

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, AUGUST 17, 1906.

NO. 33

Keen's



Oxford Blue

The reputation that Keen's Oxford Blue obtains is based upon the fact that it is the most perfectly made and effective laundry blue in the world. This is the strongest argument why you should sell it.

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

The strongest argument for the sale of

Benson's "Prepared" Corn and Edwardsburg "Silver Gloss" Starch

is that, made as they are, from the finest selected corn, under the most perfect modern scientific and hygienic conditions they are.

ABSOLUTELY PURE

You are selling **The Best** when offering these—

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

There's Money In It.

There's a large business to be done in Burton's All-Healing Tar Soap.

- ● 1. It is a pure high-grade antiseptic soap
- ● 2. The ideal soap for Doctors, Surgeons, Dentists, Medical Students and Nurses. With this class of people it sells largely.
- ● 3. Every home is visited by sickness or accident; therefore Burton's All-Healing Tar Soap has a place in every home.
- ● 4. For cleansing the hair and scalp it is very beneficial.
- ● 5. It is used by many of the leading hospitals throughout Canada.
- ● 6. It bears a good profit and is a good seller.

Vital reasons why you should sell

Burton's All-Healing Tar Soap

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



National Licorice Co.

Brooklyn, N.Y.

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

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

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO. LIMITED

Montreal

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

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

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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



When in Doubt Buy These Goods

Fry's Cocoa and Chocolate

Contain no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

When in doubt buy "*Fry's.*"

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results—quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy "*Cox's.*"

Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest but the "best."

When in doubt buy "*Codou's.*"

SOLD BY LEADING WHOLESALERS EVERYWHERE.

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ANDARD

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FINING CO.

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RADE

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Lion Brand,

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PRICES

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TORONTO
HAMILTON
LONDON
WINNIPEG



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOES, W.I.

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

CHARLOTTETOWN, P.E.I.

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

HALIFAX, N.S.

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

MOOSE JAW.

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

MONTREAL.

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

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

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

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

TORONTO.

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

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

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

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

McGAW & RUSSELL
Manufacturers' Agents and Importers
48 1/2 Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

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

QUEBEC.

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

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 13 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

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

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

Another Money Saver

and a Money Saver is a Money Maker

Through a good purchase we are able to fix you up on **ROLLED OATS**, and at a price considerably less than anything else on the market.

Don't Waste Time—
or you'll miss the opportunity.

ROLLED OATS

90-lb. Sacks. Quality Guaranteed

Made by one of the best mills in the Dominion

At Less Than Millers' Prices

As we are quoting exceptionally low figures on 5, 10, and 25 sack lots, we can offer these only subject to being unsold.

THEREFORE —

DO NOT WAIT for our travellers, as they will likely be all sold by the time they call; but

Send us Your Orders at Once.

DON'T FORGET —

PAN YAN PICKLES are the finest mustard pickles on the market.

PAN YAN SAUCE is the most delicious and appetizing sauce made.

"ANCHOR" Brand MIXED, CHOW, WALNUTS, GHERKINS and ONIONS
English PICKLES are the finest English Pickles imported. ———

WE ARE SOLE AGENTS FOR THESE LINES

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



RUSSELL
Agents and Importers
East, Toronto
Correspondence Solicited
Main 2647

S. HOOPER
HOOPER
Real Estate Brokers and
Insurance Agents
Toronto
Commissions solicited

IBC.
ARRIER
Commission
FLOUR, GRAIN
Agencies Solicited.
Bank Building,
TORONTO.

PEG.
Your business to this
COUNTRY
on account to our
ADVANTAGE.
Established over 13 years
am & Co.
Commission Merchants
MANITOBA

WATSON
Agent and Whole-
sale Broker.
- Man.
Correspondence Solicited.

AYLOR
WAREHOUSEMAN
1 Street
G, MAN.
REFERENCES

TCHELL
G, MAN.
Interested from firms wishing
to be supplied. Travellers call
for details and Retail Trade in
financial responsibility.

(on page 4.)

Manufacturers' Agents—Continued.

WINNIPEG.

G. C. WARREN
REGINA

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

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

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

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

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

ASHLEY & LIGHTCAP

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

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.



This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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

—OFFICES IN CANADA—

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

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



CHINESE Starch

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

OCEAN MILLS, - MONTREAL

J. P. THOMAS

COMMISSION MERCHANT

25 St. Peter Street
QUEBEC

STOCK NOW.



Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London, Eng.

CANADIAN AGENTS:
MACLURE & LANGLEY LTD.

154 Pearl St., Toronto
20 Hospital St., Montreal

HOW

Crockery years, tell of artistic effect sellers at li

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We are first to intro

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We m in profuse v up-to-date

Speci importation

Lette If our

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Mc Crockery

HOW ARE YOUR CROCKERY SALES?

We have a stock that will convince you
our goods are the sort you want?

Crockery dealers, most of whom have been buying crockery from our house for 30 years, tell our travelling salesmen, who cover the Dominion, that the graceful styles, artistic effects and general attractiveness of our goods this season make them quick sellers at liberal profit.

OUR NEW WAREHOUSE

No. 70 King St. West, Toronto

When in Toronto we will be pleased to have you visit us. You will receive courteous attention whether you wish to buy or to look through.

Crockery, China, Glassware, Art Porcelains, Cut Glass,
Bar Glassware, Lamp Goods, Etc.

—From all Countries—

WHOLESALE ONLY

We are the Pioneers in the Direct Import Order Trade in our lines. We were the first to introduce that system of buying in Canada.

We are by appointment the direct agents for Messrs. Wood & Son, of Burslem, England, one of the few great manufacturers in the Staffordshire Potteries. We establish at the works the credit of all good Canadian firms, so that shipments and payments can be made direct if desired.

Besides our other outside storage warehouses in Toronto, our new warehouse, No. 70 King Street West, comprises 45,000 square feet of storage space. It is filled from top to bottom with everything usually found in first-class wholesale crockery stock.

We make a specialty—at the right prices—of Dinner Sets, Tea Sets, Toilet Sets, in profuse variety. English, French and German Pottery, China and Glassware. Artistic, up-to-date American Glassware and Lamp Goods.

Special assorted Packages of all lines carried in stock as well as sold for direct importation.

Letter orders receive prompt and careful attention.

If our travellers do not reach you we solicit your inquiries by correspondence.

If we have not already a generous share of your trade we will endeavor to convince you of the advantages of our values, prices and courteous business treatment.

McMAHON, BROADFIELD & CO.
Crockery Importers :: :: :: 70 King Street West, TORONTO



E Starch

Best in the world—For
Bakers and Jobbers in the

MONTREAL

THOMAS

SSION
HANT

er Street
3EC

NOW.

*Sutton's
Worcestershire
Sauce
cannot
be beaten
for
quality
and price*

**G. F. Sutton,
Sons & Co.**
King's Cross
London, Eng.

CANADIAN AGENTS:
MACLURE & LANGLEY LTD.
154 Pearl St., Toronto
30 Hospital St., Montreal

FISHING IS POOR

at the Coast these days and the consequence is that Fraser River Sockeye will cost you about \$1.75 per dozen this year.

We had an idea what was coming and bought early, and now offer you a decided bargain in our

"REGAL BRAND" talls
at \$1.60 per doz.

This is **Finest Fraser River Sockeye** and money can't buy any better grade of fish. We give you our **personal guarantee with every can.** Stock this once and you will be one of our regular customers. Don't confuse quality with Red Sockeye because **"Regal" is Fraser River Fish.**

TEA

"MAYBELL" Ceylon Orange Pekoe Packed in 50 lb. Half-Chests 16 1/2 cts.

"MYRTLE" Ceylon Green, Packed in 60 lb. Half-Chests 17 cts.

Try these once or let us give you the names of some of our customers who are handling them.

Price and quality **always** the same and you don't have to be bothered matching and it saves a lot of trouble to always be able to give your customers **exactly** the same tea.

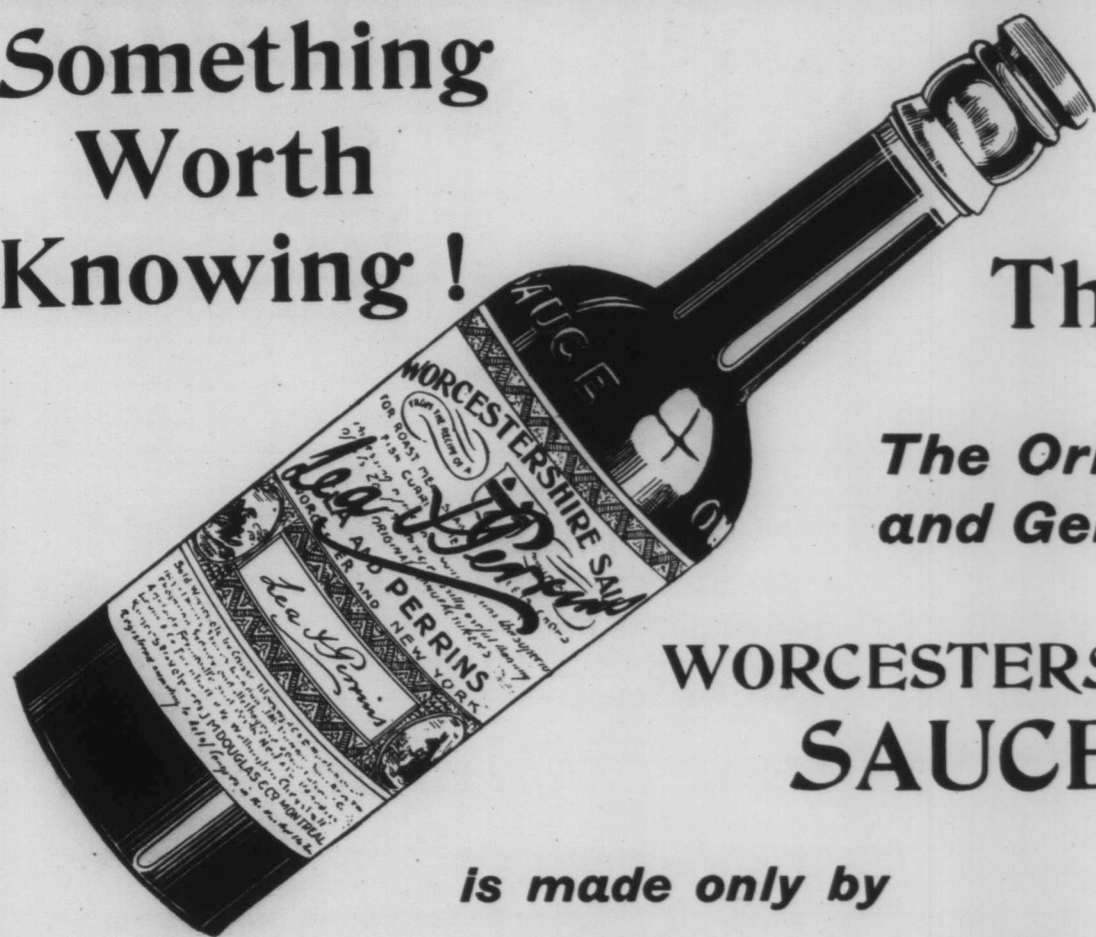
Canada Brokerage Co., Limited

PHONES:

Main 870
" 2282

9 Front St. E.,
TORONTO

Something
Worth
Knowing!



That

*The Original
and Genuine*

WORCESTERSHIRE
SAUCE

is made only by

LEA & PERRINS
WORCESTER

The Target for All Imitators

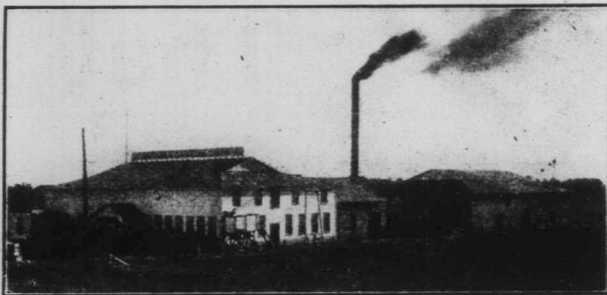
70 Years Reputation Behind It

J. M. DOUGLAS & CO., MONTREAL

(Established 1857), Canadian Agents

CANADA'S PRIDE

SEASON 1906

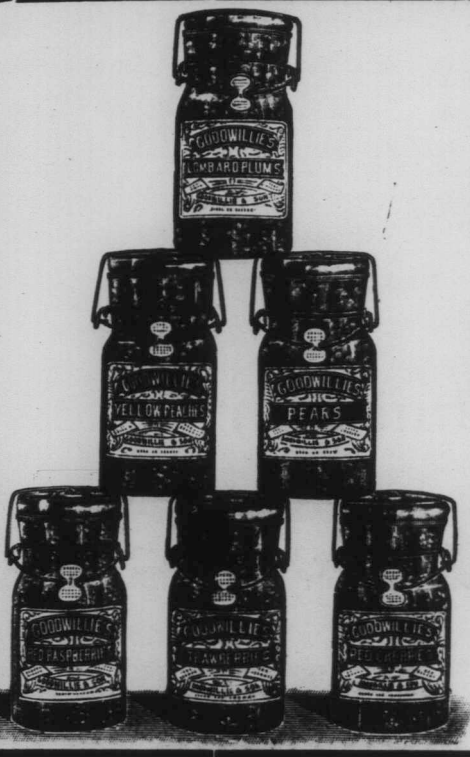


We have now fully equipped our factory with all latest machinery, making it modern and up-to-date and will pack a full line of FRUITS and VEGETABLES. We are situated in one of the best districts for producing a fine flavor, which was fully demonstrated by our pack of last year.

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

NAPANEE CANNING CO., Limited

W. A. CARSON, Manager



THEY

Sell Well

Show a Nice Profit

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

When buying your
Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

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

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL
TORONTO

Black, M
Natural

Quali
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better
isfact

GILL





SALADA

Ceylon Tea Quality and Value has always been "original" and of a character that ensures fast adhesive friends and customers showing no desire to "budge." Quality is the greatest magnet you can possibly use to attract trade.

TRY IT.

**Black, Mixed or }
Natural Green } Sealed Packets Only**

**Wholesale Terms on Application,
"SALADA," Toronto-Montreal**

QUALITY

Quality is the one thing that distinguishes an article; that makes it better, more desirable and more satisfactory than other similar articles.

QUALITY OF

GILLETT'S CREAM TARTAR

**IS GUARANTEED
TO BE CHEMICALLY PURE**

PUT UP IN



1/4-lb., 1/2-lb. pkgs.	10-lb. wooden boxes
1/2-lb., 1-lb. and	25-lb. wooden pails
5-lb. cans	100-lb. kegs
	360-lb. barrels



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



Whatever the function—indoors or outdoors—an indispensable is

STERLING

Brand

PICKLES

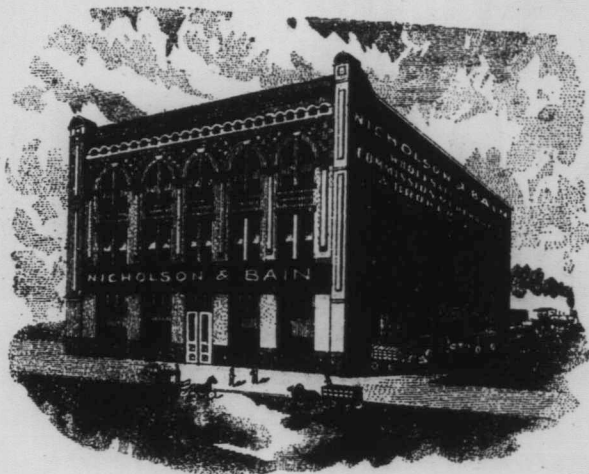
Observing grocers who study closely the trend of trade have noted this and always carry a well-assorted line.

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

THE T. A. LYTLE CO. Limited

TORONTO, CAN.

WINNIPEG and CALGARY



TO MANUFACTURERS AND SHIPPERS

DEAR SIRS, —

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

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

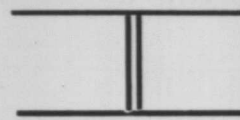
We are, Yours truly,

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

Established 1882.



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



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

We have the newest plant.

We have the most suitable surroundings.

We have the most far-seeing directorate.

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

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC

Montreal

OTTAWA



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



Our practical knowledge enables us to offer you in "Ivorine" a starch which has gained marked favor wherever introduced, a starch more easily used than any other now for sale, and a starch which will give Perfect Results Your Jobber can supply you. St. Lawrence Starch Co., Limited, Port Credit, Ont.

PROFIT and —

—shall it be loss or gain?

You may gain a profit
but lose a customer.

VALUE GIVEN WILL DECIDE IT.

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

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

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

**REINDEER CONDENSED MILK
JERSEY STERILIZED CREAM**

EVERYONE KNOWS THESE BRANDS
TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

The fr
invigor

Taylor

For Price

(Bottled a

Write for

Taylor

The fragrance, delicious and delicate flavor,—the healthfulness and invigorating qualities of

JAPAN TEAS

is what appeals to every lover of genuinely pure teas.

If your trade has not known the perfect teas of JAPAN,—order a line — Your trade will be pleased.

WRITE THE
Taylor & Pringle Co., Limited
 OWEN SOUND

For Prices on Their Famous

RASPBERRY VINEGAR
 LIME JUICE
 FRUIT WINES

(Bottled and in bulk, put up in pints and quarts)

REFINED CIDER
 SWEET CIDER
 BANANA CIDER,
 in half-barrels

Write for a Sample Order of their

Raspberry Vinegar

ORDER NOW

Taylor & Pringle Co., Limited

There's one "strike" that is approved of by everybody that is

The "strike" of our

Matches

This strike extends throughout the land and is a continuous one—

If you want to learn how you can make more money in selling Matches. Write us for particulars—

The Improved Match Co., Limited

Head Office:
 BOARD OF TRADE,
 MONTREAL.

Factory:
 DRUMMONDVILLE,
 P. Q.

Manufacturers:—

Would you like to have your products ably handled in

ALBERTA?

We have the connection, organization and experience necessary to gain and hold the market for first-class manufacturers.

Offices and warehouses with A1 railway facilities at
Calgary and Edmonton.

Salesmen cover the province thoroughly.
Write us.

DOMINION BROKERAGE CO., Limited

CALGARY and EDMONTON

PICKLING SPICE

Our fancy $\frac{1}{4}$ lb. transparent pkgs. of selected Mixed Pickling Spice containing 19 varieties, is the best value on the market—and a rapid seller—Now is the time for placing your order—

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.

Cold Wave Coming.

It is pretty hot just now, but there is a cold wave coming pretty soon, and before long your customers will be getting ready their stoves for Fall weather.

JAMES' DOME LEAD

is the best cleaner on the market. It gives satisfaction every time. No dust, no waste, always the same. Sort your stock up well.

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



ALL HANDS UNITE



in agreeing
that

Old Homestead Brand CANNED GOODS

are the best ever. If you are not selling the Old Homestead Brand you should be. Old Homestead Canned Goods are the kind your customers will want more of. They can't get enough of them. Your canned goods sales will increase 25 per cent. if you keep Old Homestead to the front. Better order now. Our guarantee with every case.



The Old Homestead Canning Co.

PICTON, - ONT.



From "The Times," Niagara-on-the-Lake, July 27th, 1906.

An Industry of Which Niagara is Proud

The Delhi Canning Company an Example of Modern Cleanliness

Upon invitation of the management of the Delhi Canning Co., (Branch No. 13, of the Canadian Cannery, Limited) THE MAYOR, COUNCIL AND OTHER LEADING CITIZENS INCLUDING THE REPORTER OF THIS PAPER PAID THEM A VISIT ON Wednesday, and although they were not expecting us until later in the week we found everything in spick and span condition. PLEASED COMMENTS BEING HEARD ON EVERY SIDE AT THE CLEAN CONDITIONS PREVAILING EVERYWHERE THE MANAGEMENT STATING THAT THEY INTEND TO LIVE UP TO THEIR MOTTO OF QUALITY AND CLEANLINESS, NO MATTER, WHAT THE COST.

We found about 50 women working on beans and raspberries AND A CLEANER LOOKING LOT ONE WOULD NOT WISH TO SEE, the forewomen stating that she was enforcing the Rules laid down to her by the management which were that every woman must be clean and tidy about her person, this they were greatly aided in doing by being provided with small towels which they had attached to their belts, they were stringing the beans and taking out any little particles that were left among the raspberries by the pickers, after this they were never touched by human hands, the rest being done by modern machinery, even being filled into the cans by what the Cannery term a "Rocker," nothing but fresh clean water being used. HAVING A HEALTH INSPECTOR ALONG WITH US THE NEXT THING WE EXAMINED WAS THE SANITARY CONDITIONS AND FOUND EVERYTHING IN THIS CONNECTION ALL RIGHT THE SEWERAGE AND DRAINAGE BEING FIRST CLASS, HAVING A GOOD WATER PRESSURE.

The foreman stated that they washed their floors,

etc., down twice a day, and as the floors slant to the centre and are connected with the sewer they were able to keep the factory clean with very little trouble. The toilet arrangement for both men and women were found to be also first-class, in fact, as good as you would find in a modern house. We next went back to watch the machinery AND COULD NOT HELP BUT NOTICE HOW THE MODERN MACHINERY AIDS IN PUTTING UP GOODS CLEAN. The beans after being strung by the women were put in perforated pails and blanched by boiling water then taken out and dipped into clean cold water, they are next Rocked into the Cans by MACHINERY. ALSO TINNED, CAPPED, COOKED AND COOLED BY MACHINERY, IN FACT THE MANAGEMENT STATED THAT MOST ALL THEIR GOODS WERE NOW PUT UP BY MACHINERY THOSE THAT WERE HANDLED BY HANDS, BEING THOROUGHLY CLEANSSED BY STEAM BEFORE GOING INTO THE CANS. Just as we were leaving our ATTENTION WAS CALLED TO A LOAD OF BEANS AND RASPBERRIES WHICH HAD JUST BEEN BROUGHT IN AND IT WAS EASILY SEEN THAT THE QUALITY WAS FIRST CLASS, EVEN BETTER THAN WE WERE ABLE TO PROCURE FOR OUR OWN TABLE. WE WERE THEN CALLED INTO THE OFFICE WHERE SAMPLES WERE OPENED AND THE REMARK WAS MADE BY SEVERAL THAT THEY WERE AS NICE AS THEIR OWN WIVES PUT UP. After leaving the factory THE TOPIC OF CONVERSATION WAS THAT IF ALL THE CANNING PLANTS WERE LIKE THIS AND THE PUBLIC WOULD PAY THEM A VISIT THERE WOULD BE VERY LITTLE PREJUDICE AGAINST CANNED GOODS.

The remarks as above are equally applicable to each of our **THIRTY FACTORIES**. In ordering Canned Goods it will pay you to stick to brands as follows, viz : "**CANADA FIRST**," "**AUTO**," "**LITTLE CHIEF**," "**LOG CABIN**," "**HORSESHOE**," "**KENT**," "**LYNN VALLEY**," "**MAPLE LEAF**," "**LION**," "**GRAND RIVER**," "**WHITE ROSE**," etc.

"**QUALITY and CLEANLINESS**," our Motto.

Yours respectfully,

CANADIAN CANNERS, Limited

INTERESTING FACTS ABOUT

RED ROSE TEA

THE tea bush is indigenous to Assam in Northern India, and botanists are of the opinion that it is the parent species of all the cultivated varieties in India, Ceylon, China and elsewhere. In a wild state it grows to a height of fifteen to twenty feet, but the cultivated shrub is only three to four feet high.

Assam being the natural home of the tea bush it is not surprising that this and other districts in Northern India produce the richest, most pungent teas grown in the world, teas that command higher prices than even the finest Ceylon ; but Ceylon teas are very flavory and fragrant, and seem to be especially made to blend with the richer, more syrupy tea of India. When combined, the Ceylons giving point and piquancy to the liquor, the Indians richness and strength.

The distinctive characteristic of RED ROSE TEA, that rich fruity flavor, is obtained by blending these fine Indians and Ceylons, and another very important feature of RED ROSE TEA, viz., its uniformity of flavor all the year round, is secured the same way—something not possible to obtain where Ceylon or Indian teas are used alone.

T. H. ESTABROOKS

Branches—TORONTO
WINNIPEG

ST. JOHN, N.B.

**Some people will tell you that they pack
bulk Pickles which will keep. We go
considerably further than telling.**

We absolutely guarantee our product, and if you receive any of our pickles that are not in the very best condition we always stand ready to make them right, providing that they are not more than six months old, that the barrel, pail or other container is kept covered, that you do not use tin or any metal vessel to dip them out with (use a crockery bowl), that the vinegar is always taken in proportion to the pickles so that they are always kept slightly covered with vinegar, that no sweepings, particularly nails, are allowed to get into the container, and that the pickles are kept from any extreme of heat or cold. You can't help making money on our goods if you keep them right, for they will sell better and at a better price, because they are better than any other bulk pickles on the market. We can afford to stand back of our goods because nothing but the best goes into them, the natural result is that we are sure of them. Insist on Lion Brand when ordering this Fall.

THE OZO CO., LIMITED, MONTREAL



VA

For
We



FIRM ESTABLISHED 1750

Purnell's Pure Malt Vinegar

Brewed from the Finest Grown English Malt,
The best for Pickling and for the table.
Quality guaranteed. Profits good. Sales always increasing.

PURNELL, WEBB & CO., Ltd., Bristol, Eng.
Sauce and Pickle Makers

Apply to Agents for further particulars:

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

HALIFAX, N.S.
ST. JOHN, N.B.
CHARLOTTETOWN, P.E.I.
1483 Notre Dame Street, MONTREAL

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

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



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

SULTANA RAISINS (28-lb. boxes)

CURRANTS (In half-cases or barrels)

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

For Import—
We represent Reliable Shippers only.

THOS. BELL, SONS & CO.,
MONTREAL



Don't Take Any Chances

Neither RISING SUN Stove Polish in cakes nor SUN PASTE Stove Polish in tins contain anything inflammable or explosive. They are absolutely safe in the hands of the user. The sale and use of inferior stove polishes often results in fires, explosions, burns and disfigurement, sometimes

horrible sufferings and death. You run a considerable risk in selling these dangerous stove polishes, put up by inexperienced or unscrupulous manufacturers, as the injured have repeatedly brought suits at law against the dealers who sold the dangerous stuff. Don't take any chances.

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

GREIG'S WHITE SWAN PREPARED COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance, and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our **WHITE SWAN** guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

THE ROBERT GREIG CO., Limited, ^{WHITE SWAN} MILLS, TORONTO

TRAVELLERS' HOLIDAYS

Orders entrusted to us during the travellers' holidays (Aug. 4th to 18th) will have our usual prompt and careful attention. Write, or phone or wire at our expense. Your orders will be appreciated.

Thomas Kinnear & Co.
WHOLESALE GROCERS
TORONTO AND PETERBORO

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Means loss
good service
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Acme

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost \$6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the "ENTERPRISE" SMOKED BEEF SHAVES, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.



The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

Busy, Busy, Busy

Cans are rushing.

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

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

Order Now!

Acme Can Works
MONTREAL

"WALKER BINS"

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

Write for Illustrated Catalogue
"Modern Grocery Fixtures."

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

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating

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

Our Grinders Wear Longest



No. 65

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

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

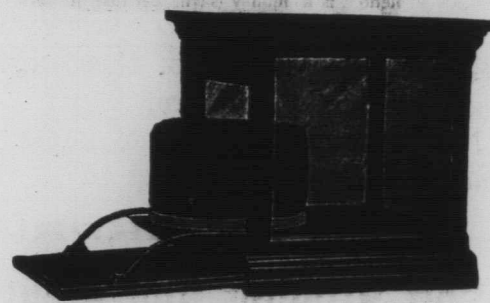
We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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.

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

A Strong Combination in Cheese



The Standard Computing Cheese Cutter

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

The Standard Cheese Cabinet

A Cabinet of the highest quality in every detail.

WRITE FOR FOLDER AND SPECIAL PRICE

THE WALKER BIN & STORE FIXTURE CO., Limited
BERLIN, CANADA.

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

The "BEST" Mop

unequaled as a profit-maker and trade builder.

AN IDEAL MOP OF EXTREME SIMPLICITY, NEATNESS, AND DURABILITY

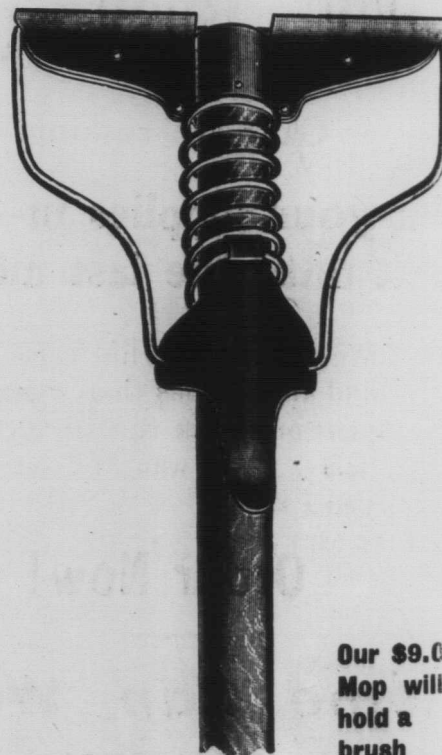
And, Mr. Grocer, if you want to handle a reliable and satisfactory Mop, not only ask of it from your jobber, but insist on the "BEST."

—MADE BY—

THE CUMMING MFG. CO., Limited
RENFREW, ONT.

Western Representatives:
F. A. Reinhardt
J. J. Maguire
608 Ashdown Bldg.,
WINNIPEG, Man.

THE "BEST" MOP



Our \$9.00 Mop will hold a brush

TOWEL ROLLERS

CAN OPENERS

WOODENWARE OF ALL KINDS

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A labor save
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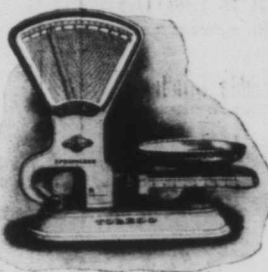


Out-Door

S. F. B

TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S 'WELLINGTON' KNIFE POLISH

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

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

COUNT THE SAVING AS YOU GO ALONG

It is easier to insert the carbon sheet between pink and white leaves than between two white or two pink leaves. The "pink and white" style stands for our

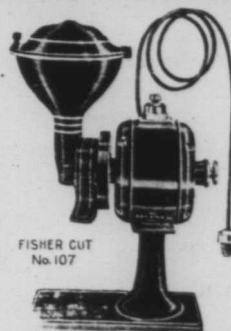
SPECIAL DUPLICATING Counter Check Book

The price will meet with your approval.

The Carter-Crume Company, Limited
Canada's Leading Counter Check Book Makers. TORONTO and MONTREAL



ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

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

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

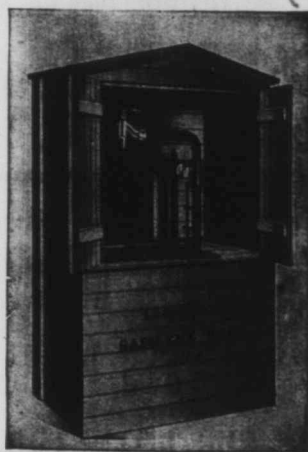
Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

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

Many a Gasolene Fire Might have been Avoided

if the grocer had used a Bowser Gasolene Tank, but he did not; he ran the risk, and lost his store.



Cut No. 10.

Out-Door Cabinet. One of Fifty.

Are you running the risk by using a tank that is not safe, that is not evaporation and waste proof, that will explode if given a chance? **Don't do it—it will not pay.**

BUY A BOWSER AND BE SAFE

For Particulars send for Gasolene Catalog "B"

S. F. Bowser & Co. Inc. 530 FRONT ST. WEST, TORONTO, ONT.

They Cost Less Than Nothing

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

IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

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

in Cheese

cheese Cutter

Computing money values

et

every detail.

AL PRICE

TURE CO., Limited

Ltd., Winnipeg

" MOP



WOODENWARE OF ALL KINDS

Our \$9.00 Mop will hold a brush

THE CANADIAN GROCER

Fancy SEEDED RAISINS

For Prompt Shipment

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO



AN IDEAL SITE
PERFECT METHODS
EXPERT STAFF

"FARMER BRAND"

We are a new Company (but are already established with the Consumers of Canned Goods) and we are doing things in a new way. Our plant is situated on an eminence in the very heart of the Great Bay of Quinte District.

The latest machinery has been installed.

Close to the factory run two large streams of clear spring water, one suitable for any purpose, the other forming a natural drainage. There is also a plentiful supply of pure water for brines and syrups.

The processor knows his business and his assistants know theirs.

CLEANLINESS is the Watchword

We are just plain men with no pretensions, no airs, no schemes. A great mistake if you don't sell and your customer don't eat our 1906 Peas, we mean it. We make

"FARMER BRAND" CANNED GOODS

and nothing else.

TRY OUR 1906 PACK

The FARMERS' CANNING COMPANY, Limited
BLOOMFIELD, ONT.

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

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALEERS
THOS. SYMINGTON & CO. - EDINBURGH

Tartan BRAND

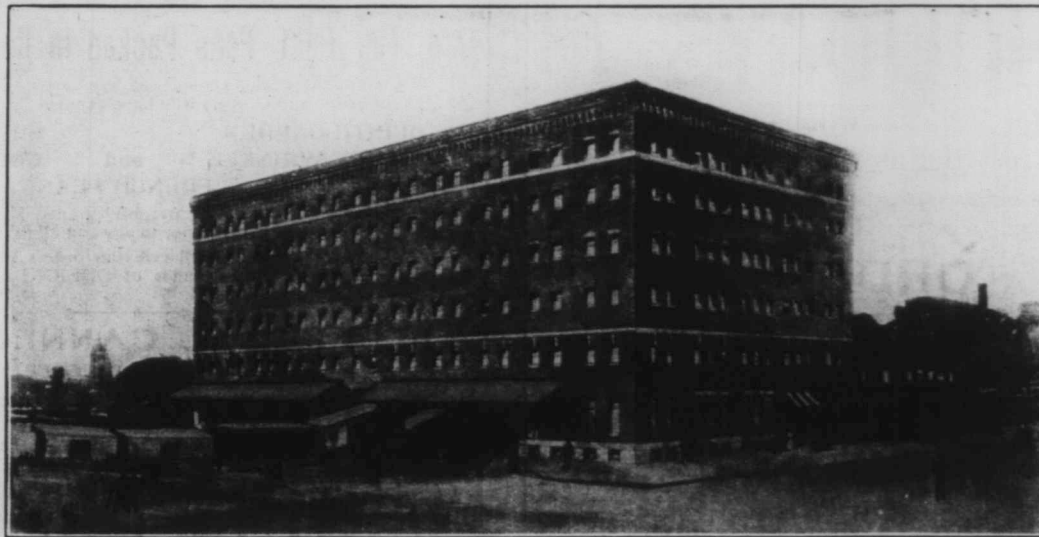
SIGN OF PURITY

We thank our many friends for the generous business during the travellers' holidays.

Our representatives will start Monday on their regular trips and will have some good things to show you.

If in a hurry for goods phone our long distance **596**

BALFOUR, SMYE & CO., Wholesale Grocers, HAMILTON



TERMINAL STORAGE WAREHOUSE

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

TERMINAL WAREHOUSE & CARTAGE CO., LTD.
12-38 Grey Nun Street, MONTREAL

RED FEATHER CANNED GOODS

FOR 1906 PACK

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

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

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

Our Travellers will be on hand next week.

Kindly note they will have attractive samples to show you in

Black and Green
Indian and Ceylon Teas

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

HOLIDAYS

Our travellers will be taking a rest the next two weeks.

ORDERS
BY
MAIL, WIRE or PHONE
WILL RECEIVE
PROMPT ATTENTION

WARREN BROS. & CO.
Limited
35 and 37 Front St. E., Toronto

"QUEEN BRAND PEAS"

Are The Best Peas Packed in Canada To-day

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

QUINTE GARDEN and **SIFTED JUNE**
SWEET WRINKLE and **GOLD LABEL**
FRENCH PEAS

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

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

BELLEVILLE CANNING CO.,
BELLEVILLE, ONT.

"ANTITIS PEPPER"

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

Guaranteed absolutely a pure blend
of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane
LONDON, England
TRIAL ORDERS SOLICITED

Resuming Trips

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

They will have special bargains and inducements to offer.

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

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

PHONES 422-1265-1816

WHOLESALE GROCERS



Straight Pointers on Canned Goods

You run no risk at all in recommending "Essex" canned goods to your most particular customers. They measure up to a higher standard than anything you're accustomed to, and are guaranteed strictly high-grade in every detail of quality and flavor. We own the very latest facilities for doing things right, and insist on such satisfaction as the trade has never known before.

The "Essex" Brand

is a step nearer perfection than anything now in sight, both fruits and vegetables being specially selected and carefully handled. The very conditions under which we operate, make cleanliness and thoroughness our first consideration, with no room anywhere in this business for slap-dash methods. If you want the best, insist on the best. Our guarantee goes with every shipment.

THE ESSEX CANNING AND PRESERVING CO., Limited

Head Office: 8 Wellington St. East, TORONTO

Factory: ESSEX, ONT.

STATE INSPECTION ONLY HOPE

British Grocers' Federation and the Meat Scare—President Roosevelt's Assurance Satisfactory—The Press Comes in for Criticism—Grocers Association Stands for Honesty of Dealing.

(Scottish Trade Glasgow)

In his inaugural address at the annual conference of the Federation of Grocers' Associations, at Sheffield, Mr. W. Nuttall, this year's president, defined with force and accuracy the position of the organized grocers of the whole country with respect to adulteration. He said, "We want the Government to help us to put down the rascality of adulteration and to punish with vigor the packer of impure food. Our federation stands for honesty of dealing and purity of food, and to all those who contravene those ideals it offers warfare of a most relentless character." Quite recently the federation gave ample evidence of its determination to carry out this policy in a most resolute fashion. A cablegram was sent to President Roosevelt asking a declaration to assure the British public that in future there would be some guarantee of the purity of the goods sent to this country from America. This was followed by a letter in which the situation was discussed with remarkable candor. It was clearly stated that the executive of the federation representing 14,000 grocers was prepared to recommend at the annual conference that the trade should cease to stock American preserved provisions until assurances were received that such provisions would be issued with a proper government certificate as to the soundness of their condition for human food. Happily the required assurances were promptly given by the President of the United States, who authorized the American ambassador in London to inform the Grocers' Federation that under the new law the United States Government would guarantee the fitness in all respects of canned meat bearing the Government stamp. The result is eminently satisfactory. If at any future time there should be good cause for complaint the American Government will in virtue of their official guarantee be morally bound to take the matter up and put it on a satisfactory footing.

During the course of the discussion of this subject at the meeting of the Grocers' Federation, Alderman Hinton, Middlesbrough, maintained that extravagant and untruthful statements had been circulated by a certain section of the press with reference to tinned meats. We hold no brief for the whole press of the country. Many of the most widely circulated of the London journals are edited without a due sense of responsibility; but we manage things better in Scotland. There is plenty of irresponsible writing, but no British paper would stoop to deliberate untruthfulness. A large section of the public prefer to have their news highly flavored, and journalists like other traders dress their goods to fit the market. Actors and artists of all kinds do precisely the same. That some of the accounts of the Chicago meat scandals were rather highly spiced is extremely probable. But it is not so much what was said as the inferences that were drawn from the statements made that were misleading. The disgusting details that were so loudly pro-

claimed through the two hemispheres did not apply to the most reputable packers; but they had to suffer for a time from the panic. This world is so ordered that the innocent often suffer for a time with the guilty. The ultimate result of the exposures will, however, be an unmixed good. In this country as well as in America public opinion has been forcibly directed to the need for greater cleanliness in connection with meat canning and kindred industries, and even apart from legislation there has been a great improvement all round. In the United States a satisfactory system of state inspection has been instituted. As we perceived at the beginning this was inevitable. The Americans must market a considerable proportion of their food products in Europe; and to do this they must retain the confidence of the European public.

When once the question was raised the only hope for the meat packers was through a system of state inspection that would command universal confidence. Instead of being the enemy of the meat packers President Roosevelt was really their truest friend. The prompt and vigorous action of the Grocers' Federation has also had a most beneficial effect. The official assurance obtained from the President of the United States will do much to restore the reputation of American tinned goods in this country. The readiness of the grocers of Great Britain to take effective measures to protect the public against adulterated food is a good augury, showing that the best traditions of the trade are being strenuously maintained. It is only along such lines that a business reputation can be maintained and extended. Public opinion is thoroughly aroused in favor of maintaining the purity of the food supplies; and no small share for the credit of bringing about this position of affairs belongs to the grocers of Great Britain, who through their various organizations have powerfully influenced public opinion.

RED ROSE TEA'S REUNION.

Annual Gathering at Toronto This Year Instead of St. John, N.B.

The annual reunion of the Red Rose Tea selling staff is to be held this year on August 26, 27 and 28 and in Toronto for the first time. Formerly the gathering has been held at St. John, N.B. The eastern men will arrive on the 26th and those from the west on the 27th. T. H. Estabrooks will be present and will bring with him the chief tea taster, W. R. Myles, who is the third in direct descent, having in his possession the papers of apprenticeship of his father and grandfather as tea testers. Holding the meeting in Toronto will afford an opportunity of visiting the great Industrial Fair.

JAMES TURNER & CO.

Old Established Business Bought Back From Canada Grocers.

James Turner & Co., Hamilton, have bought back their business from the Canada Grocers, Limited. During the three years it was merged in the amalgamation the personnel remained unchanged and is still intact. Alexander Turner continues as president of the company.

The firm has an interesting history running back over 60 years to 1844. It was founded then by the late Hon. James Turner, and his brother, who were associated in the business till 1864. Then it became James Turner & Co., which it continued till merged in the Canada Grocers' Limited, becoming a branch. It now assumes the old name.

In purchasing the business the company have bought all the brands, trade marks, labels, formulas, etc., which were formerly theirs. Their buying power will be as great as ever and their friends can feel that their old-time connection has not in any way been broken, that they are in every way as well able to handle business entrusted to them as in the past.

All business will be conducted from the Hamilton office and while, for their customers' convenience, they will continue to carry some stocks at outside points, they will have no branches.

CRUISING EXHIBITION.

Canadian manufacturers and those interested in Canadian commerce will be interested in the arrival of the SS. Cambroman, of the Dominion line, expected early in October. The vessel has been chartered for a year by a number of British manufacturers to carry an exhibition of their goods throughout the world. The goods will be arranged as in the ordinary sample room, but on a much larger scale. Montreal will be the first port of call.

The fore part of the upper deck will be reserved for wines, liquors and such lines, the after part for silverware, cutlery, etc. The main hall, containing various exhibits, will be on the middle deck. The lower deck will be devoted to machinery of all kinds. The boat will leave the Old Country late in September.

ONE-MANISM.

"One-Manism" is not good for a business, neither is it good for an association. The thought that there is but one man in an association is apt to lead to arrogance in the manners of the one man and to breed discontent and disgust in the minds of the others who know that they are fully as capable and as intelligent and alive as the one man. One-manism is akin to Czarism and Czarism is not for Americans. — Eli Grocer.

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Some Oat Gro

By Our Van

While grand prairie province in the new ion, it is worth ish Columbia in its own line will not be a h grain grown in there are crop River Valley y per acre this are considerat which are la oats and hay a crop has long lower mainland splendid extra oats manufact much superior where else. sample of whit er Valley is re So the ranche Father Fraser their acreage a attention to t the original of

As the salm the sockeye se the average of the rapid deve of the provin which has been in a fairly lar panded in m: once there wa fishing steame seven or eight others occasio last addition brought from ago the steam was also brou being the first ment for the New England cern in the ha vessels direc steamer Manh the Kingfisher having just b where she wa the Horn and the overhaulin

The entire banks of Dixc of Queen Cha of course best sons a fair! The average 50 tons, or 1 sult of a cruiz a few days though the la trip. The ro considerably l lack was bett fishermen hav being set dow intervals of 1 on the open peculiarly ap The steamer with two fish and forth, re; each as they

HUNDRED BUSHELS TO ACRE

Some Oat Growing in British Columbia—Other Fish than Salmon—Fruit and Fruit-growing in the Okanagan Valley.

By Our Own Correspondent.

Vancouver, August 13, 1906.

While grand crop reports from the prairie provinces are receiving prominence in the news columns of the Dominion, it is worth while to note that British Columbia perhaps leads the world in its own line of grain growing. There will not be a hundred million bushels of grain grown in the Pacific province, but there are crops of oats in the Fraser River Valley yielding a hundred bushels per acre this year. Near the Fraser are considerable areas of arable land which are largely devoted to raising oats and hay and to dairying. The oat crop has long been a specialty on the lower mainland of British Columbia. The splendid extra white oatmeal and rolled oats manufactured in the province is much superior to any produced anywhere else. The quality and excellent sample of white oats grown in the Fraser Valley is responsible for this success. So the ranchers on the delta lands of Father Fraser devote a large part of their acreage and a great deal of special attention to this cereal, for producing the original of breakfast foods.

* * *

As the salmon fishing season, that is the sockeye season, is on in full swing, the average observer is apt to overlook the rapid development of other fisheries of the province. The halibut industry, which has been exploited for some years in a fairly large way, is now being expanded in marvellous manner. Where once there was but one large sea-going fishing steamer the fleet is now some seven or eight regularly engaged, with others occasionally in the trade. The last addition is the steamer Flamingo, brought from England. A few months ago the steam trawler Celestial Empire was also brought from the Old Country, being the first with this class of equipment for the halibut on this coast. The New England Fish Co., the pioneer concern in the halibut trade, has now three vessels directly in her service, the steamer Manhattan, of similar type to the Kingfisher and the New England, having just been brought from Boston, where she was built. She came round the Horn and is now ready, after a little overhauling, to go into commission.

The entire halibut fleet fishes off the banks of Dixon Entrance, to the north of Queen Charlotte Sound. The catch is of course best in winter, but at all seasons a fairly good quantity is taken. The average cargo brought in is some 50 tons, or 100,000 lbs. This is the result of a cruise lasting all the way from a few days till almost a fortnight, though the latter is an unusually long trip. The round trip has been made in considerably less than a week, but then luck was better than usual. The halibut fishermen have a hazardous occupation, being set down in cockle-shell dories at intervals of half a mile or more apart, on the open sea, and a sea, at that, peculiarly apt to very sudden storms. The steamer after locating all the dories with two fishermen in each, cruises back and forth, ready to take up the catch of each as they pull in the long skates of

gear, which are nothing but great lines several hundred fathoms in length, with hooks at intervals of about two feet long. On these the bait used is salted herring, many tons of which are caught in the season of the herring run, and stored for halibut bait. The halibut fishermen are reputed to earn the highest wages on the Pacific coast, many times having as much as \$100 coming to them for one trip, their pay being regulated by the catch each makes.

The market for the halibut is largely in Eastern United States and Canada, the latter having but begun to grow, the quality of the magnificent halibut secured on the Pacific coast being now just beginning to be known. The Boston market has long ago ceased to depend on the poorer and more precarious halibut catch off Newfoundland.

* * *

The peach crop of the Okanagan, especially from Peachland and Kelowna, has been more in evidence in the coast cities than ever before. Of course the quantity produced is but now beginning to assume large proportions, and the facilities in the Northwest market to take care of a large stock are not of the best. Last year and the other years since the plantations of Peachland and other points along Okanagan Lake have begun to enter the shipping list, there was no surplus to send to Vancouver and Victoria. This year, however, the crop is bountiful, and the number of trees in bearing very much increased, so that the choice stock of home growth has been put on the coast market in competition with the California article. Without prejudice, there is no comparison. The only comparison with the Okanagan-grown peach of any variety is the best produced in the Niagara peninsula.

The extreme juiciness and luscious fullness of fruitage seems to be embodied in the fruit from Okanagan. It has always been of remark that the larger California peaches were even more flavorless and dry in texture than the small or medium sizes. But it is equally as notable that the very largest peaches grown at Peachland—and there are some monstrous samples—are to the full as juicy and luscious as any other. It looks very much as if the Okanagan would soon produce peaches in such abundance as to drug the market, for the trees come into bearing in four or five years from being set out, and but a trifling percentage of thousands set out have yet matured. Prices even this year have gone down, for the grower, from an average of \$1.50 per case in the orchard to less than \$1 per case. Transportation charges are responsible in large measure for the difficulty in getting them on the market.

H. A. Sloan, of John Sloan & Co., Toronto, is back in the sample room after a couple of weeks at Windemere, Muskoka. Sun, wind and tide painted him several degrees darker, a sort of aboriginal hue, that bespeaks day-long association with all outdoor.

ITEMS OF INTEREST.

John Dickey, Pickering, Ont., spent a day in Toronto this week.

A. Henderson, of Brampton, Ont., was in Toronto this week.

R. L. Waugh, grocer, Winnipeg, has sold to McDowall & Grant.

Mr. Bartley, of Bartley & Reid, Montreal, was in Quebec during the week.

Mr. Barnard, manager of Hunt & Co., Montreal office, was in London, Ont., this week.

D. Gouinlock, of Perkins, Ince & Co., is holidaying at Point au Barris, on the Georgian Bay.

T. Kinnear, Toronto, took a couple of days off this week and looked the country over as far north as North Bay.

The grocery business of J. L. Archibald & Son, on Spring Garden Road, Halifax, N.S., is advertised for sale by tender.

Fred. Hutchison, of J. L. Watt & Scott, Toronto, has returned from a fortnight's holiday at Lake Rosseau, Muskoka.

Hilliker Bros., of Manville, Alta., though not long located have now two stores in operation and report business very good.

James Sargent, Toronto, secretary of the Dominion Commercial Travelers' Association, was in Montreal the early part of the week.

Robert Urquhart, the senior member of the firm of R. Urquhart & Son, grocers, is seriously ill at his home on South Park street, Halifax.

James Langrill, of the firm of J. Langrill & Bro., Baltimore, Md., died on August 5. The business of the firm will be continued as heretofore.

D. J. Rattray, of D. Rattray & Son, Montreal and Quebec, has been taking a few days' vacation. The objective point of his trip was Niagara Falls and Toronto.

John O'Neill, the Halifax oarsman, who defeated McGee, the Canadian champion, at Worcester on Saturday, is a member of the firm of O'Neill & Mulcahy, butter and cheese dealers, Halifax.

H. G. Macdonald, grocer, Sorauren avenue, Toronto, was married on Wednesday to Miss Reed. H. G. always was a hustler, but there'll be a breeze in the store all the time after he gets back.

J. L. Watt, of J. L. Watt & Scott, Toronto and Montreal, has returned to Toronto from a couple of weeks fishing in the Temagami district. He had a good time and good luck. Mrs. Watt accompanied him.

Frank M. Sloan, after a very pleasant vacation at Maplehurst, Muskoka, has again assumed command in the sample room of John Sloan & Co., Toronto. His holiday business was sailing, and it netted him several coats of tan to cover the nakedness of increased averdupois.

J. P. Heffernan, who for some time has conducted George Williams' Market Square store, Guelph, Ont., has launched in business for himself as a tea, coffee and spice broker, and selling agent for the Imperial Biscuit Co. His experience, business ability and popularity will assuredly bring him success.

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to the Pacific—News of Your Brother Grocer in all the Provinces.

J. Labesque & Co., grocers, Montreal, have dissolved.

C. Harvey, general store, Port au Per-sil, has compromised.

Assets of A. Beaudoin, grocer, Mont-real, have been sold.

Heinz salad dressing is a big seller at this season of the year.

The assets of A. Beaudoin, grocer, Montreal, are to be sold.

The Bank of Hamilton has opened a branch at Lariviere, Man.

The Bank of Hamilton has opened a branch at Mörtlach, Alta.

The Bank of Hamilton has opened a branch at Holmfield, Man.

The assets of J. A. Rochon, grocer, Hull, Que., are to be sold.

Jacksonville, Fla., has prohibited the marketing of undrawn fowl.

J. A. McGuigan, general merchant, Cowal, Ont., was burned out.

W. R. Thompson, grocer, Montreal, registered as Thompson & Co.

J. O. N. Pauze, crockery, etc., Mont-real, is offering to compromise.

Uppar & Co's general store, Humberstone, Ont., is advertised for sale.

Rigobert Begin, general merchant and tanner, St. Romuald, Que., is dead.

The sale of apollinaris water now amounts to 30,000,000 bottles a year.

A. C. Beach & Co., general merchants, Craven, Alta., have been incorporated.

H. P. Eckardt & Co. have received a shipment of fine flinty green Rio coffee.

The assets of Geo. Turcot, general store, Laurierville, Que., have been sold.

Alf. Begin, general merchant, Salmon Lake, Que., has assigned to V. E. Paradis.

Z. Rainville, grocer Casselman, Ont., has effected a settlement with his creditors.

A bailiff's sale of the Hamilton Saratoga Chip Co. was advertised for August 13.

The assets of Blaquiere & Arsenault, Avignon, Que., general store, are to be sold to-day.

Dresden, Ont., will submit a by-law to bonus the Keystone Sugar Co. to the extent of \$25,000.

W. G. Murphy & Co., general merchants, Carberry, Man., are opening a branch at Dauphin.

Marston & Ledaire's general store stock, Boissevain, Man., was advertised for sale on Aug. 15.

Brownstone & Wasserman, general merchants, Fillmore, Sask., have opened a branch at Herbert.

H. J. Matthews, Colborne, Ont., is

considering the erection of a canning factory in Kingston, Ont.

J. F. Beringer and T. E. Owens, directors of the Beamsville Preserving Co., Beamsville, Ont., were in Toronto last week.

Coyle Bros.' grocery, Winnipeg, was burglarized last week, but the thieves got away with only a box of cigars.

Good Bros., Wilton avenue and Ontario street, Toronto, have bought the business of Percy Hill, Dundas street, that city.

D. Robinson, Tara, Ont., one of the smartest grocers in Western Ontario, spent a couple of days in Toronto on business last week.

Application has been made at Toronto for the winding up of the Keystone Sugar Co., organized in 1905 with a share-capital of \$250,000.

The assets of the Ottawa store of W. B. Crawford, wholesale produce merchant, Ottawa and Shawville, Que., were sold by the sheriff.

Arrangements are being made looking to the yearly exhibition of West Indian products at the principal exhibitions throughout Canada.

Bot McKay, of Walkerton, has a new boy in his family. He's so lusty, they call him the wholesaler. Anyway he's in the foodstuff business exclusively.

A. Cecil Knight, manager of the Comfort Soap Co., and Mr. Tillotson, an English director, have gone on a trip to the west as far as the Pacific Coast.

A. F. MacLagan, of Birks, Corner & Co., Montreal, spent a pleasant holiday visiting friends in Minneapolis. On his way back he stopped off at Toronto for a while.

I. S. Chaisson, Souris, P. E. Island, has been giving his store a cleaning up and painting, and has now a grocery which for attractiveness is second to none in that part of the country.

Wm. Sanders, who for some time has been with T. Poehlman & Co., Hanover, Ont., has taken over the business, which is one of the finest in Western Ontario. Mr. Sanders is a son-in-law of Mr. Poehlman.

J. H. Christie, of E. J. Coles Co., Woodstock, Ont., has purchased the business of R. A. Hutchinson, Wingham, Ont., and embarked in business for himself. He is the kind of man to make a success of it, too.

Most country stores are now stocking Wilson's fly pads, for which the present demand is very brisk. Most housekeepers need them at this season, they pay a large profit, and many stores sell from three to five boxes each Summer.

William Farley, formerly of the firm of Lamb & Co., provision merchants,

Toronto, passed away on Thursday morning of last week, aged 64 years. For nearly thirty years he was a resident of Toronto, retiring from business about three years ago.

The Imperial Blend Tea Co. have been incorporated under Ontario charter with J. S. A. Whealy and J. H. Spanes, Toronto, and C. T. Harrison and J. W. Elliott, Hamilton, as provisional directors. The capital stock is \$40,000 and the head office in Hamilton.

Fire started in the rear of Shaver Bros.' grocery store, Port Arthur, Ont., last week and destroyed the Wheeler Block. The Twin City grocery, owned by L. L. Peltier, jr., was also burned. Shaver Bros.' loss was \$2,000 covered by insurance, and L. L. Peltier \$2,500 with \$1,500 insurance.

L. A. Moreash, formerly with H. W. Wentzell & Co., has bought the grocery business of W. A. Davies, Halifax, N.S. Mr. Moreash is enterprising and having served a good apprenticeship will no doubt make a success of his business. Mr. Davies has retired, having purchased a farm at Sackville, N.S.

In Toronto recently: P. Colborne, Tilsonburg; C. Minchall, Maple; Geo. Bradley, of Bradley & Son, St. Catharines; Mr. Bradley, manager of the Niagara Falls branch of Bradley & Son, St. Catharines; Miss Bell, daughter of W. L. Bell, Niagara Falls; Mr. Younge, of J. A. Younge & Sons, Glen-coe.

A meeting of the Beamsville Preserving Co. was held at the village Thursday of last week, and the following officers were elected: President, E. D. Smith; vice-president, H. Pearce, Montreal; secretary-treasurer, E. L. Armstrong; directors, J. F. Beringer, T. E. Owens, H. Pearce, Frank Owens, L. Kimmons.

The Montreal offices of The Grocer have been honored by the presentation of a handsome Japanese watercolor. The donor was Chas. Smyth, representing Hellyer & Co., Yokohama, the large tea exporters. The picture represents a Japanese landscape, showing the sacred mountain of Fujiyomo, and is a fine specimen of Japanese art.

W. T. Stirling, secretary-treasurer of the Harry Webb Co., Toronto, spent a few days in Montreal last week. The Grocer had the pleasure of felicitating him on his joining the ranks of the benefactors. Mr. and Mrs. Stirling were on their way home from Tadousac and Cocouana, having made the journey by the R. & O. line and returned to Toronto via the same line.

One of the finest grocery stores in the north end of Halifax is that of C. E. Choat. The place is scrupulously clean, the goods are attractively displayed and customers receive every attention at the hands of Mr. Choat and his salesmen. We are informed that his volume of sales has materially increased since moving into the new store.—Maritime Merchant.

Picnic Tim

The well-known Mr. John I. this week. retire from ing only a purchaser c Lees, of Ha

The retail to be brisk. zens away! off is made people visit ordinary ru difficulty, h son is that larity of su

A picnic that held o employes o tunately it ant day for afternoon w get out c ready at th the line wa Pere Marqu result was get to Port late but m they made turedly ent not been fo would have season.

The sport same high marked an of any kin rin's have by halves, instance w them it should tak There was rivalry, an to make e tested, the lows:

100 yar Jno. May. 25 yards ders and 100 yard Stewart, 1 50 yards Mabel Sur zier.

Young l Meyers, M ber.

50 yards Middleton. 50 yard: Fred Cook 75 yard: and Henci Orr.

Needle 2 and Miss Miss Nor Webber.

50 yard: Evans, J. Girls'

LONDON TRADE DOINGS

Picnic Time—Grocery Changes Hands—Sarnia Trade Going to Have a Big Time at Port Stanley—S. D. Perrin & Co's Annual Outing.

The well-known grocery business of Mr. John Lawson has changed hands this week. Mr. Lawson has decided to retire from the retail business, continuing only along wholesale lines. The purchaser of the retail is Mr. Edward Lees, of Hamilton.

The retail grocery business continues to be brisk. While there are many citizens away for the Summer, the falling off is made up for by the number of people visiting here. There is an extraordinary run on picnic supplies. The difficulty, however, with the picnic season is that it interferes with the regularity of supply.

A picnic of interest to grocers was that held on Saturday, Aug. 4, by the employes of D. S. Perrin & Co. Unfortunately it was not a thoroughly pleasant day for everybody, for not until the afternoon were the excursionists able to get out of the city. Hundreds were ready at the depot in the morning, but the line was tied up by a wreck on the Pere Marquette at St. Thomas, and the result was that when the crowd did get to Port Stanley they were not only late but more or less tired. However, they made the best of it and good-naturedly entered into the sports. Had it not been for the wreck the Perrin picnic would have been one of the best of the season.

The sports were entered into with the same high spirits that has always marked any outing or any celebration of any kind that the employes of Perrin's have had. They never do things by halves, and when the firm in this instance were particularly generous to them it was but natural that they should take the great interest they did. There was fun in everything as well as rivalry, and the rivalry was sufficient to make every race and game well contested, the results of which were as follows:

100 yards race—J. M. McCormick, Jno. May, Alf. Henderson.

25 yards, wheelbarrow race—J. Saunders and J. M. Middleton, A. Gregory and H. Bailey.

100 yards, boys' race, 17 and under—Stewart, Evans, Fitzgerald.

50 yards, girls' race, 16 and under—Mabel Summer, Eva Evans, Ada Brazier.

Young ladies' race, 75 yards—Kate Meyers, Mary Kirkpatrick, Alma Webber.

50 yards, cigar race—T. Stewart, J. Middleton.

50 yards, boys under 10—R. Evans, Fred Cook, T. Welford.

75 yards, 4-legged race—Bailey, May and Henderson, Fonger, Campbell and Orr.

Needle and thread race—J. Saunders and Miss Kirkpatrick, Henderson and Miss Norton, J. Middleton and Miss Webber.

50 yards, jockey races—Stewart and Evans, J. Middleton and J. Saunders.

Girls' and boys' 3-legged race—J.

Saunders and Miss Kirkpatrick, E. Evans and Miss Norton.

100 yards, pipe smoking race—J. Saunders, H. Bailey, J. Middleton.

Pig-in-poke race—T. Stewart and Miss Angus, J. Middleton and Miss Webber.

Chum race—J. Fox and Miss Meyers, J. Saunders and Miss Angus, J. Middleton and Miss Clark, E. Evans and Miss Kirkpatrick.

Girls' ball throwing race—Maggie Bradshaw, Ethel Bisset, Katie Meyers.

Another biscuit manufacturing concern was brought into the public eye during last week, the McCormick Mfg. Co. having to shut down for a day recently owing to a lack of water pressure from the city water works. This scarcity was also the cause of an accident whereby pipes which should have been cooled by the water had the effect of scalding one of the employes, though not seriously.

One of London's grocery clerks met with an untimely end at Port Stanley Monday of last week, when Robert Peters, an employe of C. H. Lee's New York Store, was drowned while swimming in the lake. Peters was but 21 years of age and well liked. He and a chum, Sydney Husband, were swimming when the deceased was taken with cramps. Peters' companion made strenuous efforts to save him, but finally lost him. The search for the body was not rewarded until Wednesday morning, when the life boat crew recovered the body.

SARNIA GROCERS' PICNIC.

The grocers of Sarnia are making great preparation for their third annual picnic, to be held at Lake Huron Park, August 22. Grocery travelers from all over the country will be there that day, and the attendance is expected to eclipse that of last year, when 3,000 people were at the park.

A number of special features will be presented. Ten dollars is to be given to the couple who will be married on the grandstand during the afternoon, marriage license free.

Other specials are: Gold watch race, catching greasy pig, pie-eating contest, climbing greasy pole, baby show, oldest couple on the grounds, largest family on grounds.

A base ball match will be played between the grocery employers and employes.

The 27th Regiment band will be in attendance afternoon and evening.

BAKERS' OFFICERS.

The Canadian Association of Master Bakers in session at London, Ont., Wednesday elected these officers: M. Bredin, president; E. K. Barnesdale, F. J. Harris, Wm. West, A. H. Shouldis, vice-presidents; H. E. Trent, secretary; A. H. Carrick, treasurer.

"FOR YOUR CONVENIENCE."

The Canada Brokerage have issued to their customers a very neat morocco bound catalogue, price list and note book, combined "For your convenience," runs the little address (to the trade), "we give you herein particulars of some of the lines we handle, which we trust will of some help when ordering." Hundreds of lines and sorts are given with prices or space to fill in. The book cannot but be a handy attachment for a grocers' vest pocket.

EXHIBITION IN FRANCE.

Official notification has been received by the Chambre de Commerce, Montreal, of the International Maritime Exhibition which is to be held in Bordeaux, France, from May to November, 1907. Organized by the League Maritime Française, the exhibition is under the official patronage of the French Government. The exposition will be open to all countries, and everything agricultural, industrial and artistic pertaining to maritime affairs will be on exhibition. An exhibition by Canadian shipping interests and industrial enterprises is invited.

THE BEAN CROP LARGER.

A Canadian Grocer correspondent, writing this week of the bean crop in the Dutton, West Lorn and Rodney districts of Southwestern Ontario, says: "We never before had such a good prospect for the bean crop. The acreage is larger than usual and the prospect is better than ever before, although there may be wet weather for harvesting or something else to interfere. If not there will be more for market than ever before. I am not posted as to conditions further west, but I believe the prospect is good. I understand there are quite a few old beans held by some dealers."

DISCOVERY OF COFFEE.

Coffee was discovered in 1285 by a dervish named Hadji Omar, a native of the Town of Mocha—hence the familiar name.

Hadji Omar, lost in an Arabian desert, was dying of hunger, when he discovered some small, round berries. On trying to eat them he found, to his disgust, that they were extremely bitter.

Then he tried roasting them, and finally steeped a few thus roasted in water. Naturally this was coffee, and, though of the worst description, so agreeable did Hadji Omar find it, that as soon as he could make his way back to his native town he introduced his new drink to the wise men of the city, says Home Chat. So well pleased were they with it that the dervish was made a saint.

WANTED.

A SALESMAN for the Northwest; one having some knowledge of groceries preferred; age 28 to 35; must give fidelity bond; character, ability and appearance essential. Address giving experience and references. Box A.B.C., CANADIAN GROCER, Toronto. (11)

WITH THE TRAVELERS

Where some of the "searchlights of Commerce" are Holidaying—A Muscular Reproof of Insolence—Using the Automobile Now.

A. H. Lawson, Toronto, has had two weeks of sun-lit solid enjoyment at Jackson's Point, Ont.

C. R. Jenkins, of Gowans, Kent & Company, is spending a vacation near Huntsville, Muskoka.

J. A. Lapointe, of Demers, Fletcher & Cie, Montreal, spent his holidays at Kamouraska, Que., and had a fine time.

Mr. Tobias, of Lucas, Steele & Bristol, finds home attractions the strongest, so remains in Brantford for the holidays.

Nat Irvine, of Lucas, Steele & Bristol, has disappeared for the holidays and no one has any idea of his whereabouts, except R. T. S.

T. Edwards and W. T. Harris, of Lucas, Steele & Bristol, have found London and Port Stanley sufficiently attractive for them for their holidays.

W. T. Orton, of Lucas, Steele & Bristol, Hamilton, has not gone far away from the city. It has been a case with him of "Come into the garden, Maud."

A. Loggie, of A. & R. Loggie, Loggieville, N.B., was in Montreal during the week taking orders for blueberries. Mr. Loggie says the crop this year is abundant.

D. A. Jeffrey, traveler for D. M. Ferry & Co., seed merchants, was in Winnipeg last week settling up the firm's business for the season. He reported a prosperous year.

Miss Pumfrey, of Lucas, Steele & Bristol, who is always considered one of the boys, had a very nice outing in the Adirondacks and is the only one sorry to come home.

Ernest Hustwitt, of Toronto, connected with the A. F. MacLaren Imperial Cheese Co., was recently in Winnipeg visiting his father, Stephen Hustwitt, western agent for Red Rose tea.

Glen Walker, "The Baby," of Lucas, Steele & Bristol, has been out inspecting the meat industries of the west. Presume he will be giving the Fowler people some pointers on his return.

W. O. McPherson, the Walnut King, and Sam Somerville, of Lucas, Steele & Bristol, have made an endeavor to break

the bank at Cobalt, but it is reported they retired in confusion to Temagami.

L. Chaput, Fils & Cie, Montreal, have been appointed selling agents for the Province of Quebec, of the Pabst Brewing Co., Milwaukee, Wis. Fred Allen, representing the Pabst Brewing Co., has been calling upon the trade in Montreal during the past few weeks.

Jimmy Price, of Lucas, Steele & Bristol, has been taking in Port Rowan and Long Point. Think there is something attractive in the horse line up there for him. We hear he had "that" boy of his with him.

A. S. Gormaly, traveling salesman for the Salada Tea Co., left Toronto Aug. 5 for a two weeks' vacation through the Green Mountains of Vermont, and will spend a few days at Boston and New York. Mr. Gormaly's territory is from Niagara Falls to Windsor, Ont., and he expects to be in the latter place again on Aug. 25.

Jack Stewart, who though one of the youngsters is making a fine reputation for himself as a salesman, has left Warren Bros. & Co. to become the traveling salesman for Maconochie's goods throughout Ontario. Mr. Stewart learned the business with H. P. Eckardt & Co. and Warren Bros. & Co. His headquarters are now the MacLaren Imperial Cheese Co., Toronto, who have charge of Maconochie's business in America.

S. L. Marshall, of the MacLaren Imperial Cheese Co., spent a pleasant holiday at Burly Falls, near Stoney Lake, Ont. He acquired a fine coat of tan and has been trying with an apothecary's scales to ascertain if it has increased his weight. He thinks if he could have got more Maconochie's pickles he could have done better for his Cassius-like visage, but they were eaten up so fast that the hotel proprietor couldn't keep up his stock.

There are not many more experienced grocery travelers in Canada than James Owen, of the Warren Bros. & Co. staff. But his tea sales this month have surprised even himself. With the month only half gone he has four thousand pounds on his order book. He travels in Toronto, too. Now let all the unsophisticated young gentlemen who have learned the art of salesmanship stand back and wonder. And don't make any mistake; it wasn't Jim Owen who gave away the information. It was Jack Stewart, who hustles all over Ontario for Maconochie's goods and likes it, and likes them. Skidoo, youngsters.

THE MUSCULAR METHOD.

Business men who are discourteous to travelers are, I believe, comparatively few, notwithstanding the number of complaints which occasionally one hears from "Knights of the Grip." The merchant who is discourteous, in the long run, pays for it. Sometimes in one way, sometimes in another. He may not be conscious of it, but he has to "pay the piper" nevertheless. As a rule, it is by being ignored when what are commonly called snaps are to be offered by the travelers who have been the victims of the discourteous treatment. But occasionally physical force is resorted to by offended travelers. I heard of one recently. A traveler, whom I have known for a number of years, had occasion to call on a merchant with whom he had hitherto not had occasion to do business. He entered his store, presented his card. Without even reading the latter the merchant threw it contemptuously upon the floor. It was not that he had any grievance against the traveler, or the house he represented. He had never had any dealings with either. It was merely his way, the traveler afterwards learned, of treating travelers. My friend was naturally very much annoyed at the contemptuous treatment which he had received. He is a man in the neighborhood of 70 years of age, but is still vigorous, and when insulted is not slow to resent it. The offending storekeeper was tall and much younger than my friend, but that did not make any difference to the latter. "I want you," he said, "to pick up my card." This enraged the merchant and he began jumping around, wildly gesticulating and saying he would kick my friend out unless he quickly got out. Undaunted the latter suddenly reached out and grabbed the merchant by the shirt collar, pressed his knuckles against his wind pipe, shoved his nose to the ground, holding it there until he had picked up the card and given it back to him. The traveler, of course, told his experience to his fellow travelers. That merchant for many a day had to bear a great deal of banter, and what was still more humiliating, he found it necessary to take into stock the line of goods which my friend's firm manufactured.

NICE FOR THE TRAVELERS.

The drummer is finding the automobile economical and effective in covering small towns in populous regions. Along the Jersey coast, this Spring, this sort of thing has been worked all to the good. Not only samples, but considerable stock may be conveyed to the saving of both fares and freight. And then think of the fun a fellow can get out of it. Put it straight to the old man and let us know when you start.—Confectioners' Journal.

The Canadian

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

Biscuits, Confectionery Mfg. Co., McLachlan, Sons, Mooney Biscuit & Mott, John P., & C. National Biscuits

Brooms and Brushes, Woods, Walter, J.

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Canned Goods, Old Homestead C. Turner, James & C.

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Colson, C. E., Computing Sc

Confederator, Connors Bro

Cowan Co., Cox, J., & G., Cumming Mf

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- Baking Powder.
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Canada Paper Co., Toronto.
Yeast.
Gillett, E. W., Co., Toronto.

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MEAT INSPECTION.

The article from the Scottish Trader, of Glasgow, on another page of this issue dealing with the canned meat situation in Great Britain will repay thoughtful consideration by the grocers of Canada, the meat packers and the Government. To the grocer it suggests the possibility of effective action in the public interest of a wisely directed public-spirited, strong grocers' association and the high responsibility resting upon the retailer of foodstuffs. To the packers and to the Government the deduction is glaringly obvious that to insure the ultimate success of the Canadian meat industry an effective system of Government inspection and guarantee is absolutely necessary.

In one of the largest retail grocery stores in Toronto, a store catering to the highest class of trade, the writer saw last night a single order including an assortment of three dozen cans of packed meat and mostly by American packers. The inference is clear that the scare of the meat scandal is fading away. In the same store another customer and a lady remarked in buying a case of

Chicago meat, "We've eaten a good deal of it and liked it, and I guess some more won't kill us."

The campaign for effective Government supervision of canned and preserved meats in the United States, engineered by the president, has cost the packers a tidy sum in temporary decrease of business, will they not use the fact of that inspection in every way the keenest business minds of America can suggest to recoupe the temporary losses and increase business? Our Australian sister colonies have adopted strict Government supervision of foodstuffs; they are industriously advertising the fact in Great Britain. Danish meats are officially vouched for.

Then there is the danger that lurks at home. Recent history in the United States shows that the industry needs protection on the inside. A few unscrupulous men, greedy of immediate gains, could wreck the industry and inflict very severe losses upon manufacturers, dealers, farmers and a great army of wage earners. The Government owes it to the consuming public, to the meat industry, to the farmer and to the wage earners to deal effectively and speedily with the question of meat inspection.

COFFEE AND CURRENCY.

Brazil's valorization plan and fixing of exchange to assist the coffee industry are somewhat difficult of comprehension at this distance. At the root of the evil sought to be rectified appears to be the condition of the currency in the big South American republic. In an article on that subject the New York Journal of Commerce says:

A more serious drawback to the industry and trade of Brazil than the overproduction of coffee in certain states, and one of the causes of the difficulty of maintaining the coffee interest on a profitable basis, is the instability of the paper currency of the republic. Consul-General Anderson, in his report on the cost of coffee production and the lack of profit in exporting it, says: "So long as coffee is sold on a gold basis and is produced upon the basis of Brazil's paper money, the matter of exchange is the vital element in the situation. The fixing of this exchange, however, is the real gist of the present political and economic situation in Brazil. It is reasonably certain that the difference between profit and loss for the coffee producers at the present time is merely the difference between high and low exchange."

Associated with the scheme, of which we have been seeing so much lately in

reports from Brazil, for the "valorization" of coffee, that is, for fixing a minimum price for export by having the Government buy out of the market whatever may be necessary for the purpose with money borrowed in Europe, is a plan for the "fixation of exchange." This has been postponed while the valorization scheme has been officially approved, because the present president was in favor of one and opposed to the other; but it is expected that the new administration next Winter will take up the exchange question as a separate matter. The plan for accomplishing the "fixation" has not been made clear, but it appears to be analogous to that adopted for certain silver standard countries to guard against the effect of fluctuation in the price of that metal upon exchange with gold standard countries. But the problem is quite different and far more uncertain in its results, inasmuch as Brazil is nominally a gold standard country, but is using a paper currency under a suspension of specie payment, which makes it irredeemable. The fluctuation of such a currency is a much more serious matter than variations in the market price of silver, and it affects domestic calculations as well as foreign exchange. In business there has to be figured in profits a certain insurance against depreciation, and this makes prices higher than they would otherwise be. Interest rates are also made locally high, while foreign capital is deterred from investment in a country afflicted with that kind of a currency.

RUSSELL SAGE.

Russell Sage was a grocer. Fortunately all grocers are not Russell Sages or the rest of the world would have a poor chance. Now the earth wrapping of the great financier, cast aside at death's behest, is locked away in a \$22,000 burglar-proof steel vault with electrical attachments to give an alarm should ghouls attempt the impossible.

Despite the deceitfulness of riches and the root of all evil, it is not hard to believe that the great money-lender had some assets where neither moth nor rust doth corrupt and where burglar-proofing is not thought of. Look at this motto of his:

"The tender care of a good wife is the finest thing in the world."

The man who lived up to that and was a decent citizen brought no discredit to the trade from which he took his rise in life. There is an incalculable sum of misery in the world to-day because of the disregard of that teaching.

Another gift he bestowed was the example of a genius of thrift. Thrift is the sanest of all the virtues and the least attractive. So the precepts to its

acquisition are almost universal. It was a man who, with enthusiasm for his epigrammatically "When you have is time enough to it."

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acquisition are upon every hand and are almost universally disregarded. Here was a man who practiced thrift with enthusiasm for ninety years and taught it epigrammatically. Read these:

"When you have made your fortune it is time enough to think about spending it."

"A boy who knows bargains in socks makes a man who knows bargains in stocks."

"There is no such thing as a money curse. A good man cannot have too much money."

"The longer a man lives the more mistakes he may be counted upon to make."

"Clubs are only a place for idle men and wasteful young men."

"An active man builds success upon a foundation of failure; passive man does not."

In a day debauched by loose and irregular living, his was a life systematic as a monk at prayers and rational as a definition of Euclid. This was how he stated his case:

"I take every day as it comes. My theory for long life is that temperance lengthens the days of all. Plenty of sleep and escape worry as much as possible. Worry and lack of rest break down the strongest of men."

He began his business career as errand boy in a retail grocery store in Albany, N.Y. Of course he soon owned the business. He and a partner entered the wholesale field and in a few years the partner retired with a handsome fortune and Sage went to Wall street. He is said to have lost in one dark day six millions, but at the call of the dis-respecting reaper he abandoned a hundred millions to the keeping of the good woman the tender care of whom was his finest conception of living.

CANADA'S SPLENDID EXHIBIT.

A Grocers' Exhibition is to be held next month in the Agricultural Hall, London, Eng., under the auspices of the Grocers' Association of Great Britain. Special excursions of grocers to attend it are being arranged from all parts of England and Scotland.

Because of representations made by the agent-general of Victoria, Australia, in London, the Premier of that state is taking steps to have the food products of that state well represented at the exhibition. Extensive shipments of all kinds of agricultural products have been made.

Here is an interesting paragraph from an influential English grocery journal:

"We are pleased to learn, and we feel sure that our readers will also be interested to know, that the New Zealand Government have secured a large and important position in the forthcoming Grocery Exhibition at the Agri-

cultural Hall for the purpose of displaying the various products which are imported by that country in the way of food. We understand that they will specially make a show of their tinned meats, etc.; and after the questions which have been asked in the House of Commons lately, and the satisfactory replies that the Colonial Secretary has been able to give to the same, in connection with tinned meats from New Zealand, we think grocers throughout the Kingdom would do well to make a thorough inspection and give a fair trial to tinned goods which are imported direct from a colony forming part of the British Empire."

What will the grocers of Great Britain see from Canada at their exhibition? Has the Dominion Government, or any of the Canadian commercial agents in England, heard of it?

CAUGHT IN THEIR OWN CORNER.

In the Spring of last year some Maryland canners conceived the idea of getting control of the canned tomatoes in the American market, boosting the price to their satisfaction and reaping the reward of shrewdness. A firm of brokers directed the buying campaign. By last February, when the situation was at its strongest, the syndicate got together more than 1,700,000 cases, or 3,400,000 dozen tins. The price when they started was 65c. Last June it was \$1.20. In February a Baltimore broker offered the syndicate \$1.10 for their entire holding, as it probably cost them about 90c. That would have netted the syndicate between \$700,000 and \$800,000. The offer was refused. They imagined tomatoes selling at \$1.50. The jobbers not having been let into the game started to break the syndicate.

The big block of tomatoes was held together to within a week or two of the new pack in July. Then the market broke in one day from \$1.10 to 85c. It subsequently recovered to 95c., then went back to 72c.

To save themselves the bankers who had backed the members of the syndicate—the tomatoes as bought having been hypothecated for funds to buy more—formed a committee to handle the tomatoes and arrange for the selling of them in a way to guard themselves against loss. Later those in the syndicate formed a second committee to hold their creditors in check in order that the collapse of the corner might eat as little as possible into the cornerers' original capital. The bankers are hoping for bad tomato weather and early frosts to curtail the present pack and strengthen the market.

This deal was twice as large as any ever before attempted in Tomatoes. Success was proffered and rejected. They overstayed the market.

MONTREAL SHIPPING.

Montreal's export shipping business to August 1 this year has greatly exceeded that of the same period a year ago. Here are the figures:

	1906.	1905.
Wheat	5,796,000 bu.	2,609,000
Corn	1,615,000 bu.	2,887,000
Oats	997,000 bu.	1,223,000
Barley	368,000 bu.	599,000
Rye	25,000 bu.	
Buckwheat	42,000 bu.	42,000
Flax	814,000 bu.	
Flour	344,000 bbls.	127,000
Eggs	1,670 crates	1,230
Butter	127,000 boxes	178,000
Cheese	826,000 boxes	687,000
Lard	122,000 pkgs.	145,000
Meats	88,000 pkgs.	98,000
Hay	216,000 bales	124,000
Cattle	47,760 head	37,149

The notable increases are in wheat, flour, flax, cheese, hay and cattle. The falling off in meats and lard has been attributed to the Chicago packing house scandals, but it is due more probably to the decreased output of the packers, owing to high prices and short supplies of the raw product.

COTTON SEED AND SALAD OIL.

The Attorney-General of the State of New York has reversed his former decision and declared that cotton seed oil under the name "salad oil" is permitted by the food statute of that state. After his first decision that cotton seed oil was not salad oil, the cotton seed oil interests laid before him additional information and evidence and he admitted that "no particular oil to the exclusion of all others, can claim the designation or distinctive name of 'salad oil.'"

Commenting on the cotton seed oil victory the National Provisioner says:

"Cotton seed oil was long ago proven, under modern refining methods, to be as wholesome, healthful and palatable a vegetable oil as any in existence, and there is no reason why olive oil—so-called—should any longer monopolize the right to the salad oil title. Food officials of other states should seek a little of the light that fell across the pathway of New York's Attorney-General."

SALMON PRICES.

On quoting prices on new pack salmon in last week's Grocer it was stated in error that these prices were issued by the Corby Commission Co., of New York. The prices were received from another quarter. Only the first brand quoted is put up by that firm.

Legislation on the problem of butter trade reform is overdue. The report (of the select Parliamentary committee) as was expected, recommends that nothing shall be sold under the name of butter that contains more than 16 per cent. of mixture. This is the Canadian legislation limit and it is eminently fair all round.—Scottish Trader.

home and in an export way. Values in Indian and Ceylon blacks at present are particularly good Ceylon and Indian greens continue high.

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

COFFEE—Business is reported as being good for the season. Orders received are not large, being more for immediate consumption than for store. Prices remain unchanged.

Jamaica	0 10	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 06	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13

FOREIGN DRIED FRUITS — The situation in foreign dried fruits remains almost unchanged since last week. Seeded raisins are in very good demand. Valencia raisins are rather quiet, stocks being pretty well cleaned up. Inquiry for currants is good, particularly cleaned, for which there seems to be a special demand on the part of the trade at the moment. The market in Greece, while fluctuating more or less, has not changed since last report. Nuts are moving out more freely. Buyers who have been holding off more or less on account of high and advancing prices are now coming to the front. Conditions are about the same as prevailed last week.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	
Selected, per lb	0 05	
Layers	0 05	
Dates—		
Dates, Halloween, per lb	0 04	0 04
Californian Evaporated Fruits—		
Apricots, per lb	0 13	0 14
Peaches	0 13	0 14
Pears	0 13	0 15
Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters"	2 50	
Royal Buckingham Clusters, 1-boxes	0 80	
"Excelsior Window Clusters," 3-boxes	1 10	
"Excelsior Window Clusters," 4-boxes	3 30	
"Excelsior Window Clusters," 13	4 50	
Californian Raisins—		
Loose muscatels, fancy seeded, in 1-lb. pkgs.	0 09	0 09
choice seeded, in 1-lb. pkgs.	0 08	0 09
" 2 crown	0 07	0 08
" 3 crown	0 08	0 08
" 4 crown	0 08	0 08

Prunes—		
30-40s	0 09	0 09
40-50s	0 08	0 09
50-60s	0 08	0 08
60-70s	0 07	0 08
70-80s	0 07	0 07
80-90s	0 06	0 06
90-100s	0 06	0 06
Oregon prunes (Italian style), 40-50s	0 06	0 06
50-60s	0 07	0 07
Oregon prunes (French style), 60-70s	0 06	0 06
80-100s	0 06	0 06
100-120s	0 05	0 05

Currants—		
Filiatras, uncleaned, barrels	0 05	
Fine Filiatras, per lb, in cases	0 06	0 06
cleaned	0 06	0 06
in 1-lb. cartons	0 06	0 06
Finest Vostizas	0 06	0 06
Amalias	0 06	0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06	0 08
1-lb. carton	0 09	
Stem Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 10	
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 06	0 07

SPICES—In spices conditions remain practically without change since last report. There is more or less interest

centred upon the primary markets, but local trade is featureless.

Peppers, black	0 15	0 22
white	0 25	0 30
Ginger, whole	0 16	0 24
Ginger, Cochin	0 17	0 17
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

RICE AND TAPIOCA—Rice continues rather quiet. Some wholesale houses have booked for small lots to arrive next month. One jobber reported having placed an order for delivery September 5. This, he states, will be sold at 7½c. to 8c.

B rice, in 10 bag lots	3 15	
B rice, less than 10 bags	3 25	
C rice, in 10 bag lots	3 15	
C rice, in less than 10 bag lots	3 25	
Tapioca, medium pearl	0 07	0 03

EVAPORATED APPLES — Evaporated apples, new crop, are now being quoted to jobbers. Orders are being booked for October and November delivery and some dealers are contracting with Old Country houses on speculation. Just what prices will rule eventually will be determined by the size of the crop. Meanwhile, since stocks are prac-

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Aug. 16, 1906.

BUTTER—Market rather dull. No change in quotations.
CHEESE—Conditions remain unchanged, prices being steadily maintained.
EGGS—Demand slightly improved at prices which remain unchanged.
PROVISIONS—Trade brisk at prices which are steady. Fair demand for abattoir dressed hogs at \$11 per 100 lbs.

tically nil, quotations asked—15 1-2c. to 16c.—are purely nominal.

MAPLE PRODUCTS—In maple products the market conditions remain unchanged since last week. Trade is very quiet.

Maple syrup, in wood, per lb	0 05	0 06
in large tins	0 06	0 07
Pure Townships sugar, per lb	0 07	0 07
Pure Beauport County, per lb	0 08	0 08

HONEY—Very little business is passing in honey at present. There is no change in price.

White clover comb honey	0 14	0 15
White clover, extracted tins	0 08	
Buckwheat	0 07	

BEANS—Reports received by interested parties at present are more or less contradictory regarding the new crop. Some state that the continued dry weather is beginning to be felt, but prospects generally point to a very good crop. This week the market is a little stronger.

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

Mr. Peters, manager of the grocery department of T. B. Shellington & Co., Blenheim, Ont., took a holiday last week and visited the capital of his country.

ONTARIO MARKETS.

FLUCTUATIONS—

New prices on peas
Tapioca firmer
Butter a cent higher.

Toronto, August 16, 1906.

The grocery trade is not suffering at all for lack of business in Ontario. The holidaying of travelers of course makes things a little quiet, but most houses report a good mail order trade in the interim. The new prices are out on peas and sago is firmer and the price has advanced to 7½c. A good business doing in rice and sago, but stocks of the latter are practically cleaned up. Otherwise prices are practically unchanged. Sugar is firm but the expectation of an advance has passed. There is not as much business doing as some jobbing houses expected. New prices on evaporated apples have been received and the new fruit when it arrives will go to the retailer at 8½c. to 9c.

CANNED GOODS—The new prices on peas have come out and now rule in the trade. What last year's stock is on hand is quoted at the new prices. There is not much of it and it is in no way inferior to the new pack, it is said. The new prices are a considerable advance on former quotations. This is due to the small crop.

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

FRUITS.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02	1 00
preserved, 3's	1 27	1 25
standard, gal		3 00
Blueberries—		
2's, standard	0 92	0 90
2's, preserved	1 42	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 25	2 22
2's, " not pitted	1 75	1 72
2's, black, pitted	2 25	2 22
2's, " not pitted	1 75	1 72
2's, white, pitted	2 40	2 37
2's, " not pitted	1 90	1 87
Currants—		
2's, red, H.S.	1 80	1 77
Gals., red, standard		5 00
2's, black, H.S.	1 90	1 87
Gals., black, standard		5 50
Grapes—		
2's, white Niagara	1 42	1 40
2's, white Niagara	1 77	1 75
3's, white Niagara	1 97	1 95
Gal., white Niagara	3 52	3 50
Gooseberries—		
2's, H. S.	2 15	2 12
Gals., standard		6 50
Lawtonberries—		
2's, H.S.	1 77	1 75
Gals., standard		5 50
Peaches—		
1's, yellow (flat)	1 70	1 67
2's, yellow	1 90	1 87
2's, yellow	2 60	2 57
3's, yellow	2 85	2 82
3's, yellow (whole)	2 37	2 35
2's, white	1 75	1 72
2's, white	2 50	2 47
3's, white	2 70	2 67
3's, pie	1 27	1 25
Gal., pie, peeled	4 52	4 50
Gal., pie, not peeled	3 57	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62
2's, Flemish Beauty	1 97	1 95
3's, Flemish Beauty	2 12	2 10
2's, Bartlett	1 80	1 77
2's, Bartlett	2 17	2 15
3's, Bartlett	2 32	2 30
3's, pie	1 27	1 25
Gal., pie, peeled	3 80	3 77
Gal., pie, not peeled	3 27	3 25

Table listing various fruits and their prices, including Pineapple, Plums, Raspberries, Strawberries, and Apples.

VEGETABLES.

Table listing various vegetables and their prices, including Asparagus, Beets, Beans, Cabbage, Carrots, Cauliflower, Corn, Parsnips, Peas, Pumpkin, Rhubarb, Spinach, Squash, Succotash, Tomatoes, Turnips, and other produce.

SAUCE, ETC.

Table listing various sauces and their prices, including Tomato sauce, Chili sauce, and Catsup.

FISH.

Table listing various types of fish and their prices, including Lobster, Mackerel, and Salmon.

Table listing various types of fish and their prices, including Salmon, Haddock, and Herrings.

MEATS, ETC.

Table listing various types of meat and their prices, including Beef, Chicken, Turkey, Duck, and Pig's feet.

SUGAR—Some wholesalers are a little disappointed at the comparatively small movement of sugar. The anticipated rise is no longer expected, but a decline is not looked for.

The market for raws in New York is quiet and beet is a little off in Europe. Early in the week American refiners appeared to observe the attitude popularly known as "sitting on the market."

Table listing various types of sugar and their prices, including Paris lumps, St. Lawrence granulated, and Redpath's granulated.

SYRUPS AND MOLASSES—Quotations are unchanged.

Table listing various types of syrups and molasses and their prices, including Dark, Medium, Bright, and Corn syrup.

Table listing various types of tea and their prices, including 5-gal. Imp. brand, per can, 1-gal. " per case, and 1/2-gal. " per case.

TEA—Trade locally is moderate and there is little new to report. Thompson's tea circular, London (Eng.), Aug. 2, says: "Although as far as British growths are concerned, the week has been without special feature, the comparative activity on the China market is noteworthy; here the new season's teas, admittedly superior in quality to the crops of the past two or three years, have been changing hands at a sharp advance in prices, many parcels bought to arrive being resold at satisfactory profits to their owners."

COFFEE—Interest in the coffee world still centres about the valorization plan of the Government of Brazil and there is a vast range of opinion as to the probable results.

"The valorization law is intended as a form of Government financial assistance to the planters all through the interior, in moving a portion of their crops when they have the greatest need to realize, a perfectly sound proposition and a commendable system of reform compared with the ruinous methods that have forced so many of the planters to sacrifice their product hitherto."

"The coffee markets have been most unduly depressed for many months. Valorization has occasioned some new animation and in due time can be relied upon to have its own influence. Meanwhile it is advisable to consider coffee on its own intrinsic merits, justly entitled to a much better level of value—production is not equal to consumption, necessities of the trade are very acute and prospects for future crops a feature of great importance. It is undeniable that on the present scale of consumption of coffee the world requires every bag of the current crops. European port stocks are the smallest in several years, and the interior of Europe has never been so bare of supplies. Outside of New York itself (New York stocks have decreased one million bags in seven months), stocks in this country are meagre. A large buying and consuming capacity exists. The world must go to Brazil for supplies, and Brazil can be safely said to be in a position to dictate prices for her crops. On these facts alone the future for the article is exceedingly good and sufficient to stifle pessimism as to the paternal action of Brazil in trying to safeguard the interests of her planters."

DRIED FRUIT—The market is... Dried fruit prices are... Dried fruit prices are...

Table listing various types of dried fruit and their prices, including Prunes, Raisins, Dates, and Nuts.

NUTS—Trade quiet and... Nuts prices are...

Table listing various types of nuts and their prices, including Almonds, Walnuts, and Pecans.

SPICES—Higher again... Spices prices are...

Table listing various types of spices and their prices, including Peppers, Ginger, and Cloves.

RICE AND... Rice prices are... Rice prices are...

Table listing various types of rice and their prices, including Rice, Stand. B., and Japonica.

DRIED FISH—Dried fish prices are... Dried fish prices are...

.....	4 50
.....	5 10
.....	5 60
.....	6 00

moderate and ort. Thomp- (Eng.), Aug. r as British week has e, the com- hina market ew season's a quality to o or three hands at a any parcels old at satis- wners. The to the finer he result of aste for fine certain se- roved quota- this season in this con- an teas in a third more)5. For the ttle market. epressed on ries.

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DRIED FRUITS—There is fair business doing in currants and raisins and the market is practically bare of other lines save for a few prunes. A recent advice from the coast says seed raisins have advanced ¼c. owing to conditions in the San Joaquin Valley. Prices have been received by the wholesalers on new evaporated apples and when the fruit is available three or four weeks hence the price to retailers will be in the neighborhood of 8½c. to 9c.

W. G. A. Lambe & Co., importing brokers, report a little more business being done in prunes, wholesalers beginning to feel that prices have touched bottom. The new prunes will begin to arrive early in October. The California crop is large and prices are on a slightly lower level than last year.

Prunes, Santa Clara—			
Per lb.		Per lb.	
90-100s, 50-lb boxes	0 07	60-70s, 50-lb boxes	0 07½ 0 08
80-90s	0 07½	50-60s	0 08½ 0 09
70-80s	0 07½ 0 07½	40-50s	0 09½ 0 09½
		30-40s	0 10½ 0 10½

French prunes, 110-120's 0 04½
Note—25 lb. boxes ¼c. higher.

Candied and Drained Peels—
Lemon..... 0 11 0 11½ Citron 0 18 0 20
Orange 0 11½ 0 12½

Figs—
Elaines, per lb. 0 10 0 14
Tappets, " 0 04½
Peaches—
Californian evaporated, " " 0 14 0 17
Pears—
Californian evaporated, per lb. 0 13
Currants—
Fine Filiatras 0 06½ up Vostizzas 0 07½ 0 08½
Patras 0 06½ 0 06½
Cleaned ¼c. more.

Raisins—
Sultana 0 05½ 0 09
" Fancy 0 10 0 14
" Extra fancy 0 15 0 16
Valencias, selected 0 06 0 06½
Seeded, 1-lb packets 0 09 0 10½
California, loose muscatels—
3-crown 0 07½
4-crown 0 09

Dates—
Hallowees 0 05 Fards new choicest 0 09 0 10½
Sairs 0 04 new choice 0 09½
Domestic evaporated apples 0 13

NUTS—Trade in these lines is very quiet and there are no changes in quotations.

Almonds, Tarragona, per lb.	0 14 0 15
" Formigetta	0 13½ 0 14
" shelled Valencias	0 28 0 30
Walnuts, Grenoble,	0 14½ 0 15
" Bordeaux,	0 10½ 0 11
" shelled	0 26 0 28
Filberts, per lb.	0 10
Pecans, per lb.	0 14 0 17
New Brazil, per lb.	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish.	0 08½
A 1s, banners and suns	0 08
Japanese Jumbo's.	0 08½
Virginia	0 10

SPICES—A good business is passing in pickling spices at prices ranging from 15c. to 20c. Otherwise prices are unchanged.

	Per lb.
Peppers, blk.	0 16 0 20
" white	0 25 0 30
Singer	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 30
Cream of tartar	0 22 0 25
Allspice	0 16
Mace	0 85
Mixed pickling spices, whole	0 15 0 20

RICE AND TAPIOCA—Quotations are higher again on tapioca but the market is nearly bare. A good trade is doing also in rice.

	Per lb.
Rice, stand. B.	0 03½ 0 03½
Bangkok	0 03½ 0 03½
Patna	0 06 0 05½
Bapa	0 06 0 07½
Java	0 06 0 07
Sago	0 07½ 0 06½
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 07 0 07½
" double goat	0 07 0 07½

DRIED FISH—Prices are unchanged.

Boneless fish, per lb.	0 06
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb.	0 05½ 0 80
Filched cod fish, cases of 100 lbs.	6 50

HIDES AND WOOL—The situation has not varied materially. The trade is waiting for something to turn up. A cent is off the top price for unwashed wool.

Hides, inspected, steers, No. 1.	0 19½
" " " No. 2.	0 11½
" " " cows, No. 1.	0 12½
" " " No. 2.	0 11
Country hides, flat, per lb., cured.	0 11½
Calf skins, No. 1, city.	0 14
" " " No. 1, country.	0 13
Lamb skins and pelts.	0 75
Horse hides, No. 1	3 15 3 60
Rendered tallow, per lb.	0 06 0 06½
Pulled wool, super, per lb.	0 25 0 25½
" " extra, " "	0 27
Wool, unwashed fleece.	0 16 0 17
" " washed fleece.	0 26 0 27

N. B. MARKETS

St. John, N.B., Aug. 13, 1906.

There continues to be good business reported and payments are satisfactory. In general markets are firm. This is particularly true in canned goods. In pork products, and in fish, values are still high. Tourist travel is very heavy, the weather has been beautiful. A very great crowd went west on the harvest-er's excursion; four thousand in one day. While many return some stay. It seems there is some magic call, westward. It is difficult to understand, as chances were never better in the east for young men of the right kind. Even our farmers find it almost impossible to get help and in every line of work men are scarce. The man who stays east and determines to apply himself, has a great advantage over more than half of those going west.

OIL—Fall business has been largely booked as far as burning oil is concerned. Prices, particularly outside the city, tend higher. In order to protect the buyers from the tank wagon, prices in the city have not been changed. There is good steady business reported in lubricating oils. Paint oils hold firm, but there is small business. Cod oil comes to hand slowly. Price quite low, there being but a fair demand.

CANNED GOODS—Prices are very firm. Corn holds firm at the higher price, stock light. Tomatoes are high. Peas have been advanced, new being quoted. In fruits, gallon apples about out of the market. Strawberries and peaches held firm at full figures. Salmon firm at the high price. In domestic fish, sardines tend higher. There has been a good pack of haddies. Kippers are now being packed.

SALT—In Liverpool coarse salt there continues to be free arrivals and a steady sale, so that stocks are not large. Prices well maintained. In fine, a fair, steady sale.

GREEN FRUIT—Dealers are very busy. Bananas sell freely. Apples received are but fair; prices rather easier. Oranges are high. Lemons hold at full figures; good steady sale. Pears unchanged; stock received is not always the best. Peaches hold at fair figures. Some splendid plums (Californias) seen. In berries, large quantities of raspberries and blueberries are being shipped

to the United States, wild berries chiefly for manufacturing.

SUGAR—Dealers continue to carry full stocks. The advanced still delayed but daily expected.

FISH—Salmon about done. A few mackerel seen. There are no shad. In dry fish, particularly codfish, prices firmer and likely to rule high. Pickled herring continue high. Smoked continue the one cheap line of fish. Business in boneless fish quiet at this season.

FLOUR, FEED AND MEAL—In flour, Ontarios again lower; there is now about one dollar between them and Manitobas. It is thought this grade will have to drop off. In feed, very light offerings. Oatmeal and cornmeal unchanged. Oatmeal is still quite high. Beans unchanged, being rather dull. Yellow eyes, while unchanged are being reduced in stock.

NOVA SCOTIA MARKETS

Halifax, N.S., Aug. 4, 1906.

Prices in the Maritime grocery markets are steady throughout the list. Business is good all around and orders are coming in satisfactorily to the trade. Sales of sugar are good and they are expected to continue so while the preserving season lasts. The markets are well supplied with fruits and vegetables, but the price of the former is very high, \$4 a box being quoted for California Bartlett's. Plums are worth from \$2.50 to \$3, and peaches \$2.50. American apples range from \$4 to \$4.50 and pears are \$7 per barrel.

EGGS—Are advancing in price and the receipts are decreasing. There has been a very noticeable falling off in the receipts of Nova Scotia eggs, and the jobbers are at a loss to understand the situation. There are scarcely enough eggs coming on the market now to supply the local demand. Advices from points in the province are to the effect that eggs are very scarce and that the price quoted is unprecedented for the season of the year. Fresh eggs are now quoted here at 20c. and 22c., the latter figures being for the choicest quality.

BUTTER—The receipts of butter are also falling off, but this is accounted for by the farmers being busily engaged with hay making. There is plenty of butter in storage here and consequently the price is unchanged.

CHEESE—Cheese sold at a record price at a meeting of the Prince Edward Island Cheese Board, held at Charlottetown on Saturday. All the cheese herewith enumerated was listed and sold at 11½c.: St. Peters, 87; Orwell, 90; Dundas, 120; Stanley Bridge, 200; Cornwall, 100; Lakeville, 120; Red Point, 80; Gowan Brae, 70; New Glasgow, 220; Union, 135; Kensington, 390; Hazelbrook, 80; Redhouse, 80; Hillsboro, 85; Hampton, 70. A cable was read, saying: "Montreal firm. English market firm and advancing. Montreal eastern, 11½ to 12. Western 12 to 12½. Kingston sold 11½." The committee appointed at the last meeting to get reduced rates from the railway reported that nearly one-third reduction had been granted on the advanced rates.

Table of various syrups and molasses including 'Kairomel' and Barbadoes molasses.

COFFEE—As was predicted in these columns last week, there has been a local advance in Rio's in sympathy with the strong market in Brazil.

Table of coffee prices including Whole green Rio, roasted, and various Java and Mocha types.

MATCHES—

Table of match prices for brands like 'Telegraph', 'King Edward', and 'Comet'.

FOREIGN DRIED FRUITS—New apricots are selling slowly because of the high price. Indications point to still higher prices on later deliveries.

Large table of dried fruit prices including raisins, prunes, and currants.

CANDIED PEELS—

Table of candied peel prices for Lemon and Orange.

Table of Citron and Mixed nut prices.

NUTS—

Table of nut prices including Almonds, Filberts, Peanuts, and Walnuts.

SPICES—

Table of ground spice prices including Pepper, Cayenne, Cloves, and Mace.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked.

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

POSITION WANTED.

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

TRAVELLER—Headquarters, Vancouver, wants good grocery line on commission. Box 121, THE CANADIAN GROCER, Toronto.

FRUIT FOR SALE.

YOU must deal direct with the grower to secure the choicest fruits. We are prepared to supply a few new customers with the best peaches, pears, plums and grapes. Greystone Fruit Farm, box 48, Winona.

FOR SALE.

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

REPRESENTATIVES WANTED

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

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT Chartered Accountant 137 Elgin Avenue, Winnipeg

Something New! Something Dainty! Something Saleable!

GOLD STANDARD ICE CREAM POWDER

A ten cent package makes a quart of pure and deliciously flavored ice cream in ten minutes.

This is going to be a big seller, so order now while the warm weather lasts.

Put up in three pure and delightful flavors, Vanilla, Strawberry, Chocolate and unflavored.

This is sold to you on the same basis as Gold Standard Tea, Coffee, Baking Powder, Extracts and Spices, satisfaction guaranteed or your money back.

PUT UP BY

The Codville, Georgeson Co. LIMITED WINNIPEG AND BRANDON, MAN.

B. C. MARKETS.

WHOLE SPICES.	
Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality	0 14 1/2
Ginger, per lb	0 10
Allspice, per lb	0 08 1/2
Mace, per lb	0 70
Mixed spices, for pickling	0 12
4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
“ “ 5-lb tins, 1 doz. in case, per tin	0 50
“ “ 10-lb tins, 3 in case, per tin	1 00
“ “ 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
“ “ “ “ “ per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
“ 10-lb. tins, 6 in case, per case	6 40
“ 60-lb. tins, per lb	0 10

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

RICE, TAPIOCA AND SAGO—Prices are quoted as follows:

Japan rice, per lb., cwt. lots	0 05 1/2
“ “ “ 50-lb. lots	0 05 1/2
Bangoon rice, per lb.	0 04
Patna	0 04 1/2
Tapioca, per cwt.	7 50
Sago, per lb.	7 75
“ “ “ 50-lb. lots	0 04 1/2

POT AND PEARL BARLEY—

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

CHINA AND GLASSWARE

Some Prevailing Fancies—Cut Glass and Why it is so Reasonable in Price—
Some American Inventions—New Expensive China From Europe.

Time was when only the well-to-do could afford cut glass, but to-day, although it is not common property by any means, it is more within the reach of the masses than ever before. “Look at this piece,” said a dealer to a Canadian Grocer representative. “Ten years ago it would have cost you from five to six dollars to get a piece this size, but now you can buy it for two dollars and a half.” Improved cutting machinery and greater proficiency on the part of the workmen are the reasons for the reduction in price in such a comparatively short time.

Little Imported Cut Glass.

Nearly all cut glass used in Canada to-day is made in this country, about the only articles imported being stem and tumbler goods for wine glasses and similar ware. Until comparatively few years back Canada imported most of her cut glass. What little was manufactured at home was largely imitative of imported goods, as is always the way at the beginning of things. Today, however, some large establishments are engaged in the manufacture of cut glass, and turning out a class equal to the best that is made in other countries.

More Decoration Popular.

German and Austrian china is being largely imported into Canada at the expense of French ware. These lines are made in both dinner and tea sets, the feature about them being that more color is shown and the figures and floral designs are bolder and more striking. This tendency for more color and heavier designs is becoming more prevalent now in all lines of chinaware decorations.

While Canadian manufacturers have had excellent results in their cut glass

Local apples are just beginning to come in in good quality. The California Gravenstein still holds the market for a tempting table fruit. Bartlett pears of particularly fine quality are in plentiful supply. California peaches are also plentiful despite Okanagan competition. The plum supply from California is being supplanted by Oregon products, and some early local varieties are also coming in. The small fruits are practically out for the season, with the exception, of course, of the great blackberry, which is now on in good supply and excellent quality. Its poor shipping quality for long distances is very much against this splendid berry.

Butter and eggs of local production are somewhat higher this week. Continued dry, warm weather has told on the luscious pastureland of the Fraser Valley and butter production has fallen off so that price is up to 30c. per lb. Eggs, local, are 30c. per dozen for strictly fresh, wholesale; eastern eggs, 24c. for choice stock. Cheese is also up in sympathy with higher prices in Ontario. The quotation is now 15c.

smoothly finished over will withstand any treatment short of breaking without showing any difference in appearance.

The One Piece Lamp.

Both these latter lines are made in the States, and find a good market abroad as well as in Canada. The one piece lamp is also an American innovation. Until a short time ago glass lamps had to be made in two pieces—the bowl separate from the stand. For years workmen have been trying to make this cast and have succeeded only recently. It means a stronger lamp, easier made and more slightly to look upon. In every line where hand work is required the Europeans have them beaten, but where ingenuity and the application of machinery can be brought to bear the Americans easily take the palm from their foreign competitors.

Popular Wedgewood.

Wedgewood, like the poor, we have always with us. This good old ware is still as fashionable as ever, and this year new designs are added and new creations found in which to manufacture it. Odd pieces will be much in evidence again this Winter for presentation goods.

Some Costly Bric-a-Brac.

In the more costly lines being brought out this year, Pilkington's Lancastrian pottery, Royal Doulton, Royal Crown Derby and the Amsterdam assortment are among the winners. The Lancastrian pottery runs chiefly to urns and vases, each hand-carved and decorated, with the name of the artist on every piece. The men employed at this work are masters of their craft, as can be readily seen by the quality of the work. The Royal Crown Derby is a line of smaller vases, boxes, caskets, etc., and is the most expensive of the new lines that have come in. They are hand-painted and gilded, each piece of an assortment showing a special design. The writer was shown one small piece about three and a half inches high, the price of which was \$5.75. The Amsterdam assortment are of the opal class, decorated with quaint little Dutch figures. They come mostly in trays and boxes and are admired as soon as seen.

FRUIT GROWERS GET TOGETHER.

The Ontario Fruit Growers' Association was formed in Toronto this week with the following officers: President, A. E. Sherrington, Walkerton; vice-presidents, B. Johnson, Forest; R. Thompson, St. Catharines, and W. H. Dempsey, Trenton; secretary-treasurer, A. B. Cutting, Toronto. It is made up of representatives of local co-operative growers' associations, and its object is to gather reliable crop and market news, and assist in marketing the crop of the members.

AUBURN ORCHARDS

QUEENSTON, ONT.

W. O. BURGESS, Proprietor

Our peaches are quoted according to diameter measurement.

First-class Crawfords are twice as large as first-class Crosby, but when you buy 2 1/4 inch Auburn Brand you know the size in advance. We have larger and small sizes as well.

GUARANTEED UNIFORM

Telephone, Telegraph, or write for prices.

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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

The strength of the cheese situation, noted in our last report, has since developed further, and prices paid at country markets recently may truly be called "record breakers."

Sometimes history repeats itself, this year the conditions may be such, that the present high prices may rule right along and they may be advanced even further, but, in the history of the cheese trade, we find only one year or season nearly equal to our present condition, this was the year 1887, when July cheese sold above 12c. in the middle of August. Up to the middle of August of that year, the demand was so keen that the goods sold in Great Britain as quickly as they were landed, when all at once the demand dropped off. August cheese then sold at less than July's, and when no improvement in the demand came on, September cheese sold at lower prices even than August and in the Spring of 1888 many thousands of boxes of cheese were sold at ruinous prices.

We do not wish to predict a similar result for this year; perhaps the conditions are different now to what they were in 1887, but, with the exception of the year 1887, our present prices have never been equalled at this time of the year, and even in 1887 the prices ruling previously were very much lower than what they were this season.

So far we have nothing but "bull" arguments; we have had the canned meats scare, which has undoubtedly increased consumption of cheese, and we have had a long spell of drought, which has seriously affected the production of milk, against all this we have only one "bear" argument, which is the high prices ruling, and high prices are always a "danger signal" even in cases of famine. So far we cannot say that there are any positive signs of a famine, but as long as the British markets will take our goods at current prices, we cannot expect a decline, no matter how strongly the "danger signal" may be waved.

Last week's receipts in Montreal were 95,609 boxes of cheese and 22,747 packages of butter, against 100,055 boxes of cheese and 38,201 packages of butter for the corresponding week of last year, or a total since May 1 of 1,189,302 boxes of cheese and 368,589 packages of butter, as compared with 1,158,059 boxes of cheese and 438,125 packages of butter for the same period of last year.

The exports from Montreal were last week 83,987 boxes of cheese and 19,845 packages of butter, against 61,536 boxes of cheese and 34,487 packages of butter

for the same week of last year, or a total since May 1 of 1,118,642 boxes of cheese and 193,382 packages of butter, as compared with 1,015,484 boxes of cheese and 295,050 packages of butter for the corresponding period of last year.

These figures show an increase in the receipts of cheese of 31,243 boxes and an increase in the shipments of 103,158 boxes, which means 71,915 boxes of cheese less in stock in Montreal than at this time last year, the receipts of butter show a decrease of 69,536 packages and the exports show a decrease of 101,668 packages, or a natural increase in stocks in Montreal of 32,132 packages.

Taking the increase in receipts of cheese of 31,243 boxes against the decrease in receipts of butter of 69,536 packages, it means a very heavy decrease in the production of milk. Of course, present high prices will stimulate farmers to extra feeding of their stock, so that possibly the present shrinkage in the flow of milk may not be augmented, but after all the best the farmers can do is to keep the production of milk from further shrinkage as is impossible to produce an increase.

As the weather gets cooler the milk becomes richer and it takes less milk to produce a pound of cheese than it does during hot weather and we may look for a fairly full make of Fall cheese, say August, September and October. Then, if prices are kept high, farmers may insist on making cheese during the Winter months, which would naturally be of inferior quality, selling at lower prices and affecting the value of full grass goods, meaning possibly a lower level of prices next Spring.

After all, as long as the demand from the U. K. keeps up we cannot look for lower prices, if the demand falls off we must look for steadily declining markets. At present we are completely at sea about prognosticating the future. Prices, however, are high and dangerous for storing purposes.

PROVISION SITUATION.

Lower prices for live hogs and lower again next week is about the only change in the situation. This week the farmers are getting \$7. That means the packers are paying \$7.15 f.o.b. country points. That's what The Grocer predicted last week when the price was \$7.40. Next week the price will be 15c. lower again.

The market on pork products is steady both at home and abroad and quotations are unchanged. In England, the advices say, Danish hogs are coming out more

freely, which will have a tendency to weaken the market.

The American farmer is now getting 6c. for his hogs.

DANISH DAIRYING.

Dr. G. Van Ellbrecht, the Danish dairy expert in America studying dairy conditions and products for his Government, in a recent interview said:

"Canada, Australia and Ireland are our greatest competitors in the world's dairy markets. Regarding butter, I think we supply about 45 per cent. of the English market. You see, we are always in touch with that market. We have men there who study English tastes, and just as soon as the Englishman's taste changes the dairymen in Denmark know all about it. Then, again, we brand all our butter. Danish butter is put in a certain kind of tub. No country can imitate Danish butter. Two hundred million eggs were shipped to England last year from our country. You sell eggs by the twelves here, but we sell them by the 'sneg,' or by the

BUTTER MUST BE BUTTER.

English Laws Will Aim to Prevent Fraud—Imitation to be Open.

The British Government has recently issued as a Parliamentary paper a report of the select committee appointed to consider the conduct and control of the trade in butter and butter substitutes. The report was agreed upon unanimously, and makes suggestions to be embodied in legislation.

The London Times asserts that genuine dairy butter is a thing past praying for. Four-fifths of the population of London, the Times asserts, have never seen it in their lives. Those who know what it is have great difficulty in procuring it, and can not obtain it in many cases at any price. What is called genuine butter in London, the Times says, is blended and reworked butter. Its tough, tenacious texture is as different as possible from that of real dairy butter, and it is destitute of the subtle aroma of the genuine unworked butter. The Times says that both the imported butter and that made at home is generally blended butter. The Parliamentary committee propose that butter factories shall be registered, the registration to be renewable annually, and that inspectors shall be empowered to enter all such premises when they suspect that butter is reworked, blended, or adulterated. Adulterated butter must not be stored on such premises. With adequate penalties proportioned, as the committee proposes, to the magnitude of the output, some real check would be placed upon adulteration. Imported butter is to be met with not less stringent conditions.

It was shown before the committee by

a firm that was prosecuted for the sale of adulterated Danish butter that they got off with a nominal penalty upon showing that they had ordered what is known as "control butter." This butter is guaranteed by the Danish Government. The committee propose that the importer shall be held responsible for the genuineness of the butter he sells without any regard for anybody else's warranty. No difficulty is put in the way of those who manufacture and sell imitations of butter openly and honestly. Those who want margarine will be free to buy it as such. But people who want butter and pay for butter are expected to get butter, and not mysterious mixtures. It is thought probable that the British Government will take favorable action on the report.—Consular Trade Reports.

COW TESTING.

More Interesting Comparisons—\$3.50 per Month per Cow.

The reports of the cow testing associations continue to show interesting variations in yield.

Bagotville, Que., 15 herds, 250 cows, 30 days to July 16, average yield of milk 767 lbs., average yield of fat 27.6 lbs., average test 3.6 per cent. fat. The two largest herds, 34 and 37 cows, were above the average, showing careful selection. A herd of 18 cows had the highest average yield of milk, 920 lbs., but its average of butter fat, 31.1 lbs., was excelled by several others.

Princeton, Ont., 14 herds, 107 cows, 30 days ending July 14, average yield of milk, 722 lbs., average yield of fat 24.7 lbs., average test 3.4 per cent. The average of butter fat was 4 lbs. less than in June. One herd of 7 cows averaged 1,234 lbs. of milk and 41.4 lbs. fat. Another herd of 8 averaged 549 lbs. of milk and 18.3 lbs. of butter fat.

St. Edwidge, Que., 30 days to July 9, 29 herds, 307 cows, average yield of milk 725 lbs., average yield of fat 27.2 lbs., average test 3.7 per cent. This is the fourth test for this association and shows a steady improvement since April amounting on the average to 6.3 lbs. of fat per cow. One cow shows a yield of 50.8 lbs. of fat from 1,060 lbs. of milk. In one herd of 12 cows the lowest individual yield was 29.3 lbs. of fat and 770 lbs. of milk; in another herd of 5 cows the highest yield was 25.2 lbs. of fat from 700 lbs. of milk.

Lotbiniere, Que., 30 days ending July 16, 18 herds, 156 cows, average yield of milk 658 lbs., average yield of fat 24.9 lbs., average test 3.8 per cent. One herd of 10 cows averaged 13.4 lbs. of fat per cow more than another herd of 19. That means about \$3.50 per cow per month.

Laterriere, Que., 30 days to July 9, 5 herds, 28 cows, average yield of milk 713 lbs., of fat 26.9 lbs., over per cent-age of fat 3.7.

Normandin, Que., 30 days ending July 9, 8 herds, 45 cows, average yield of milk 743 lbs., of fat 21.1 lbs., average test, 3.9 per cent.

These last two associations are in the Lake St. John district. The range is from 500 lbs. milk testing 3.8 to 1,140 lbs. testing 4.0 per cow. The average yield of butter fat taken by herds is from 23.3 lbs. to 34.7 lbs. This indicates that while there are good individual cows in this district, there is still room for judicious selection and "weeding out."

THREE YEARS' BUTTER PRICES.

Thos. Nesbitt & Co., London, Eng., in their Prices Current of July 30 give the following comparisons:

BUTTER.	1904		1905		1906	
	s.	s.	s.	s.	s.	s.
Danish . per cwt.	102—104		118—120		114—116	
Normandy.. "	102—104		92—104		92—104	
Dutch... "	94—98		110—112		104—106	
Canadian, etc. "	84—90		88—100		82—108	

OPENING FOR CHICKENS.

Lausdale & Hall, produce brokers, Liverpool, Eng., in a letter to The Canadian Grocer say: "We are aware, as you say, that there are not very many poultry exporters in your country, but we believe that with the way your country is going on in trade, it will soon be a large business. We hope so, at any rate, as we dearly like here to have a shot at the American beef companies. They at present control the poultry business, and buyers are only too glad of a chance to buy outside them. Buyers inform us, however, that Canadian chickens are not quite so good as American, but no doubt in a year or

two this will be rectified, as you good people, we notice, never let anyone get ahead of you if it is at all possible to prevent it."

PRODUCE NOTES.

A project is afoot to erect a \$100,000 meat plant and abattoir at Moose Jaw. Canadian cattle sold at Yorkhill on Monday met the dearest market known for a long time past.—Scottish Trader, July 28.

George Fischer, meat packer, 95 Cannon street, Montreal, has gone into liquidation, with liabilities amounting to about \$8,000. The principal creditor is Catherine Fischer under a marriage contract, \$5,000.

D. H. Ross, Canadian commercial agent in Australia, reports that exports of butter from that colony to Great Britain are increasing in keeping with decreased freight rates, which have been halved. In 1905-6, 26,450 tons have been sent, the freight being £3 10s. a ton, as against £7 a ton in 1904-5. In the previous year the export was 24,000 tons.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Breakfast bacon is lower this week while some changes have been made in compound lard quotations. Otherwise prices have no changes. Business continues very good. Locally all lines of smoked meat are in good request at figures quoted. More or less activity prevails in lard, although business might be better.

Lard, pure tierces	0 12	0 12
" " 56-lb. tubs	0 12	0 12
" " 20-lb. pails, wood (10)	0 12	0 12
" " cases, 10-lb. tins, 50 lbs. in case	0 12	0 12
" " 5-lb. "	0 12	0 12
" " 3-lb. "	0 12	0 12
Lard, Boar's Head brand, tierces, per lb.	0 09	0 09
" " 4-bbl. per lb.	0 09	0 09
" " tubs	0 09	0 09
Cases, 20 3-lb. tins, per lb.	0 10	0 10
" " 12 5-lb. tins "	0 09	0 09
" " 6 10-lb. tins "	0 08	0 08
30-lb. wood pails, each	1 30	1 30
20-lb. tin pails, each	1 80	1 80
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	\$22 50	\$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.	0 15	0 15
Hams	0 14	0 16
Extra plate beef, per bbl.	12 50	13 00

BUTTER—There has been very little change in the butter market since last week. Prices have scored another slight advance. Finest creamery is now selling from 22 1-2c. to 22 3-4c., while choice is quoted from 22c. to 22 1-4c. Business is fair. Some inquiries have been received from the other side and export trade on the whole is rather better than last week.

Choicest creamery, saltless	0 22	0 22
Choicest creamery, salt	0 22	0 22
Medium creamery	0 21	0 22
Western dairy	0 18	0 18

CHEESE—Prices this week are still higher. Holders are asking as high as 12 1-2c. for Ontarios, while Quebecs are quoted at 12c. Townships are also advanced. English houses have been making some inquiries and shipments have been more or less good.

Ontarios	0 12
Townships	0 12
Quebecs	0 12

EGGS—Slightly lower prices prevail this week, but otherwise there is little

new in the situation of the egg market. Selects are now obtainable at 20c. to 20 1-2c. a dozen. Receipts are fairly large, but not heavy.

TORONTO MARKETS.

PROVISIONS—With one exception prices are the same as last week's quotations. Stocks are light and the usual good demand obtains. American hog products are much easier at present and in many cases show a drop of about a cent. Unless it should come down 2c. it will not affect the Canadian market, as it must be two cents lower than our home prices before we can import it profitably.

Long clear bacon, per lb.	0 12	0 12
Smoked breakfast bacon, per lb.	0 16	0 16
Roll bacon, per lb.	0 12	0 13
Small hams per lb.	0 16	0 16
Medium hams, per lb.	0 15	0 16
Large hams per lb.	0 14	0 15
Shoulder hams, per lb.	0 12	0 12
Backs, plain, per lb.	0 17	0 18
" " pea meal	0 18	0 19
Heavy mess pork, per bbl.	22 00	22 00
Short cut, per bbl.	23 00	24 00
Lard, tierces, per lb.	0 11	0 11
" " tubs	0 11	0 11
" " pails	0 12	0 12
" " compounds, per lb.	0 09	0 09
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 00
" " front quarters	4 00	5 00
" " choice carcasses	6 50	7 50
" " common	5 00	5 50
Mutton	0 08	0 10
Yearling lamb	0 09	0 11
Hogs, street lots	10 2	10 5
Spring lamb	0 11	0 12

BUTTER—The ruling prices are about one cent higher than last week's, although some dealers are asking more. The general impression is that prices will hold up pretty well from now on as there begins to be noticed a decrease in the supply, consequent upon the advance of the season.

	Per lb.	
Creamery prints	0 22	0 24
" " solids, fresh	0 21	0 21
Dairy prints, choice	0 19	0 20
" " tubs, choice	0 18	0 19
Baker's butter	0 15	0 16

CHEESE—There are no price changes. Market continues firm,

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.....	0 09
.....	0 11
.....	10 2
.....	10 5
.....	0 11
.....	0 12 $\frac{1}{2}$

prices are about
st week's, al-
asking more.
s that prices
from now on as
d a decrease in
on the advance

.....	Per lb.	0 22	0 24
.....	0 21	0 21 $\frac{1}{2}$	
.....	0 19	0 20	
.....	0 18	0 19	
.....	0 15	0 16	

are no price
les firm,

Per lb.
New cheese, large 0 12 $\frac{1}{2}$ 0 12 $\frac{1}{2}$
twins 0 12 $\frac{1}{2}$ 0 12 $\frac{1}{2}$

EGGS—Prices are about the same
but conditions are much easier, and
more eggs are coming in.

Eggs (new laid)	0 18	0 19
bakers'	0 16	

ST. JOHN, N.B.

PROVISIONS—Barrel pork is still
high; sales small. Beef unchanged;
there is little demand. Pure lard is high-
er and firm. There has been a slight
advance in refined compound; price still
quite low, sales good. Fresh beef has a
fair sale, but at rather lower prices.
Lamb has the demand and prices still
high. Mutton is very low. Veal is
scarce. Pork has little demand, but
holds firm.

Mess pork, per bbl	\$22 00	\$23 50
Clear pork, "	20 00	23 00
Plate beef, "	13 50	14 50
Domestic beef, per lb.	0 05	0 07
Western beef, "	0 07 $\frac{1}{2}$	0 09
Mutton, "	0 05	0 06 $\frac{1}{2}$
Veal, "	0 07	0 08
Lamb, "	0 10	0 11
Pork, "	0 09	0 10
Hams, "	0 14	0 16
Rolls, "	0 12	0 14
Lard, pure, tubs, "	0 12 $\frac{1}{2}$	0 13
" pails, "	0 09 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Refined lard, tubs	0 09 $\frac{1}{2}$	0 10
" pails	0 09 $\frac{1}{2}$	0 10

EGGS—Prices unchanged, but hold
at full figures. Just a fair sale.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair	0 15	0 17

BUTTER—Prices are firmer and
there is improved sale; stocks not large,
even of the cheaper grades.

Eggs, strictly fresh	0 20	0 25
" fresh	0 18	0 20
" case stock	0 16 $\frac{1}{2}$	0 17 $\frac{1}{2}$

CHEESE—The extreme prices still
hold. Output in the lower provinces
small. Twins demanded.

Cheese, per lb.	0 12	0 13
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WINNIPEG MARKETS.

BUTTER—Creamery butter prices are
unchanged from last week. Supplies are
liberal. We quote:

Finest fresh creamery, in 56-lb. boxes	0 20
" " in 28-lb. boxes	0 20
" " in 14-lb. boxes	0 20
" " in 1-lb. bricks (eastern)	0 23
" " (western)	0 21

Produce houses are paying 14 1-2c.
per lb. for good dairy butter.

CHEESE—

Finest Ontario, large	0 13 $\frac{1}{2}$
" Manitoba, large	0 12 $\frac{1}{2}$
" " twins	0 12 $\frac{1}{2}$
" " small	0 13

LARD—

Tierce basis, per lb	0 12 $\frac{1}{2}$
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00 $\frac{1}{2}$
20-lb. tin pails, in 80-lb. cases, per lb.	0 00 $\frac{1}{2}$
10-lb. " in 60-lb. "	0 00 $\frac{1}{2}$
5-lb. " "	0 00 $\frac{1}{2}$
3-lb. " "	0 01
20-lb. net white wood pails, per lb.	0 00 $\frac{1}{2}$

CURED MEATS—

Hams, selected stock, special mild cure	0 18
Bacon, " "	0 22 $\frac{1}{2}$
Backs, " "	0 18 $\frac{1}{2}$
Hams, light, 10 to 12 average	0 17 $\frac{1}{2}$
" medium, 14 to 16 average	0 17
" heavy, 20 to 30, for slicing	0 15 $\frac{1}{2}$
" heavy skinned, 20 to 30 for slicing	0 17
Picnic hams, light, choice, 6 to 8	0 13 $\frac{1}{2}$
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 18 $\frac{1}{2}$
" " clear bellies 12 to 14	0 17
Clear backs, b bacon light	0 18
" " b bacon 12 to 14	0 17 $\frac{1}{2}$
Spiced rolls, long if in stock	0 13
" short	0 13
Dried beef ham sets	0 12
Smoked hams boned and roll-d. 2 $\frac{1}{2}$ per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 13 $\frac{1}{2}$
" " smoked	0 14
" " boneless backs	0 13 $\frac{1}{2}$
Shoulders " "	0 13

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " per $\frac{1}{2}$ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.			0 04
" hocks			0 05

EGGS—Produce houses are paying 17
1-2c. per dozen for fresh eggs delivered
in Winnipeg.

JAPANESE HORSE RADISH.

The latest novelty from Japan is a
new horse-radish which is of a delicate
shade of green and mild flavor, as com-
pared with the ordinary kind grown in
this country. In Japan the vegetable is
a favorite condiment with fish. The two-
year-old roots are used, and the fresh
leaves are also made into a kind of
sauce.

F. H. Robinson, one of London's
(Ont.) progressive grocers took a holi-
day last week and went from Port Stan-
ley to Montreal by the Str. Cuba. Re-
turning by Toronto he was a caller at
the Red Rose tea warehouse.

The Reason for the Results —

The increased demand for

CLARK'S MEATS

is taxing the capacity of the plant. The reasons for this increased
output are

AI REPUTATION JUDICIOUS ADVERTISING

A SQUARE DEAL ALL AROUND

These are the factors that make success

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell,
write me. I am always in the market to buy. If
you want to buy Eggs, Butter or Cheese, write
or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse
Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



WILSON'S
Fly Pads

General Stores can easily
sell three to five
boxes each
summer.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO,
MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants.

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will Pay You

WALTER WOODS & CO.
Hamilton and Winnipeg.

FREIGHTS AND CHARTERS

Shipping Not Very Active—Changes in Flour and Some Other Rates—Little Larger Movement of Provisions—Seven Hundred Sacks of Rolled Oats to London.

Shipping has been rather quiet lately, not much activity prevailing in any quarter. Exports have not been large in various lines considered in the light of staples.

The price of cheese recently has been so abnormally high as to make export trade in this article anything but good. Shipments have been very much lower

rolled oats is a line which has been rather quiet lately. A shipment of over seven hundred sacks was made to London recently.

Provisions are looking up slightly, several lots of bacon, lard and other lines having been shipped.

Flour is still rather slow.

Grain shipments have been very good,

for London, both with general cargoes left the same day.

Flour rates are higher this week.

NORTHERN CANNERIES ALL RIGHT.

Recently a section of the Fisheries Commission, now in British Columbia, inspected the Fraser River salmon canneries at the behest of the Minister of Marine and Fisheries and reported them sanitarily very satisfactory both as to condition and methods. Prof. E. E. Prince, Dominion Commissioner of Fisheries, and chairman of the commis-

at all times and that packing improved upon concerned, or in matter. I am that the fish healthful can ever say that not one would

MARITIME

The Maritime meeting in these officers: St. John; 1st Halifax; 2nd Charlottetown partner of

JAMS A

Results of Inv

Reporting t tion of 182 sa marmalades, Vancouver. A chief analyst parment, Ont were "marke or less disti remaining 85, sold without trary, 53 we "leaving a l

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	.....	17/6
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft.	†10/6	13/1½	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.....	17/6
Oil, lubricating and other; also Wax; in barrels, 2,240 lbs.	12/6	15/9	17/6	18/6	15/9	12/6	.....	.....	15/9	17/6	.....	17/6
Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch, and Grape Sugar, in bags, 2,240 lbs.	10/	10/6	11/3	11/3	10/	10/	11/3	12/6	11/3	12/6	.....	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs.	12/6	13/	14/	13/9	12/6	11/3	13/	14/	14/3	15/9	.....	15/
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft.	8/9	10/6	11/9	†17/6	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs.	10/6	15/9	15/9	11/3	15/9	10/	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	22/6	22/6	25/	25/	.....	27/6
Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs.	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	.....	32/6
Seeds, Timothy and Clover, in bags, 2,240 lbs.	12/6	17/6	18/9	17/6	17/6	13/9	13/	14/	20/	.....	.....	20/
" Beans and Peas, in bags, 2,240 lbs.	10/	10/6	11/9	12/6	10/	10/	13/	14/	11/3	.....	.....	12/6
Apples, Flour and Meal, in barrels, barrel	2/6	2/7½	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/3
" and other Green Fruit in boxes, 40 cb. ft.	12/6	15/9	16/	15/	15/9	12/6	15/	16/	15/9	17/6	.....	15/9
" Evaporated, in barrels or boxes, "	10/6	10/6	11/3	8/9	10/6	10/6	.....	.....	10/6	11/3	.....	12/6
" Prunes and other dried fruit n boxes, 2,240 lbs.	17/6	15/9	15/9	20/	21/	17/6	.....	.....	21/	21/	.....	20/
Eggs, in cases or barrels, 40 cb. ft.	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
Grain, in shipper's bags. Quartern.	2/	2/	2/3	2/3	2/	2/	.....	.....	.....	.....	.....	2/3
Smalls, of less than ¼ ton weight or measurement.	10/6	10/6	10/6	10/6	10/6	10/6	.....	.....	.....	.....	.....	10/6

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 2,240 lbs,

No Primage via Montreal.

than usual. Canadian cheese is growing in favor on the other side and consequently importers are willing to pay a little more than they otherwise would.

In butter conditions are about unchanged since last report. Shipments have been fairly good, but not large. Outgoing boats destined for the Old Country have in most cases carried more or less of this article.

Old Country markets taking considerable quantities. There is an improvement in the export hay market since last report, some very good lots having been shipped.

Manchester Commerce, Furness, Withy & Co., cleared for Manchester with a cargo August 10.

The Dominion liner Ottawa, for Liverpool, and the Latona, R. Reford & Co.,

sion, has returned from a trip up the north coast, and of the canneries at there he says:

"The canneries of Northern British Columbia, all of which with one exception I visited, are absolutely clean, and everywhere I found the greatest care exercised in the packing of salmon. The canneries, being right on the water, are always in a sanitary condition, and

The

Board

h general cargoes

her this week.

**CANNERIES ALL
FIT.**

of the Fisheries
British Columbia
River salmon can-
of the Minister
ies and reported
satisfactory bot-
methods. Prof. E.
Commissioner
an of the commi-

at all times and in all places I found that packing conditions could not be improved upon so far as cleanliness is concerned, or in any other way for that matter. I am glad to be able to state that the fish are packed under most healthful conditions. No person can ever say that having seen salmon canned one would not wish to eat it."

MARITIME GUILD OFFICERS.

The Maritime Grocers' Guild at a recent meeting in St. John, N.B., elected these officers: President, W. C. Cross, St. John; 1st vice-president, M. Dwyer, Halifax; 2nd vice-president, W. H. Dakin, Charlottetown. Mr. Cross is managing partner of Hall & Fairweather.

JAMS AND THEIR PURITY.

Results of Investigation by Analyst McGill, Ottawa.

Reporting the result of his examination of 182 samples of jams, jellies and marmalades, collected from Halifax to Vancouver. A. McGill, assistant to the chief analyst of the Inland Revenue Department, Ontario, states that 97 of them were "marked 'compound' with more or less distinctness," and that of the remaining 85, claiming to be genuine or sold without any statement to the contrary, 53 were found to be genuine, "leaving a balance of 32 samples re-

garding which the question of adulteration might be raised." Of the 85 samples, 44 contained preservatives, 29 dyes and 19 both preservatives and dyes.

Mr. McGill says:

"As regards preservatives and dyes I have contented myself with ascertaining the presence or absence of these without comment. We have no regulations which forbid their use, and it is quite probable that, so far as dyes are concerned, the minute quantities present are not more harmful to health than they would be in candy coloring. The chief objection that I find to the use of dyes in jams and jellies, is the fact that they serve to cover up defects in fruit, and thus permit the employment of inferior fruit in manufacture. It is also evident that the making of a so-called strawberry or raspberry jam from apple pulp, is only possible when the color is given by a dye.

"With regard to the quantity of fruit present in a jam, we have no standards which enable interpretation to be made from the amount of insoluble residue, nor is any ratio between fruit and sugar established by law.

"I would respectfully recommend that this very important subject be made a matter of investigation during the coming fruit season.

The Department of Agriculture at Washington has recently (March, 1936) adopted a ratio of not less than 45 lbs. of fruit for 55 pounds of sugar."

GET TOGETHER.

"Do many of the retail grocers you meet complain of wholesalers selling direct to consumers, especially boarding houses and restaurants?" was asked a Canadian Grocer representative the other day by a prominent Toronto merchant.

Some do, and the reply was to that effect.

"Well, do you know," he went on, "I used to be one of the kickers, but since having a good square talk with several wholesale men about it I have come to the conclusion that we're as much to blame as they are. For instance, if a retailer, who is dealing with a certain wholesale house, hears that he can get a certain line of goods a couple of cents cheaper by buying direct from the manufacturer, he passes his wholesale friend up and buys from the manufacturer, the wholesaler then loses this customer's trade to that extent. The wholesaler, to make up for this loss, thinks he is doing no more than right in dealing direct with the large consumer; and I think he's right there. Let the retailers get together and confer in a body with the wholesalers."

If grocers would join the Retail Grocers' Association they would get together, meet the wholesalers, and put an end to the heart burning. A widespread organization with proper aims would be a strong incentive to better storekeeping.

Aberdeen.	Cardiff.	Havre.
7/6	17/6
5/	17/6
7/6	17/6
2/6	11/3
5/9	15/
1/3	11/3
7/6	15/
5/	27/6
0/	32/6
.....	20/
.....	12/6
3/6	3/3
7/6	15/9
1/3	12/6
1/	20/
7/6	15/
.....	2/3
.....	10/6

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the canneries

Northern British
ch with one excep-
absolutely cleanly.
ound the greatest
packing of salmon
right on the water
tary condition, an

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from
The Miller Bros. Co., Limited
Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL
Board Mills and Filler Factory at GLEN MILLER, ONT.

THE
Manitoba Canning Co. Ltd.
GUARANTEES
ALL ITS TINNED MEATS

**Corned Beef, Roast Beef,
Chicken, Tongue, Potted
Meats, etc.**

YOU RUN NO RISK

SELLING AGENTS
Nicholson & Bain, Galloway & Parnell
WINNIPEG and CALGARY VANCOUVER

FLOUR AND CEREAL FOODS

Grain Market Quiet—An Average of 19 Bushels to the Acre Predicted for the West—Big New Flour Mill in Manitoba—Notes of News

The impression seems to prevail that the wheat yield of the Canadian west is going to put the pessimists to the flush. Anyway, the grain trade is waiting for results and western wheat is a cent lower than a week ago.

Campbell & McLean, Winnipeg, concluding an estimate of an average crop of 19 bushels to the acre, to replace their 20 bushel estimate of a month ago, say "We call an average of 20 bushels per acre a bumper, and 18 bushels a good crop. Taking a term of years, there will be a 16-bushel crop oftener than there will be a nineteen-bushel crop of wheat. It is yet too early to make crop estimates. We want to know what the thrashing machines will say."

The flour trade situation is unchanged. Prices are maintained and little trade is passing.

MONTREAL MARKETS.

GRAIN — Grain remains unchanged since last week. No new features have developed. Trade is not very brisk in any line.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats	0 41½
No. 3 white oats	0 40½ 0 41
No. 4 white oats	0 40
No. 3 yellow corn	0 6½
No. 2 peas, basis 78 per cent. points	0 8½

FLOUR—The flour market remains practically unchanged since last report. Prices have been steadily maintained. Business has been fair, but nothing above the average expected at this season. Millers report a few export inquiries, but not many.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	4 70	4 20
Glenora	4 70	4 20
Manitoba spring wheat patents	4 70	4 20
" strong bakers	4 70	4 20
Buckwheat flour	2 00	2 10
Five Roses	4 70	4 20

ROLLED OATS—In the rolled oats market conditions have not changed since last week. Trade is not very brisk, demand being on the slack side.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
" 80-lb. bags	2 10	2 10
" bbls.	4 55	4 70
Choice boiling peas	1 00	1 10

FEED—Since last report there has been little change in the situation. Bran and shorts continue very scarce. Owing to the number of mills closed down, and the fact that the recent dry weather has had the effect of burning up the grass in pasture lands, demand has been larger than usual. Prices are steadily maintained.

Ontario bran	16 50	17 00
Ontario shorts	21 00	22 00
Manitoba shorts	21 00	22 00
" bran	17 00	18 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 25

HAY—It is still very difficult to obtain hay in the country. As a matter of fact, some dealers state, it is impossible. Prices demanded are above an export basis anyway, so that trade

could not profitably be carried on even were it possible to obtain farmers' holdings. Little change has occurred in the situation on the other side. Shipments arriving are fairly large according to advices received. Prices do not show any noticeable change.

No. 1	10 00
No. 2	9 00
Clover mixed	6 00 6 50
Clover, pure	5 00 5 50

TORONTO MARKETS.

GRAIN — Crop reports have a tendency to make Manitoba wheat easier, our quotation being a cent lower than last week. At present business is quiet and prices nominal.

(F.o.b. Georgian Bay points.)	
Manitoba wheat, Northern No. 1	0 80
" " " " No. 2	0 77½
" " " " No. 3, nominal	0 70
Red, new " per bushel, 78 per cent. points	0 70 0 71½
White, new " " " " " " " "	0 70 0 71½
Mixed, new " " " " " " " "	0 70 0 71½
Spring, nominal " " " " " " " "	0 70 0 71½
Goose, " " " " " " " "	0 70 0 71½
Barley, No. 1, " " " " " " " "	0 48 0 50
" No. 2, " " " " " " " "	0 48 0 50
" No. 3x, " " " " " " " "	0 45 0 45
" No. 3, " " " " " " " "	0 42 0 42
Oats, white, old " " " " " " " "	0 33 0 33
" new " " " " " " " "	0 30 0 30
" mixed, old " " " " " " " "	0 32 0 32
" new " " " " " " " "	0 29 0 29

FLOUR—There is no change in the price of flour, but the market is easier. The ordinary business is being done.

On track, Toronto.	
Manitoba patents, No. 1, per bbl. in bags	4 40 4 50
" " " " No. 2, " " " "	4 10 4 10
Strong bakers " " " " " " " "	3 90 3 90
Ontario 90 p.c. patents, No. 1 " " " "	3 25 3 50
Straight roller " " " " " " " "	3 15 3 25

CEREALS—The ordinary business is being done. Prices are unchanged.

Oatmeal, standard and granulated, carlots, on track, per bbl.	
Manitoba patents, No. 1, 100 lbs.	nominal 5 05
Rolled wheat in boxes, 100 lbs.	2 40
" " " " 50 lbs.	1 25
Rolled oats, standard, carlots, per bbl. in bags	4 50
" " " " " " " " in wood	4 75
" " " " " " " " for broken lots	4 80

BIG FLOUR MILL OPENED.

Interesting Ceremony at St. Boniface, Man.—Capacity 6,000,000 Bushels a Year.

On the afternoon of August 9 the new St. Boniface, Man., mill of the Western Canada Flour Mills Co. was opened with impressive ceremonies. A special train from Winnipeg brought a large number of the representative business men of the Manitoba capital and the occasion was honored by the attendance of Premier Roblin and a number of prominent railway men. After the mill had been inspected by the guests, luncheon was served and the speech-making commenced. Andrew Kelly, president of the company, presided, and on his right was Premier Roblin and on his left Capel Tilt, president of the Winnipeg Grain Exchange. Other guests were Senator Kirchoffer; G. J. Bury, gen. supt. C. P. R.; F. W. Peters, gen. traffic manager of the C.P.R.; D. D. Mann, vice-president C.N.R.; Geo. H. Shaw, general traffic manager C.N.R.; James Pye, of Minneapolis, representing Nordyke & Morman; John S. Maxwell,

John Hamburg, Peter Payne, Manager Weatherstone, of Bank of Hamilton, all of Brandon; Alderman Latimer, representing City of Winnipeg; Mayor A. Gauvin, of St. Boniface; W. A. Campbell, assistant local manager Ogilvie, and Will A. Matheson, of Lake of the Woods Milling Co.

The Opening.

After a few words of introduction Mr. Kelly called on Hon. Mr. Roblin to set the mill in motion; and the Premier, after thanking the president for the honor which had been conferred upon him, spoke of the conditions which had warranted the erection of such a plant. The addition of it to the manufacturing and milling industry of Winnipeg (as the speaker considered Winnipeg and St. Boniface practically one), marked an epoch in the history of the west. The time occupied in the construction, which was exactly twelve months, was in keeping with the enterprise of the directors and with the spirit of the west. The speaker was glad to learn from the president that the magnificent plant through which he had just been shown, was one of the finest in the world and certainly one of the largest under the British flag. The capacity was 4,000 barrels for every twenty-four hours, which meant that at least 6,000,000 bushels of wheat would be consumed annually, at a cost of four and a half or five million dollars. When these figures were taken into serious consideration it could easily be seen what the opening of such a plant meant not only to Winnipeg but to the west. Mr. Roblin noted that the flour milling industry of the west was centreing about the confluence of the two rivers. He hoped soon to see a sample grain market in the city which would mean a great advantage to the grain grower. The City of Minneapolis was to-day the chief grain city of the continent and one of the things which conducted to this importance besides the great manufacturing which was carried on was the fact of it having a sample market. There the producer receives a more proper consideration for his grain than he could under any other conditions.

Success Guaranteed.

The success of the mill was guaranteed by the quality of the grain which it would handle, the quality of which was known the world over. In speaking of the power used the speaker paid a compliment to the courage and foresight of the men who brought the power into the city, and he would be glad to hear of men with similar courage who would undertake to bring some of the surplus water from the Winnipeg River to the city. In speaking of the crop in the west the Premier said he would go better than his former statements and say that he believed that there was to-day in the west more than 100,000,000 bushels of Spring wheat. He referred to the custom at exhibitions of decorating articles with the motto, "Made in Canada," and said he would like to see them go further and use the motto "Produced in Winnipeg," so that wherever citizens should go they might be proud of the product of their city.

At the conclusion of his speech Mr. Roblin touched an electric button behind him and the wheels throughout the mill revolved and the Western Canada flour mill was in operation. Speeches were also made by Capel

TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit--except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a "breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish cookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.



"It's All in the Shreds"

A DREAM and a DRUMMER

A short time ago a grocer had a dream in which he saw himself the possessor of considerable cash.

Next morning he related his dream to a "Mrs. Rorer's Saratoga Chip" man whom he found at the store waiting to see him.

The traveller spoke thus:

"I'm sorry your dream isn't true. I'm willing to help you make it true. We'll call the goal a chain and I'll put the first link in it—Profits from the sales of **MRS. RORER'S SARATOGA CHIPS** in your store."

The grocer consented and lived happy ever after.

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.
HAMILTON, CAN.

AGENTS—Rose & Laffama, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont.; Stuart Watson, Winnipeg, Man.; Dominion Brokerage Co., Calgary, Edmonton and Victoria.

Household Canada Flakes 25c.



The largest package of the best Cereal made in Canada.

Largest flakes, perfectly cooked to that crispy brown, so palatable, and distinctive of Canada Flakes.

The best seller with the grocer because it is the best value to the consumer.

Every wideawake grocer pushes "HOUSEHOLD."

A Beautiful China Plate, Cream Jug, etc., worth at least 10c., in every package.

Let your customers share in our plan of "Advertising to Consumer."

Stock "HOUSEHOLD" and note its sale. It will please your cash-box.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT

WINNIPEG
GODERICH
BRANDON

OFFICES

ST. JOHN, N.B.
MONTREAL, Que.
TORONTO (HEAD OFFICE)
GODERICH
WINNIPEG
BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

Tilt, G. J. Bury, Senator Kirchoffer and Geo. H. Shaw.

The new mill is one of the largest in Canada. It has a capacity of 4,000 barrels of flour per day and can consume 6,000,000 bushels of wheat in a year. The most modern and up-to-date machinery has been installed and as the shipping facilities are unexcelled the new mill will be an important factor in the flour trade of Canada.

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

J. A. McLANDRESS, West Lorne, Ont.
 WM. McLANDRESS, Dutton, Ont.
 Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
 Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO., QUEBEC
 Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
 Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The McLEOD MILLING CO., Limited
 Stratford, - Ontario.
 Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

A. A. McFALL
Miller and Grain Merchant
 Bolton, Ontario, Canada,
 Write for Samples and Prices

QUANCE BROS.
 MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
 WRITE FOR QUOTATIONS. **DELHI, ONT.**

ROLLED OATS. You do not care to buy largely of cereals in summer.
 We ship five sacks as cheerfully as a carload.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

CEREAL NOTES.

The Farmers' Milling Elevator Co., Prince Albert, has been incorporated.

A \$2,500,000 corporation has been formed in New Jersey to buy up all the macaroni factories in the States. The output is said to be 27,000,000 lbs. a day.

Gordon, Grant & Co., Trinidad, writing of the flour situation, says: "The last P. & B. steamer from Halifax again brought negligible supplies, and we fear that owing to Canadian brands having been so long out of the market some difficulty will be experienced in re-introducing them."

The Farmers' Elevator Co., Midale, Sask., has been incorporated.

The Peavy Elevator Co., of Minneapolis, one of the richest concerns in the Northwestern States is planning, it is said, to enter the Canadian business and erect several large elevators on the Hill lines.

GRANOSE BISCUITS

are made of Granose flakes pressed into oblong moulds. They are delicious and tasty cakes.

Our advertising has introduced them throughout Canada.

Have you them in stock?

The Battle Creek Health Food Company,
 Limited
 Canadian Factory and Office, LONDON, ONT.

The Brantwood Flour Mills, Limited, have been incorporated under provincial charter. The share capital is \$200,000 and the head office is at Brantford. The provisional directors are Jos. Ruddy, M. H. Robertson, F. M. Foster and Ed. Sweet.

Edward M. Taylor, grain commissioner of St. Louis, Mo., was in Toronto recently on his way to Cobalt. Mr. Taylor, is a son of the late Rev. R. J. C. Taylor, rector of St. John's church, Peterboro, Ont.

WEST INDIA TRADE.

Interesting Exhibit at Toronto Exhibition—C. S. Pickford in Charge.

C. S. Pickford, of the Pickford & Black Steamship Co., has arrived in Toronto to arrange and take charge of a very interesting exhibit of West Indian products at the Industrial Exhibition. This has come to be one of the features of the great fair and this year's display promises to be more interesting than ever. Mr. Pickford has offices in the Board of Trade building.

A visitor at the Fair will be Sir Daniel Morris, commissioner for the West India Islands of the Imperial Department of Agriculture with headquarters at Barbadoes.

Mr. Pickford, speaking of the relations between Canada and the West Indies, said trade was steadily increasing in all lines. Imports into Canada had increased wonderfully owing to the sugar trade. Canadian soap was largely on the increase as an article of consumption in the islands. Canadian flour was used largely in Demarara and Barbadoes and was sold almost entirely on order.

The P. & B. Co. now have in commission the SS. Olenda, probably the finest vessel in the West Indian trade. She has accommodation for 80 first-class passengers and was formerly in the East India service.

LOOKING FOR CANADIAN BUSINESS.

George Hadrill, secretary of the Montreal Board of Trade, has returned to Montreal from the Old Country on the Dominion, of the Dominion line. Mr. Hadrill made the voyage to England as one of the Canadian delegates to the Sixth Congress of the Chambers of Commerce of the Empire. While not making the trip solely for business, yet he took an active interest in the progress of the congress.

Mr. Hadrill said that the Canadian delegates had taken no small part in the congress and had made a splendid impression.

Everything on the other side, he said, pointed towards prosperity. Trade was active and growing larger year by year. Business connections with Canada were eagerly sought after, the more so as British business men became aware of the splendid future before the Dominion. Everything possible was done by British trade to make the stay of the delegates a most pleasant and satisfactory one.

Quaker Sugar and Cream Corn

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

The Packers of Quaker Canned Goods

Mills, Limited,
under provin-
capital is \$200,-
s at Brantford.
are Jos. Ruddy,
Foster and Ed.

in commission
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to Cobalt. Mi
ate Rev. R. J.
John's church.

TRADE.

Ontario Exhibi-
in Charge.

Mr. Pickford &
has arrived in
take charge of
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FRUITS, VEGETABLES AND FISH

Various Apple Crop Opinions—Lemons and Oranges Advance—Fruit and Greenstuff Trade Active—Vegetable Prices Lower—News and Notes.

The fruit trade's immediate interest is the peach crop and beyond that the apple crop is engaging attention. Reports indicate a pretty average crop of peaches, sufficient to insure moderate prices, but no bargain sales. Apples, too, promise an average crop.

In the Toronto fruit market the other day a leading commission merchant called the attention of a Niagara grower to a lot of battered peach baskets.

"That's what the express companies give us," the commission man remarked. "A whole shipment like that. Day after a holiday and short handed I suppose. But you have a fine lot of agents across the lake."

This careless handling of fruit by unskilled hands is a continual grievance with the fruit men. The grower said he had seen train men shovelling up spilled peaches with coal shovels.

Both the growers, transportation companies, and retailers have yet a lot to learn about the fruit business. Take as an illustration, raspberries. They can't be washed, yet retailers will let them stand out on the sidewalk to gather the dust and filth of the street. A week ago The Grocer told of a progressive growers' experience and how careful, honest grading and guaranteeing his output had paid him handsomely.

All lines of vegetables are moving very freely and prices are lower. The fish trade is still quiet.

MONTREAL MARKETS.

GREEN FRUITS—Perhaps the feature of the fruit market this week is the sharp advance which has occurred in lemons. Last week they were quoted at \$5, while to-day \$6.25 is the price asked. Lemons are very scarce and higher figures would not surprise the trade. New apples are offered at prices ranging from \$1.50 to \$2. Bananas are enjoying very good sale at figures quoted. Valencia oranges are up since last report, as are also peaches and plums. Advices to hand say that the crop of Spanish onions is not as large as was expected. Consequently prices have been their lowest. Future shipments have been booked on a higher basis.

Late Valencia oranges, per box	6 00
Dates, per lb.	0 04 1/2
Bananas	1 75
Cocoanuts, per bag of 100	3 40
Pineapples	5 00
Apples, bbl.	1 50
New apples, baskets	0 25
Old lemons, per box	3 75
New lemons	6 25
Limes, per hundred	1 25
Peaches, per box	2 15
Plums	2 25
Cantaloupes, per crate	5 00
Watermelons, each	0 30
Jamaica oranges, per bbl.	7 00
Spanish Onions, cases	2 50
Blueberries, 22 quart boxes	2 25
Raspberries, per box	0 11
Gooseberries, per basket	0 75
Blackberries, pail	1 25
Lawton berries	0 10
Black currants basket	1 00
Jamaica grape fruit, box	6 50

VEGETABLES—Trade in vegetables continues very good. All lines are in good request on the part of the public and as stocks are not limited it is easy to supply the demand. With increased arrivals prices are declining more and more. Corn is now obtainable for 7c, but the best quality commands 10c. New green peppers are arriving more freely and the price is lower. Celery is enjoying good sale at 25c. a dozen. Tomatoes are fluctuating more or less, the price asked being anywhere between 35c. and 50c. a box.

Parsley, per doz. bunches	0 20
Sage, per doz.	1 00
Savory, per doz.	1 00
Green peppers, per basket	0 50
Montreal cabbage, per doz.	0 35
" tomatoes, boxes	0 35
New turnips, per doz.	0 25
Water cress, per doz.	0 75
Lettuce, per doz.	0 15
Spinach, per bbl.	2 00
Cucumbers, per doz.	0 10
Celery, per doz.	0 25
New potatoes, per bbl.	2 50
New beets per doz.	0 50
New carrots, per doz.	0 15
Wax beans, per bag.	0 50
Green beans, per bag.	0 50
Green peas, per bag.	0 75
New corn per doz.	0 07

FISH—For the season trade is very good. Demand is fair and orders going out are proportionately large. Fresh pickerel and pike are not now obtainable, but frozen stock in these lines is already to hand. Lake trout and whitefish are in fair supply. Fresh haddock and cod continue plentiful and prices are unchanged. Halibut is up one cent this week, as is also Gaspe salmon, while dore has declined. Grass pike is now quoted at 7c. Fresh B. C. salmon, it is said, will be scarce this season. Dealers are at present offering some very good chilled eastern salmon.

Fresh haddock, express, per lb.	0 04
Fresh steak cod	0 05
" halibut	0 10
" grass pike	0 07
Lake trout	0 09
Whitefish	0 09
Weakfish	0 09
Dore, per lb.	0 09
Gaspe salmon	0 15
Fresh B.C. salmon	0 13
Fresh mackerel	0 10
Fresh frozen fish—	
B.C. salmon, per lb.	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb.	0 07 1/2
St. John bloaters, 100 in box, per box	0 12
Smoked herring, in small boxes, per box	0 20
Oysters and Lobsters	
Standards, per imp. gal.	1 50
Oyster pails, pinta, per 100	0 90
quarts,	1 25
Prepared fish—	
Boneless cod, "Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb.	0 05 1/2
" fish, 25-lb. boxes, per lb.	0 04 1/2
Skinless cod, large, per case	5 75
Scotch cured herring, 25 lb. kits.	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl.	3 50
" " salmon, per pail	0 80
" " salmon—	
" " in bbls.	13 00
" " in 1/2 bbls.	7 50
" B.C. salmon, bbls.	12 50
" " half bbl.	7 00
" mackerel, per pail	1 75
" large green cod, per lb.	0 04
" medium,	0 03
" small,	0 02 1/2

In the Montreal district apples are said to be about half a crop.

ORANGES

Another car of Fancy Late Valencias due this week.

LEMONS

Prices are advancing and we look for a much higher market.

McWILLIAM

Mc. AND E.
EVERIST

Canadian Basket Fruits are now arriving in large quantities.

Peaches Pears Plums
Apples Musk Melons Tomatoes

DELAWARE PEACHES

Car of Extra Fancy Stock due at the end of this week. These are just what the trade is looking for.

25-27 Church St. TORONTO, CANADA

RIPE TOMATOES

I have the largest plantation of **Early Tomatoes** in the favored Leamington District. Write for prices. I make a specialty of **careful packing**. All telegrams phoned out to our fruit farm. Phone 83.

W. W. HILBORN,
Leamington, Ont.

BASKETS

We make them in all shapes and sizes. We have

Patent **strawboard Berry Box**
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE ...

Oakville Basket Co.
Oakville, Ont.

TORO

GREEN FRUITS—The fruit trade's immediate interest is the peach crop and beyond that the apple crop is engaging attention. Reports indicate a pretty average crop of peaches, sufficient to insure moderate prices, but no bargain sales. Apples, too, promise an average crop.

Oranges, late Valencia, 3 cases, per crate...
Limes, per crate...
Apples, new harvest...
" Spies XX...
" Baldwins...
" other Win...
" farmers' p...
Bananas, per bunch...
Red bananas per...
Red currants...
Raspberries basket...
Pineapples, Florida...
Plums, California...
Apricots...
Peaches...
Pears, eating, per...
Georgia peaches, 4...
Canadian peaches...
" pears, p...
Watermelons...
Cantaloupe, per b...
Blueberries, per b...
Black currants, p...
Lawton berries, f...
Southern grapes...
Egg plant fruit...

VEGETA

this week... daily. Have not t... About the prevail. I are on the supply com skin picklin from \$1 to are in gc coming in.

New potatoes, C...
Onions, Egyptian...
" green...
" Spanish...
" silver...
Cabbage, new C...
Wax and green...
Green peas, per...
Beets, new, per...
Carrots, Canada...
Lettuce, per do...
Radish, per do...
Cucumbers larg...
Mushrooms, 1-1...
Beans, white, f...
" h...
" Lima, pe...
Tomatoes, Can...
Rhubarb, 1 doz...
Watercress, pe...
Egg plant...
Peppers, green...
Parsley, per do...
Turnips, new 1...
Mint, per doz...
Cauliflower, pe...
Celery, Michig...
" Canada...
Squash, per do...
Vegetable mar...
Green corn, pe...
Leeks, per doz...

FISH—

fish. The being don...
Fresh halibut...
Haddock, fres...
Fresh cod, per...
Fresh lobsters...
Shrimps per s...
Whitefish, pe...
Salmon trout...
Cocoas, per lb...
Parch, per lb...
Herring, larg...
" med...

TORONTO MARKETS.

GREEN FRUIT—Quite a marked advance has been made this week in oranges and lemons. Very little in late Valencia's is offering this week at less than \$5.50, and in lemons \$6 to \$6.50 are the ruling prices. The crops are less than anticipated while the continued hot weather has made the demand very strong. Some fine domestic peaches are on the market now, and while the prices are lower generally the range of quality is so large that it would be impossible to quote grades. As it is they run from 20c. to \$1 per basket. Apples are coming in pretty freely, and larger in size, with easier prices. There are still a few red currants at 8 1/4c. per box, and a small quantity of black currants at \$1.10 to \$1.25 per basket. Blueberries are stronger in price, with few coming in.

Table listing market prices for various fruits and vegetables. Columns include item names and prices per unit (e.g., per crate, per basket, per box). Items include oranges, lemons, limes, apples, pears, peaches, watermelons, cantaloupes, blueberries, black currants, lawson berries, southern grapes, egg plant, and more.

VEGETABLES—Potatoes are short this week with the prices changing daily. Harvesting is on and farmers have not the time to bring them in. About the same prices as last week prevail. In all other lines the prices are on the downward move, with a good supply coming in. Some nice new silver skin pickling onions are in. They bring from \$1 to \$1.25 per basket. Green peas are in good demand, with not many coming in.

Table listing market prices for various vegetables and other goods. Columns include item names and prices per unit. Items include potatoes, onions, green and Spanish bunches, silver skins, cabbage, wax and green beans, green peas, beets, carrots, lettuce, radish, cucumbers, mushrooms, beans, tomatoes, rhubarb, watercress, egg plant, peppers, parsley, turnips, mint, cauliflower, celery, squash, vegetable marrow, green corn, and leeks.

FISH—There are no price changes in fish. The ordinary Summer business is being done.

Table listing market prices for various fish. Columns include item names and prices per unit. Items include fresh halibut, halibook, fresh cod, fresh lobsters, shrimps, whitefish, salmon trout, clisoes, perch, and herring.

BLUEBERRIES

We are importing these in full carloads. The quality is HARD AND DRY. The most satisfactory small fruit on the market. Send for sample case containing 22 to 24 imperial quarts.

LEMONS

In times of scarcity, as well as plenty. We have them.

WHITE & CO., LIMITED TORONTO and HAMILTON

"Spoil the Little Potatoes"

In the same way as "Juicy Weather" spoils little potatoes (by making them big), the exclusive handling of Tracuzzi's Brands of Lemons will "disfigure" your present Lemon profits wonderfully by the simple process of "Increase."

"ST. NICHOLAS" "HOMEGUARD" "KICKING" "PUCK" W. B. STRINGER & CO., Agents - Toronto

THE F. T. JAMES COMPANY, Limited Wholesale Fruits

Wire, Phone, or Mail your Orders TORONTO 76 Colborne St., 33 Church St.

We can handle your POULTRY, ALIVE OR DRESSED, to the very best advantage.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO Cor. West Market and Colborne Sts.

BANANAS, WATER MELONS, ORANGES AND LEMONS And all kinds of FOREIGN AND DOMESTIC FRUITS Send us your order HUGH WALKER & SON

ESTABLISHED 1861 GUELPH, ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRENTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY— Halifax, N.S., E. D. Adams; St. John, N.B., J. Funter White; Montreal, D. Battray & Sons; Toronto, P. L. Mason & Co.; Winnipeg, Jas. Carmon; Victoria, B.C., H. Donkin; Vancouver, C. E. Jarvis & Co. TH. J. PSIMENOS, 4 Collum St., E.C. LONDON, ENG.

Brook trout, per lb.....	0 25
Pike, per lb.....	0 05 0 06
Blue fish, per lb.....	0 10
Fresh mackerel.....	0 20 0 25
Eastern salmon, per lb.....	0 20

BACK FROM THE EAST.

James Langskill, president, and W. H. Despard, manager, of White & Company, wholesale fruit and produce dealers, have returned from a trip down through part of the New England States. They made arrangements while there for next season's business, and report a successful trip with a satisfactory outcome. Mr. Despard reports the American crop of apples to be very large this year, which

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

GOLDEN DIAMOND CANNED
1906 BLUEBERRIES
We are now booking orders at opening prices. Please ask us for prices.
W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

together with good crops in England and France will keep Canadian apples pretty well down in price. The German maximum tax of \$1.64 per barrel on foreign apples will also be felt by Canadian shippers, as this practically excludes them from what has been a good market hitherto. Mr. Despard found the weather extremely hot at some eastern points, and was glad to get away from it. One hundred and two in the shade was the mark reached one day in Philadelphia.

MONTREAL FRUIT AUCTION.

Monday of this week at a fruit auction in Montreal a car of peaches sold at 30c. per basket; plums at 60c., and pears at 50c.

A VALUABLE FIND.

The Marine and Fisheries steamer Kestrel, on the Pacific coast service, in a recent trip to the northern British Columbia coast with Prof. Price and other members of the Fishery Commission aboard, discovered a bed of scallops, shellfish similar to oysters, but larger and probably more palatable. The scallops are located at the northern end of Queen Charlotte Sound, a short distance off Tow Hill. The scallops are probably of large commercial value. This kind of shellfish is worth more than oysters, and if the bed proves to be as extensive as it looks on first appearance, it is altogether likely that an important industry may be built up. The

beds are fairly sheltered and within about a day and a half run for a steamer from Vancouver.

ANOTHER NEW POTATO.

Messrs. Sutton, of Reading, Eng., are said by scientific cultivation to have produced a new potato, blue of skin with yellow interior, and with quite an individual flavor. Epicures describe it as a combined flavor of turnips and asparagus. The plant will thrive anywhere, the wetter or more marshy the soil the better. It is claimed that its productive power is 50 to 100 per cent. over the ordinary kind.

NOTES.

Twenty tons of strawberries were shipped from Upper Sackville, N. B., this season.

A mammoth potato storage building, 1,500 feet long, and covering four acres of ground, is to be erected at Cape Jellison, a terminus of the Northern Maine Seaport R. R.

Sir Thomas Shaughnessy, president of the C.P.R., has given a handsome cup of silver, mined, smelted and refined in British Columbia, to be given as a prize for fruit at the Melvin, B.C., exhibition to be held September 19-21.

A representative of a wealthy fish importing house of England is now investigating the fish resources of the British Columbia coast and if favorably impressed the firm will erect a large refrigerating plant on the coast.

J. S. Larke, Canadian commercial agent in Australia, reports that the crop of potatoes in New Zealand is much below what was expected. As a consequence prices have gone up, and in Wellington are quoted at £12 per ton, so that in October there will be a demand at good rates for any surplus Canada can supply.

A lady in Victoria, B.C., has succeeded in cultivating South African gooseberries there. The Cape gooseberry in appearance has a distant resemblance to the tobacco plant. There are no thorns to prick those who would pluck the fruit which is of very uncommon appearance. It is enclosed in an outer husk, about the thickness of tissue paper, that hangs from the branch like a small Japanese lantern. Enclosed in the husk is the fruit itself about the size of a small cherry, but tinged with brown as the husk opens and the fruit ripens. It is delicious in flavor, much resembling the fruit after which it is named. The seeds are almost impalpable and, like the gooseberry, it is a case of one swallow—and finis. Unlike some varieties of the latter mentioned fruit the skin is soft and tender and can be eaten.

HOW THE FRUIT TRADE GROWS.

White & Co., Limited, are handling a large quantity of blueberries, bringing them in in full carloads. It goes to show the extent to which the fruit trade is growing in Toronto, when only two or three years ago a carload would be enough for the season.

A meeting of the creditors of W. H. Lillie, grocer, Guelph, Ont., was held on August 15.

GROCERS — FRUIT DEALERS

In order to get your

THIMBLEBERRIES

in good time, I should have your orders immediately.

My crop is a choice one and you'll get the berries fresh from the field.

PEACHES, PEARS and APPLES

are now at hand. Let me know your needs.

NOTE:—The best Grocers and Fruit Dealers in Canada are my customers.

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

J.V. DE YBARRONDO & CO.
Superior to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS	WALNUTS IN SHELL & SHELLD
R. ROSE CHOICE	GREEN PEAS OLIVE OIL
SUPERIOR EXTRA	MUSHROOMS SARDINES &c
EXCELSIOR	
EXCELSIOR FLOR	

BORDEAUX

Shippers Also of

**All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.**

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NOW is the time to place your order for new pack

"HALIFAX" BONELESS

CODFISH

PUT UP IN THE FOLLOWING PACKAGES

- "HALIFAX" Shredded Codfish, 2 doz to case.
- "HALIFAX" Fish Cake, 2 doz. cartons to case.
- "HALIFAX" Cod Steaks, 3 lb. wooden boxes, 1 doz. to crate.
- "HALIFAX" Cod Steaks, 1 lb. " " 2 " "

Send for
Complete
Price List

THE ATLANTIC FISH COMPANIES, Limited
LUNENBURG, N.S., Can.

A. H. BRITAIN & CO., Selling Agents—Ontario and Quebec, Montreal



FINNAN HADDIES

THE FAMOUS
"BRUNSWICK
BRAND"

is now on the market. Strictly new pack.
Every tin guaranteed. The large sales
prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited
Black's Harbour, N. B.



King Oscar Sardines

most delicious for

**A DAINTY
LUNCH**

Follow up the poster advertising by a display.
Ask your wholesaler for an advertising card.

JOHN W. BICKLE & GREENING
(J. A. HENDERSON)
Canadian Selling Agents

HAMILTON, - - - CANADA



**Southwell
Success
Shines
Strongly**

In the old country it's a rare thing to come across a person who doesn't eat

**Southwell's Jams
and Marmalades**

The people know that Jams and Marmalades that are good enough for the King are good enough for them

Why shouldn't the people of Canada feel the same way about SOUTHWELL'S goods!

Why shouldn't EVERY grocer recommend them!

FRANK MAGOR & CO.
Canadian Agents, 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**

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL.



"I Want Shirriff's"

You have heard your customers say that.

"Find the cause in the bottle labelled 'Shirriff's.'"

MANUFACTURED BY
**IMPERIAL EXTRACT CO.
TORONTO**

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

THERE IS MORE AND MORE

**MOTT'S
CHOCOLATE**

SELLING EVERY YEAR

REASON:

"Diamond" and "Elite" Brands

are the acme of Chocolate-making and are to-day

Canada's Premier Chocolates

**John P. Mott & Co.
HALIFAX, N.S.**

SELLING AGENTS:
J. A. TAYLOR MONTREAL R. S. McINDOE TORONTO J. B. HUXLEY WINNIPEG

BISCU

provide an /
Lozenges

Just as you before meals in the grocer can his confectioner get the department, a dandy three feet wide for a temporary apartment like a peering touch in an aid to business have a few fritter the dessert delicious chocolate tops off the occasion. You other people a glow at sight confectionery.

Try the app play in the w

SOME

A little more cacao tree had It was first St. Thomas St. Thomas : ducing about a year, says they sell the \$6,000,000 to chocolate and dustry has at guese are ve history of th greatest mat in West Afri . The explor turned from he studied ec for his Gov white man cacao grove plantation, l the natives ; tree was to the African ducing about a year, worl which Europ the industry and commer ts because product.

Cacao is on the Gold al well-t encouragi at each m tiny of t art an ed nce whil ive Afric

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BISCUITS AND CONFECTIONERY

Provide an Appetizer for Confectionery —More Facts About Conversation Lozenges—Old-time Adulterations —Interview with One of the First of Ontario Apprentices

Just as you can stimulate the appetite before meals in ways we wot of, so the grocer can stimulate demand upon his confectionery department. But first get the department. If it's only a little one, a dandy silent salesman two or three feet wide, it will afford opportunity for a tempting display. A candy department like that would add to the appearance of a nice grocery just the finishing touch it needs, as well as being an aid to business. You know when you have a few friends in to dinner and after the dessert the wife brings in some delicious chocolates and nuts how it tops off the meal and adds lustre to the occasion. You're not very different from other people and the average palate will glow at sight of an array of delicious confectionery.

Try the appeal on the public by a display in the window occasionally.

SOME COCOA FACTS.

A little more than fifty years ago the cacao tree had never been seen in Africa. It was first cultivated on the Island of St. Thomas about 1850. The Islands of St. Thomas and Principe are now producing about 50,000,000 pounds of cacao a year, says the New York Sun, and they sell the crude product for about \$6,000,000 to the manufacturers of chocolate and cocoa. A great new industry has arisen in Africa. The Portuguese are very proud of the brilliant history of their industry and call it the greatest material success yet attained in West Africa.

The explorer Chevalier, who has returned from the French colonies, where he studied economic conditions last year for his Government, says that not a white man owns or controls a single cacao grove on the Gold Coast. Every plantation, large or small, is owned by the natives; and although in 1885 not a tree was to be found on the Gold Coast, the African blacks there are now producing about 11,500,000 pounds of cacao a year, worth over \$1,000,000. The part which Europeans have thus far taken in the industry has been wholly advisory and commercial. They share in the profits because they buy and ship the raw product.

Cacao is conferring a double blessing on the Gold Coast. It is bringing material well-being to the country, and it is encouraging the natives to work so that each may share in the benefits. The destiny of the cacao tree seems to be to start an educational and a moral influence while adding to the prosperity of the native Africans.

EARLY CONVERSATION LOZENGES.

Following up the article on conversation lozenges in last week's Canadian Grocer, a representative of The Grocer had an interview with Geo. Robertson, Toronto, probably the first man to give his apprenticeship to the trade in Ontario. He's Scotch, all Scotch, and as he himself said, "I can't help that,

and if I could I wouldn't." He came to this country with his parents when a lad. He is a mine of information about the early development of Toronto, but especially in regard to the growth of the manufacturing end of the confectionery trade.

He served his apprenticeship with Dodgson, Shield & Morton, and preserves a testimonial dated November 5, 1864, from the firm, then Dodgson & Shields, to the effect that he was an expert cake maker and confectioner and had been manager of their department six years and four months and they were very sorry to lose him.

Conversation lozenges, he told The Grocer, were not indigenous to Canada. They were European in their origin. The first candy of the kind was made as large medals bearing in relief the portrait of some celebrated personage of the time. On the first conversation lozenge the printing was embossed with box-wood dies which lettered half a dozen at a time and these were afterwards cut singly. Of course the mottoes were few in number and very short, consisting for the most part of such laconic intimations as "I love you" and "Just one kiss." The next improvement in printing was a number of electrotyped mottoes, 18 or 20 fastened to a block. A firm would have possibly six of these each having a different assortment of mottoes. The lozenges were still cut by hand and it was pretty tedious work. An expert man could cut 100 lbs. of ordinary peppermint lozenges a day and only 25 or 30 lbs. of conversation lozenges.

Then machinery came in, and now cutting and printing are done automatically.

An early form of the conversation lozenge was white with a colored back and the makers never thought of printing on anything but plain white. Then as competition became keener the making of two-layer lozenges became too expensive owing to the labor involved, and the practice was adopted of making the whole lozenge of one color and variegating them in that way, mixing them in the proportion of one-third colored to two-thirds white.

In the olden days, ever so long ago, when sugar was 10c. a pound wholesale, conversation lozenges were sometimes adulterated with flour and an even cheaper ingredient.

Terra Alba, or Irish clay, was sometimes used in the cheaper grades. Lozenge dough was originally made of sugar, gum arabic and flavoring. The gum arabic was used solely to give the sugar a footing. When glucose or corn sugar was discovered, it was found to be much cheaper than gum arabic. It was brought originally from France and Mr. Robertson was one of the first to import it into Canada for this purpose.

J. W. Campbell, general merchant, Melbourne, Ont., is moving his stock to Moose Jaw, Alta.

TEAR
THE
CORNER
OF
THIS
PAGE
OFF

as a reminder to send your
"baby" order for



Packed in the tins with

Perfection Cream

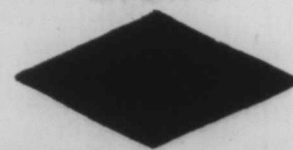
Sodas

is

**SATISFACTION
and PROFIT**

THE **Mooney
Biscuit & Candy
Company,**
LIMITED,
Stratford, - Canada.

**DIAMOND
Brand**



MAPLE SYRUP

has that delicate flavor of New Sap
Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

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and are using
Milk.

Cocoa
label)

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, Limited

IR CUSTOMERS

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Sole
Importers
FREAL.

Shirriff's

heard your
say that.

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lled 'Shirriff's.'

CTURED BY
EXTRACT CO.
ONTO

**WHEN AT THE EXHIBITION
DON'T FORGET**

TO GIVE US A CALL AT THE

MELAGAMA BOOTH

Main Building

A CUP OF MELAGAMA TEA FREE
HOT OR ICED

Our Mr. Alex. Minto will be on hand with a full line of samples, and will be pleased to quote you on Melagama and bulk teas. Our prices will interest you.

Drop in at our Warehouse if you are down that way. Shall be pleased to have a talk with you.

MINTO BROS. F. J. WHITE TEA IMPORTERS AND BLENDERS 55 Front E., TORONTO.
Manager



"EAGLE" CONDENSED MILK



(UNSWEETENED) EVAPORATED CREAM

Have you studied your
Condensed Milk trade?

TRY THE SALE OF

BORDEN'S BRANDS

These are the two leading brands. They are made from Pure milk scientifically and hygienically perfect.

WILLIAM H. DUNN, Montreal and Toronto

For sale by
all jobbers

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

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL
JOBBERS

3/4-lb. tins - 3 doz. in case.



CAPSTAN BRAND

High-Grade Tomato Catsup

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

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

We guarantee this Catsup to give perfect satisfaction.

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

The CAPSTAN MFG. CO., Toronto, Ont., Can.

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.

Knowing how to select the Right Spices has a lot to do with "Nicholson" Results.

We take nothing for granted. Spices to get a place in

NICHOLSON'S MINCE MEAT

have to be of "top-notch" quality.

You can get profit by selling such profitmakers as

- N. & B. JELLY POWDER
- N. & B. ICING POWDER
- N. & B. PUDDING
- N. & B. VERIQUICK TAPIOCA
- BROCK'S BIRD SEED



NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

SUGAR

Until the year 1881 the sugar refining fac...
Dawson Sanieh mi...
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In 1881 a refining...
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45 HIGHE
In Europe

Walter Baker



Registered U.S. Pat. Off.
Largest...
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costs less than one cent.
Their Premium No...
Wrappers and Yell...
chocolate in the market.
Their German Swe...
and good to drink. It is...
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Buyers should ask for...
genuine goods. The a...
package.

Walter Baker

Estab...
Dorch...
Branch House, 86 S...

SPI...
CANNING...
CHICAGO



Cultu...

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McLAUCHLAN &

Genuine

Sold in all

THE QUEBEC

SUGAR IN EGYPT.

Until the year 1881 there were no sugar refining factories in Egypt. The Daira Sanieh mills crushed the sugar cane and extracted the raw sugar, which was either consumed locally in that condition or exported and refined abroad. In 1881 a refining factory was erected at Hawamdieh by the Societe de la Raffin-

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS**

AND

CHOCOLATES

No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely 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.

Branch House, 26 St. Peter St., Montreal, Can.

**SPRAQUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.**



An Auto? No!

Peanut and Popcorn Seller.
Catalog show'em \$8.50 to
\$850.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

erie and eleven years later, in 1892, another company, called the Societe des Sucreries de la Haute-Egypte, built a second factory at Sheikh Fadl. These two companies amalgamated in 1897 under the title of the Societe Generale des Sucreries et de la Raffinerie d'Egypte, and shortly afterwards constructed the large refinery at Nag Hamadi. The company had by this time extended its system to crushing the cane as well as refining the raw sugar. In 1902 a financial syndicate was formed under the title of the Daira Sugar Corporation, which controlled all the sugar business of Egypt. In 1905 it was engulfed in the failure of MM. Henry Say et Cie. and was ruined. After long litigation reorganization is now in progress, but no one can tell how it will succeed. The opinion prevails that sugar will not be much raised nor manufactured in Egypt hereafter, but that the land will be cultivated for cotton. The natives will raise a little cane near their houses, but only for their own consumption.—Sugar Journal.

**BARBADOES MOLASSES TO
CANADA.**

Jones & Swan, shipping agents, Barbadoes, W.I., under date of July 27, furnish the following statement of the shipments of molasses in barrels to Canada from 1901 to 1906:

	Maritime Provinces.	Montreal.	Quebec.
1901	17,974	8,337	5,617
1902	8,808	11,881	4,388
1903	11,271	1,392	2,346
1904	10,891	5,216	4,983
1905	13,187	4,643	4,332
1906*	22,421	10,135	5,248

*Some further shipments yet to go forward.

A UNIQUE WESTERN PRODUCT.

Gold Standard Jelly Powder, a preparation to make delicious ice cream in ten minutes, is the latest addition to the already extensive list of pure food product manufactured by the Codville, Georgeson Co., of Winnipeg. The Grocer's representative had the pleasure of sampling the ice cream made from this product and certainly if the goods are up to sample the ice cream powder should create an immediate and extensive demand. It is put up in dainty cartons bearing the firm's gold standard brand, so well known to the western trade.



UPTON'S

Jams, Jellies

and

Orange

Marmalade

are easy to sell.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

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

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.



1845-1905

**COX'S
INSTANT POWDERED
GELATINE**

An old friend in a new guise.

Saves time and trouble Recipes in every package

Canadian Agents:

C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

**J. & G. COX,
Ltd.**
Gorgie Mills,
EDINBURGH

A TEA FREE
HOT OR ICED

YOU

OU.

TORONTO.

ade?

RANDS

bers

and
LINES

E

and much better.

dealers



Toronto, Ont.

War Prices for Tobacco

Same old prices for cigars, same old quality for **Pharaoh** and **Pebble**, somebody must suffer. I'm the man.

After Sept. 1st there will be "others," because I will have to suspend all jobbers discounts on **Pebble** and can allow only 3 per cent cash discount in place of 5 per cent.

I think about next January all ten cent cigars in the **Pharaoh** class will advance about \$5.00 per M. They should. I have a large stock of Manicaragua Havana on hand, and don't intend to advance the price, but am not making any rash promises.

The phenomenal run on **Pebble** upset my calculations, used up too much tobacco, now working Manicaragua seconds—the torn and broken leaves—Quality superfine. Cost to manufacture over \$3.50 per M. more, worth to-day nearly \$7 per M. more.

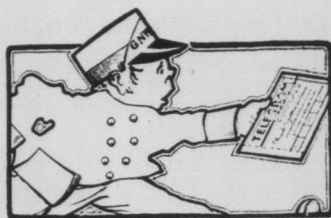
I am bearing the lion's share because the **Pebble** trade mark is too valuable to "queer." Quality must be maintained, because two years hence tobacco prices should be right and I will then make profits. In the meantime I think it good business policy if I can break even.

Better accept my 500 assorted order now. Same guarantee as before.

With **Pharaoh** (10c.) and **Pebble** (5c.) you win the other fellows customers.

J. Bruce Payne, Limited, Granby, Que.

Rush Orders



Often Come

Certain grocers have ways for testing the demand for certain articles, which are not by any means the most profitable ways for themselves.

For instance, a man of 40 comes into the store and says "I'll take a package of **T. & B.** 10c. size."

Mr. Grocer says, "I don't keep **T. & B.**, but if you like I will get it for you."

"Well, I'm on my way to the shop and, of course, have no 'waiting' time on hand," says Mr. Smoker.

In the afternoon another "pipe" caller practically goes over the same performance, but Mr. Grocer still thinks that by his system of "demand" testing the time isn't ripe for stocking up **T. & B.**

When by the end of the week the number of enquiries has totalled ten or more and the last one is from no other person than the man of 40 who gave the initial call. Mr. Grocer gets excited, throws his system aside, and wires for **T. & B.**

Half a mile from "telegram" grocer there resides Tony Suremove, who says nothing but sells tobacco. He never loses a **T. & B.** customer, never gets rattled. Why, he adopts the simple system of ordering **T. & B.** regularly.

Who does the moral point at?

THE GEO. E. TUCKETT & SON CO., Limited
HAMILTON, CANADA.

A Judge Who Im
Tobacco

There was a Hi
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U. S. TOBACCO

Tobacco manu
States last year
records. Only ci
a new high mark
Tobacco, lbs.
Cigars, No.
Small cigars
Small cigarettes
Large cigarettes

Total cigarettes
Snuff, lbs.

Tobacco, chev
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TOBA

Jas. Henry ha
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One day in Ju
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Andrew Wilso
Co., Toronto, h
abroad.

La Fabrique l
new firm of cu
in Montreal.

The Tobacco
held in Madiso
York, Sept. 3 t

W. J. Stirto
London, has ret
trip and report

Joe Meyer, re
plus firm of Ka
New York, was
trade recently.

There was a
year's output o
shown in the fi
sue Department

C. Dillon, for

TOBACCO AND CIGARS

A Judge Who Improved Through Smoking—Gather Information—Statistics of Tobacco Manufacture in the United States—Large Increases.

There was a High Court Ontario judge now deceased but of honored memory and still revered by judiciary and bar, of whom it is told that until he learned to smoke he was of a most irascible temper. He was a man of great dignity, proud and quick to anger, and it is small wonder that the gentlemen at the bar held him more in awe than in admiration. Well, one day his doctor advised him to smoke tobacco. He did and the doctor became a benefactor of the legal profession and probably eased the sentence of many a poor malefactor. Anyway, the judge became a most affable gentleman, though he is no way relaxed in dignity.

The man who sells tobacco should take an interest in his wares and be able to interest his customers. To do that he has to dig up a little information himself. He'll find it will return both pleasure and profit.

U. S. TOBACCO MANUFACTURE.

Tobacco manufacture in the United States last year exceeded all previous records. Only cigarettes failed to make a new high mark. The figures are:

Tobacco, lbs.	354,915,499
Cigars, No.	7,174,805,223
Small cigars	895,867,425
Small cigarettes	3,783,276,608
Large cigarettes	9,493,690

Total cigarettes	3,792,770,298
Snuff, lbs.	22,707,539

Tobacco, chewing and smoking, increased 6 per cent., cigars 5 per cent., cigarettes 12 per cent., snuff 7 per cent. The output of cigarettes, while 416,000,000 more than the previous year, was still behind the production of 1896-7. The total receipts of the U. S. Government from tobacco last year were \$48,422,997. Since 1863, when the tobacco tax was first imposed, the Government has received \$1,504,652,930.

TOBACCO LEAVES.

Jas. Henry has started a cigar factory in Peterboro, Ont.

One day in July seventeen cigar travelers were registered in Berlin.

Andrew Wilson, of Andrew Wilson & Co., Toronto, has returned from a trip abroad.

La Fabrique Moderne is the title of a new firm of cut tobacco manufacturers in Montreal.

The Tobacco Trade Exposition will be held in Madison Square Garden, New York, Sept. 3 to 15.

W. J. Stirton, of Stirton & Dyer, London, has returned from a Northwest trip and reports trade good.

Joe Meyer, representing the wholesale plug firm of Kaufman Bros. & Bonde, of New York, was in Montreal visiting the trade recently.

There was a slight falling off in the year's output of the London factories as shown in the figures of the Inland Revenue Department.

C. Dillon, formerly in the Windsor Ho-

tel cigar stand, Montreal, is now representing G. Milligan & Co., Toronto, in the Maritime Provinces.

Francis R. Rodriguez is the latest addition of the road staff of Geo. Kelly & Co., London. He will do the ground in Ontario east of Toronto.

The employes of the Tuckett Tobacco Co., Hamilton, Ont., picnicked at the Falls a week ago Saturday. About 500 went in a special T., H. & B. train.

Morris Davis, of the S. Davis & Sons Co., Montreal, has returned from a business trip to the Pacific coast. He says he never saw the west so prosperous before.

C. A. Clark, manager of Adolph Frankau & Co., Montreal, recently visited the trade in Toronto. Mr. Clark has recently returned from a seven weeks business trip to England.

Belgium consumes more tobacco per capita than any other nation, using annually for each inhabitant 6½ lbs. of the weed. The United States comes second with 5½ lbs., and Canada fifth with 2½ lbs. for each inhabitant.

W. J. Glenn, manager of the Aylmer Cigar Co., while walking by the gasoline engine, which was running full speed, slipped and fell against the flywheel, which threw him with great force against the partition, severely injuring him.

The second anniversary of the organization of the Dark Tobacco Growers' Protective Association, formed for the purpose of securing better prices for tobacco raised in the Dark district of Kentucky and Tennessee, will be observed at Guthrie, Ky., on September 22 with a monster barbecue. Preparations are now being made to entertain 25,000 people.

Michael Hirsch, of J. Hirsch, Sons & Co., Montreal, recently made an extended tour of the west. He was accompanied by Mrs. Hirsch and the firm's representative, J. B. Morris. All the important business centres from Port Arthur to Victoria were visited. Mr. and Mrs. Hirsch returned by the American route, taking in the principal cities from Seattle to Chicago, including Los Angeles and San Francisco.

The American Tobacco Company, the largest concern of its kind in the world, has found that its employes are paying thousands of dollars annually in industrial insurance. The company has decided to relieve its employes of their burden, and will pay one year's wages

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all leading Wholesale Houses.

CLAY
PIPES

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

to the beneficiaries of every employe who dies in the company's service. This will apply to all employes receiving under fifty dollars a week wages, and will incur no cost to the employes. This is the first time a scheme of this nature of such magnitude has been attempted in America.

SOME INTERESTING PIPES.

At the tobacco exposition in New York next month Wm. Denneth & Co. will have a notable display of pipes. The \$5,000 meerschaum pipe awarded a gold medal at the Chicago World's Fair will occupy a prominent position. The carv-

ing upon this pipe represents the landing of Christopher Columbus on American shores. There are forty different figures in the group, each perfect in the minutest details, and comprising weeks of work of the patient carver.

Another remarkable pipe will be one carved from the largest solid piece of amber ever mined, representing the head of a Texas steer. This pipe is valued at \$3,000.

There will also be a group of meerschaum pipes, the heads carved to represent every president of the United States from Washington to Roosevelt. Another feature will be an exhibit of crude amber and meerschaum.

the customers, it should only be necessary to enter on statement the date and amount of purchase, as the customer has already the original bill of goods with which to check his statements.

The retail merchant does not demand from his wholesale house a statement of the goods in detail each month, and if the customer of the retail merchant preserves the original bill sent with the goods, an itemized account would be unnecessary. If, however, it was found that too many requests were being made for the complete statement of goods purchased during the month, a triplicate bill could be made by the salesman who originally took the order, and these bills would be filed alphabetically in the same order as the monthly statements until required at the end of each month.

Another method which was hinted at in a previous article is to use the duplicate cash sale and charge books, posting the charge sales direct to a statement-invoice form, which is inserted for this purpose opposite the ledger sheet in a loose leaf binder. This form is made in duplicate, the original being sent to the customer on the first of each month, the duplicate remaining in the ledger binder as a complete detailed record of each sale.

BUSINESS MANAGEMENT

Article IV—By Howard R. Wellington

A RETAIL MERCHANT'S ACCOUNTS AND RECORDS.

Customers of retail stores nowadays usually require an itemized invoice or memorandum of the goods purchased in each transaction in addition to an itemized account monthly, thus differing from the wholesale and retail transactions, where an invoice is sent after the goods and then a statement giving dates of purchase and amounts only.

In order to oblige the customer of the retail store it is advisable to post to the ledger direct from the sales ticket the items in detail, which, in turn, are rendered monthly on statements.

The amounts paid on account and credit for returns may be posted in red ink to guard against the possibility of posting the debits in the credit column or the credits in the debit column.

In order that there may be no delay in sending out the statements on the first of each month, the statements may be commenced early in the month for the first of the next month and entered up as soon as the posting is done to the ledger, the ledger folio being placed at the top of the statement. If the ledger accounts are arranged alphabetically as much as possible, a few extra leaves being left open after each letter, the statements will run alphabetically and also according to account folio, making reference and additional posting much easier. If time permits, the balance on the statement may be compared with the corresponding balance in the ledger account, and any existing error detected at once.

There is a tendency among retail merchants in their desire to sell goods, to overlook, to some extent at least, the

plan might work out to advantage in a small business, although attaching the triplicate bills mentioned might prove a little cumbersome where a large number of sales were made to any one customer.

The salesman taking the order should use a duplicate cash, sale or charge book, giving the customer the original

I Bought of Milton
of Geo. Brown
Dry Goods & General Store

Sold by.....		Sold to.....		
5 yds	Chenille	at 60	30	
2 "	Velvet	at 12 1/2	25	55
<i>Wants</i>				
3 yds	luttons	at 70	21	
2 "	Velvet	at 90	60	81

PITHY PARAGRAPHS.

Don't half-do things.
 Delays are dangerous.
 Great thoughts hallow any labor.

Retail Ledger
Geo. Brown

	Dr	Cr
1905 Dr 15 14 yds silk, 17.50 5 yds. thread 54.25 6 yds. Chenille 67.50 1 yds. luttons 50.00		1961
25 By Cash on hand		5.00
" Returns 3 yds. silk 12.50		2.50

necessity of recording their daily transactions in such a way that their accounts may be rendered promptly and collections helped thereby. In order to save re-writing the full details of each sale in the ledger and posting again to the monthly statement, the following

in the ledger and the totals of the sale for the day, week or month recapitulated from the same book, the grand total being posted to the credit of "Sales" account or "Merchandise" account, whichever account has been opened.

When rendering monthly statements to

The key to success is not the night key.

The sun shines for all — who get up early.

The friend that does not help us higher is not worth having.

—Technical World.

ould only be neces-
 sment the date and
 as the customer has
 bill of goods with
 statements.
 t does not demand
 ouse a statement of
 each month, and if
 retail merchant pre-
 bill sent with the
 account would be en-
 ver, it was found
 ts were being made
 ement of goods per-
 month, a triplicate
 y the salesman who
 rder, and these bills
 etically in the same
 y statements until
 of each month.
 hich was hinted at
 is to use the dupli-
 arge books, posting
 ct to a statement-
 s inserted for this
 ledger sheet in a
 is form is made in
 l being sent to the
 of each month, the
 n the ledger binder
 ed record of each

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

...
55
81

AGRAPHS.

ow any labor.

500
250

is not the night
 all — who get up
 not help us high-
 g.
 Technical World.

ACME CAN PICNIC.

Employees of the Montreal Factory Have a Pleasant Outing.

The first annual picnic of the employes of the Acme Can Works, Montreal, was held at Electric Park, Sault au Recollet, last Saturday afternoon. There were in attendance some three hundred employes and friends. Everyone enjoyed the outing, which lasted from 8.30 in the morning till 7 in the evening. The several committees did their work well and everything was run off in a most satisfactory manner. There were present several representatives of different manufacturing and business enterprises in Montreal.

President Jas. B. Campbell and Vice-President Wm. Pratt, of the Acme Can Works, were both in attendance and helped out the employes, having a good word for everybody.

Dancing occupied more or less time, while the sports supplied were quite interesting. The results follow:

Boys' race, 8 years and under — L. Tison, C. Orchard, D. Campbell, J. Orchard.

Girls' race, 8 years and under—Maggie Stewart, E. Page.

Boys' race, 15 years and under—Geo. Williams, E. St. Pierre, W. Deslauriers.

Girls' race, 15 years and under — M. Larrine, V. Pearson, Jeannette Galarneau.

Married ladies' race — Mrs. T. H. Pratt, Mrs. Wm. Davies, Mrs. Wm. Morton.

Young ladies' race—Miss M. Huckle, Miss E. Larinee, Miss E. Page.

Three-legged race—1st E. Larin and E. Cohn, 2nd A. Muncaster and J. Tarants.

Young men's race—R. Touzin, A. Gauthier, Chas. Kingdom.

Sack race—J. Tarants, C. Tison, A. Muncaster.

Running long jump—R. Touzin, A. Bernard, A. Cote.

Hop, step and jump race—T. H. Pratt, A. Cote, A. Bernard.

Throwing 32-lb. weight—J. Stevens, W. Jasmain, D. Dubeau.

Prize waltz—Miss Champagne and Geo. Chisholm, Mrs. E. Pratt and F. Thibault.

Committee race—E. F. Pratt, D. Dubeau, T. H. Pratt, J. Stevens, E. Larin.

Married men's race—E. F. Pratt, A. Rohland, J. Stevens.

Baseball match, Press Room vs. Factory—Winners, Press Room, score 22-19.

Football match, Press Room vs. Factory—Winners, Factory; score 2-0.

TO BUILD UP MONTREAL.

Manufacturers and Business Men Will Lay Their Heads Together.

The executive committee of the Montreal branch of the Canadian Manufacturers' Association held their monthly meeting for August on Thursday last week. Hon. J. D. Rolland was nominated for first vice-president of the association. Nominations for that office will close September 3, the elections taking place in September in Winnipeg, where the convention will be held.

Seizure of employes' wages was a matter which came in for much discussion. The present law is not sufficiently pro-

ductive. A change was suggested by the executive whereby the court should have the power to summon the debtor, and after taking down his statement, decide how much he should have to pay each week or each month, and tax him accordingly. In this way those who contracted debts through sickness or other such causes would be, to a certain extent, relieved.

The matter of inducing manufacturing concerns and other business enterprises to settle in Montreal was brought up, and a special committee was appointed to take the matter up with the Montreal Business Men's League. At the present time the difficulty in obtaining a site has prevented many concerns settling in Montreal. It is hoped that some arrangements may be made by these two bodies which will help the city in this way.

Three vacancies in the Montreal executive were filled by the election of William Cauldwell, S. J. Joubert and J. H. Sherrard.

Twenty-seven representatives were elected to the central executive, as follows: D. J. Fraser, St. Johns; J. H. Burland, J. C. Casavant, St. Hyacinthe; Louis Simpson, Valleyfield; John J. McGill, Fred Birks, Wm. Bradley, S. S. Boxer, C. W. Davis, James Redmond, Wm. McMaster, J. R. Kinghorn, E. W. Parker, Wm. Smaill, John M. H. Robertson, W. T. Whitehead, F. H. Wilson, Wm. Cauldwell, J. H. Sherrard, F. W. Fairman, P. Hamill, R. C. Williams, R. J. Younge, Jos. Horsfall, E. Tougas, Jas. Davidson, T. Esmond Peck, Montreal.

A NEW PICKLE JAR.

The Ozo Company, Montreal, have placed on the market a new style of patent pickle jar of stone. These jars, which run in size from 1 quart to 10 gallons, are provided with a new style self-sealing air-tight lid. The jars are lacquered and acid-proof. They bear the trade mark of the Ozo Co. in handsome design. The 2, 3, 5 and 10 gallon sizes are supplied to customers for their use and convenience and remain the property of the Ozo Co., who see that the contents are supplied fresh, or the jar returned and exchanged for others when empty. These jars since their introduction have met with splendid reception by the grocery trade, as they are a most desirable as well as hygienically necessary article for every grocer.

LEGAL CARDS

ATWATER, DUCLOS & CHAUVIN
Advocates, Montreal
Albert W. Atwater, K.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

WM A. McLEAN.
Barrister, Solicitor, Etc.
Head Office Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation, Solicitor, Etc.

ROBINSON & GREEN
Barristers, Solicitors, Etc.
John A. Robinson, John E. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto.
465 Temple Building, Montreal.

HOTEL DIRECTORY

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

DEMERAARA

BRITISH GUIANA.
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha 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.

VICTORIA LODGE

HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.
Private Board \$12 to \$14 per week.
Open Nov. 1 Closes in May.

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QUEEN'S PARK HOTEL**

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

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

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The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

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RENFREW, ONTARIO

The most popular Hotel in the Ottawa Valley.

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A BOILER, ENGINE OR MACHINERY?

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

CANADIAN MACHINERY

MONTREAL TORONTO



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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 of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

<i>Head Office</i>	Capital	-	\$ 1,500,000.00
<i>Toronto,</i>	Assets, over	-	3,460,000.00
<i>Ont.</i>	Income for 1905, over		3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. POSTER, Secretary.

Money

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. O. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,119,347.89.

LOSSES PAID SINCE ORGANIZATION, \$27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,

Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director

THE METROPOLITAN BANK

Capital Paid Up, - - \$1,000,000
Reserve Fund, - - - \$1,000,000
Undivided Profits, - - \$ 133,133

GENERAL BANKING BUSINESS

We Drafts bought and sold.
Solicit Letters of credit issued.
Collections promptly attended to.

Your SAVINGS DEPARTMENT

Account open at all branches.
Interest allowed on all deposit
of one dollar and upwards.

The Belleville Business College, Limited

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw } BELLEVILLE, { J. Frith Jeffers, M.A.
Secretary. } ONTARIO { President.

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You want to read the best of current literature without having to buy all the magazines and run through hundreds of pages in search of one **GOOD** page.

But there are those who will do this for you at a minimum cost, we do it

The product of our work is :

The Busy Man's Magazine

an epitome of the world's best thought.

If an article with lots of body to it, appears in one of the leading magazines that article will also appear in **THE BUSY MAN'S MAGAZINE**. The same as regards choice bits of humor, vivid sketches of men and events and commentaries on things and conditions of more than passing interest. The contents are varied but all selections are **select**.

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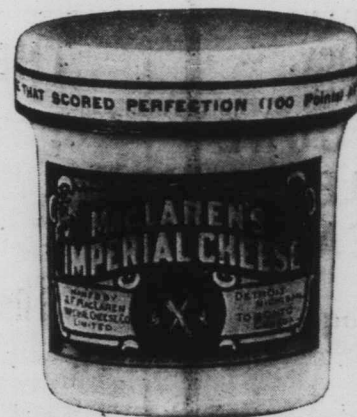
CHEESE

"Quality First" has built up our home trade, has developed our immense export business in Canadian Cheese, the same quality will give you a reputation for handling the best. Besides, our prices are right. A post card will get them for white or colored, whole, flat or stiltons.

If you want anything in cheese, we have everything. Write to us. We import

Roquefort **Gorgonzola** **Limburger**
Stiltons **Camembert**
Oka **Gruyere** **Edam**
Pineapple **Neufchatel**

Last but not least, remember the surest satisfaction, the steadiest profit is made by handling.



NOTHING BETTER

MACLAREN IMPERIAL CHEESE CO., Limited
TORONTO

DETROIT, MICH.
 PHILADELPHIA, PA.

NEW YORK, N.Y.
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BOSTON, MASS.
 WOODSTOCK, ONT.

CHICAGO, ILL.
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Quotation
 The follo
 responsible for
 Grocer, at our

Baking

Cook's Friend—
 Size 1, in 3 and 4 doz.
 " 10, in 4 doz, boxes
 " 2, in 6 "
 " 12, in 6 "
 " 3, in 4 "
 Pound tins, 2 doz. in
 12-oz. tins, 3 "
 5-lb. " 1 "

W. H. GE

Diamond—
 1-lb. tins, 2 doz. in c
 2-lb. tins, 3 "
 4-lb. tins, 4 "

IMPERIAL B

Cases.
 4 doz.
 3 doz.
 1 doz.
 3 doz.
 1 doz.
 4 doz.

OCEAN

Ocean Baking Powd
 " " "
 " " "
 Borax, 2 lb. 1
 Cornstarch, 1
 Freight paid

MA

Cu
 6 d
 4 d
 4 d
 4 d
 2 d
 2 d
 1 d
 1 d
 1 d
 1 d

ROYAL BA

Sizes.
 Royal—Dime
 " 1 lb.
 " 8 oz.
 " 1 lb.
 " 12 oz.
 " 1 lb.
 " 3 lb.
 " 5 lb.

Barrels—When per
 cent. discount w

CLEVELAND'S

Sizes.
 Cleveland's—Dime.
 " 1 lb. ..
 " 8 oz. ..
 " 1 lb. ..
 " 12 oz. ..
 " 1 lb. ..
 " 3 lb. ..
 " 5 lb. ..

Barrels—When per
 cent. discount w

T. KINN

Crown Brand—
 1 lb. tins, 2 doz. in c
 " 2 " " "
 " 4 " " "

Keen's Oxford, per l
 In 10-box lots of
 Beckett's Square Bl
 Gillett's Mammoth
 Stey's "Cerrus," 1
 " " " "
 " " " "
 " according to

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 16, 1906.

Baking Powder. Hook's Friend— Per doz. Size 1, in 2 and 4 doz. boxes... \$3 40

W. H. GILLARD & CO. Diamond— 1-lb. tins, 2 doz. in case... \$3 00

IMPERIAL BAKING POWDER. Cases. Sizes. Per doz. 4 doz. 10c. \$0 85

OCEAN MILLS. Per doz. Ocean Baking Powder, 1 lb., 4 doz. \$0 45

MAGIC BAKING POWDER. Cases. Sizes. Per doz. 6 doz. 5c. \$0 40

ROYAL BAKING POWDER. Sizes. Per Doz. Royal—Dime... \$0 95

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER. Sizes. Per Doz. Cleveland's—Dime... \$0 93

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNAR & CO. Crown Brand— 1 lb. tins, 2 doz. in case... \$1 20

Blue. Keon's Oxford, per lb. \$0 17

Black Lead. Reckitt's, per box... \$1 15

JAMES' DOME BLACK LEAD. Per gross. 5a size... \$2 40

AMERICAN PURE FOOD COMPANY. Borax "Queen."

Lot 7 cases, freight paid. Conditions—2 per cent. 10 days; net 30 days.

Cereals. Wheat Ofl, 3-lb. pkgs., per pkg... 0 88



PETERBOROUGH CEREAL CO. Canada Flakes, "Standard" case, 36/15's... \$4 40

Freight prepaid.

Chocolates and Cocoas. THE OOWAN CO., LIMITED.

Cocoas— Perfection, 1-lb., per doz. \$2 40

Chocolate— Queen's Dessert, 1/2's and 1/4's per lb. \$0 40

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb. \$0 30

The following unsweetened:

Perfection, 1/2's, per lb. 0 30

Icings for cake— Chocolate, white, pink, lemon, orange...

Confections— Per doz. Cream bars, 60 in box, per box... 1 80

Chocolate ginger, per lb. 0 30

Crystallized, 1/2 lbs., per doz. boxes 2 25

Chocolate— per lb. Caracosa, 1/2's, 5-lb. boxes... \$0 42

Cocoas— Per doz. Concentrated, 1/2's, 1 doz. in box... 3 40

EPPS'S. Agents, C. E. Colson & Son, Montreal.

BENSODOR'S COCOA. A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

JOHN P. MOTT & CO.'S. R. S. McIndoe, Agent, Toronto.



Elite, 1/2's... \$0 30

WALTER BAKER & CO., LIMITED. Premium No. 1 chocolate, 12-lb. boxes \$0 35

Breadfast cocoas, 1/2's, 1 and 5-lb tins 0 40

WALTER M. LOWNEY CO. Canadian Branch, 165-171 William st. Montreal

Breadfast cocoas— Per lb. 5-lb. screw top cans, 10 cans in case, 36c.

Sweet chocolate powder— 5-lb. tins, 10 tins in case... 35c.

Premium chocolate— 6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. 30c.

Milk chocolate— 6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. 28c.

Vanilla sweet chocolate— 100 2-cent. pieces in box... \$1 25

Diamond sweet chocolate— 6-lb. boxes, 12 bxs. in case, 1/2-lb. pkgs. 27c.

Gold Medal (chocolate) powder— 5-lb. tins, 10 tins in case... 35c.

XXXX chocolate powder— 5-lb. tins, 10 tins in case... 35c.

CONDENSED MILK. BORDEN'S CONDENSED MILK CO. Wm. H. Dunn, Agent, Montreal & Toronto.



TRURO CONDENSED MILK CO., LIMITED. "Jersey" brand evaporated cream...



Coffees. JAMES TURNER & CO. Mocha... \$0 33

E. D. MARCEAU, Montreal. "Old Crow" Java... \$0 25

S. H. & A. S. EWING'S. Mocha and Java coffee, in 1-lb tins, 30-lb cases... 33

Cheese. Imperial—Large size jam... per doz. \$8 25

"Batger's"

Lemon Squash, & Lime Juice Cordial

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

Rose and Laflamme
Montreal and Toronto

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

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
38 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Libber's Codes. T. A. "Boyd."

This space \$15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

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Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: "Avoaching, LONDON." Codes: A. B. C. 4th and 5th editions, A1, Western Union. Highest References.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

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JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hooks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space \$15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A. B. C. 4th and 5th Eds.

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHW STREET, LIVERPOOL.
Liberal advances on consignments.

P. & F. Vincentelli Makers and Exporters of Candied Peels.
Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

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

This space \$15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England.
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Woods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL.
Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

WE WANT YOUR WINDOW

If you have a well dressed window, one you are proud of send us a photo for or window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

W
BR
B
CO
WM.

Coupon Books
For sale in Canada by
Limited, Toronto.
Pils, Montreal.
\$1, \$2, \$3, \$5, \$10 and

In lots of less than 1
books, 1 kind assort
100 to 500 books
100 to 1,000 books
Allison's Coupo
\$ 00 to \$3 00 books ..
5 00 books
10 00 "
15 00 "
20 00 "
25 00 "
50 00 "



The Davidson & H
Wilson's 1
50 10c. pac
three boxes
Bode's Brands of
RETAIL PR
Bode's Mental "Pe
5-cent pkgs. to the bo
Bode's Crushed Fru
pkgs. to the box ...
Bode's Peps'n Gum, 23
the box
Bode's Chulets in 3-lb.
tred 500 to the pound
Bode's Chulets, 60 5-cent
cartoon

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



NO ARGUMENT IS NEEDED TO SELL

BRAID'S BEST COFFEE

A TRIAL POUND being placed with your customer, you can figure on that customer's Coffee Trade, which is something worth having when he uses a high-class article.

BRAID'S BEST is the mark of QUALITY

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	Un-bered.	Covers and num numbered.
100 to 500 books	4c.	4c.
100 to 1,000 books	3c.	4c.
	2c.	3c.

Allison's Coupon Pass Book.

\$1.00 to \$3.00 books	3 cents each
5.00 books	4 "
10.00 "	5 "
15.00 "	6 "
20.00 "	7 "
25.00 "	8 "
30.00 "	9 "
50.00 "	12 "

Cleaner.

BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans	\$ 0 50
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

Bode's Brands of Chewing Gum.

Per Box	
Bode's Mental "Pepsin" Gum, 40 5-cent pkgs. to the box	\$1 50
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 300 to the pound	1 40
Bode's Chulets, 60 5-cent. pkgs. to the carton	1 10

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " 1-lb. tins	1 00
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co. Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case	per doz. \$1 00
2-lb. tins, 3 doz. in case	per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	per lb. 0 06 1/2
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 3 doz. in case	per lb. 0 07 1/2
7 and 14-lb. wood pails, 8 pails in crate	per lb. 0 07
30-lb. wood pails	per lb. 0 06 1/2
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND	
Tierces	\$0 08 1/2
1-bbls.	0 29 1/2
Tubs	0 09 1/2
Cases, 3-lb. tins	0 09 1/2
" 5-lb. "	0 09 1/2
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73
Wood net, tin gross weight.	

Licorice.

NATIONAL LICORICE CO.	
5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	1 50

Lye (Concentrated)

GILLET'S PERFUMED.	
1 case of 4 doz.	per case \$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed	per gross net \$12 00
per case of doz. net	3 00

Mustard.

COOLMAN'S OR KEEN'S.	
D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar 0 75
" " 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" " 1-lb. tins	1 45

E. D. MARONAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 33 1/2
4-lb. jars	per jar 1 30
1-lb. jars	0 25
Old Crow, 12-lb. boxes—	
1-lb. tins	per lb. 25
1-lb. tins	23
1-lb. tins	23 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Orange Marmalade.

T. UPTON & CO.	
12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40

In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz. 1 75

Saratoga Chips.

MRS. ROBER'S SARATOGA CHIPS.	
36 large size pkgs., per case	\$5 40
73 small " " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" " 1/2 bbls., 25-lb. "	0 25
Terms 30 days net, or 1 per cent. 10 days.	

Sauces.

Worcestershire, Holbrook's, small, per doz.	\$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra.	

Soda.

COW BRAND.	
Case of 1-lb. containing 60 packages per box	\$3 00
Case of 1-lb. (containing 120 pkgs. per box)	\$3 00
Case of 1-lb. and 1-lb. (containing 30 pkgs. per box)	\$3 00
Case of 5c. pkgs. containing 96 pkgs. per box	\$3 00

MAGIC BRAND

Per	
No. 1, cases, 60 1-lb. packages	\$2 15
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	\$1 85
5 cases	2 75

Soap and Washing Powders

A. F. TIPPET & CO., Agents.	
Marpole soap, colors	per gross \$10 20
" " black	15 30
Oricle soap	10 30
Gloriola soap	13 00
Straw hat polish	10 20

When your Customers ask for
Baking Soda you are always
safe and just to them when
you tell them that

"COW BRAND"



BAKING SODA

Is the Best to Use

CHURCH & DWIGHT, Limited

Manufacturers
MONTREAL



"GLOBE," with Percolator.

This pot speaks for itself. When tea
is drawn take the Percolator out and tea
remains free from tannin.

We make seven sizes of this, also
The Champion Tea Pot. Send for price
list.

R. CAMPBELL'S SONS

HAMILTON POTTERY
HAMILTON, ONTARIO

**TEA HINTS
FOR RETAILERS**

By JOHN H. BLAKE

YOU should get a copy of this book
to-day—it tells all there is to
tell about Tea.

HOW TO TEST TEAS
WHERE TO BUY TEAS
BULK & PACKAGE TEAS
HOW TO ESTABLISH A TEA TRADE
TEA BLENDING, ETC., ETC.

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00 35
0 36
0 38

BRAND
Wholesale. Retail
0 35 0 50
0 38 0 40
0 19 0 25
0 30 0 25
0 19 0 25

U, Montreal.

lb. boxes \$

lb. boxes

50-lb. boxes

40 lb " at

40 "

ed Japan, 70 lbs.

lb. "

lb. "

2 30-lb. boxes

30-lb. "

0-lb. "

0-lb. "

0-lb. per case, lead

2 (26 1's and 70 1's)

ook tea in lead packets

se and 1s

retail 0 27 1/2 at 0

se and 1s

retail 0 30 at 0 23

se and 1s

retail 0 35 at 0 26

se and 1s

retail 0 40 at 0 30

se and 1s

retail 0 50 at 0 34

se and 1s

retail at 0 40

row " blend—

0, 25, 50 and 90-lb.

per lb. 0 25

0 30

0 25

0 30

0 17 1/2

baseo.

BAOCCO CO., LIMITED.

4, 6, 8 and 12s 0 46

and 2s 0 50

0 51

12s. and 6s 0 46

0 48

0 51

0 56

0 45

and 12s. 0 45

z. bars, 6s. 0 45

6s. and 12s 0 53

and 12s. 0 46

12s. 0 47

0 56

egars.

U, Montreal. Per gal.

highest quality. 0 22 1/2

0 27 1/2

0 25 1/2

ayers of large quantities

Yeast.

50. pkg. 01 05

3 doz. in case 1 05

SEND FOR SAMPLE

Our 4552 G. Assortment is one of the best lines in **White & Gold Porcelain** on the market. A package contains 25 dozen Teas, 32 dozen Plates in various sizes, 12 dozen Fruits, besides 10 dozen assorted Scollops, Flats, Bakers, Bowls, Jugs, Cover Dishes, Sauce Boats, Teapots and Sugars.

The Ware is beautifully light, almost like china, with a delicately embossed pattern, gold sprig and gold traced border decoration. The price is 62 dollars and 76 cents per crate.

You should certainly try a package it is bound to sell.

GOWANS, KENT & CO.
TORONTO LIMITED

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WETHEY'S Condensed Mince Meat

It has been tried in every particular for twenty years and **NEVER FOUND WANTING**

3 doz. in a case. Sold by Every Jobber

J. H. WETHEY,
LIMITED

ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents :

C. E. COLSON & SON

10 St. John St., MONTREAL

THE
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VOL. XX.



THE