niagara Peninsula, at reasonable prices. Enquire about these goods, and also any other fruit you need.

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

Ship us your **Live Chickens, Ducks and other Poultry also Butter and Eggs**, if you want good prices.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

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

SPECIAL—EXHIBITION WEEK

Plums

Pears

Crawford Peaches

Lombard Plums

The staple of this country, cheap, but good. I have a choice supply, also a variety of other fancy plums and gages. You cannot get better goods or quicker shipments anywhere else. Send in your order for plums to-day. Keep an eye, too, on your stock of **E.D.S.** Brand of Jams, Jellies, etc. My agents for these preserves are: Toronto, The Eby, Blain Co., Limited, Toronto; City of Montreal and Province of Quebec, Wm. H. Dunn; Winnipeg and the Northwest, Mason & Hickey, 108 Princess Street, Winnipeg.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co. **TH. J. PSIMENOS** 4 Cullum St. E. C. St. John—J. Hunter White LONDON, Eng.

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.
Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

"CROWN" BRAND CRAWFORD PEACHES

Secure your fruit direct from the grower, and save middlemen's profit. Get "Crown" Brand Graded Crawford Peaches and you get fresh fruit guaranteed, get it quickly and at reasonable prices. Write for prices to-day.

E. L. JEMMETT
GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.

Cultivate your Biscuit trade by ordering

McLAUHLAN'S Cream Soda Biscuits

McLAUHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

Gunther's

Friends and customers call and see us in the annex at the Toronto Exhibition.

H. W. HUNT & CO., - - Canadian Representatives
34 Church St., Toronto

grades are the only fruits in sufficient quantity on the market. They are said to enjoy a good demand at quotations.

Lemons are still scarce and high. We quote:

Plums, in baskets.....	0 40	0 50
Peaches.....	0 75	0 60
Pears.....	0 60	0 50
Pears, boxes.....	4 25	4 50
Plums, crate.....	3 25	3 75
Peaches, box.....	2 00	2 25
Apricots, crate.....	1 25	1 40
Dates, per lb.....	0 04	0 04
California cherries, box.....	3 00	3 00
Bananas.....	1 75	2 15
Cocoanuts, per bag of 100.....	3 25	3 25
Pineapples, 18 size.....	5 50	5 50
Jamaica grape fruit, per box.....	5 00	5 50
Florida grape fruit, per box.....	5 00	5 00
New Messina lemons 300's.....	6 50	6 50
Apples.....	2 75	3 00
Sweet potatoes, per bbl.....	3 50	3 50
Cantaloupes, per crate.....	6 00	6 00
Watermelons, each.....	0 30	0 35
Raspberries.....	0 10	0 12
Blueberries, per box.....	1 15	1 25
Fancy California oranges, 150 size.....	6 25	6 25
" " " 175 to 300 size.....	6 00	6 00

Vegetables.

The vegetable trade is good and active though featureless. Dealers are in constant receipt of home-grown vegetables, which are immediately sold, thus keeping stocks low as regards quantity, although at the same time a good business is being transacted in all lines. What are mainly in demand are potatoes, cucumbers, tomatoes and cabbage. On market days immense lots of these are purchased by local grocers and others at easy prices. Previous quotations continue. We quote:

Canadian celery, per doz.....	0 25	0 40
Green and wax beans, per bag.....	0 20	0 40
Bunch lettuce, per doz. bunches.....	0 50	0 50
Canadian radishes, per doz. bunches.....	0 05	0 05
Mint, per doz. bunches.....	0 15	0 15
Parsley.....	0 25	0 35
Sage, per doz.....	1 00	1 00
Savory, per doz.....	0 12	0 15
Beets, new, per doz.....	0 10	0 15
Egg plant, per dozen.....	2 00	2 00
Green onions, per doz.....	0 10	0 15
Green house water cress, per doz.....	0 50	0 50
Cauliflowers, home grown, per doz.....	1 00	1 50
Green peppers, per basket.....	0 75	0 75
Cranberries, per bbl.....	10 00	10 00
New potatoes, bag.....	0 50	0 50
Montreal cucumbers, doz.....	0 10	0 15
Home grown cabbage, per doz.....	0 25	0 40
Tomatoes, basket.....	0 35	0 40
Spanish Onions, cases.....	2 00	2 00

MANITOBA.

Green Fruits.

Winnipeg, Aug. 30, 1905.

The local market has nothing of note to record; since our last issue trade has been practically featureless. Some bananas are on the market. They were shipped through the Southern States with the vents in the cars closed, and they arrived, for the most part, in over-ripe condition. We quote:

California Bartlett pears, per case.....	4 00	4 00
" peaches, per case.....	1 65	1 65
" Wicksen plums, per case.....	2 00	2 00
Washington pears.....	3 25	3 25
" Italian plums (blue), per case.....	1 50	1 50
American Duchess apples, per bbl.....	7 00	7 00
Late Valencia oranges, 120's.....	5 25	5 25
" " 150's.....	6 00	6 00
" " 170's to 250's.....	6 50	6 50
Fancy Cal. lemons, 300's and 360's.....	10 00	10 00
10c. off in 5-case lots.....	2 50	2 50
Pineapples, per doz.....	6 00	6 00
Watermelons, per doz.....	6 00	6 00

Vegetables.

We quote:

Parsley.....	0 40	0 40
Mint.....	0 45	0 45
Native onions, per lb.....	0 04	0 04
Carrots, per bush.....	0 40	0 40
Beets.....	0 80	0 80
Turnips.....	0 40	0 40
Potatoes.....	0 65	0 65
Celery, per doz.....	1 20	1 20
Lettuce, per doz.....	0 50	0 50
Radishes.....	0 50	0 50
Cucumbers.....	0 60	0 60
Green onions, per doz.....	0 40	0 40
Egyptian onions, per lb.....	0 03	0 03
New California cabbage, per lb.....	0 02	0 02
Australian onions, per lb.....	0 05	0 05
Bermuda onions, per case.....	2 00	2 00
New Potatoes, per lb.....	0 02	0 02
Tomatoes, (Ontario) per basket.....	1 50	1 50

Important Notice to the Trade in the Province of Quebec

Mr. Douglass has resigned. We are completing arrangements for a well-known traveller to take his place. In the meantime mail orders will have special attention.

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention.



White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD

ONCE USED, ALWAYS USED

Most Attractive Package on the market.

W.P. DOWNEY, 26 St. Peter St. MONTREAL



Why not handle the Best Goods,
That give you the Best Profit,
And that are the Best Sellers?

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer
for it or write us for prices.

CAPSTAN MFG. CO., Toronto, Ont.

RIERA'S

"BLUE LION" and "MAPLE LEAF"

VALENCIAS

Finest shipped from Spain

D. RATTRAY & SONS

CANADIAN AGENTS

QUEBEC

Montreal

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The GRAY, YOUNG & SPARLING CO., Limited

Salt
ManufacturersGranted the highest
awards in competition
with other makes.

WINGHAM

Established 1871

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

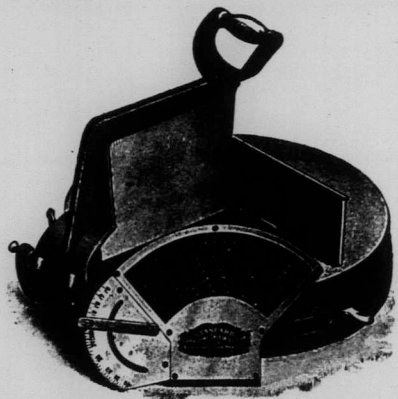
The Oldest and
Largest Manufacturers ofPURE, HIGH GRADE
COCOAS
AND
CHOCOLATESNo Chemicals are used in their
manufacture.Their **Breakfast Cocoa** is ab-
solutely pure, delicious, nutritious,
and costs less than one cent a cup.Their **Premium No. 1 Chocolate**, put up in **Blue
Wrappers and Yellow Labels**, is the best plain
chocolate in the market for family use.Their **German Sweet Chocolate** is good to eat and
good to drink. It is palatable, nutritious, and healthful;
a great favorite with children.Buyers should ask for and make sure that they get the
genuine goods. The above trade-mark is on every
package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

THE STANDARD



Computing Cheese Cutter

INSURES PROFITS
IN CHEESE

- 1.—It cuts to accurate weight.
- 2.—It computes precise money value.
- 3.—It cuts without waste.
- 4.—It preserves the cheese.

Every grocer can afford it.

No grocer can afford to be without it.

Price and Terms Right.

Write for Folder

THE WALKER PIVOTED BIN
AND STORE FIXTURE CO.,

516 Board of Trade Building, - TORONTO

CHINESE FRUITS.

From United States Consul Anderson, Hangehau, China.

THE somewhat crude products of the Middle Kingdom are unsatisfactory and disappointing to most foreigners used to the highly developed fruits of America or Europe. There are some, however, which are of considerable merit, and there is no question that a judicious crossing with fruits from other countries would benefit the latter considerably. One advantageous feature about Chinese fruits is in their keeping quality, as a rule. This is especially true of pears and oranges.

Berries are few and poor. Near foreign settlements, as at Shanghai and Peking, the strawberry has been introduced and is cultivated by Chinese gardeners with a patience which is never seen in the United States and seldom in Europe. The strawberries thus cultivated are fairly good. A few other foreign berries have been introduced, but so far they are practically experiments. The Chinese seem to have no native berries worthy of mention, although in the country districts some are used by the poorer classes.

Practically all parts of China have peaches of varied qualities, but only in the north do they approach the foreign standard.

The Chinese cultivate a number of varieties of native grapes, the small sort being made into the well-known Chinese raisins. In North China, near Chifu, the varieties of grapes introduced by American missionaries about ten years ago are doing well and the product is very satisfactory, although it lacks the fine flavor of the American grape. These grapes are shipped over considerable territory, especially along the coast.

Chinese apples are soft and tasteless, lack juice, flavor, keeping quality, and almost every other good point. The Chifu apples, introduced from the United States and cultivated according to western methods, are very fair, but they have a tendency to water core and do not keep as well as the same varieties in the United States in similar temperature. Possibly apples grown and kept on some of the hills back in the interior will do better, and experiments are now being conducted in that direction.

The bartlett pears introduced at Chifu are of good flavor and size, and form a fine table fruit as long as they last. But foreign pears in China do not keep and the stock shows signs of rapid deterioration. The Chinese pears are comparatively small and more or less "woody." Their flavor uncooked is almost nil, and they have few attractions for those acquainted with them, although they are fair food when cooked. They keep indefinitely—under proper conditions, most of the winter. They are of first-class appearance, and if crossed with foreign pears of high flavor could probably be developed into a very fine fruit.

Chinese cherries are poor and their season short. Efforts are now being made to introduce foreign varieties in Northern China.

The persimmon is highly esteemed in China by natives and by many foreigners. It has the characteristic flavor of the American persimmon, except that there is less of possible astringent qualities about it. It grows large and has strong merit as a keeper. Near Peking the most popular sorts of persimmons have rings or grooves near the stems which give them the appearance of hav-

ing had strings tied around them when small and of having grown around the strings. The varieties in the central and southern portions of the Empire are smooth, grow very large, and are very handsome. Some persimmons are picked green by the natives and ripened in lime. Thus ripened they are less wholesome, perhaps, than otherwise, but they have a firmness of flesh which many people esteem.

Pomelo the Best All Round Fruit.

Probably the best all round fruit in China is the pomelo. It is grown in the south, central and southern Provinces, and is said to be the original citrus fruit. It resembles the grape fruit of the United States in size, shape, color, and somewhat in flavor, being sweeter than grape fruit, with less of the bitter quality, with flesh more perfectly separated in the sections, and capable of being pulled apart and separated from all surrounding sacs or membranes. The natives cut through the peel about one-third of the way from the top, crimping the edge of the section all the way round the fruit, then remove the flesh, tear the sections apart, replace them in the peel, and serve thus divided and prepared. The fruit is attractive, refreshing, wholesome, and comparatively cheap, good-sized pomelos being obtainable in Shanghai, Hangchau, Ningpo, Hankau, and similar ports, in season, for \$1 Mexican (46 cents) per dozen. Generally speaking, the pomelo seems to be a cross between a shaddock and a good orange, but it is more hardy than either. It has better keeping qualities than the orange, and American horticulturists ought to give it their attention.

Fruit Picked Green.

Chinese oranges are of great variety. There are small and large Mandarin oranges, neither kind being very attractive to foreigners, although they have the merit of growing farther north than American oranges. There are several small varieties, having good flavor, but very many seeds. The larger are of fair flavor and have fewer seeds. The best oranges grow in the southern Provinces along the seacoast. The Fuchau or Swatau orange resembles the Florida seedling in size, shape, appearance and somewhat in quality. It is slightly more acid, but is very pleasant and satisfactory fruit. It has good keeping qualities, and is shipped over most of China without cold storage of any kind.

Bananas are raised in the southern Provinces and are now being shipped to most parts of the Empire. They are of good flavor, fair size, and keep well.

All Chinese fruits are picked green and ripened off the plant. The Chinese farmer is too anxious to sell his crop or too much afraid of thieves to wait until the fruit is properly ripened. Methods of packing and shipment are very crude. Much of the fruit is handled in bags and in bulk, some of it in bamboo wicker baskets, but ways of marketing are being bettered under foreign supervision and in imitation of foreign methods.

G. L. Dodds, general merchant, Melita, has assigned to C. H. Newton, and a meeting of creditors will be held Sept. 1.

QUAKER SUGAR AND CREAM CORN

This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

(To be Continued)

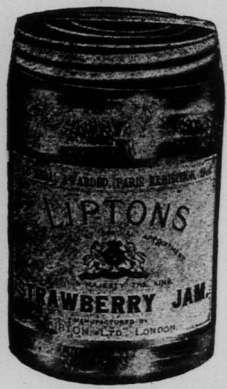
THE PACKERS OF QUAKER CANNED GOODS

There's a Reason

WHY THE PEOPLE USE

LIPTON'S JAMS

THEY WANT THE QUALITY



There's a Reason

WHY YOU SHOULD SELL

LIPTON'S JAMS

YOU WANT THE PROFITS

ORDER FROM YOUR JOBBER

General Agent for Canada:

J. S. CREED

153 Upper Water Street
HALIFAX, N.S.

Board of Trade Building
MONTREAL

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

**MOTT'S
MEANS
MONEY**

“Diamond”
and
“Elite”
CHOCOLATE

Are such satisfactory standard sellers that every merchant should make them leaders.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR MONTREAL R. S. McINDOE TORONTO JOS. E. HUXLEY WINNIPEG.

A COMPARISON IN
POINT OF QUALITY OF

STEWART'S

Chocolates and Confectionery with goods made in competition is our strongest argument for

PURITY and EXCEPTIONAL VALUE

WHY

Sell Inferior Confections?

Your Customers expect the Best and Purest

THAT MEANS STEWART'S
THE
STEWART COMPANY
TORONTO LIMITED

FREIGHTS AND CHARTERS

THE record of dullness for the season has been broken by an unprecedented increase in export freight. This applies particularly to grain. Wheat has not for some time been shipped on a really paying basis. The abundant harvest has not had time yet to reach tidewater, but its actual effect is marked. For instance, for September shipments, shipping men at Montreal are asking 4d to 6d per quarter more than they were getting for August, and it would not be surprising if rates were increased even more.

bad, not only this year, but for several years, and the situation is said to be alarming. A glance at the manifests shows that there has been a fair amount of produce going forward from Montreal. The Allan Line ss. Virginian carried away, in addition to a large general cargo, nearly 14,000 boxes of cheese and close to 3,000 packages of butter. The ss. Milwaukee, for Liverpool, carried 85,000 odd bushels of corn and nearly 20,000 bushels of wheat, all in addition to a very large general cargo, including cheese, flour, lumber and hay. The ss.

On the lakes and rivers, trade is good, and the big Exhibition at Toronto has attracted enough freight to keep whole lines busy.

COMPANIES INCORPORATED.

W. J. Crothers, Limited, Kingston; share capital, \$100,000; purpose, to manufacture and sell biscuits and confectionery. The directors are: W. J. Crothers, R. Crawford, S. Birch and W. G. Craig, of Kingston, and G. M. Reid, of London.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin.	Manchester.	Antwerp.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Meats	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	*13/¼c	15/	13/1¼	†15/	†15/6	15/	15/	16/6	.....	†15/	16/3
Oil, lubricating and other; also Wax; in barrels	11/3	12/6	13/1¼	15/	15/6	.....	.....	15/6	10/6	12/6	16/3
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas											
Starch, and Grape Sugar, in bags	7/6	8/9	7/6	*10c	10/6	10/	15/	11/	7/6	*9c	.....
Rolled Oats, Dog Flour, Flour Middlings, in bags	10/	10/	10/	12/6	16/6	12/6	18/9	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	5/3	7/6	10/6	†15/	.....	.....	.....	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	10/	12/6	12/6	10/	20/	.....	.....	22/6	8/9	12/6	12/6
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	26/3
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	32/6
Seeds, Timothy and Clover, in bags	10/6	10/6	10/6	10/6	20/	.....	.....	17/6	10/6	10/6	12/6
" Beans and Peas, in bags	20/	25/	31/6	25/	16/6	.....	.....	25/	20/	25/	30/
Apples, Flour and Meal, in barrels	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	15/
" and other Green Fruit, in boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Evaporated, in barrels or boxes	15/	20/	21/	20/	.....	.....	.....	.....	15/	20/	20/
" Prunes and other dried fruit, in boxes	8/9	10/	12/6	10/	.....	.....	.....	17/6	8/9	8/9	12/6
Eggs, in cases or barrels	12/6	15/9	15/9	15/	15/	.....	.....	15/	12/6	12/6	15/

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of \$4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of \$4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs.

† Per 2240 lbs,

No Primage via Montreal.

Cheese is striking a boom, as prophesied in The Grocer, and to-day the shipping men are receiving at least fifteen per cent. more than they were last season at this time.

Notwithstanding the Russo-Jap war and the peace negotiations, quantities of Russian grain are finding their way to the Old Country, and it is presaged that if Russia keeps on shipping her grain abroad the chances of a local famine are strong.

It is generally stated by knowing ones that the steamship business has been

Dominion took among other things 2,965 packages of meat, 5,510 packages of lard, and 25,180 pieces of deals.

The Oriana for South Africa carried an immense cargo, comprising meat, provisions, lumber, furniture and useful household stuff. A noticeable part of the cargo of this ship for Cape Town was 179 boxes of frozen fowl.

So, notwithstanding the wild cries of bad times, the steamers seem to be carrying cargoes and they seem to be glad to carry them, so all the shipping men say.

Read, Holliday & Sons, Limited, incorporated under the law of the United Kingdom of Great Britain and Ireland, have been granted the right to manufacture and deal in dyes, etc., to the extent of \$40,000.

William Farrell, Limited, of Montreal; share capital, \$150,000; purpose, to carry on the business of importers and dealers in wines, etc. The directors are: T. Ralph, R. Y. Hunter, J. J. Robson, J. E. Coulin, and H. A. Mackie, all of Montreal.

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

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

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.

IRRESISTIBLY DELICIOUS



A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Renoldson, Montreal Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The David-on & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

A NEW YORK VISITOR TO TORONTO

THE CANADIAN GROCER was favored at the Toronto office with a visit by Col. the Hon. C. R. Banks, the well-known magnate of the New York tea market. The Colonel speaks well of the prospects of the American tea trade. In a conversation with the editor of this paper he said:

"All jobbers in New York report great development in British-grown teas; they are continually gaining in favor, thanks to the way in which the representatives of the old Mother Country have unremittingly pushed forward their merits."

He also paid a fitting compliment to the associations interested in the growth

of Indian and Ceylon teas; he said "that advertising was practically unknown previous to these associations entering the field; now the tea gardens had become great advertisers and could not do without it; it was the only thing to do, to let everybody know the value of their products. To judicious advertising he attributed the extraordinary progress that had been made, in Ceylon especially; publicity, coupled with their great merit, had placed British-grown teas in advance of the older and once better known growths."

Col. Banks is the American agent of the firm of B. Fischer & Co., New York, one of the largest tea brokers and of world-wide fame.

No Doubt

you can get along without

PERFECTION CREAM SODAS

But you cannot get along without them and be on a par with the "other grocers." Stick close to



Then you will not only win the varied tastes, but hold the people who will "have no other." All people are attached to Perfection Cream Sodas. They recognize in them, fine flour, pure butter, rich cream and know they are moist-proof.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

SPICES

We want your mail orders for same. We will quote following low prices :

Allspice, Whole	8	Ginger, Jamaica	15
" Ground	10	Pepper, Compd	8
Cassia, China	15	" Extra Compd	10
" Batavian	22	" Pure Penang	13
Cloves, Whole	15	" " Singapore	15
" Ground	20	Whole Mix Spice	12
Ginger, Cochin	10	Coriander Seed	7
" Jamaica and Cochin	12	Mustard Seed	6

Remember, the above quotations for mail orders only.

STANDARD SPICE MILLS, - HAMILTON, ONT.

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

EXTRA!

BREAKFAST TIME

ORANGE MEAT

CANADIAN HOMES
SUPPLIED WITH THE
BEST CEREAL.

Kingston, Sept. 1—One of the leading and best informed cereal experts, after experiments, pronounces in strong terms that for clean, wholesome, nutritious and health-making elements **Orange Meat** is unrivalled. This is for good news to the manufacturer the retailer and the consumer,—a triumph for the trio. **Orange Meat** is "Made in Canada," by a scientific process. It is put up in mercerized bags to preserve the freshness.

Orange Meat is a good seller. You know that.

**The Frontenac
Cereal Co., Limited**

KINGSTON, ONT.

Flour and Cereal Foods

PUFFED RICE CEREAL MANUFACTURE.

IN this age of scientific resource, it seems scarcely possible to place a limit to the advanced methods thereby introduced, and the avenues of possibilities opened up. The following article, which recently appeared in the Southern Merchant, will be of interest, as showing the revolution which the introduction of cooking cereals by dry-heat and explosion has made:

"Among current cereal novelties reported, great interest is developing in puffed rice, an entirely new thing in ready-to-eat cereals. The product is said to be selling fast and advancing rapidly in public favor. The marvel is that some such way of transforming plain rice into a luxurious article of diet was not invented long ago.

"The drudgery of cooking rice several hours has checked the consumption of rice in this country for a half century, and sadly interfered with its sale. The sterling qualities of a food of the highest class, however, were always there. Apparently it only remained for an American, by a trifling idea, to change the world's most ancient and loved diet into a modern health food.

"Just three years ago the scientific journals announced a novel method of cooking cereals by dry heat and explosion. A visit to the mills where this novel process is in daily operation shows that dry rice kernels, thoroughly cleaned, are packed into a steel cylinder which is thrust into a furnace and heated to a high temperature.

"After the rice is cooked, the cylinders are withdrawn and locked into a closely-screened cage. The cap is removed from the mouth of each cylinder, and instantaneously, one hundred times quicker than lightning, the natural moisture in the rice grain flashes into a steam explosion expanding each grain ten times, and dashing the ricy berries of milk white out into the cage. The transforming is complete. Puffed rice ready for use in countless forms, lies before the wondering visitor.

"To the sightseer, this fairy-like transformation is absorbing. The furnace contains eight revolving steel airtight cylinders, and the cooking time is forty minutes. The air in the cylinders expands with the heat and exerts a tremendous pressure, preventing the natural water in the rice from turning into steam.

"Cookery by explosion, truly, a wonderful idea, and one that rendered the process the cynosure of all eyes among the cooking, and cereal exhibits at the St. Louis Exposition, one year ago, this being one of the three exhibits that Prince Ito, the Japanese prince, visited while touring the fair.

"The crowds of visitors never tired of watching the metamorphosis at the exact moment when the rice changes into dainty puffs. The cylinder has been likened into a cannon by the wordy, curious public, and the interest is at boiling point from the moment the steel

cannons run on a track into the oven, where they revolve ceaselessly and steady for forty minutes, until the explosion comes.

"Handfuls of delicious flaky product were handed to the curious, and they found that it would melt on the palate. The little party of investigators wander on and view each part of the glistening steel mechanical outfit. No hand touches the rice from start to finish.

"The great interest in the creation of puffed rice undoubtedly centres around its extraordinary finale—cooking by instantaneous explosive flash which robs the rice of its starchy properties and renders it a king of cereal foods.

"Much interest has been shown in the invention by western chemists, who are interested in the food question. The idea will be of incalculable value to the rice growers of the continent, as it will increase the consumption of the highest qualities of rice several hundred per cent. annually."

FLOUR, GRAIN AND FEED AGENCY

Mr. H. J. Stevens has opened up an office at 126 Board of Trade Building, Montreal, as wholesale commission agent in flour, feed, grain, etc. Mr. Stevens was connected during the past eight years with the Chatham Flour Mills Co., Chatham, Ont. Previous to that time he was in the milling business at Aylmer, Ont. This knowledge and experience is bringing him most satisfactory business, and although only opened up as a commission agent in grains, feed and cereals of all kinds one month in Montreal, his close connection with all the leading bean, feed and oats, etc., dealers in Canada has resulted in extensive trading and sales in Ontario, Quebec and also the Maritime Provinces, over 100 cars having been turned over, disposition being made from Fort William to Halifax. Mr. Stevens has placed several travelers on the road and the encouraging outlook will probably lead to still further extending his representatives.

APPOINTED AGENT.

Wm. H. Dunn has recently been appointed agent for the Province of Quebec (except Quebec City) for Tillsonburg Mills Co., rolled oats, Ralston breakfast food, etc. He has also closed an arrangement with Burgoyne, Burbidge & Co., London, England, to represent them in Canada for confectioners' supplies, essential oils, drugs, chemicals, etc., and will shortly have a consigned stock of the leading lines.

With wheat coming in much faster than was expected, and cutting general in many districts, some uneasiness is expressed among western farmers as to whether sufficient harvesters will be on hand when wanted.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Leaks are Dangerous

Small leaks sap profit from your business. To stop these leaks and give you time to attend to the big features of your business—increase of sales, gaining new customers and proper management of your store—you must have system to take care of these details. System is as essential as capital. Business requires careful study and encouragement of new ideas and mechanical devices to relieve you from all unnecessary worry and detail.

A National Cash Register does not cost as much as a clerk in consideration that you pay a clerk a certain rate per week indefinitely. You pay for a National Cash Register from the small leaks which it prevents.

Let our representative call and explain our system to you.



Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a _____ Please explain to
me what kind of a register is best suited for my business.

This does not obligate me to buy.

Name

Address

No. Clerks

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

TOBACCO PROFITS.

"There is a tide in the affairs of men, which, taken at the turn, leads on to fortune."

HOW many times an adage such as this is repeated, with little thought save to apply it to the "other" fellow, who is freely designated a fool for missing a chance everybody else saw but he himself. Steady, now, let's consider a moment, maybe the tide has risen, and is just at the turn in someone else's history.

How about tobacco trade — "your" tobacco trade—possibly you have not given this department the serious thought it deserves—have kept tobacco because you were asked for it and sent your orders forward, more by "rule of thumb" than keen judgment and common sense.

You would not think of treating your tea department in like manner.

The time has arrived when tobacco must be considered as much a staple as tea, coffee or cocoa. Many a man would prefer to go without either of those beverages than his favorite tobacco. It is a luxury of universal use and must be taken count of.

Now consider a moment, every grocer has his regular working expenses; rent must be paid, the rig must be kept going, heating, lighting, and a-hundred-and-one other charges; and all these to keep the store going for its regular staples. Is it not just here where the tobacco sales would come in and help? None of these charges need be increased one cent. Probably every family you now supply has one or more smokers among its number—why can you not then serve them all with tobacco goods, and serve them regularly, instead of occasionally?

Profits on tobacco are good; it is easily handled, it is a trade easily held, and furnishes a regular income, only requiring very ordinary care and attention.

There are three things worth remembering: First, be sure and carry the best goods—that means "good judgment"; second, sell them at the right price—that means "good buying"; third, let the public know it—that means "judicious advertising." Without these you cannot go ahead, with these success is assured. "Taken at the turn leads on to fortune."

THE AMERICAN TOBACCO CROP.

HUSTLE and bustle is the order of the day in most of the American tobacco districts. It is not so very long ago that the cry was going forth for rain, plenty of rain. It has come, however, and for several weeks has been doing its welcome work. Farmers have watched their crops steadily advancing to maturity with no little

anxiety, and now all is ready for harvesting.

Buyers have been visiting the various districts, viewing the crops and arranging their options on the cut. Views vary as to the condition and prospects of the harvest; in some places it seems to have suffered somewhat from the protracted early drought, but generally it would appear to be of good color, even, and well grown. To the shade grown tobacco the season has been particularly favorable, and if nothing goes wrong with the crop the growers will reap good profit. Every endeavor is being exercised to get the crops in quickly so as to safely harvest them before any storms occur, which have already proved so disastrous in one or two districts.

RAISING TOBACCO FOR EXPORT.

An important change in connection with tobacco growing in Italy is contemplated, and if carried out will create a considerable opening for capital and enterprise. A British official states in a report on the Province of Lecce that a few years ago the tobacco department conceded to certain firms the privilege of growing, drying and packing Oriental qualities of tobacco for export in given areas near Tricase; the consequence was the immediate formation of groups of land owners who petitioned the government to be allowed to do the same,

not only for export but also for home consumption. These groups are now numerous.

TOBACCO WEATHER REPORT.

"Too much rain and a lack of sunshine have proved unfavorable to tobacco in Maryland, Virginia and Kentucky; elsewhere this crop has advanced satisfactorily."

The following extracts are taken from the telegraphic report of the correspondents in the different states on the condition of the tobacco crop:

New England—Tobacco very good; cutting well advanced.

New York—Tobacco doing well.

Pennsylvania—Tobacco thrifty and well advanced.

Maryland and Delaware—Much of tobacco on sand soil very poor that on farm land a short yield.

Virginia—Tobacco improving slowly, but needs sunshine and dry weather.

North Carolina—Tobacco all cured in east. Some report firing and some rotting.

South Carolina—Tobacco curing nearly finished.

Tennessee—Tobacco generally good, with but few worms; early crop ripening.

Kentucky—Early tobacco topped; late, improved by arms; complaint of

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

CIGAR-SELLING

beats tobacco-selling all to pieces—that is, so far as profits are concerned. And there are Safe Cigars, just as there are Safe Tobaccos.

Our **Pebble** and **Pharaoh**
(5-Center) (10-Center)

are safe every way. Smokers want them, and they are returnable if not sold.

**YOUR CIGAR BUSINESS IS
WELL PLACED IF IT IS WITH US**

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

Good Old T. & B.

Tobaccos have come and gone. T.&B. stays. Some grocers have been brought to selling T. & B. through smokers asking for it. Other grocers have worked up a big trade through advertising T. & B. in their local papers and by tastily displaying their stock. No end to what you can do with a good article like T. & B. Half your customers are smokers. Enrol them as T. & B. buyers. It is not hard to do.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, - ONTARIO.

too much moisture in central and western counties; worms increasing.

Ohio—Tobacco being topped; condition good.

Wisconsin—Tobacco damaged by hail locally.

A TOBACCO PATCH EXPERIMENT.

THE following interesting experiment from the U. S. Tobacco Journal, in the growing of tobacco, is taken and is particularly of interest as showing what can be accomplished when a man is in right down earnest in his ideas:

Within a stone's throw of the district Government building, Washington, D.C., the unusual spectacle of tobacco in its growing state is presented to passers-by. Only a few doors from the district building there is a cigar store run by Notley J. Dutton, and there one may see tobacco in all of its stages, from the green plant to the boxed-up product ready for sale. Mr. Dutton is an old resident tobacco manufacturer and has a number of pots filled with growing tobacco in front of his place of business. He takes the greatest interest in the growth of the weed, and this, it may be said, is his pet hobby. Everyone stops to inquire how the crop is getting along. There are several lawyers, habitual smokers, with offices near Mr. Dutton's store, who never fail to stop and inquire as to the growth of the tobacco.

Years ago, the now enthusiastic botanist was a large manufacturer of tobacco in Baltimore, and as he was in the business for some time prior to that he learned to tell one kind of tobacco from another merely by the smell. About nine years ago he left his business in Baltimore and came to this city, where he started the cigar store of which he is now the proprietor. A few years ago as the result of an argument he had with a friend as to whether Havana tobacco was better than our domestic product, he sought to settle the dispute in a manner not to be questioned, and obtained seed from Havana and Virginia and planted them in his backyard. When the sprouts came up he transplanted them into large pots, which he keeps in

front of his store. The first year he made a fairly good crop, and became so interested in the growth of the weed, that last year he again grew a crop. Last year's growth turned out even more successful than that of the preceding one, and this year he planted again.

In front of his store Mr. Dutton has three large pots of Veulta Havana tobacco, growing, and three pots filled with ordinary domestic Virginia tobacco. These plants are growing very nicely and promise well. Mr. Dutton says he has not found anything more interesting than the study of the growth of tobacco. It is his opinion that while Havana tobacco is the best for cigars, there is none to surpass the famous Virginia Gravelly chewing and smoking tobacco. It is Mr. Dutton's intention to have a crop of Sumatra tobacco on hand for study next year.

STORM DAMAGED TOBACCO CROPS.

A recent report to hand tells of an electric storm which burst over the Hartford and New Haven, Conn., tobacco fields, and in one district did considerable damage. Fortunately, it was not sufficiently general to reach the more extensive fields or the loss must have been enormous, as it is, however, damage to tobacco plants alone is estimated at fifty thousand dollars.

Heavy damage was done to the tobacco crop of the Miami Valley by the recent severe rain and hail storms. It is estimated that the loss in German Township will amount to \$100,000.

The sections around Union and Englewood, too, suffered considerably, the stalks of the plants in many cases being entirely stripped of their leaves. The loss is felt keenly by farmers who were confident that the crop would have been the best ever turned into the warehouse from the Miami Valley.

BOLIVIAN CIGARETTES.

The British Vice-Consul at Suere, Bolivia, has reported to his Government that the city has one cigarette factory which manufactures on an average 1,000 hundred weight of tobacco annually,

making first-class cigarettes at two pence per packet of 24. These are sent all over the country, and small quantities as far as Chile and Peru. The whole plant is driven by oil motors, which work at the same time a flour roller mill.

THE TOBACCO PLANT.

From a small seed, one of the smallest known, the tobacco plant grows to be often considerably taller than an average man, with leaves twenty to thirty inches long, and more than a foot in width. Remarkable to note, on one plant will be found upwards of half a million seeds.

PROTECTING TRADE-MARK.

An injunction has been granted by Justice Magee restricting Coulthard & Walsh from using the trade mark "Lord Nelson" in reference to cigars manufactured by them.

**SWEET
CAPORAL**



CIGARETTES
**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

There is a difference.

CLAY PIPES

made by us are the best in the world.
Specify them in your order.

D. McDOUGALL & CO., Glasgow, Scot.

SEE, THEN BELIEVE!

Send your order along with cash for a sample hundred of

KING BUFFALO CIGARS

Don't mind about express charges. We will attend to that part of the bargain. If you don't see value in the purchase, even at the low price of \$35.00 per m., we will esteem it a favor if you never order again. Send for the sample hundred to-day.

CANADA CIGAR CO., Makers, LONDON, ONT.

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 31, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—		
"Bee" brand, 48 5c. pkgs., per case	...	\$1 75
" " " " 27 10c. pkgs., " "	...	2 00
" " " " 10 25c. pkgs., " "	...	1 75
Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes	...	\$2 40
" " " " 10, in 4 doz. boxes	...	2 10
" " " " 2, in 6 " "	...	0 80
" " " " 12, in 6 " "	...	0 70
" " " " 3, in 4 " "	...	0 45
Found tins, 3 doz. in case	...	3 00
1 doz. tins, " "	...	2 40
5 lb. " " "	...	14 00

W. H. GILLARD & CO.

Diamond—		
1 lb. tins, 2 doz. in case	...	\$3 00
1 lb. tins, 3 " "	...	1 25
1 lb. tins, 4 " "	...	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
1 doz.	10c.	\$0 85
1 doz.	8-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	2 1/2 lb.	10 50
4 doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	...	\$0 40
" " " " 3 " "	...	0 75
" " " " 1 " "	...	1 25
" " " " 2 " "	...	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, 1 lb., 4 doz.	\$0 45
" " " " 1 lb., 5 doz.	0 90
" " " " 1 lb., 3 doz.	1 25
Borax, 1/2 lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	5 " "	0 75
4 " "	8 " "	0 85
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
1 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	\$1 00
1 lb.	1 60
8 oz.	2 25
1 lb.	2 50
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

CLEVELAND'S—DIME.

Sizes.	Per Doz.
1 lb.	\$1 50
8 oz.	2 20
1 lb.	2 30
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	...	\$3 50
" " " " 36 10 " "	...	4 00
" " " " 24 16 " "	...	4 50
"Beaver" brand, 24 16 pks.	...	4 80



EAGLE BAKING POWDER.

	Per doz.
Cases of 48-5c. tins	\$0 45
" " " " 48-10c. tins	0 75
" " " " 24-25c. tins	2 25
" " " " 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	...	\$0 17
In 10-box lots or case	...	0 16
Reckitt's Square Blue, 12-lb. box	...	0 17
Reckitt's Square Blue, 5 box lots	...	0 16
Gillett's Mammoth, 1/2 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



J. M. DOUGLAS & Co.—Laundry

Blueol—10-lb. boxes containing 50 pkgs., 4 squares each	...	per lb. 16 1/2c
"Sapphire" 14-lb. boxes, 1/2 lb. pkgs.	...	per lb. 12 1/2c
"Union" 14-lb. boxes, assorted 1 1/2 lb. pkgs., per lb.	...	10c

Black Lead.

Reckitt's, per box	...	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz., or 1 gross, 4 oz.	...	

JAMES' DOME BLACK LEAD.

	Per gross
5a size	\$2 40
2a size	2 50

BORAX.

"Bee" brand, 5 oz., cases, 60 pkgs.	...	2 25
" " " " 10 oz., cases, 48 " "	...	3 25
" " " " 16 oz., cases, 48 " "	...	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages	Per doz.
5-doz. 10c.	\$0 45
5-doz. 10c.	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	...	0 08
" " " " 7-lb. cotton bags, per bag.	...	0 18 1/2

Chocolates and Cocos.

THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" " " " 1/2-lb. tins	3 50
" " " " 1/2-lb. tins	2 00
" " " " fancy tins	0 85
" " " " 5-lb. tins, for soda water fountains, restaurants, etc.	per lb. 0 50
Perfection, 1/2-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1/2-lb. tins, doz.	2 55
Chocolate—	per lb.
Queen's Dessert, 1/2's and 1/4's	\$0 40
" " " " 1/2's and 1/4's	0 43
Mexican Vanilla, 1/2's and 1/4's	3 25
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " " " 8's	0 25
Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	\$1 75
Orange, white and almond, 1/2-lb.	1 00

No loss in weight, prepared entirely by machinery, never touched by hand. Are asked for by the housewife, being ready for use as soon as opened. Are always fresh and tasty. THEY WILL SHOW YOU A GOOD PROFIT and give satisfaction.

BATGER'S

CUT MIXED PEELS

BE SURE

1/2-lb. and 1-lb. DRUMS

to include this in your

FALL ORDER FOR PEEL

from your jobber.

PEELS

AGENTS ROSE & LAFLAMME MONTREAL and TORONTO

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?



1/2

ROSE & LAFLAMME, Agents, Montreal

Confections—	Per doz.
Cream bars, large boxes.....	\$9.25
" small ".....	1.35
Chocolate ginger, lbs.....	3.75
" 1-lb. boxes.....	2.25
" wafers, 1-lb. boxes.....	2.25
" 1-lb. boxes.....	1.30
CHOCOLATE—	
FRY'S.	
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—	
Per doz.	
Concentrated, 1/2's, 1 doz. in box.....	2.40
" 1-lb. boxes.....	4.50
" 1-lb. boxes.....	8.25
Homeopathic, 1/2's, 14-lb. boxes.....	0.25
" 1/2's, 12-lb. boxes.....	0.25
Epps's Cocoa, case of 14 lb., per lb.....	0.25
Smaller quantities.....	0.37 1/2

BENEDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb. tins, 4 1/2 doz. to case.....	per doz., \$ 90
1 " " 4 " " ".....	2.40
1 " " 2 " " ".....	4.75
1 " " 1 " " ".....	9.00

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.



Elite, 1/2's.....	Per lb. \$0.30
Prepared cocoa, 1/2's to 1/2's.....	0.28
Mott's breakfast cocoa, 1/2's.....	0.38
" 1/2's.....	0.35
" No. 1 chocolate, 1/2's.....	0.30
" Navy, 1/2's.....	0.27
" Vanilla sticks, per gross.....	1.00
" Diamond chocolate, 1/2's and 6's.....	0.23
" Confectionery chocolate, 2 1/2c. to.....	0.31
" Sweet chocolate liquors, 20c. to.....	0.34

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes.....	Per lb. \$0.35
Vanilla chocolate, 6-lb. boxes.....	0.47
German sweet, 6-lb. boxes.....	0.26
Per lb.	
Breakfast cocoa, 1/2, 1 and 5-lb. tins.....	0.40
Cracked cocoa, 1-lb. pkgs., 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).....	0.42
1-lb. cans.....	0.42
Vanilla chocolate wafers, 48 to box, per box.....	1.56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Per lb.

Breakfast cocoa—

12-lb. boxes, 6 boxes in case, 1-lb. tins..... 40c.

6-lb. boxes, 12 boxes in case, 1-lb. tins..... 40c.

12-lb. boxes, 6 boxes in case, 1-lb. tins..... 40c.

6-lb. boxes, 12 boxes in case, 1-lb. tins..... 42c.

6-lb. boxes, 12 boxes in case, 1-5-lb. tins..... 44c.

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, 1-lb. tins..... 32c.

6-lb. boxes, 12 boxes in case, 1-lb. tins..... 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs..... 33c.

12-lb. bxs., 6 bxs. in case, 1-lb. pkgs..... 33c.

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs..... 35c.

12-lb. bxs., 6 bxs. in case, 1-lb. pkgs..... 35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, 1-lb. pkgs..... 44c.

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs..... 44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, 1-lb. pkgs..... 35c.

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs..... 35c.

Vanilla sweet chocolate—

3-lb. bxs., 24 bxs. in case, 1-lb. pkgs..... 32c.

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs..... 32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs..... 30c.

12-lb. bxs., 6 bxs. in case, 1-lb. pkgs..... 30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, 1-lb. pkgs..... 23c.

12-lb. boxes, 6 boxes in case, 1-lb. pkgs..... 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case \$5 00
evap. cream, op. 4d. 4 65

Borden's Condensed Milk Co.

Eagle" brand..... \$1 50

Gold Seal" brand..... 1 30

Fearless" brand evaporated cream..... 1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)..... \$4 65

"Reindeer" brand per case (4 doz.)..... 5.60



Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins..... 9 00

 " 2 lb. cans, cases, 15 tins..... 8 70

"Beaver" coffee, 24-1 lb. pkgs..... 4 80

"Sun" brand, 25 and 50 lb. tins—

Gem, roasted or ground..... 0 30

Extra, " "..... 0 26

Fine " "..... 0 22

Fancy " "..... 0 18

"Beaver" (ground only compound)..... 0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—

Club House..... 0 33

Royal Java..... 0 31

Royal Java and Mocha..... 0 31

Nectar..... 0 30

Empress..... 0 28

Duchess..... 0 26

Ambrosia..... 0 25

Fancy Bourbon..... 0 20

High Grade package goods—

Gold Medal, 2-lb. tins..... 0 30

Gold Medal, 1-lb. tins..... 0 31

Kin Hee, 1-lb. tins..... 0 30

Cafe Des Gourmets, ground only, 1-lb. glass jars..... 0 30

English Breakfast, ground only 1-lb. tins..... 0 12 1/2

JAMES TURNER & CO. Per lb.

Moccos..... \$0.32

Damascus..... 0.28

Cairo..... 0.20

Sirdar..... 0.17

Old Dutch Rio..... 0.12 1/2

E. D. MAROEAU, Montreal. Per lb.

Old Crow" Java..... \$0.25

 " Mocha..... 0.25

"Condor" Java..... 0.30

 " Mocha..... 0.30

15-year-old Mandeling Java and hand-picked Mocha..... 0.50

1-lb. fancy tins choice pure coffee, 48 tins per case..... 0.20

Madam Huot's coffee, 1-lb. tins..... 0.31

 " 3-lb. tins..... 0.60

100 lb. delivered in Ontario and Quebec.

Rio No. 1..... 0.15

Condor I. 40-lb. boxes..... 45c.

 " II, 40-lb. boxes..... 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..... 23

Mocha and Java coffee, in 2-lb. tins, 30-lb. cases..... 23

Cheese.

Imperial—Large size jars..... per doz. \$8.25

 " Medium size jars..... 4.50

 " Small size jars..... 3.40

 " Individual size jars..... 1.00

Imperial holder—Large size..... 12.00

 " Medium size..... 17.00

 " Small size..... 12.00

Roquefort—Large size..... 2.40

 " Small size..... 1.40

The grocery store that shows

Benson's "Prepared Corn"

sells the most perfect
culinary starch made.

Edwardsburg "Silver Gloss" Starch

is an indispensable line for every grocer and general merchant.
Its sale is always satisfactory.

For Sale by All Jobbers.

EDWARDSBURG STARCH CO'Y, Limited ESTABLISHED 1858

53 Front St. East,
TORONTO ONT.

Works:
CARDINAL, ONT.

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

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un- num bered.	Coupons numbered.
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 \$ 50 books	3	cents each
5 00 "	4	"
10 00 "	5	"
15 00 "	6	"
20 00 "	7	"
25 00 "	8	"
50 00 "	12	"



The Davidson & Hay, Limited, Toronto.

Fly Pads.



Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 37
" "	1-lb. tins	1 25
" "	1-lb. tins	1 25
" "	1-lb. tins	1 25
" "	1-lb. tins	1 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz. Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
2-lb. tins, 3 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails, per lb.	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 3 doz. in case, per doz.	1 00
2-lb. tins, 3 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails, per lb.	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	\$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

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, per jar	1 75
" " 30 5-lb. cans, per can	1 50
"Purity" licorice 10 sticks, per lb.	1 45
" " 100 sticks, per lb.	0 75
Dulce large cent sticks, 100 in box, per box	1 50

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	\$1 40
" 1-lb. tins, per doz.	2 50
" 1-lb. tins, per doz.	5 00
Durham 4-lb. jar, per jar.	0 75
1-lb. jar, per jar.	0 25
F.D., 1-lb. tins, per doz.	0 85
" 1-lb. tins, per doz.	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins, per lb.	\$0 35
1-lb. tins, per lb.	0 35
1-lb. tins, per lb.	0 35
4-lb. jars, per jar	1 80
1-lb. jars, per jar	0 35
Old Crow," 12-lb. boxes—	
1-lb. tins, per lb.	0 25
1-lb. tins, per lb.	0 25
1-lb. tins, per lb.	0 25
4-lb. jars, per jar	0 70
1-lb. jars, per jar	0 25



Orange Meat.

Cases, 36 15c. packages, per case	\$4.50
5 cas- lots, per lot	4 40
(Freight paid.)	
Cases, 20 25c. packages, per case	4 10
5 case lots, per lot	4 10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass jars, per jar	\$1 50
" " quart gem jars, per jar	2 40

T. UPTON & CO.

1-lb. glass jars, 3 doz. case, per doz.	\$1 00
Home-made, in 1-lb. glass jars, per lb.	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 96½
Golden shred marmalade, 2 doz. case, per doz.	75

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.

Cement stoppers (pints), per doz.	\$2 30
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1 45
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Soda.

COW BRAND.

DWIGHT'S BAKING SODA	
Case of 1-lb. containing 60 pkgs., per box	\$3 00
Case of 1-lb. (containing 120 pkgs.) per box	\$3 00
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box	\$3 00
Case of 5c. pkgs. containing 96 pkgs., per box	\$3 00

MAGIC BRAND.

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
5 cases	2 75

"BEE" BRAND.

Bee " hr nd, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	\$3 00

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

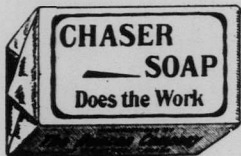
Maypole soap, colors	per gross	\$10 90
black	15	30
Oricola soap	"	10 90
Gloriola soap	"	12 00
Straw hat polish	"	10 90

RABBITT'S.

Rabbitt's "1776"
6-oz. pkgs \$3.50 per
box. 5 boxes as
freight paid and
half box free.
Rabbitt's "Best"
soap, 100 bars
\$4 10 per box.
Potash or Lye, bxs

each 2 doz., \$2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case \$2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	\$4 65
5 1 lb.	3 90
100 5c.	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
1 0 lb. cakes (Sanitary Soap)	8 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.	
No. 1 White or blue, 4-lb. carton	\$ 0 52
No. 1 " 3-lb.	0 52
Canada laundry, 4-lb. drawlid boxes	0 04
Silver gloss, 8-lb. tin canisters	0 07
Silver gloss, 6-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06
Benson's satin, 1-lb. cartons	0 07
No. 1 white, bbl. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05
Benson's enamel, per box 1 25 to 2 50	

Culinary Starch—

Benson & Co.'s Prepared Corn	0 06
Canada Pure Corn	0 05

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08

"Bee" brand starch—

laundry, 64-12 oz. pkg. per case	\$5 00
" 32-12 " " " " "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
" Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box, 100 lb. keg	0 06
" laundry " 50 " " "	0 05
" Gem " " 100 & 200 lb. kegs	0 05

BEANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 04
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case	0 07
6-lb. enameled tin canisters, 8 in case	0 07
Kegs, ex. crystals, 100 lb.	0 06

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celuloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case	4 75
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ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 06
Durham corn starch, 40 lb.	0 05

Laundry Starches—

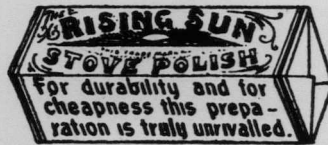
No. 1 White, 4-lb. cartons, 48 lb.	0 05
3-lb. cartons, 36 lb.	0 05
" 200-lb. bbl.	0 05
" 100-lb. kegs.	0 05
Canada Laundry, 40 to 46 lb.	0 04
Ivory Gloss, 8-8 family pkgs., 48 lb	0 07
" 1-lb. fancy, 30 lb.	0 07
" large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05



OCEAN MILLS.

Chinese starch, per case of 2 doz., \$4, less 5 per cent.

Stove Polish.



Per gross.

Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 38
4, bxs., ea. 3 dz.
Enameline No. 0 65
6, bxs., ea. 3 dz.
Enameline Liquid, bxs., ea. 0 80
3 doz.
Blackene, 5-lb. 0 10
cans, per lb.

Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case.

Enamelled tins, 2 doz. in case	\$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " " " "	3 25
10 " " " "	3 25
20 " " " "	3 10
(10 and 20 lb. tins have wire handles.)	

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SUTTON'S AMMONIA

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HOUSEHOLD PURPOSES.

MANUFACTURED BY
G. F. SUTTON - SONS - & C^O
OSBORNE WORKS, BRANDON ROAD,
KINGS CROSS, N.

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " " "	5 45
" " " "	5 70



Teas.

SALADA CEYLON.
Wholesale. Retail

Brown Label, 1's	\$0 20	\$0 25
" " 1's and 1/2's	0 21	0 26
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 35	0 50
Gold Label, 1's	0 44	0 60

E. D. MAROEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes	\$0 42
" " II 40-lb. boxes	0 37
" " III 80-lb. boxes	0 32

EMD AAA Japan, 40 lb "at.	0 30
" AA " 40 "	0 27
Blue Jay, basket fired Japan, 70 lbs.,	0 25
"Condor" IV 80-lb.	0 27
" V 80-lb.	0 25
" XXXX 80-lb. boxes	0 21
" XXXX 30-lb. "	0 22
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, 1/2, 1/2 and 1/4	0 25 at 0 20
60-lb. cases	retail
Grey Label, 1/2, 1/2 and 1/4	0 30 at 0 23
60-lb. cases	retail
Yellow Label, 1/2 and 1/4	0 35 at 0 28
80-lb. cases	retail
Blue Label, 1/2, 1/2 and 1/4	0 40 at 0 30
60-lb. cases	retail
Red Label, 1/2, 1/2 and 1/4	0 50 at 0 34
60-lb. cases	retail
White Label, 1/2, 1/2 and 1/4	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 25
No. 2	" 0 20
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s... \$0 46
Amber, 8s. and 3s. 0 60
Ivy, 7s. 0 50
Rosebud, 7s. 0 51
Chewing—Currency, 12s. and 6s. 0 46
Old Fox, 12s. 0 48
Snowshoe, 6s. 0 51
Play Roll, 7s. 0 56
Stag, 10 oz. 0 45
Bobs, 6s. and 12s. 0 45
" 10 oz. bars, 6s. 0 45
Fair Play, 8s. and 12s. 0 53
Club, 6s. and 12s. 0 46
Universal, 13s. 0 47
Dixie, 7s. 0 56

Vinegars.

E. D. MAROEAU, Montreal.

Per gal

EMD, pure distilled, highest quality.	\$0 32
Condor, pure distilled.	0 27
Old Crow.	0 25

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 05
Gillet's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, z. 5c.	1 00
Victoria " doz. 5c.	1 00
" 3 doz. 10c.	1 00

NO STANDING OVER

THE FIRE WITH

IVORINE COLD-WATER STARCH

It's simply prepared with cold water. That in itself is reason enough why you should carry a supply, and the price **\$2.50** per case of 40 pkgs! Your jobber has IVORINE.

St. Lawrence Starch Co.
LIMITED
PORT CREDIT, ONT.

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There is nothing marvelous in our manufacturing



GOLDEN RUSSET VINEGAR

Any other maker could turn out a fruit vinegar as good if he spent the money and had the process. It is cheaper and easier to manufacture acid vinegars because flavorings and colorings are used in an attempt to correct imperfect manufacture, whereas in pure fruit vinegar—Golden Russet Vinegar—nothing but the natural fruit acid of the best apples is used. Sold in three strengths at prices proportionate.

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

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By JOHN H. BLAKE

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**CANADIAN
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"Perfectly clean from our kitchen to your customer's."

Your customers' appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

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Mince Meat**

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

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STANDARD PEELS**

**LEMON
CITRON**

**ORANGE
MIXED**

7-lb. Boxes

7-lb. Tins

1-lb. Cartoons

NEW SEASON'S CANDIED AND DRAINED PEELS

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