

**PAGES
MISSING**

NORTH WEST BOARDS OF TRADE CONVENTION

THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, JULY 7, 1908

NO. 27.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in 

Pounds, Halves and Quarters

to sell at convenient and profitable figures

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

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

All Other Sodas

are gauged by

CHRISTIE'S SODAS

Take none but CHRISTIE'S.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL.

Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27



Come! you cannot get better goods than :: ::

PEACOCK BRAND

UNFERMENTED WINES

GRAPE and CHERRY are our special lines. No alcohol or adulterants used. Everything pure. Have you ordered a supply?

The BATES MFG. CO., Limited
9-11 Francis St., TORONTO.

The **Hottest Months**

ARE COMING WHEN

*Lime Juice
Lime Juice Cordial
Lemon Squash
Root Beer, etc.*

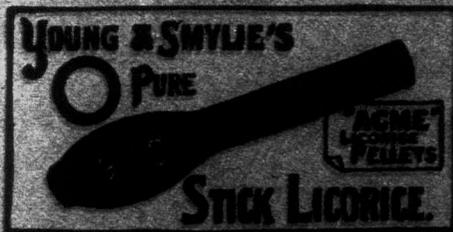
will prove most refreshing. We have a full stock on hand, reputed quarts and pint sizes, round and square bottles. The name

"Kkovah"

speaks for the quality.

SUTCLIFFE & BINGHAM, LIMITED
17 St. John Street, MONTREAL

National Licorice Co.



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

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

BORDEAUX RELISH



is pure, unadulterated and appetizing. It is made from high quality ingredients, and from a first-class recipe. Price, \$1.20 dozen. 2 dozen in a case. In 5-case lots, freight prepaid. Order through your wholesaler.

GOLDEN DATES

1/2-lb. and 1-lb. packages, 4 dozen in a case. Every grocer should handle dates put up in this way, as they are much cleaner than when in bulk. We positively guarantee these dates to be fresh stock and to keep for any length of time.

The Merchants' Mfg. & Supply Co.
88 Bellamy Street, TORONTO



When in Doubt Buy These Goods

Fry's Cocoa and Chocolate

Contains 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.

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

BARBADOES, B.W.I.

Travelling Representative, MR. J. F. HUTSON.
The Bologna Lime Works Co.
 and Mercantile Agency, BARBADOES, B.W.I.

Proprietors, Manufacturers and General Commission Merchants. Open to represent in the West Indies reliable Canadian firms. Consignments handled. Correspondence invited. References furnished. Through our medium the manufacturer is brought into direct touch with the dealer throughout the West Indies.

BRANDON, MAN.

GROGERIES FOR THE WEST

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

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

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

Wilson Commission Co., Limited
 Brandon, Man.

CALGARY.

The Best Salesman

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

Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON,

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

NICHOLSON & BAIN, WINNIPEG, MAN.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street
 MONTREAL.

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

JNO. A. MOIR

Wholesale Commission, Teas and General Groceries. Established 30 years.

6 St. Sacrament St., - MONTREAL

Write me for snaps in Ceylons, Blacks and Green, also Japans, Gunpowders and Young Hysons, direct consignments. Buy direct from producer. I am quoting Kipperred Herrings, plain and in tomato sauce, inside prices. Write for quotations.

J. T. ADAMSON & CO.

Customs Brokers
 and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and
 Agents.

Established 1885

C. E. KYLE

WHOLESALE GROCERY BROKER
 and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO

Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents

and
 Importers.

29 Melinda St., TORONTO

W. H. Millman & Sons

Grocery Brokers

27 Front St.,

TORONTO.

VANCOUVER, B. C.

J. McA. CAMERON

Manufacturers and Commission Agent

More lines desired.

Travellers on the road.

VANCOUVER, B.C.

P.O. Box 912

Phone A1955

The Vancouver Warehouses, Limited

STORAGE

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

Consign your cars to us. Correspondence invited.

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

VICTORIA, B.C.

Radiger & Janion

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and
 COMMISSION BROKERS

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
 COMMISSION BROKERS.

Excellent Storage Accommodation.

Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT and
 WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence
 Solicited

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JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers' Agent
 Member Western Wholesale Brokers' Association

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good
 Canned Goods Agency

Correspondence
 Solicited

Stuart Watson

Manufacturers' Agent and Wholesale
 Commission Broker.

WINNIPEG, MAN.

Highest References.

Correspondence Solicited.

GEORGE ADAM & CO.

Wholesale Grocery Brokers and
 Commission Merchants,

WINNIPEG, - - MANITOBA.

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

Members Western Wholesale Brokers' Association,

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All EYES are
 turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in
 CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

HALIFAX, N.S.

E. St. G. Tucker,

West India and General
 Commission Merchant

HALIFAX, N.S. CANADA.

SALT

== Haying Season at Hand ==

Do you require any Salt for it?

Full Stocks, Prompt Shipment—All Lines.

VERRET, STEWART & CO.
MONTREAL



Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. Ask us about our free Retailers' Advertising Service.

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.

There's satisfaction in the

Summer Drinks

that bear the label of this house.

- — Lytle's Lime Juice
- Lytle's Raspberry Vinegar
- Lytle's Fruit Juices

Any grocer who aims at holding the best class of customers keeps these goods.

MADE IN CANADA by

The T. A. LYTLE CO., Limited

124-128 Richmond St. W. - TORONTO, CAN.



CEREBOS TABLE SALT

Used like Common Salt
but contains
the Vital Phosphates
of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE

Sold wholesale by the following firms:

Quebec: Whitehead & Turner.
Montreal: D. H. Rannoldson.

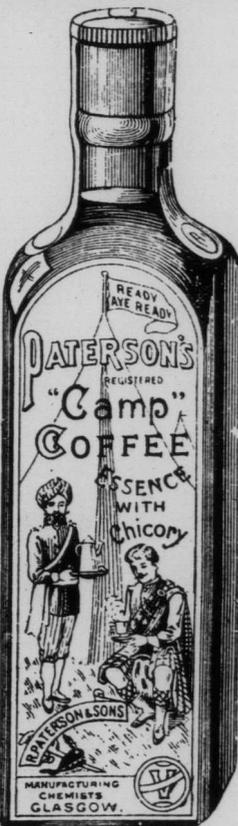
Ottawa: H. N. Bate & Sons, Ltd.
Kingston: Geo. Robertson & Son.

Toronto: W. G. Patrick & Co.
Hamilton: James Turner & Co.

Winnipeg: The Kenneth Mackenzie Co
Victoria: E. P. Rithet & Co., Ltd.
Vancouver: Kelly, Douglas & Co.

Facts for Tea Buyers

1. Japan Teas are the purest and cleanest teas produced.
2. Japan Teas have a distinct character and flavor that is not imitable.
3. Japan Teas are always the same and hold an unblemished reputation.
4. Japan Teas require no bolstering up with other teas—
5. Japan Teas are not injurious to the most delicate constitution.
6. Japan Teas always please the consumer.
7. Japan Teas pay you well.



**PATERSON'S
CAMP
COFFEE
ESSENCE**

Sells easily at a good profit—and that's about all any grocer wants.

ROSE & LAFLAMME,
Agents, Montreal.

Flett's

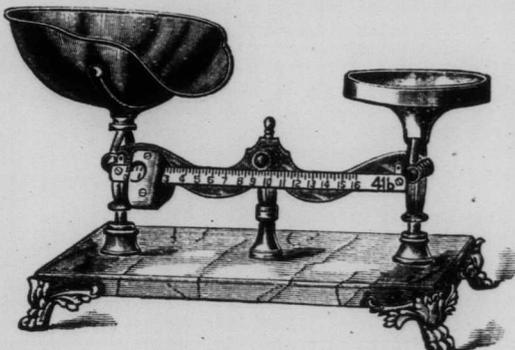
**Pickle
Economy**

In the ladder of economy every round counts.

Handle **FLETT'S PICKLES** and "every round" will count in your favor.

ROSE & LAFLAMME
Agents, MONTREAL

MHS



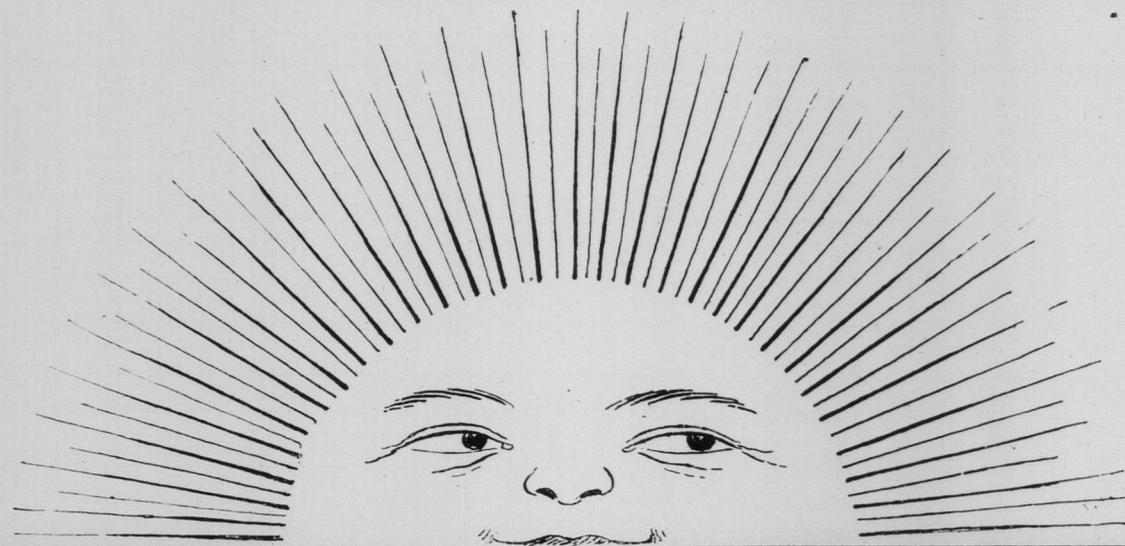
Scales Brass Scoops
Steel Scoops Candy Show Pans
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites Paper Julep Straws
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue 440 and 442 Yonge St., TORONTO



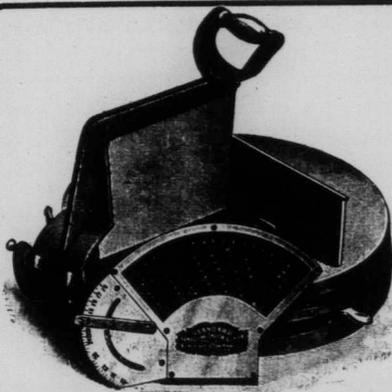
“The Sun Never Sets”

on **Ceylon Teas**. They are known and liked the world over. There are other very good teas, but

CEYLON TEAS

are good—positively good—teas. Big statement. Facts back it up. Did you ever hear of Japan or China teas ousting **Ceylon Teas** from public favor? No. Suppose the question is reversed. What a chorus of “yeas!” The “good” reason. Moral: stick to

CEYLON TEAS

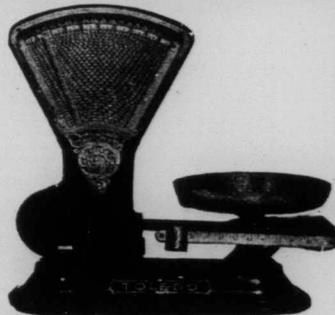


THE STANDARD COMPUTING CHEESE CUTTER
 THE ONLY ABSOLUTELY ACCURATE AND COMPLETE COMPUTING CHEESE CUTTER MADE, GIVING MONEY VALUES AND WEIGHTS AT THE SAME TIME.

THE WALKER PIVOTED BIN & STORE FIXTURE CO., 516 Board of Trade Building TORONTO

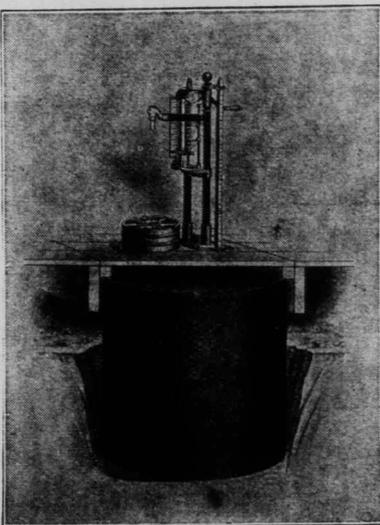
TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

No Oil-Soaked Floor



OUR UNDER-THE-FLOOR OUTFIT

Is Especially Adapted for Use Where There is No Cellar. It Saves Valuable Floor Space.

Don't the floor around your oil tank make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that

The Bowser SELF-MEASURING Oil Outfit

will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. Write for full information. Ask for Catalog "B."

S. F. Bowser & Company
 530 Front Street West, - Toronto

"TANGLEFOOT" Sticky Fly Paper



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" is Sanitary
 Ask for "Tanglefoot"

Profit? Over 120 per cent. to you.



Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal

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

COMMON SENSE

KILLS (Roaches and Bed-Bugs, Rats and Mice)
 All Dealers and 381 Queen St. W. TORONTO, ONT.

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

SALT - SALT

TABLE, DAIRY AND CHEESE SALTS
 FINE AND COARSE SALTS IN SACKS AND BARRELS
 LAND SALT

C. R. COOPER
Toronto Salt Works
 TORONTO, ONT.
 AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide

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

Modern Merchandising

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers.
 Indianapolis, Indiana.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
 Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

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HAMILTON, ONT.
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LONDON, ONT.
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MONTREAL, QUE.
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THOS. C. IRVING, Gen. Man. Western Canada Toronto.

Special Offer in Brooms

A Chance For You to Make a Little Extra.

NOTE THESE POINTS REGARDING THE NEW

"PERFECTION"
BROOM (PATENT)



- 1.—It costs no more than the ordinary broom.
- 2.—It will not, like the ordinary broom, work loose at the shoulder. The cut shows how perfect rigidity is obtained by the special handle and crosswire.

3.—It will last longer and give better satisfaction than any other broom on the market.

OUR PROPOSITION: Send us a sample order for 6 dozen and we will prepay freight to the extent of 30 cents per hundred. If the goods are not satisfactory you may return them at our expense.

PRICES, 3 STRING \$2.30, 4 STRING \$2.75

SOLD EXCLUSIVELY BY

LIND, KERRIGAN & CO.
 Wholesale Grocers, - London, Ont.



This line on your shelves



signifies to your customers that you are handling—

"COW BRAND"
BAKING SODA

The value of Soda depends entirely upon the amount of carbonic acid gas it contains, as that constitutes its sole raising property. "Cow Brand" Baking Soda contains uniformly 52% of carbonic acid gas, or over 99% of pure soda.

Every pound sent out by us is tested, and nothing under this standard is ever sent out.

CHURCH & DWIGHT, LIMITED
 Manufacturers, - MONTREAL

"JAMES DOME" BLACK LEAD

GUARANTEES A POLISH THAT
OUTSHINES ALL RIVALS

Sold by all Jobbers

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



Boston Luxury Coffee

WE ARE WORKING UP A GREAT TRADE
FOR THIS LINE.

In 12-lb. and 25-lb. Air-Tight Tins.

TORONTO

JOHN SLOAN & CO.

BELLEVILLE

The Tea of Quality.

"Social English Breakfast"

A first class family tea, grown in the finest gardens in India. Pure and wholesome. Always good. It gives satisfaction, Grows in favor the more used. Is recommended to their friends by ladies who use it, therefore it is the Grocer's friend who sells it. We want you to send us your order to-day. Every package contains coupons. Your customers will not only get the best value in Tea in Canada, but get **Handsome Premiums** for their coupons.

A Special Offer for the next 30 days. If you mail us an order for 100 pounds, either Black, Mixed or Assorted, with first order we will send you a handsome premium free, also cards and advertising matter. Freight will also be paid to any part of Ontario.

SOCIAL TEA CO., HAMILTON, ONT.

Look out for the imitation

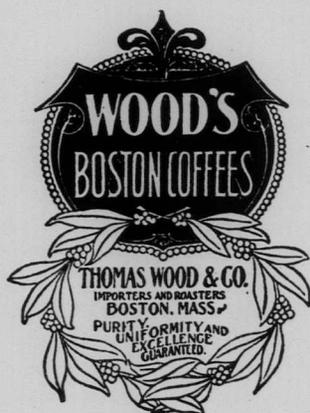
"COPPER KING" WASHBOARDS

We are the original originators of the Copper Electro-plated "Copper King" Washboards; the Board that has stirred up washboard manufacturers from their trance; the Board that has proved the greatest success in twenty years of washboard history. Instead of our competitors getting up something new, and using their own brain, they are copying our ideas and our "Copper King." The imitation, while a decidedly cheeky and low down piece of business on the part of our competitors, who should be above that kind of thing, is convincing evidence that "Copper King" has successfully supplied the popular demand.

"Copper King" is better than the imitation and will continue to be in the van, as it always has. On five doz. lots we will print your name and address free of charge.

W. H. GILLARD & CO., - **HAMILTON, CANADA**

Wholesalers in Sugars, Teas, Coffees, Canned Goods and Imported Groceries.



Salient Points

Purity stands first.
Strength is an important factor.
Aroma, fascinating, delightful.
Blending to the finest taste.

Popularity does not signify the possession of worth or virtue in all cases, but, when tested by the trials of years, the candidate has "nine points of the law" in his favor. And such a candidate you have in

WOOD'S COFFEES

CANADIAN FACTORY AND SALESROOM

428 ST. PAUL ST., -- MONTREAL.

SELL MORE

To sell more of everything, it is necessary to gain the confidence of your customers, by stocking only such things that they ask for and such things that are reliable and good.

MATHIEU'S NERVINE POWDERS

are undoubtedly the surest, safest and quickest cure for Headaches, Neuralgia and all Nerve Pains. This fact is known to the public. You will gain your customers confidence by keeping such a remedy. It pays you indirectly in reputation, but it also pays you well directly, as the profit is good and accumulates quickly. Moreover, there is never any fear of having any loss through stock being left on your hands. Quite a number of people take

MATHIEU'S SYRUP of Tar and Cod Liver Oil

throughout the summer. They know its effectiveness in all throat and chest complaints, its building up properties. It would be a good thing to keep up your stock of this remedy.

J. L. MATHIEU CO.,
SHERBROOKE, Que.

CANNED FRUITS

Full Assortment

Popular Brands

We are quoting low prices on all lines. Does your stock require sorting up? See our travellers or write us for quotations.

Warren Bros. & Co.

35 and 37 Front Street East, - Toronto

DIFFICULTIES OF MERCHANDISING

THERE are as many different grades of merchandising as there are different brands of whiskies, and observation has shown conclusively that the quality varies proportionately in both. In fact, if the number of failures be taken as a criterion, it would seem that a very large proportion of the merchants are sadly deficient in their ability to properly and successfully carry on a business enterprise.

Advice and suggestions to prospective merchants, and even to those already engaged in business, are seldom if ever followed. Experience is apparently the only teacher whose instructions are heeded, or at least it is only after one has made the trial which has demonstrated his inefficiency that he realizes the value of suggestions and advice.

The success of some business houses—viewed by employes who more frequently are unfamiliar with the inside workings and therefore ignorant as to whether the large volume of business bears a profit sufficient to cover the ever-increasing expense account in connection with the elements of loss and depreciation which forms a very decided addition to the expense account—has a tendency to cause employes to aspire to merchandising themselves, and in consequence they cut loose from their employers and with little if any experience, inadequate capital and credit, open up in business and endeavor to compete with their former employers.

Competition Becoming Fiercer.

The old saying, "All is not gold that glitters," exactly covers the situation of merchandising as it should be viewed by the prospective merchant. Because some houses have established a reputation for a large and profitable business does not mean that all can be so successful. Then again it should not be accepted as a fact that all houses who may possibly be doing a large volume of business are realizing profitable returns. There was a time when any merchant could make money, but changed conditions have brought about circumstances which make it very difficult indeed for a merchant to receive satisfactory compensation for the large amount of money invested and for the time and care devoted to the business. Statistics show that business enterprises are constantly increasing, consequently competition is becoming fiercer—at least becoming more general every day. There was a time before railway facilities had been provided and before telegraphy in all its multiplied usefulness had been introduced that the local merchants absolutely controlled the local situation. At that time there were few if any trade papers, which now keep all classes fully posted as to prices and conditions; the local press made no

effort at all to keep the trade familiar with such conditions, and in consequence the merchant could ask and obtain almost any price he asked. The customary profit in those times was the Dutchman's 1 per cent. In other words, an article costing \$1 would be sold for \$2. The expense of doing business many years ago was very small. The public did not awaken to a necessity for modern improvements and such other conveniences that necessitate at the present time such large outlays before a merchant is wholly equipped for business. Living expenses of employes was very much less than at the present time, and in consequence the labor situation did not assume such proportions as it does now.

Increasing Expense Accounts.

The effort which is being made by the up-to-date merchants at the present time to meet the changed conditions which modern invention and improvements have brought about calls for a constantly increasing expense account, and when one considers the declining profits which must in some way meet increased expenses, the merchant is asking himself the question, "Where am I at?" The question may arise in the minds of those who are anxious to enter into business, "Why do not the old merchants sell out if they are not obtaining commensurate returns from the time devoted to their business and the capital invested?" Many of them are endeavoring to get out of harness, but the difficulty lies in finding purchasers who will pay them for the amount invested. It is impossible for a merchant to keep his stocks clean and up-to-date without tying up money in unsalable stock. Goods will accumulate and become unsalable, especially at the present time. Styles are constantly changing, and frequently goods will remain on the shelf because of the fact that custom has changed and popular opinion demands some other article or some other style. In consequence of this the merchant has on hand an ever-increasing stock of unsalable goods, and it is difficult to find a purchaser who will pay for such goods at anything like their cost.

Training of Employes.

One very serious drawback to the merchandise business is the necessity of training employes to satisfactorily perform the duties assigned them. Young men who have been trained in the business have an attack of going into business for themselves, and when they leave their employers are compelled to obtain new material and train them for the work for which they are employed. It is quite natural for such training to result in unsatisfactory service, and fre-

quently in actual loss to employers. Experience has shown that a very large part of the employes who enter into business for themselves frequently fail and often go back to their old employers wiser but poorer for the venture. If the loss of the business venture was confined to the parties themselves the damage would not be so great, but while in business they have endeavored to compete with their old employers and with other merchants, frequently at ruinous low prices and at terms both unsatisfactory and unprofitable. The established merchants must of necessity meet the competition of new houses, and when such new concerns are operated by inexperienced and inefficient management the result to all interested can be very well considered.

The Elements of Success.

As has been stated above, there was a time when anyone could make money in merchandising, but changed conditions now bring the merchandise business down to a practically scientific undertaking. The merchant who can conduct his business at the least possible expense consistent with a satisfactory and presentable display, one who has the intuition of selecting the proper employes to assist him in operating his business and who can educate them to the proper character of salesmanship, the one who can command sufficient capital and all the credit necessary to carry a sufficient stock and to take advantage of market conditions in buying goods ahead or in contracting for the same, and who has the tact and the nerve to secure from the manufacturers their best possible terms and prices—is the one who will succeed. The up-to-date merchant should be a student of human nature, should know how to approach the people personally and in an advertising way through newspapers and other advertising mediums, must command the respect of his customers and at the same time have the respect of his employes. It is as necessary for a merchant to carefully select his employes as it is for a general to have able officers under him. A large mercantile business at the present time and epoch has a life-long campaign to follow up. It is the survival of the fittest in business as in other professions. Many young merchants seem to consider a supply of cash and fair credit is all the equipment they need in entering business. While both these requirements are very valuable in their place, at the same time there are other attributes for the business man which are of even greater importance.

Prospective Merchants' Qualifications

The history of many great men, especially in the commercial world, pre-

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE.

IN TINS
GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

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



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

sents each one's qualifications, and it would be well for prospective merchants to carefully review the experience of these men and profit from their advice and suggestions. It is quite true that it is human nature to aspire to business ventures. Many young men are anxious to become their own boss, and they imagine that this can only be done by their going into business for themselves, and in reality bossing the entire business. Observation will show conclusively that it is not necessary for a young man to enter business to command the respect of his superiors, equals and inferiors. The man who properly and satisfactorily handles a department of any of the great merchants commands not only the highest respect of his employers, but also those working under him. There is always advancement with these lieutenants, and if they are successful in their work their future is assured. A great trouble with the average employe is that he is afraid he will work too hard, that he will put in too many hours, or that he will injure his brain in the interest of his employers. Such labor—for such it is—can never succeed in any undertaking. They over-estimate their ability and are constantly seeking the unattainable.

In conclusion, it would be well for all prospective merchants to very thoroughly consider the proposition before going into business. While it is practically impossible to convince such parties that the experience of others would assist them in reaching proper conclusions, yet some good may result by giving such suggestions and advice. There are some facts that can be truthfully substantiated by all successful merchants, that is, that the merchandise business is not a bed of roses, and many of these same merchants will urge young men to refrain from going in business for themselves, but instead to seek responsible positions with established merchants and thus demonstrate their usefulness.

Capital can always be placed to good advantage, and the young man who has a surplus had best invest the same with his employer or in some other enterprise where the security is good and prospects bright for good returns.

CANADIAN-MEXICAN STEAMSHIP LINE.

THE subsidized steamship line between Canada and Mexico is at last an established fact. The Elder-Dempster Steamship Co. have entered into a contract with the Canadian and Mexican Governments and will place two first-class steamers of 4,000 tons dead weight capacity and large passenger accommodation on the service. At first the boats will take the trip once a month, plying between Mexican ports and Montreal in Summer and Halifax in Winter. By the terms of the contract with the Mexican Government, the vessels may carry passengers and cargo from Canada to Cuba, cargoes and passengers both ways between Mexico and Canada, but on the north-bound trips no freight may be taken from Cuba to Canada, as the Mexican Government objects to subsidizing a line used to build up a trade between Cuba and Canada. Provision is made for calling at Charlottetown, Havana, Progreso, Vera Cruz, Tampico and other ports.

VISITOR FROM FRANCE.

Mr. Joseph P. Sgueglia, managing director of the English and Italian departments of the firm of Suout & Cie, Nice, and also representing A. C. Meukow & Co., of Cognac, France, was a caller upon the Montreal grocery importing trade during the week, in company with Mr. J. Russell Murray, local representative of above firms.

In conversation with The Grocer representative, Mr. Sgueglia stated that his firms are the largest producers of olive oil, and practically control the trade of this article in a number of European countries, and especially in Germany, where their products are generally accepted as standards. A large business is also done with the United States and England, and he hoped that Canadians would in equal measure realize the importance of dealing with his firms. Mr. Sgueglia is an Italian, but speaking English fluently, having received a thorough education in that tongue. Some interesting information was supplied The Grocer bear-

ing on the olive oil industry, which will later be published. Mr. Sgueglia is completing his tour on this continent, and sails from New York on the 11th inst. by the Kaiser Wilhelm der Grosse.

GERMAN DEPARTMENTAL STORES

According to U.S. consular despatch Germany is contemplating the establishment of large departmental stores in the United States and other countries, the object being the exploitation of German goods.

The cry now raised by export and trade papers in Germany and Austria is, "Start department stores abroad." One of these journals says that the Belgian export houses have established department stores in foreign countries, and that the United States Export Organization is acting upon the propaganda started by United States consuls for the establishment of American department stores abroad. Dr. Salomonsohn, a partner of the Disconto Bank of Berlin, who made a tour of investigation through the United States, says in his book, giving his impressions of the journey, that "the most efficient means of defence against the 'American danger' is the adoption (by the Germans) of American methods, and, above all, the combination of German business firms."

SILVER BUSINESS JUBILEE.

On the 23rd of June last Mr. John H. Magor, of Frank Magor & Co., Montreal, completed his twenty-fifth year as selling agent for Keen's mustard, Cadbury's cocoas, Lazenby's products, etc. On the very first day of landing in Montreal to join the late Mr. Frank Magor in developing the Canadian business of their English firms, Mr. Magor took to canvassing and secured his first order for Keen's mustard. Since that time Mr. Magor has had the privilege of covering the entire Dominion in the interests of the English houses represented by them and secured hundreds of orders from the trade, and to-day the name of Frank Magor & Co. is known throughout Canada in the grocery jobbing trade as one of the most enterprising commission houses in the trade. The Grocer wishes Mr. Magor another twenty-five years of prosperity and success.

A Few More

Beefsteak and Onions,	Scollops,	Crabs,
Boston Codfish Balls,	Norwegian Fish Balls,	
Rennet Tablets,	Rennet Wine,	
Lipton's Jelly Tablets		

*Quick Delivery
Guaranteed*

LUCAS, STEELE & BRISTOL, HAMILTON

PIE FILLER

A good addition to the fine grocer's stock.
 A new novelty that will be appreciated by good
 housekeepers.

Our travellers have samples and prices.
 Give them a trial order and you will soon repeat it.

JAMES TURNER & CO., - HAMILTON, ONT.

If you want the best,
book your future
Canned Goods for

Sartan
BRAND
All Guaranteed
by

Canned
Vegetables and
Fruits

BALFOUR & CO.,

QUICK SHIPPERS

-

Hamilton, Ont.

LONG DISTANCE PHONE 596.

QUEEN CITY VINEGAR

Have you placed your order for Vinegar? If not, let us have it immediately. We are filling all orders with the **Best Vinegar Manufactured.** Ask for **Queen City** take no other.

THOMAS KINNEAR & CO.
 WHOLESALE GROCERS = **TORONTO and PETERBORO**



GOOD!

to the very last bit.

From the opening of the jar to the last morsel you scrape from the bottom,

MacLaren's Imperial Cheese

retains *all* the delicacy of flavor and rich creamy taste that makes it the perfect table cheese. The opal jar in which Imperial Cheese is put up keeps the cheese always as pure and sweet as it was when you broke the seal—never becomes hard or dry. And the fresh, clean, inviting look of the jar itself gives it an appetizing appearance on the table.

Imperial Cheese is ideal food, for it combines the highest percentage of nutrition with a taste so delightful that one wishes there were more such dainties.

From 10c the jar up; at all grocers

A. F. MacLaren Imperial Cheese Co., Ltd.
 Detroit, Mich.,
 and Toronto, Canada

For Sale by all Grocers.

Business Changes

Ontario.

THE estate of A. J. Stewart, Limited, Toronto, manufacturers of confectionery, has been sold to A. J. Stewart.

P. Brankin, produce merchant, Ottawa, is dead.

O. J. Wood, baker, Vanleek Hill, has advertised business, for sale.

J. Ronan, grocer and liquor dealer, Hamilton, has sold out to T. Burns.

P. McCrimmon, general merchant, South Bay, was burned out. Insured.

Ontario Agricultural Seed Co., Guelph, has advertised their business for sale.

J. Laferriere, general merchant, Glen Robertson, is offering 60c. on the dollar cash.

Walter Bros., general merchants, Listowel, have suffered loss by fire. Insured.

M. Rooney & Co., general merchants, Shelburne, have sold out to R. H. Benson & Co.

M. Rothschild & Son, general merchants, New Liskeard, are offering to compromise.

Quebec.

M. Dugay has started a liquor business at Hull.

Assal & Essa have been registered as bakers, Montreal.

W. Pharand has started business as a tobacconist, Hull.

Vezeau & Frere have been registered as bakers, Montreal.

H. Noin, tobacconist, Montreal, has succeeded C. Brouillette.

Karl Genser & Co. have been registered as bakers, Montreal.

Langevin & Brossard have been registered as bakers, Montreal.

Brais & Masse, millers, Roxton Falls, have dissolved partnership.

Masse & Grimard have been registered as poultry dealers, Montreal.

A. Saurette, general merchant, St. Jean Baptiste, has compromised.

L. Deslandes, general merchant, Granby, has assigned to A. Lamarche.

N. Lamothe, baker, Quebec, advertised his business for sale by July 5th.

Y. Ouellette, general merchant, Fort Coulonge, has gone out of business.

The assets of J. W. Gagnon & Co., grocers, Louiseville, have been sold.

The premises of W. Reid, baker, Montreal, were damaged by fire. Insured.

The assets of J. Vaux, grocer and liquor dealer, Montreal, have been sold. Taubert & Ornstein have been registered as general merchants, Plessisville.

Deguire & Gelinas have been registered as grocers and liquor dealers, Montreal.

Dawson, Brown & Co., have been registered as produce merchants, Montreal.

P. Legard & Co., grocers and liquor dealers, Montreal, have dissolved partnership.

The assets of L. H. Chouinard & Co., general merchants, Matane, were sold July 6th.

Singer & Cohen, bakers, Montreal, have been dissolved, and Singer & Co. have been registered.

D. A. Decosse & Co., grocers and liquor dealers, Hull, have sold out the liquor business and added crockery.

G. Berger, Quebec, has assigned. V. E. Paradis is provisional guardian. A meeting of creditors will be held July 11th to appoint curator.

Nova Scotia.

G. A. Shand, lobster packer, West Pubnico, has assigned.

J. W. Gustafson, general merchant, Kennetcook Corner, has advertised business for sale.

New Brunswick.

C. S. Hachev, general merchant, Caraquet, is offering to compromise at 25 per cent.

Manitoba and N.W.T.

A. Cameron, general merchant, Rocanville, is giving up business.

W. E. Willis, of Willis Bros., general merchants, Springside, is dead.

A. Atkinson, of A. Atkinson & Co., grain dealers, Winnipeg, is dead.

T. P. Jackson, general merchant, Elgin, has assigned to J. V. Johnson.

F. E. Allison, general merchant, Valley City, has sold out to J. W. Hare.

The creditors of J. E. George & Co., grain dealers, Winnipeg, are requested to file claims before July 15.

British Columbia.

L. Bethwick, confectioner, Vancouver, has been succeeded by Mrs. Defoe.

Alex. Gordon, general merchant, 22-Mile House, has been succeeded by D. P. Marpole.

J. McPhee & Son, general merchant, etc., Courtenay, have suffered loss by fire to the extent of \$5,000.

VINEGAR

Proof : Extra Pickling : White Wine and Cider : Full Strength : Perfect Color and Flavor.

"IMPERIAL"

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

PICKED UP ON THE ROAD.

*Personal Impressions of The Grocer's
Traveling Representative in the
Maritime Provinces*

TO one who has never before in his travels seen the Metapedia Valley and River from the windows of the Intercolonial Railway's fine train, the Ocean Limited, it is a revelation. This fast train follows the course of the river for many miles, and those who get up early enough are amply rewarded for their trouble, as you will go a long way before you find anything more pleasing to the eye, if you are a lover of nature.

Arriving at Campbellton, N.B., one is struck with the nice location of the town. It is situated on Parker Lake, with mountains in the background thickly covered with green foliage, making it a very picturesque spot.

The principal industry of this district is lumber, and some of the merchants in Campbellton, Newcastle and Chatham reported business a little quieter than usual, owing to the depression in the lumber business. The logs are held up in the streams, which makes it quiet at the mills, and, of course, this means a small cut. However, the merchants of these towns are very optimistic, and expect everything to be in running order shortly, and look forward to a good Fall trade in all lines.

A New Brunswick Grocery.

A very neat and attractive store is that of Miller Bros., Newcastle, N.B. They have a very complete and nicely arranged stock of groceries and provisions, and keep nothing but first-class goods in stock. They are located in the centre of the business district of the town. On branching out into the grocery business about a year ago they put in the most modern store fittings, and success has crowned their efforts from the start, owing chiefly to the fact that they pay strict attention to business, and keep nothing but the best at reasonable prices.

Among the Travelers.

Mr. A. H. McIntosh and Mr. F. J. Cheesworth are making a three months' tour of the Maritime Provinces, advertising and sampling every town and village for Church & Dwight, Limited, manufacturers of "Cow Brand Soda." The Grocer's representative had a chat with Mr. Cheesworth, who reports a big increase of sales in the east as a result of their efforts. After they have finished

a town all you can see is "Cow Brand Soda" caps on the boys. They evidently believe in extensive advertising. Mr. Cheesworth mentioned in his conversation that he saw The Grocer everywhere he went. This speaks well for our circulation.

The Grocer's man met Mr. Percy Strong, traveler for Tucketts' tobaccos, in Campbellton. He was wearing "the smile that won't come off," and you can pretty nearly guess the reason. He had just booked a nice order for the famous Marguerite cigars. Mr. Strong reports big increase in business in the Eastern Provinces.

THE IRISH MARKET.

In a letter to the United States Department of Trade and Commerce, Alfred K. Moe, consul at Dublin, says: "The superior packing of American apples, and their low price, as compared with a similar quality of fruit grown in Ireland, together with a favorable demand for such apples here, should lead our American exporters to renewed energies in the matter of securing a market in Ireland. Heretofore this has been accomplished through Covent Garden in London, but there is an excellent opportunity for the establishment of a central distributing station in Dublin, thus avoiding delays of transportation, resales, and middlemen's profits. It is unnecessary to point out that if this market is not secured now the active and intelligent methods of the Irish department of agriculture will very soon make it impossible to compete successfully with the Irish product. Pears should also find a ready market in Ireland, as the fruit is in demand, but can not be successfully cultivated here."

RECENT INCORPORATIONS.

The W. H. Whalen Co., Limited, of Fort William, have been incorporated with a share capital of \$100,000, for the purpose of carrying on a retail and wholesale mercantile business. The provisional directors are: W. H. Whalen, E. C. Currie, and M. A. Whalen, all of Fort William.

Vancouver-Fiji Sugar Co., Limited, of Vancouver, have been incorporated with a share capital of \$1,000,000, for the purpose of dealing in sugar. The directors are: J. S. Lovell, W. Bain, R. Gowans, E. W. McNeill, and W. F. Ralph, all of Toronto.

UPTON'S

Orange Marmalade



Sold
everywhere
by Grocers
that know
their
business

Frenzied Business

It is about three years since the Six Nations up under the Hamilton Mountain formed themselves into one band. Ever since that time there has been rumors of war and an attack on the small band of Pale Faces opposed to them. At the very start of the organization it is said the young braves in the lodge have had their war paint on and have been eager to draw the tomahawk and the scalping knife, but have been restrained up to a short time ago by the Elder Chiefs who know what an expense a war of this kind means. The common sense of the Elder Chiefs it is said would have prevailed if it had not been for the influence of their Chief Medicine Man who is a great organizer from east to west, being thrown in with the young party. It is said he has advised them that the organization was complete and the time was ripe for attack, so the result is we have the whiz of the tomahawk throughout the land and we have 60c. peas. One of the biggest Pale Faces opposed to them is the Quaker Chief at the head of his community and it is said they have given him the choice of surrender and join their nation, or a fight to the death. The Quaker has refused to do either, and the fight is on. The Six Nation Chiefs claim that not many moons will pass before the Quakers' scalp will hang on their wampum belt. Whether it will or not time will tell. The Quaker in ordinary life is a very modest and unassuming gentleman, entirely opposed to war, and likes to pursue his way peaceably through life. This is his disposition if left alone; but if attacked it is believed there is another side to his nature. It is possible these Chiefs of the Six Nations have put their foot into it and when they pull it out of the hole they may think it dropped into a combination *nest* of hornets and rattlesnakes.

THE PACKERS OF QUAKER CANNED GOODS

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CANNED VEGETABLES

CANNED SALMON

Our travellers are out with a good proposition for new goods. See them or write us for particulars.

Our "ANCHOR" brand is guaranteed and your order will be filled in full if booked now. Our new label is considered one of the most attractive on the market and the quality this year will be better than ever.

The **EBY, BLAIN CO.** Limited
Wholesale Grocers **TORONTO**

THE TRADE PAPER.

That a trade paper can be of great worth to the line of business it represents goes without comment and its worth can be measured in proportion to its use. By this is not meant the total issue printed and circulated altogether, but the total number of its interested readers. This information cannot be easily obtained, but it is a well-known fact that a trade paper has vastly more readers than subscribers. There are several reasons for this. One reason is that a tradesman who thinks he cannot afford to subscribe for one of his trade papers will borrow of his neighbors. He is like a man without a watch. He wants to know the time, and to learn it he must consult the watch of another man. Another method by which extra readers are gained is through the proprietors or managers of establishments. They realize the worth of a paper akin to their business, and will often pass their trade papers around among their employees. Some of the firms go further and will subscribe for a dozen or more of these papers and distribute them among their employes. They do this because they want keen, bright, well-read men behind their line of business, and the trade reviews sharpen these virtues. The public libraries also realize their value and are among the great patronizers of the trade press issues, and supply their shelves liberally with them. There they are read and re-read by a large number of trade people. Many expert tradesmen who have risen from the ranks will admit that they owe their success, in a large measure, to the

keen interest with which for years they have followed the progress and policy outlined by the leading papers of the trade of which they were a part.—Trade Press List.

DEMAND FOR BEEF IN JAPAN.

Alex. MacLean, Canadian commercial agent in Japan, writing to the Department of Trade and Commerce, says there is a great demand for beef at the present time in Japan. The war has caused a great scarcity and prices have advanced from \$9 to \$13 per 133 lbs. The Japanese are endeavoring to procure beef from other countries, particularly Australia.

Not only are cattle in great demand for food purposes, but as beasts of burden, the horses having almost entirely been requisitioned for war purposes. The rice crop is about in need of cultivation and when there are no horses, cattle must be substituted. Under ordinary circumstances the number of cattle slaughtered annually in Japan for food purposes was about 500 head, but since the war about 1,000 head per day have been required.

QUICK WORK.

One of the "Salada" Tea Co.'s "Ideal" tea packers with two men working it (the tea being weighed by an electric weighing machine), packed in pound packages, during the week ending July 1, 19,200 pounds of "Salada" tea. This is equal to 213 ordinary chests of

tea. The two men worked 48 hours during the week.

TRADE NOTES.

JOHN WRIGHT & SONS, Owen Sound, have commenced the erection of a warehouse in connection with their flour and feed store.

F. W. Holmes has opened a grocery store at 88½ Agricola street, Halifax.

W. C. McArthur opened his store at Bruce Mines last week in the McDonald Block.

J. L. Johnson has opened a new grocery store on Peter street, near Van Norman street, Port Arthur. He will carry groceries, provisions, fruit, cigars, tobacco, etc.

A meeting of the creditors of the Canada Biscuit Co., Toronto, has been called by Mr. Osler Wade for Friday afternoon at 3.30. Statements will be prepared and submitted to the meeting.

Kent & Timms moved this week into their new premises in the Flack Block, No. 157 Hastings street, Vancouver. The store will be conducted as a high-class bakery and confectionery.

W. H. Lillie has opened out a new grocery business on Quebec street west, Guelph, in the stand formerly occupied by Chas. T. Hicks. The store has been thoroughly renovated and repainted. Mr. Lillie has had wide experience in the grocery business. For five years he was connected with J. A. McCrea, but during the past two and a half years has managed the grocery department of the Frank Fowler Co.

"ACADIA" BRAND STRICTLY BONELESS CODFISH

IT'S
UP
TO
YOU



Something Novel
Something New
Something Never Seen Before

Packed in 2-lb. Non-porous Wooden Boxes, 1 dozen to crate, and 1-lb. Tablets, 20-lbs. to case.

ORDER A SAMPLE CASE



Sold by Leading Wholesale Grocers and Fish Dealers.

BLACK BROS. & CO., Limited

AGENCIES:

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

HALIFAX AND LaHAVE,
N. S.

SEASON OF 1905



"CLOVER LEAF" BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

"ARROW" RIVERS INLET SALMON BRAND

THE BEST
MEDIUM-PRICED
SALMON OFFERED
TO THE JOBBER

BROKERS

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

Fresh and Cured Fish

NORWEGIAN CATCH LIGHT.

THE Norwegian Spring codfishery yielded 34,600,000 individual cods, as against 39,100,000 last year, but it is thought the greater weight of this year's fish will counterbalance this shortage and make this year's output about equal to that of last year. Fishing has shifted from Lofaten to Finmarken. Prospects are still quite good, but, however the Finmarken fisheries will turn out, the final output of this season's fisheries no doubt will have to be characterized as very bad, and prices will be correspondingly high, probably higher than those of last year, because of the fact that no old stock exists.

CAN-MAKING COMPLETED.

Preparations on the Fraser River this year have been made for a pack of between 750,000 and 800,000 cases of fish, and it is thought the latter figure will be exceeded. Practically all the canneries have finished their can-making operations. Many fishermen are already locating on the Fraser, and it is expected that several thousand fisher-

men will be at work by the middle of July.

FISH NOTES.

Reports from Louisburg, C.B., indicate that a strong east wind last week drove many of the lobster traps ashore, which means a serious loss to the fishermen in the locality.

The Department of Marine and Fisheries states that Mr. Cowie and his Scotch experts for herring curing are meeting with great success in the Maritime Provinces. This Fall they will go to British Columbia.

Hon. Dr. Reaume, Minister of Public Works, Toronto, was in Sault Ste. Marie last week investigating commercial fishing conditions. His purpose was to gather information which would assist in framing an Act to be introduced at the next session for the revision of the fisheries regulations of the province. He intends to visit all the principal points in Ontario where commercial fishing is carried on.

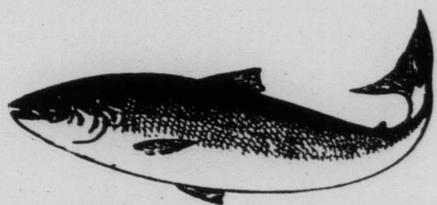
Salmon fishermen at St. John, N.B., are making small fortunes these days, it is said. It is no unusual thing for two men in a boat to make fifty or sixty dollars in a night, and this has

been going on for some time, so that numbers of fishermen in the past three weeks cleared from three to four hundred dollars. Such a run of salmon has not been known for years. In the early nineties salmon were plentiful in one season, and the men caught just as many as they are doing now, but the price was not nearly as high.

Acting on a petition setting forth the grievances of the citizens of Sault Ste. Marie against Booth & Co., the alleged "fish trust," Hon. J. O. Reaume refused the company a license to fish in the Canadian waters of Lake Superior. When it was found that this would result in two hundred or more men being thrown out of employment, a counter-petition was signed asking that the company be given fishing rights west of Pancake Bay. To study the situation Hon. J. O. Reaume visited the Sault and as a result the alleged fish trust has surrendered to the people.

There is likely to be trouble over the erection of the various salmon traps down the Straits, according to the Victoria, B.C., Times. The trouble arises over the locations. The Government requires a distance of 2,000 feet between traps. This regulation would prove satisfactory if the traps at either end of the coast line conformed with a certain rule, but it so happens that in this instance, this is not the case. All the traps are on the western sides of the various sites and thus conform with the law, except the trap at the end, owned by Todd & Munsie. This being on the eastern side of the site, the owner of the adjacent site is unable to set a trap to suit requirements.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



**THE IDEAL
"Walker
MADE IN CANADA
Bins"
STORE
FIXTURE**

A Walker Bin Fixture Interior.

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write to **The Walker Pivoted Bin & Store Fixture Co.**, for their illustrated booklet. The Company's office is No. 516 Board of Trade Building, Toronto. The booklet will interest you.

**LARGEST SALE
IN THE WORLD**



KING OSCAR SARDINES

**The Most Delicate
Flavor
and Purest Olive Oil**

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Selling Agents

If you want customers to
come to you for a good

HAM

—SELL—

FEARMAN'S

**Price Right
Goods Right**

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

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DAIRY PRODUCE AND PROVISIONS

BACON
LARD
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LONDON PRODUCE LETTER

By Our London, Eng., Correspondent.

IN spite of the fact that the price of French butter, as hinted some weeks back, is stiffening, London importers are still unwilling to buy Canadian at present quotations. Yesterday (June 22) 98s. landed, without any counter offers was refused by a leading house. As a matter of fact, business is not so brisk as was hoped, and, although a little Canadian butter, ranging from 90s. to 98s., has been sold this week, there is a general tendency to leave it alone until prices are more reasonable.

* * *

According to statistics, imports into London for week ending June 10 from Canada and the United States are as follows:

	Canada	U.S.A.
Butter	4,257 pkgs.	
Cheese	10,384 cwt.	325 cwt.
Bacon	1,101 pkgs.	210 pkgs.
Canned Meats..	543 pkgs.	1,905 pkgs.
Lard	978 cwt.	3,193 cwt.
Hams	910 pkgs.	5,778 pkgs.

The egg situation is peculiar. As stated last week, Hungarian eggs, together with others from Galicia and the adjacent districts, are likely to be scarcer than usual owing to small supplies. Consumers on the continent are therefore drawing from other sources, and prices are ruling high. This accounts for the fact that Russian eggs are in good demand on the London market, and, although the quality is not so good as last season, large consignments continue to be reported. Irish eggs, also, are gradually becoming more popular on the London market, and Irish exporters are devoting special attention to the requirements of the trade here.

* * *

London is not the chief market for Canadian butter, the reason being that Manchester, Liverpool and Bristol, being more accessible, freight rates are cheaper than to London. In addition to this, the demand for white butter, such as comes from Canada, is not so great in London as elsewhere. As a matter of fact, very little white butter is sold in London except in the Jewish quarter of the Metropolis, popular taste being in favor of yellow butter, which, it might be said, is very frequently colored. In Manchester, on the other hand, the whiter the butter the better.

* * *

While amongst the butter and cheese salesmen of Smithfield and Cen-

tral Markets, The Grocer correspondent was asked whether it is possible for the smaller buyers to deal direct with Canada. It should be explained that Central Markets and Smithfield consist for the most part of salesmen of good standing and extensive connections amongst the retail trade and the public. Nearly all these salesmen buy Canadian produce from the larger importers on arrival in London. While it cannot be denied that there is considerable competition amongst these large importers, which tends to keep prices within a reasonable limit, at the same time it is a fact that these comparatively small buyers are to a certain extent in the power of the larger importers, and if they could get into communication with Canadian concerns who are in a position to ship quantities suitable for their requirements, they would be glad to enter into negotiations.

Of course there are difficulties in the way. Whether these difficulties can be overcome is a problem, the solution of which rests to a great extent with Canadians themselves. Just as over here in London, the bulk of Canadian butter and cheese gets into the hands of the larger concerns, who in turn distribute to the smaller men, so in Canada there are big exporters who collect from the smaller makers and ship to the big houses over here. Could the smaller Canadian makers, instead of leaving the export business to certain big concerns, establish a connection with such firms as these salesmen of Central Markets and elsewhere? Perhaps, as a general class, they find it safer and surer to leave the export trade alone, but there are some who get into correspondence with importers over here, and, on the other hand, there are men on this side who are anxious to get into touch with Canadians who are in a position to ship regular consignments of thousand or so cases.

The first obstacle is that each small shipper would in all probability send over a different quality stuff, so that it would be difficult for the public to know exactly what they were going to get for their money, and the second obstacle is the banking arrangements for these small accounts. The first difficulty might be overcome in the same way as the Danish people have overcome it, and by the adoption of the grading system, such as is in existence in New Zealand. Of course, it is factory butter that is re-

quired in London. The quality of Canadian cheese does not vary to such an extent as to offer serious hindrance. The question of accounts could only be settled by private arrangements between the exporter and importer. To some this would perhaps be an insurmountable obstacle, but not to all. One thing is quite clear. If the smaller men could do business with each other without having to rely upon the big concerns, a great deal of unhealthy speculation would be avoided.

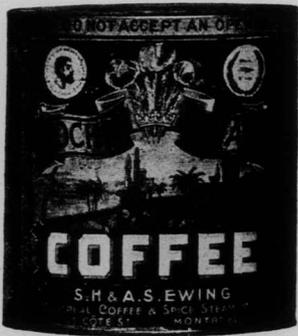
SPECIAL CHEESE AND BUTTER BULLETIN.

Montreal, July 6, 1905.

THE local dealers and exporters in cheese and butter have for some years been quite accustomed to work their business at a loss at the beginning of the season, or say from the time that the first product of new milk arrives on the market until the second half of May, otherwise called the "Fodder Make," but when full grass goods come around everybody expects to get at least a small profit on the goods he handles.

This year it seems different; here we are well on with the June make, and so far it takes a very strong magnifying glass to discover any profit between the cost of the goods in the country markets and the selling prices in Great Britain. The reasons given are various, and all of them may have something to do with this strange situation. It may be a keener competition in both buying in the country and selling over the cable. Certainly there are more country buyers this year, and there is also an increased number of exporters. Then, again, the argument is used that the business is getting more and more speculative, the cold storage facilities are ever increasing on both sides of the Atlantic to prevent perishable goods from deteriorating in quality; then there is a desire by some to do a large business, and sales for future delivery are being made; this is called "selling short," and as these sales become known here and the goods must in time be bought to fill these contracts, others, perhaps with a little grudge against their neighbors, may try to prevent the filling of these contracts at a price which would show a profit to the sellers by bidding up prices in the country.

However, the result is that so far nobody is making any money for his labor, judgment, capital invested, risk in shipping goods over 3,000 miles away, etc., and the conservative dealers and exporters are commencing to ask how long is this going to last? The season is a short one, and if the merchants cannot get a profit during the season what will the end be? The farmer is



"PRINCE OF WALES" Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills,

53 & 55 Cote St., Montreal
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Blue

There's a lot of Laundry Blue selling these hot, summer days, some good, more indifferent and most of it undesirable. Your customers have had to put up with these for years; this is no longer necessary since the introduction of the BEST Blue ever placed on the market.

BLUEOL—the "Never-streak" Blue

Pays you better profit than any other, because you get more packages to the box.

WRITE FOR OUR PREMIUM LIST

For sale by every jobber, or

J. M. DOUGLAS & CO., : Montreal

—absolute purity



is guaranteed to your customers in

GILLETT'S Cream Tartar

Every time you make a sale of **Gillett's Cream Tartar** you please your customer and make a friend.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng.

Toronto, Ont.

Chicago, Ill.

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

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Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

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Telephone Main 2491.

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The WM. RYAN CO., Limited
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Oakey's The original and only Genuine
Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

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

Wellington Mills, London, England
Agent:
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MONTREAL.

DRIED APPLES

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

THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

in Denmark thought of exporting eggs, and poultry-keeping was only given little attention. Since that time there have been made energetic efforts to bring this trade up, and in the year 1895, there was formed an association for egg export known as the Danish Egg Export Co-operative Association.

In the following year the export of eggs from Denmark reached a value of kroner 7,400,000 or \$1,973,300, and in 1902 it had grown to kroner 22,500,000, or \$6,000,000. At present the association has about 33,500 members and 500 local branches. Every branch gathers the fresh eggs within its district and sends them to a certain export harbor. From the moment the eggs leave the branch, where they are gathered, all expenses are paid by the association, which also guarantees the freshness of the eggs. Every branch has at least 10 members.

The eggs gathered must be shipped inside of four days. At the central export place the eggs are weighed and assorted in groups according to the size, and they are also there tested to determine their freshness, after which they are packed in cases bearing the mark of the association and an inscription, showing the number and quality. It will be easily understood that this method is far to be preferred instead of the store-keepers buying up the eggs and letting them lie around their stores and warehouses for weeks before they are shipped. The English market, therefore, takes all the eggs which Denmark can produce, and the very highest prices are always obtained.

RUBBER DEPARTMENT.

Owing to the great increase in the production of rubber in all parts of the world, and notably in Ceylon, India and the Straits, Wm., James and Henry Thompson, 38 Mincing lane, E.C., have opened a department for handling this article.

CANADA IN FRANCE.

AT a luncheon recently given by the Trade and Industry Union of France, at Ledouen, Mr. Poindron, commercial agent for the Canadian Government to France, gave an interesting address on the "Economic Future of Canada." After he had given a rapid sketch of the geography of this country, Mr. Poindron stated that Canada was divided into three great regions, east, west and extreme west. He pointed out the principal resources of these three regions and showed that, notwithstanding the immense area of the country, there were ample means of communication with other nations.

The national resources, he pointed out, were most abundant, and unlimited water power made their development possible. Coal was worth in Sydney three dollars; in Alberta less than two; and in Vancouver from two to two and a half. The speaker attributed the consistently good crops to the amount of snowfall. One hundred and fifty thousand immigrants entered the country each year.

Mr. Poindron, in speaking of New Ontario, referred to the impression in some quarters that this was a poor land. On the contrary he showed that it was rich in minerals and would experience a wonderful industrial development.

Without considering the future at all, Canada had reached figures beyond expectations. In seven years the foreign trade had doubled. From about \$1,300,000,000 in 1897 it rose in 1904 above \$2,370,000,000, which represents a per capita trade of two and a half times as much as in France. Everything, he said, should encourage France to take an active part, why not a leading one, in the development of Canada, instead of being headed by European nations. This was for France not only a question of interest and profit, but also of dignity.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. **R. C. HALL & CO.** MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHAM & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiters; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, ABERDEEN, - SCOTLAND. Cables, Halycon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

This space \$15 per year.

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England

We handle consignments of **CANADIAN MEATS, CHEESE AND BUTTER.**

We sell cost, freight and insurance. Western Union Code. LONDON, LIVERPOOL, GLASGOW.

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.

GRIFFIN & CULVERWELL, Brokers, invite consignments of general produce, especially **BUTTER, CHEESE, AND ALL FOOD PRODUCTS.** Correspondence invited. References given. **WRITE US.** 139 REDCLIFFE ST., BRISTOL, ENG.

This space \$15 per year.

Telegraphic Address: "Fondants, London." **A. E. SOWERBUTTS & CO.** PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield.

GEORGE LITTLE LIMITED Canadian Produce Importers, MANCHESTER. **BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.**

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ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England, **CANNED GOODS AND DRIED FRUIT BROKER.** And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th-Ed.

HAMBURG. Kaiser Wilhelmstrasse 74-78. **Neubeck & Schipmann,** Commission Agents and Merchants.

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IMPORTERS OF CANADIAN **CHEESE, BUTTER, EGGS AND POULTRY.** Reference, London City and Midland Bank, West Smithfield. We buy outright.

HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LON. DON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - ENGLAND. European representatives and distributors, Earl Fruit Co., California, U. S. A. SPECIALTIES, **FRESH, DRIED and CANNED FRUITS** T. A. Emulate. Codes, A. B. C. and Lieber's.

THOS. BOYD & CO., 28 KING ST., - LIVERPOOL, are open to receive all kinds of **CANADIAN PRODUCE.** Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

Quality Thy Name Is

If a better tea than

Blue Ribbon Ceylon Tea

could be found it would have been found long ago. Blue Ribbon Tea is made faultlessly. That is why it has outdistanced all others on Sales and Satisfaction. "High-Grown," delicately picked, containing no tannin, the People's Favorite—that is Blue Ribbon Tea.

The Red Label Line, the Grocer's Friend, sells at 40c. when it is worth 50c. Get Red Label and Profit.

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**DEVONSHIRE
PUZZLE JUGS**

Special net price to the
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IN QUANTITIES TO SUIT.
PRINTED DIRECTIONS WITH EACH JUG.
SUPPLY LIMITED—ORDER AT ONCE.

BARNARD & HOLLAND CO.

**CORISTINE
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Grocery Importers and
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Delicious Desserts for

10 cents

**GREIG'S WHITE SWAN
RENNET TABLETS**

Each making one pint Junket. 24 in a tube.
To retail at 10 cents.

JUST THE THING FOR WARM WEATHER

3 Doz. Tubes in a Display Tray

**THE ROBERT GREIG CO., LIMITED
WHITE SWAN MILLS
TORONTO**

"Illegitimate, Cut-throat, Less than Cost"

is what an advertiser in last week's "Grocer" terms the Canadian Cannery Co.'s prices on Peas, for the season of 1905.

If a careful comparison is made between prices since the organization of the Canadian Cannery, Limited, and prices prior to that date, it will be found that prices generally are on a lower scale with the exception of one or two lines where prices have ruled high owing to partial crop failures. The policy of the Canadian Cannery from the first has been, and will continue to be, highest quality at lowest prices.

PEAS IN PARTICULAR—When prices are "less than cost" it is a good time to buy, as the probability of loss is practically nil, and the possibility of gain is very great, even if the goods have to be carried over into another season. The law of demand and supply holds true in the canned goods business as in all others, therefore buy while prices are "less than cost."

Make sure, however, that the quality of the Peas you buy is strictly first-class. The only way to make "absolutely sure" of the quality is to buy brands controlled by the Canadian Cannery, Limited. These are

**Canada First Little Chief Log Cabin Horseshoe
Auto Lynnvalley Maple Leaf Kent Lion
Thistle Grand River Lakeport**

*The watchword of the Canadian Cannery, Limited, is

QUALITY :: QUALITY :: QUALITY

REMEMBER the seal of the Canadian Cannery, Limited, appears on every label as a guarantee of quality.

REMEMBER the best are always the cheapest.

REMEMBER well known guaranteed brands are the easiest sold and give the best satisfaction.

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Gillett, E. W., Co., Toronto.
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Christie, Brown & Co., Toronto.
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American Tobacco Co., Montreal.
Canada Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
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Tuckett, Geo. E., & Son Co., Hamilton.

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Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
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James, F. T., Co., Toronto.
Jemmett, E. L., Beamsville, Ont.
Leak, J. W., Scarborough.
McWilliam & Everist, Toronto.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
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Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
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Hides.
Page, C. S., Hyde Park, Vt.

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

Interior Store Fixtures, Trucks, etc.
Fletcher Mfg. Co., Toronto.
Monteith, Nixon & Co., Toronto.
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Jams, Jellies, Etc.
Balgert's—Rose & Lafamme, Montreal.
Greig, Robert, Co., Toronto.
Imperial Extract Co., Toronto.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal.

Ledgers.
Crain, Rolla L. Co., Ottawa.

Manufacturers' Agents, Brokers and Commission Merchants.
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Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Leake, J. W., Scarborough, Eng.
McDougall & Lemon, Owen Sound, Ont.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moir, John A., Montreal.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Radiger & Janion, Victoria and Vancouver, B.C.
Ratray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Tucker, E. St. G., Halifax, N.S.
Vancouver Warehouses Limited, Vancouver, B.C.
Warren, G. C., Wolsley, Asa.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.
Bates Mfg. Co., Toronto.
Wethey, J. H., St. Catharines.

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

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

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

Pickles, Sauces, Relishes, Etc.
Colson, C. E., & Son, Montreal.
Eby, Blain Co., Toronto.
Greig, Robert, Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Holbrook & Co., London, Eng.
Lucas, Steele & Bristol, Hamilton.
Lytle, T. A., Co., Toronto.
Merchants Mfg. Co., Toronto.
Paterson's—Rose & Lafamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.
Taylor & Pringle Co., Owen Sound.

Pie Fillers.
Turner, James, & Co., Hamilton.

Polishes—Metal.
Gillard, W. H., & Co., Hamilton.
Oakley, John, & Sons, London, Eng.

Polishes—Stone.
Morse Bros., Canton, Mass.
James' Dome—W. G. A. Lambe & Co., Toronto.

Refined Cider.
Wilson, W. H., Co., Tisonburg, Ont.

Refrigerators.
Fabien, C. P., Montreal.

Salt.
Cerebos Salt.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart, & Co., Montreal.

Soap.
Duncan Company, Montreal.
Tippet, A. P., & Co., Montreal.

Soda—Baking.
Chur h & Dwight Limited, Montreal.

Starch.
Brantford Starch Works, Brantford.
Colmans—Frank Magor & Co., Montreal.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
St. Lawrence Starch Co., Port Credit.

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Davidson & Hay, Toronto.
Dominion Molasses Co., Halifax, N.S.
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Edwardsburg Starch Co., Cardinal, Ont.
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"Sugars" Limited, Montreal.

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Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Ewing, S. H. & A. S., Montreal.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton, Ont.
Lumsden Bros., Hamilton.
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Mokara Mills, Montreal.
Salada Tea Co., Montreal and Toronto.
Social Tea Co., Hamilton.
Sloan, John, & Co., Toronto.
Wood, Thos., & Co., Montreal.

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Gillard, W. H., & Co., Hamilton.

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Gillett, E. W. Co., Toronto.
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Lytle, T. A., Co., Toronto.
Sutcliffe & Bingham, Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

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NEW ADVERTISMENTS:

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The Stewart Co., Toronto.

PULL DOWN THE FENCES.

IN these days when benevolence and philanthropy are talked about so much and when thousands of dollars are being spent to provide fresh air and amusements for the poor, it is surprising to find how many simple means of attaining these ends are being overlooked. It would appear that nothing is worth doing unless it costs money.

In passing through any city or town, one is always sure to notice a great deal of vacant property. In a few cases this property stands bare and open to the public and forms a splendid playground for the children. But in most cases it will be found that the vacant property is fenced in and guarded from intrusion by such familiar notices as "Trespassing strictly prohibited." Why should this be so? Will the value of the property be diminished if the fences

are pulled down, the signs burned and free access given to the public?

We would urge the philanthropically-inclined aldermen of our cities and towns to turn their attention in this direction. It is all well enough for them to appropriate thousands of dollars for purchasing and maintaining parks. But the same object could be secured in some measure in a much cheaper way by compelling the owners of vacant property lying useless to tear down their fences and allow the public to enter. The same restrictions which prevent rowdism and abuses in the public parks could as easily be enforced in these vacant lots and proprietors be safeguarded from the destruction of their property.

No one can minimize the importance of fresh air and breathing space in the lives of our children, and the children of the poor should receive as much consideration as the children of the rich from the authorities. In their interest we advocate this measure.

INDICTED THE BEEF TRUST.

LAST Saturday afternoon the Federal grand jury, before whom the investigation of the charges made against the United States beef trust was carried on, brought in their report. The investigation, it may be explained, had been conducted for several months, at a cost in the neighborhood of \$300,000, and the finding of the jury was awaited with keen interest.

The result has been that seventeen men and the corporations of which they are the chief officers, have been indicted for violation of the Sherman anti-trust law. The corporations are: Armour & Co., Swift & Co., Nelson, Morris & Co., the Cudahy Packing Co., and the Fairbank Canning Co.

The indictments in each case are identical, and consist of eight counts. Of these the first and second counts pertain only to beef sold in domestic trade. The third count charges a conspiracy in restraint of trade and commerce among the states and with foreign countries. Competition in the buying of cattle at stock yards was to be prevented and destroyed by the defendants, who required their purchasing agents to refrain from bidding against each other. Competition in the selling of commodities was to be prevented and destroyed by the defendants fixing non-competitive and unreasonable prices. Supplies were to be curtailed and restricted whenever necessary to maintain prices so fixed. There was to be a division of territory. Certain corporations were to be given exclusive contracts for the supply of materials.

The fourth count charges that the same dealings mentioned in the third count as being in restraint of trade and commerce, constituted an offence on the part of the packers to monopolize such trade and commerce.

The fifth count specifically covers the handling of the by-products and describes a conspiracy in restraint of trade to be effective in the same way as set forth in the third count with reference to all of the products mentioned.

The other counts refer to the dealings of the National Packing Co. The persons indicted will have to appear shortly before the court to plead to the indictments.

THE LAST SHALL BE FIRST.

SLOWLY and surely Canada is wresting from the United States supremacy as an exporter of dairy produce. To-day the export trade in cheese and butter is almost exclusively in the hands of Canadians. A reference to the table in our London letter this week amply proves the truth of this assertion.

From statistics recently published, it is shown that the shipments of butter from the port of Montreal up to June 28 totalled 65,791 packages. Over the same period last year shipments were 56,208 packages, or 9,083 packages less than this year. Compare this with New York. From the United States port there were shipped this year the insignificant total of 1,209 packages, which is considerably less than the amount shipped last year, viz., 4,156 packages.

In the export cheese trade the same diminution is to be noted. Up to June 24, 17,705 packages of cheese were shipped from New York, whilst during the same period last year 57,855 packages were despatched to European markets. This decrease is not due in any case to a reduced production. It is rather owing to a rapidly increasing home demand, which threatens to become so extensive as to require relief from Canada in the near future.

AMBITIOUS SASKATOON.

THE rivalry of Calgary and Edmonton and the dispute as to the capital of the new Province of Alberta have been given considerable prominence in all parts of Canada, but it is not so well known that Saskatoon has ambitions to be capital of Saskatchewan, an honor which Regina considers rightly hers as the old Territorial capital. Saskatoon is ambitious, and in the language of the sporting fraternity, is determined to give Regina "a run for her money." When it was found that the celebration in Regina, which had

been set for Dominion Day in honor of the creation of the twin provinces, had to be postponed because of the delay in passing the Autonomy Bills, Saskatoon citizens decided upon an enterprising step. The delegates and press representatives at the Board of Trade convention at Regina were invited to visit Saskatoon on Dominion Day, attend a banquet that night and remain over until Monday for the Dominion Day celebration. A special train was provided for the accommodation of the guests and everything possible was done to provide for their comfort, the object being to show the business men of the west what manner of place is the enterprising town which aspires to be capital of Saskatchewan. Without expressing any opinion as to the respective merits of Regina and Saskatoon, we must at least pay our tribute to the enterprise of the ambitious new aspirant for capital honors.

A SUCCESSFUL CONVENTION.

IN view of the full account which a convention held in Regina last week appears elsewhere in this issue of the by the Associated Boards of Trade of the Northwest Territories, it is unnecessary to make extended editorial reference to it. Our readers can form their own conclusions from the report. Its length is justified by the importance of the gathering, the personnel of the convention, which was composed of the best business men of the west, and the nature of the topics discussed. The functions of such a convention are purely advisory, but they are rash politicians and legislators who think they can afford to ignore the soberly-expressed opinions of representative business men who feel the responsibility of all their utterances. The Legislatures of the new provinces will, if they are wise, pay serious heed to the various pronouncements of the convention.

One suggestion we desire to make to the Executive. The bill of fare this year was too long and the delegates were not given sufficient notice of the subjects which were to come up for discussion. This should be remedied next year by insisting strictly that the various boards should submit their resolutions at least a month in advance, in order that copies may be distributed before the convention.

A noticeable feature of the convention was the popularity of the principle of Government ownership of public utilities. Opinions may well be divided as to the wisdom of the policy, but if these business men who were delegates to the convention represent the sentiment of the business men of their communities—and there is no reason to doubt that they do—the west is strongly in favor

of public ownership. It is a significant sign of the times.

At one time it seemed likely that the convention would decide to separate into two distinct provincial bodies, but what we feel was the wiser policy ultimately prevailed, and a strong united association was formed to be known as the "Associated Boards of Trade of Western Canada." A bright future seems to be in store for this organization and we do not doubt but that it will have a powerful influence in moulding the legislation of the Provinces of Alberta and Saskatchewan.

QUEBEC'S COMMERCIAL TAX.

MUCH misunderstanding and unfavorable comment is resulting from the recently adopted law assessing travelers of foreign houses doing business in the Province of Quebec the sum of \$300 annually. A large number of Canadian manufacturers and wholesalers are, according to Mr. J. F. Stewart, of the Manufacturers' Association, still under the impression that the tax applies to them. As has been pointed out in these columns, a strict reading of the wording of the Act would consider residents of other provinces in Canada to be foreigners in Quebec, but the Quebec law-makers are not interpreting the Act so closely, and Canadians are, therefore, not liable to the tax as it is being at present enforced. In this respect, Quebec is more friendly to her sister provinces than British Columbia, whose tax of \$50 semi-annually is imposed on Canadians as well as "foreigners."

In the United States the impression also seems to be held by many that the new law is a piece of Dominion legislation. An item emanating from the Boston News Bureau, headed "Canada's New Business Tax," is being copied extensively throughout the east. It reads as follows:

"Boston commercial travelers en route from Toronto to Montreal were surprised to learn that if they went farther east they would be subject to a new tax of \$300 as representatives of commercial houses having no place of business in Canada.

"The law became effective Wednesday last and the penalty is very severe; ranging from \$500 to \$1,000. The Boston men immediately returned home after notifying their customers in the Province of Quebec that they must send their orders direct to the home office or arrange a meeting at Toronto or elsewhere in Ontario."

The feeling of American commercial men on the subject can be judged by an extract from a letter sent by a large association of manufacturers in the

United States to the Canadian Manufacturers' Association, as follows:

"This would appear to be a matter for Dominion legislation, and not for that of a province, seeing that it is to some extent an interference with international trade. It is conceivable that if it is constitutionally correct for one province to pass legislation of this kind others could do the same, and might perhaps place the license at so high a figure as to absolutely prevent any traveler from Europe or the States soliciting business in Canada, if that should be the object."

Little has been heard from Great Britain as yet, but it is certain that the commercial press there will strongly condemn Quebec's action as tending to destroy imperialistic sentiment and as being altogether out of harmony with the friendly commercial feeling between Canada and the Mother Country, which has been developed during the past few years.

As stated last week, it seems likely that the Quebec legislators will find the Act to be a boomerang, and on account of the loss of trade will find it necessary to reduce the amount of the tax or abolish it altogether.

THE CHINESE BOYCOTT.

IT would be practically impossible to over-estimate the importance of the boycott declared by the Chinese people on all goods of American origin. The movement has become so general that it is bound to attract a great deal more attention than it has so far done. Not only in the coast cities of British Columbia has the action been taken, but all down the coast the Chinese communities in such cities as Portland and San Francisco have taken up the cudgels. Recent events in China and other points across the Pacific are detailed at length in papers received the other day by the Empress of China, which arrived from Hong Kong. The determined action of the Chinese has been given force by the proposal to exclude from the United States even Chinese merchants and students. The protests of the Chinese against the signing of the proposed Act by the president took the form of a convention in the Canton Guild Hall at Shanghai, on May 12. This was one of the most notable and largest attended meetings ever held in Shanghai. Bankers and Chinese merchant princes from every province in China were present, and the utmost decorum was observed in the calm deliberations of the distinguished body of business men. Business-like resolutions were adopted briefly setting out the action to be taken to emphasize the protest. Not only will all American goods be boycotted, but every servant will leave his employ if American, and

no coolies or other laborers will aid in discharging cargo from any ship loaded, in part even, with American goods. It was also decided to urge upon the Imperial Chinese Government not to grant passports to the interior to Americans, or to grant any concessions to them should the proposed new Exclusion Act of the U. S. Congress go into effect.

THE B.C. RAILWAY WAR.

VERY keen interest is being displayed in the Province of British Columbia in the fight being made by the V. V. & E. Ry. Co., which is practically the Great Northern, to secure amendments to the charter in the Dominion House. Importance attaches to the progress of the negotiations because on the result in large measure depends the immediate opening of the Similkameen district and its being placed in direct touch with the coast section of the province by means of the line which will be built. The fact that at first the connection will not be direct, but by means of connections with the Hill system in Washington State, has had some adverse influence, but the desire to see rapid development of this rich and favorably located portion of the province has predominated.

The opening of the Nicola Lake section, the northern portion of the Similkameen district, by the building of the line of railway from Spence's Bridge on the main line of the C.P.R. to the head of Nicola Lake, has doubled the impetus the district has received from the prospect of transportation being supplied. Many people are making their way into the district, and the rapidity of its development promises to equal that which opened the Kootenays in the early days of Rossland. Like the Rossland district the Similkameen is being taken stock of by the progressive western American cousins. They are to be met with in large numbers, and as none know a good thing better than they, there is every assurance that Brother Jonathan is going to be a lively competitor with Jack Canuck for the riches that are part of the Canadian cousin's birthright, but which he may lose to the smart Yankee cousin, as he did in the Kootenav and in the Yukon. Pessimism has no place in western philosophy. The above remark is plain statement of hard fact. See how much the future will bear out the statement.

AFTER MANY YEARS.

The advantages of subscribing to The Canadian Grocer sooner or later are brought home to the mind of the trade. As a usual thing a glance through its pages is sufficient to win a subscriber; with others time for consideration is required. This fact was brought to mind recently when, on June 13th last a subscription card was received at this office that had been sent out in 1894. After giving the matter mature consideration, looking at it from every side, and resolving every doubt, the inevitable conclusion was reached, after eleven years of deliberation, that the only reasonable thing to do was to subscribe for The Canadian Grocer, and keep up with the times.

IN NEW HANDS.

THE assets of the manufacturing confectionery firm of A. J. Stewart, Limited, have been sold to Mr. Stewart, who for some months previous to the recent assignment had not been connected with the firm. Mr. Stewart has secured strong financial backing, and is organizing a new company, to be called the Stewart Co., Limited, which will be able to develop the business in a strong manner. Mr. L. J. Applegath will be president of the new company, and Mr. A. J. Stewart superintendent.

The manufacturing end of the business will be under the full charge of Mr. Stewart, whose experience and reputation as a manufacturer of high grade chocolates and confectionery will insure the success of this department.

The plant of the company on Duncan and Adelaide is located in a fine pressed brick building 90 x 48 feet, and four storeys high. On the lower flat are located the dipping, packing, stock and boiler rooms. On the next above the offices occupy the front, with packing rooms to the rear and a fine shipping room opening on the company's own roadway to the south. On the third

agent. He expressed himself as satisfied with the reception Deerfield water had received and orders for several carloads more were booked.

Mr. D. J. Rattray, of D. Rattray & Son, Montreal, was on a business trip to New York during the past week.

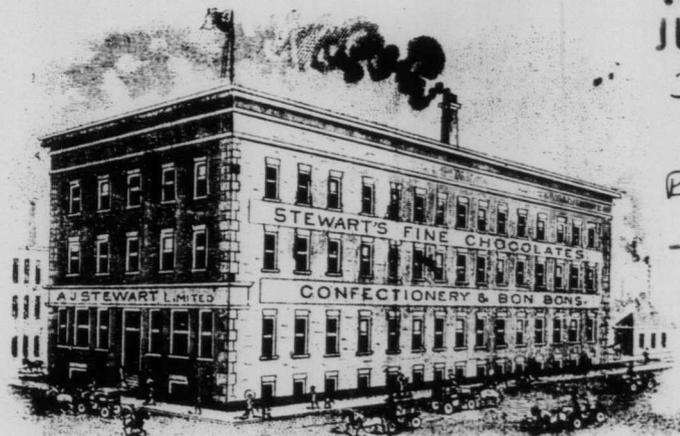
Mr. William Taylor, merchant, Dunedin, New Zealand, was a caller at the Montreal offices of The Grocer last week. Mr. Taylor is making a tour of Canada and the Old Country. He expressed himself as more than surprised at the vastness and business, as well as agricultural and manufacturing progress of Canada and takes home with him very pleasant recollections of his visit to his country's great sister colony.

HINTS TO BUYERS.

E. D. Marceau, Montreal, reports the arrival of fifty half chests of Condor V tea, which he quotes at 25c. per lb. in spite of the advance on May teas.

Strawberries are much firmer in price this week and it is thought the bulk of the crop has been marketed. White & Co., Limited, were amongst the heaviest receivers on this market this week.

White & Co., Limited, are handling enormous quantities of California



Factory where Stewart's Chocolates are Made, Duncan and Adelaide Streets, Toronto.

flat are placed the cream rooms and boiling rooms, and on top the ornamenting stock and men's dressing rooms.

The building is so situated as to have light from all four sides, is fitted out with a 'phone system, but what strikes the visitor very forcibly is the marked neatness and cleanliness everywhere apparent.

With the capital now available Stewart's chocolates should take a strong position on the Canadian market as their quality warrants.

PERSONAL MENTION.

Mr. John Anderson, of Chase & Sanborn, Montreal, has been away on a few days' holiday at Lake L'Achigan.

Mr. W. P. Downey, Montreal, went to New York on a business trip last Friday and is expected in town early next week.

Mr. J. M. Kerr, general manager Deerfield Water Co., Deerfield, Ohio, was a visitor to Montreal during the past week, and called upon the trade in company with Mr. J. H. Maiden, Montreal

peaches, plums, apricots, etc., having sold eleven cars so far with the season just fairly started.

A shipment of "Phonograph" pines, sliced, grated and whole, is to hand with L. Chaput, Fils & Cie., Montreal.

Real connoisseurs and amateurs of fine high-grade new crop Japan teas will find their requirements at L. Chaput, Fils & Cie., Montreal. Prices range from 35c. to 45c. per lb. Cup fine; style perfect.

Orders are coming in freely with L. Chaput, Fils & Cie., Montreal, for new pack canned salmon, fruits and vegetables. Prices on these goods are very attractive, and the assortment is very large.

ADULTERATED MILK.

Dr. Pearson, medical health officer of Brantford, has brought before the provincial health authorities the serious condition of the milk business. Adulteration seems to be very common. The doctor thinks there should be a thorough investigation.

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MONTREAL G.C.A.'S PICNIC

THE annual picnic of the Montreal Grocery Clerks' Association was held on Sunday, July 2, at Plattsburg, N.Y., and proved to be a success, notwithstanding the bad weather. The train, composed of eleven crowded cars

their fair companions, together with the newspaper representatives. From the start to the finish the officers, and specially Mr. J. C. Marchand, the president, and Mr. J. A. Jacob, president of the reception committee, did their utmost to make their guests comfortable.

The arrival at Plattsburg was the occasion for more cheers. The weather had not much improved, but every one felt happy. The majority of the travelers went to the New Cumberland Hotel, a very modern house. Dinner was served at 12 o'clock sharp, and was welcomed by all the hungry guests. The newspaper representatives were in-

officers to hold a "fete champetre" at some popular Montreal park when the games, etc., will be run off, the date to be announced later.

During the afternoon a few ladies and gentlemen, members of the excursion, gathered in the cosy parlor of the hotel, and spent some charming moments in music and singing.

At 6 p.m. a hearty supper was served and welcomed by all the hungry excursionists. At eight o'clock the train left for Montreal.

After a most joyful trip the gay excursionists arrived home at 11.45 p.m. The guests and the members of the press

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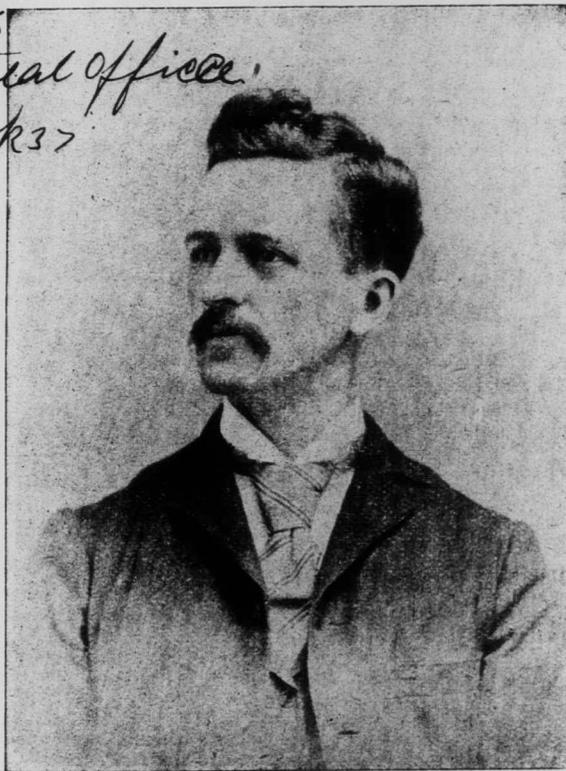
J. C. Marchand, President.

of the Grand Trunk Railway, left Bonaventure Station amidst the cheers and songs of the gay excursionists at 8.15 a.m. A car had been reserved by the organizers for their invited guests. Among these were Mr. P. Daoust, presi-

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J. B. E. Poirier, Founder and Treasurer.

ented to dinner at the association's expense. A very substantial and copious meal was served.

It was late in the afternoon when the weather cleared up but, owing to the ground being too muddy, the races were postponed.

The "voyageurs" then separated to visit the town. The journalists, three in number, representing La Patrie, La Presse, both of Montreal, and The Canadian Grocer, went to visit the military grounds.

Back at the New Cumberland it was learned that it had been decided by the

parted after hearty thanks to their hosts.

The officers of the association are as follows: J. C. Marchand, president; J. N. Walker, 1st vice-president; O. Bergeron, 2nd vice-president; B. Guenette, secretary; A. Gauvreau, assistant secretary; J. B. E. Poirier, treasurer; H. Sauriol, auditor; J. O. Levesque, J. P. Lalande, collectors; A. Mercure, E. Normandin, commissioner-orderer; G. N. Desaulniers, F. Dubord, Z. Martineau, O. Dionne, E. Turgeon, directors; M. St-Pierre, M. Bonhomme, visitors to the sick; Dr. Bergeron, doctor.

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B. Guenette, Secretary.

dent of the Montreal Retail Grocers' Association, and Mr. J. E. Ethier, of the firm of Laporte, Martin & Co., of Montreal. This car was also occupied by the officers of the association, the members of the different committees and

A DOUBLE PROFIT

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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.

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<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>	<h2 style="margin: 0;">Leading Canadian Accountants and Auditors</h2>	<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 27 Wellington Street East, Toronto, Canada.</p>	<p>This Space \$15 a Year.</p>	<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street. Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>	<h2 style="margin: 0;">LEGAL CARDS.</h2>	<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>
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<p>IRWIN & JONES, Barristers, etc. H. E. Irwin, K. C., Clerk of the Peace, County of York; B. Morton Jones, B. C. L.; Solicitors for Equity Fire Insurance Co., Berlin Fire Insurance Co. 24 King St. W., Toronto, Weston, Ont.</p>	<p>W. G. WILSON Barrister, Solicitor, Notary, Conveyancer, etc. Napanee, Ont.</p>	<p>MEWBURN & AMBROSE Barristers, Solicitors, etc. S. C. MEWBURN, E. H. AMBROSE, Hamilton, Ont.</p>
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THE BELL TELEPHONE COMPANY OF CANADA

Second Convention of the Associated Boards of Trade of the Northwest Territories

Held at Regina, June 29th and 30th.

IN attendance and enthusiasm, in the amount of trained intelligence brought to bear upon public questions, in the quality of its members and their serious determination to deal with business questions in a serious, business-like way, the convention of the Associated Boards of Trade of the Northwest Territories, held in Regina during the last two days in June, was a pronounced success. The delegates were serious business men and, for the most part, they settled down to the work of the convention in a business-like way. It is true that two or three men had

gate was in his thirties, if one may judge from appearances, and there were a few still in their twenties. Clean-shaven, aggressive, well-built, athletic-looking men, these residents of the western towns show themselves men well able to grapple with any problem, no matter how difficult. It is not hard to understand the secret of the rapid growth of the western towns when one has seen their business men.

History of the Convention.

The Associated Boards of Trade of the Northwest Territories are a young organization, this being only their second

"That at future conventions, Manitoba and British Columbia be represented by invited delegates who shall have the privilege of making motions and amendments and of taking part in debate, but not of exercising voting powers."

Accordingly, President A. L. Johnson, of the Winnipeg Board of Trade, was present the first day and took an active part in the discussions.

At one time there was a danger that the convention would split up into two bodies, one for each of the two new Provinces of Alberta and Saskatchewan. Division found a number of ardent

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Regina from Lands Office.

(A Section of the City that was Open Prairie 18 Months Ago.)
Courtesy of Regina "Leader."

their hobbies to ride and their fads to exploit, but, upon the whole, the discussion was intensely practical. These men are the leaders in their respective communities and one cannot help feeling that the future of Western Canada is assured while its affairs are under the control and guidance of the shrewd, capable, practical, and withal high-minded men who were delegates to this convention. Canada is a young man's country, and that this is particularly true of the west was evidenced by the personnel of this representative gathering of business men. The average dele-

convention. Early in January of 1904 the Calgary Board of Trade, through their secretary, sent out a circular letter to the various Boards of Trade of the Northwest Territories suggesting a general convention. The suggestion met with favor and a convention was held in Calgary on June 15 and 16, which was attended by 68 delegates representing 29 Boards of Trade. It was then decided to hold another convention in Regina in 1905, but the question of permanent organization was left over for decision this year. The following resolution was also passed at the same convention:

champions who argued that the distances were too great in the new provinces to allow delegates from all boards to attend conventions. It was also urged that the main function of the convention was to influence legislation and that accordingly the political division of the Territories into two provinces rendered necessary a similar division of the convention. In the end, the champions of a united convention for the two provinces carried the day, the speech of Premier Haultain at the Thursday night banquet, in which he strongly counselled unity in spite of imaginary lines dividing the

west, probably having a great deal to do with the result. A permanent organization was decided upon the name chosen being "The Associated Boards of Trade of Western Canada." The Executive hope to have large representation at the next convention from the Provinces of Manitoba and British Columbia.

The citizens of Regina made every effort to entertain the delegates, and the two days of the convention were one continual round of business and pleasure. On the afternoon of the first day the ladies of the city entertained the delegates at a garden party in the city park, and that same night, after a long session of the convention, the delegates were the guests of the Regina Board of Trade at a highly successful dinner held in the Windsor Hotel. Friday evening his Honor the Lieutenant-Governor and Madame Forget entertained at a garden party in the Government House grounds.

The List of Delegates.

The following is the list of registered and duly accredited delegates:

- C. B. Murphy, Moosomin.
- G. R. Tinning, E. P. McNeil and H. M. Stewart, Macleod.
- Hon. Mr. Justice McGuire, Prince Albert.
- George W. Green, A. E. Moore and Jesse W. Knight, Raymond.
- E. Michener and G. A. Love, Red Deer.
- H. F. Mytton, H. W. Laird, J. F. Bole, L. T. McDonald and Ald. McAra, Regina.
- Dr. Willoughby, Frank R. Oliver, Thomas Copeland, A. E. St. Laurent and J. Clinskill, M.L.A., Saskatoon.
- Mayor A. Davies and Dr. McIntyre, Strathecona.
- H. G. Dawson and John Kidd, Wapella.
- T. H. Blacklock, Jos. Mergeus and Oliver S. Black, Weykum.
- R. A. Magee and G. H. Hurlburt, Wolseley.
- A. L. Johnson and C. N. Bell, Winnipeg.

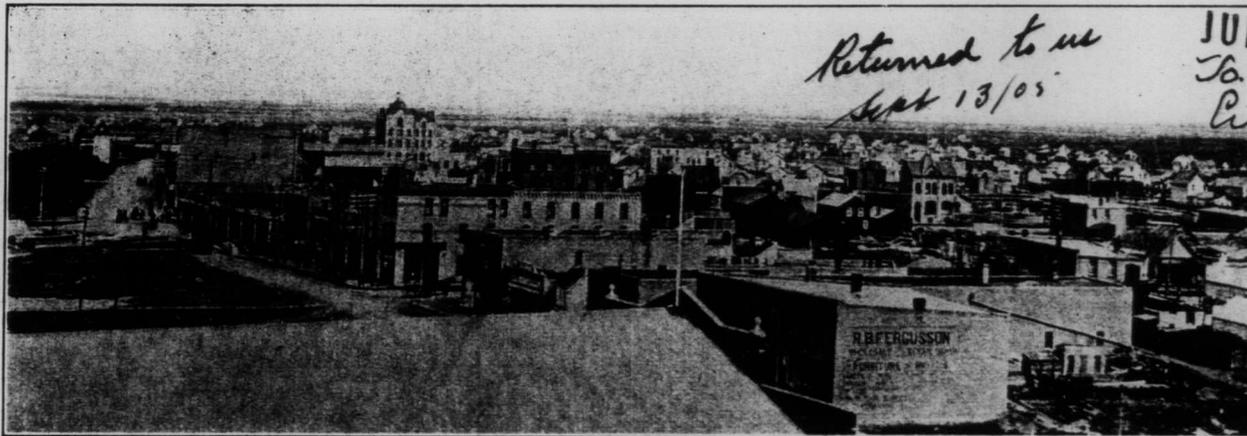
OPENING SESSION.

The convention opened on Thursday morning, June 29th, in the Court House,

which would be held as a Territorial body; it was for the convention to decide whether or not separation along the lines of the two new provinces was advisable. His closing words were a strong plea for the dropping of all sectional differences and for united work for the good of a united west.

Division or Union.

As the first order of business was the election of officers, the question of division or union at once presented itself for discussion. Judge McGuire, of Prince Albert, and Wm. Short, of Edmonton, strongly advocated the maintenance of the status quo for at least another year. R. J. Hutchings, of Calgary, argued that division must come some time, as the principal function of the convention was to advise the legislatures. Finally the question was shelved for discussion later, and it was decided to proceed with the election of officers, the understanding being that the officers would hold their positions for a full year, unless it was decided before the adjournment of the convention to divide on provincial lines.



A General View of Regina.

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- J. A. Boyle, R. N. Weir and C. C. Rigby, Balgonie.
- W. C. Thorburn and B. Paul, Broadview.
- R. J. Hutchings, C. W. Rowley, Wm. Pearce and W. H. Cushing, Calgary.
- E. J. Suchring, H. P. Humphrey and R. H. Catherwood, Craick.
- F. C. Whitelock, Reuben Lloyd, Geo. A. Scott and J. E. Miller, Davidson.
- William Short, T. W. Lines, A. C. Fraser, G. R. F. Kirkpatrick and Mayor K. W. McKenzie, Edmonton.
- Arthur Kelly, D. R. Davies and H. F. Jordan, Estevan.
- B. P. Richardson and John Walker, Grenfell.
- J. A. McCaul, H. H. Campkin and Jas. Conn, Indian Head.
- W. C. Ives, Lethbridge.
- W. Binning, Lumsden.
- W. T. Finley F. L. Crawford, W. Cousins and Thomas Tweed, Medicine Hat.
- W. Loree, H. McKellar, G. K. Smith J. R. Green and W. B. Willoughby, Moose Jaw.
- W. R. Abbott, G. W. Quick and J. M. Lang, Maple Creek.

President Thomas Tweed, of Medicine Hat, presiding. The court room was handsomely decorated with flags, bunting and flowers.

President's Address.

President Tweed gave expression to the pleasure which it afforded him to welcome the delegates to the annual convention. The large attendance was the best evidence of the interest taken in the convention by the various Boards of Trade throughout the west, and proved conclusively the wisdom of the City of Calgary in starting the movement last year. One result of last year's meeting had been an immediate increase in the number of Boards of Trade throughout the Territories, and in the interest and activity of existing boards. It was true that Boards of Trade are merely advisory and in no sense legislative bodies, but no Parliament or Legislature could afford to ignore the formally expressed opinions of such a body, and it would be difficult to over-estimate their influence. The present convention was the last

Officers Elected.

Officers were then elected as follows: President—Thomas Tweed, of Medicine Hat. First Vice-President—R. J. Hutchings, of Calgary. Second Vice-President—Justice McGuire, Prince Albert. Secretary-Treasurer—Wm. Trant, Regina.

Mayor Welcomes Delegates.

Mayor H. W. Laird then welcomed the delegates to Regina and tendered them the freedom of the city. Regina's mayor is an energetic young business man, a clear incisive speaker, and an excellent type of the enterprising, progressive young men who are building up the west.

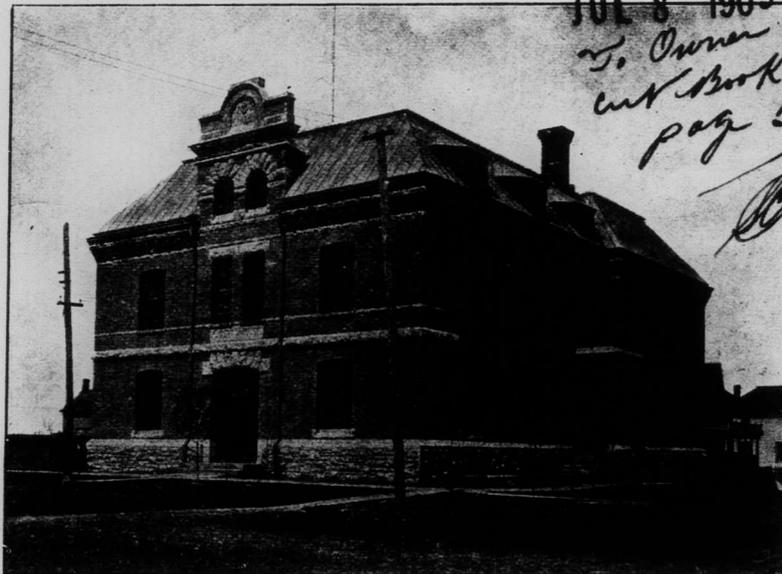
He said it had come within the scope of his duties many times in the last 18 months to welcome to Regina visiting conventions, but not while he had been mayor, and probably never before in the history of Regina, had such a large and influential body of business men gathered in the city. There was plenty of scope for the convention, and he had no doubt they would take full advantage of their opportunity.

"Our plans for your entertainment

have been upset by Jupiter Pluvius. The heavens have been shedding tears of joy in anticipation of a bountiful harvest, and the water and Regina soil make a combination of which you are likely to carry away very many mementoes. Time was when we were touchy about our mud. We were told that a man might travel

'From Greenland's icy mountains
To India's coral strand,'

and nowhere find anything to compare with Regina mud. But we are wiser now and we are proud of Regina mud and the harvests which it produces. In the west we are all enthusiasts about our own localities, so you can not find fault with me for sounding the praises of Regina. Our population and assessment have increased three-fold in the last four years. Our assessment is now \$4,000,000, and our population is in excess of 7,000. We have just completed a gravitation system of water works and an electric light plant (owned by the municipality) at a cost of \$300,000."



Courtesy Regina "Leader." Court House, Regina. Where Convention was held.

His worship then outlined the programme of entertainment provided by the city Board of Trade, the ladies of the city, and by the Lieut.-Governor and Madame Forget. He concluded with the hope that the time might soon come when Regina could again welcome the convention, and drew a roseate picture of what the city will be in another three or four years.

Committees Appointed.

Two committees were then appointed. The committee on resolutions and procedure was composed of the following gentlemen: Justice McGuire, Prince Albert, (convenor); T. H. Blacklock, Weyburn; J. A. MacCaul, Indian Head; W. B. Willoughby, Moose Jaw; Wm. Short, Edmonton; H. F. Mytton, Regina; R. J. Hutchings, Calgary, and Jas. Clinskill, M.P.A., Saskatoon.

The committee on credentials was composed of T. W. Lines, Edmonton; W. T. Finley, Medicine Hat, and Wm. Trant, the secretary, Regina.

The convention then adjourned.

SECOND SESSION.

At the afternoon session the committee on credentials reported that a number of boards had not complied with all the regulations, but recommended that their delegates be received. Report adopted.

The committee on resolutions and procedure also presented a report which, after some discussion, was adopted.

Salaries of Provincial Ministers.

R. J. Hutchings, of Calgary, then introduced the following resolution:

"That it is expedient and in the public interest that the salaries of Cabinet Ministers in the new Provinces of Saskatchewan and Alberta should be on the same scale as is paid by the Province of Ontario."

Speaking to the resolution, Mr. Hutchings pointed out that the salaries of Ministers in the Northwest Territories have been ridiculously inadequate. An ordinary country merchant could easily

are just as good as Ontario, but if we want them we must pay them well."

Thos. Copeland, of Saskatoon, opposed the resolution. He was in favor of increased salaries, but did not see that they should necessarily be on the Ontario basis. Finally, after a discussion which threatened to become acrimonious, Mr. Hutchings amended his resolution and it was passed unanimously. The resolution as amended was as follows:

"That it is expedient and in the public interest that the salaries of Cabinet Ministers in the new Provinces of Saskatchewan and Alberta should be on a liberal scale and commensurate with the responsibility and dignity of the position."

Transient Traders.

W. Loree, of Moose Jaw, then introduced a resolution, which was seconded by P. McAra, of Regina, to the effect that the law relating to transient traders should be amended. Speaking to the motion, Mr. Loree pointed out that there were no restrictions on transient trades (hawkers and pedlars) in the country districts, and they were taking away money and trade which should belong to legitimate resident merchants who pay their taxes. After some discussion the motion was referred back to Mr. Loree for amendment as it was not sufficiently explicit. At a subsequent session, in the absence of Mr. Loree, a resolution dealing with the subject was introduced by G. K. Smith, of Moose Jaw, and seconded by P. McAra, of Regina. This resolution, which was passed unanimously, was as follows:

"That in the opinion of this convention the Ordinance relating to transient traders should be amended to make the fee for such traders \$25 in each electoral district of the Northwest Territories, the license to be good for three months only, and that such fee shall not be deemed to cover or include fees imposed by towns, cities or municipalities."

Freight Rates.

A resolution referring to freight rates was introduced by the Davidson delegation; it called upon the Governments of the new provinces to take up the question of excessive freight rates in the N.W.T. with a view to having them reduced to a reasonable basis.

Wm. Pearce, of Calgary, pointed out that the matter should be brought to the attention of the Railway Commission, not of the new provinces. Mayor Laird also objected that the resolution was out of order, and after some discussion it was withdrawn and it was not heard of again.

Government Telephones.

Government ownership is popular in the west, as was shown in the action taken by the convention in regard to the Government ownership and operation of telephone systems. The following resolution was introduced by G. A. Love, of Red Deer and seconded by Wm. Abbott, of Maple Creek:

"That the time has arrived when the Government ownership and operation of all telephones forming a complete national system would be in the public interest."

Speaking to his resolution, Mr. Love emphasized the absolute necessity of telephone communication in modern business and pointed out that from its very nature the telephone business should be a monopoly. It was a nuisance in any town to have two systems. There

must be monopoly; the only question is whether there should be a Government monopoly or a corporation monopoly.

"The Government at Ottawa have undertaken to consider the question in a practical business-like way, and as a result we have a commission now sitting and taking evidence at Ottawa. I am not sure that the scheme outlined by the Postmaster-General is as broad as that proposed in this resolution, but that does not matter. We want to establish the principle that the telephone system should be a national system corresponding to the post office.

"The Government need not run the system to make money. They can borrow the capital outlay at a low rate, and they require profits only to pay the interest. They could lower rates, as they would have no dividends to pay. The telephone system should be extended wherever the post office goes, and it should not be run to make a surplus."

Mayor McKenzie, of Edmonton, explained that that town has its own municipal telephone system. He would not want to see the Government take it over. He favored the Government ownership and operation of trunk lines with connections with municipal lines.

"My name is Ives, from Lethbridge," announced the next speaker, "also from Missouri, for I 'want to be shown.' This is a serious matter, a serious expression of opinion is expected from us, and we want some facts and figures as to cost, etc."

H. F. Mytton, president of the Regina Board of Trade, was the next speaker. "I am opposed to Government ownership for I want to stimulate private enterprise. Private ownership and individuality are the secrets of success. Very soon, if this kind of thing goes on, we shall all be working for a government and there will be no individuality in a new country. When that day comes, God help this new country!"

Justice McGuire, of Prince Albert, did not agree with Mr. Mytton. Since the telephone business is necessarily a monopoly, there can be no expression of individual effort in making it a Government monopoly. To give a monopoly to any individual or corporation is dangerous. If we are to be governed by a corporation let the corporation be a government which we can control.

G. A. Love, of Red Deer, then rose to present some facts and figures for the consideration of the "gentleman from Missouri." He gave the experience of the English and German Government-owned telephone systems. English rates are half the Canadian rates and the German rates are still less.

Frank R. Oliver, of Saskatoon, objected that comparisons with England and Germany are unfair. Canada is a country of greater distances and less population. He thought the subject should be shelved until after the report of the commission is at hand. He favored the abstract principle in case the lines could be made to pay, but not otherwise. "We want no telephone deficits; the Intercolonial deficits are enough."

C. W. Rowley, of Calgary, was also opposed. His experience in trying to get improved postal service south of Calgary was that the Bell Telephone Co. were more amenable to reason than the Post Office Department.

T. W. Lines, of Edmonton, urged that comparison with the Intercolonial Railway was unfair. "At all events we don't want to run the system to make a

surplus. We can't get at the figures of the Bell Telephone Co., and it is not up to us to show that the proposition will pay. Suppose there is a deficit in the telephone system and in the Post Office Department, what of it? The important thing is cheap communication."

After some further discussion, the resolution was carried, not more than ten votes being cast against it.

Insolvency Legislation.

After a committee on permanent organization had been named, with Mayor H. W. Laird as its chairman, President A. L. Johnson, of the Winnipeg Board of Trade, who occupied a chair beside President Tweed, introduced the following resolution regarding insolvency debtors:

"That a committee be named by the president, consisting of a representative from each of the Provinces of Alberta and Saskatchewan, to act jointly with a representative of the Winnipeg Board of Trade to consider the question of insolvency legislation, the said committee to report to the president, and, to

WHERE THE CONVENTION WAS HELD.

Regina the capital city of the Northwest Territories and the provisional capital of the new province of Saskatchewan, is a thriving city of over 7,000 inhabitants. There is an evident air of prosperity about the place, and a visitor cannot be long in the city before he is made acquainted with the fact that Regina has ambitions to be a distributing centre equal in importance to Winnipeg. Two years ago Regina was made a distributing railway centre with all the freight rate advantages the status implies. The result was soon seen. The big implement firms of Canada and the United States have erected here large warehouses that are well stocked. Wholesale houses are locating sites, while two foundries, two planing mills, a furniture and fitting factory, a pork packing establishment, two brick yards and some minor undertakings form the nucleus of a manufacturing community. As a distributing centre, Regina has the advantage of being the only railway centre between Winnipeg and Calgary, a distance of 840 miles, being 360 miles from the former and 480 from the latter. The city is dissected by the main line of the C.P.R., and is the southern terminus of the Regina and Prince Albert Railway and the western terminus of the Arcola Extension. In addition to these the C.N.R. will soon pass through the city and the G.T.P. will tap the district.

Regina is the headquarters of the Royal Northwest Mounted Police. It is, too, the usual place for the sessions of the Supreme Court. There are five schools in the city as well as a high school and normal school. There are four weekly newspapers and one daily newspaper, an active Board of Trade and five banks.

The convention was held in the court house.

gether with him, to take the necessary steps towards securing the required legislation from the Legislatures of the new provinces to have the proposed Act made law.

In speaking to his resolution, Mr. Johnson pointed out that the subject had been raised in Calgary last year by William Georgeson, of Winnipeg, and that it had been left over for a year. Perhaps the term Insolvency Act was an unfortunate one, as the Dominion Parliament only could pass an "Insolvency Act," but since the Dominion Parliament would not take up the matter they wanted a substitute such as the Manitoba Act relating to the subject. In the N.W.T. there was no Act such as the Manitoba Act. The only requirement was an Ordinance to the effect that a debtor making an assignment must do so to a resident of the N.W.T. The Ordinance was inadequate for the assets of an insolvent debtor are by right and justice the property of the creditors and should be disposed of by them. The assignee in the N.W.T. was not necessarily bound by the wishes of the creditors; they could act only in an advisory capacity.

Mr. Johnson pointed out the advantages of a uniform Act in the new provinces and Manitoba. He hoped to see the new provinces adopt the Manitoba law, which was copied from the Ontario Act.

"The necessity is obvious to business men," continued Mr. Johnson. "In Manitoba a debtor is required to assign to an official assignee, who must call a meeting of the creditors. At that meeting an inspector is appointed whose duty it is to see what is the best way to dispose of the assets. We usually wind up estates in Manitoba in 30 days or less."

R. J. Hutchings, of Calgary, seconded the resolution. The Manitoba Act was, in his opinion, the simplest and most inexpensive in the country. Calgary was vitally interested in the matter, as more than fifty houses there are doing a wholesale business.

After some further discussion by Justice McGuire, A. L. Johnson and Wm. Pearce, the resolution was amended to include the Vancouver Board of Trade, to whom an invitation will be sent, and the resolution as thus amended was carried unanimously.

Notice of Sale.

On Motion of President A. L. Johnson, of Winnipeg Board of Trade, and of T. W. Lines, of Edmonton, the following resolution was then submitted to the convention:

"That a committee be appointed by the president, together with a representative from the Board of Trade of Winnipeg, to prepare special legislation which it is desirable should be enacted by the Legislatures of the proposed new provinces, providing that in the event of any trader making a sale of his business he should give due notice of same to each of his creditors, allowing a fixed time to elapse for notice to be filed on the purchaser by parties interested before a good title to the goods so purchased can be made by the purchaser."

Mr. Johnson explained that the wholesale men of Winnipeg had had much bitter and costly experience with merchants who sell out their whole business and then go to Winnipeg offering so many cents on the dollar, which the wholesaler must accept or get nothing. This resolution could do no harm to any honest man, but it would put a stop to this dishonest practice.

Wm. Short, of Edmonton, opposed the resolution vigorously.

"No free people would submit to such a law," he declared. "There is no distinction made between the insolvent and the man who can pay his debts. Why should not a man be allowed to sell when and where he will without restriction? Why restrict 90 per cent. of the merchants because of a fraudulent 10 per cent.? Besides, the law deals with this now. A sale made within 60 days of insolvency may be set aside upon evidence of fraud."

Frank Oliver, of Saskatoon, opposed the resolution and Justice McGuire, of Prince Albert, supported it. J. A. MacCaul, of Indian Head, spoke vigorously in opposition.

"No legislation can make a man honest, and this law would cast an unwarranted reflection upon the merchants of the west. The motion should not be passed without further consideration."

Mayor McKenzie, of Edmonton, thought the proposed legislation would interfere too much with the honest man who had

good reasons for wanting to sell out at once. Opportunities in business must be seized at once and delays would often hinder the sale entirely.

R. N. Weir, Balgonie, spoke as a retailer. He recognized that an evil does exist, but the protection proposed to be given the wholesaler against the retailer should also be extended to the retailer as against his customers.

H. W. Mytton spoke vigorously in opposition to what he thought a ridiculous proposal and an unwarranted interference with individual liberty, and after further speeches from Wm. Short and A. L. Johnson, the motion was lost by a very large majority.

Grain Shipments.

Hugh McKellar, of Moose Jaw, then introduced the following resolution regarding grain shipments westward bound:

"That the attention of the Dominion Government be again directed to the question of the inauguration of a system of inspection and weights for grain shipments to western markets."

Speaking to his resolution, Mr. McKellar said that the actual figures supplied by the grain men show that 1,000 cars of wheat are sent west every year. The output of Fall wheat in Alberta this year will be about 1,500,000 bushels and the natural market is in British Columbia and the Orient. The quantity was sufficient to warrant the Government appointing a man to grade this wheat and weigh it.

The motion carried and the convention then adjourned to attend the garden party tendered by the ladies of Regina.

THIRD SESSION.

The Thursday evening meeting was called to order at eight o'clock sharp, as the Board of Trade banquet was to follow, and there was much on the order paper. The first resolution referred to the surplus lands in

Indian Reserves,

the matter being brought to the attention of the gathering by Wm. Pearce, of Calgary, and W. T. Finley, of Medicine Hat, who moved and seconded the following resolution:

"Whereas large areas of land contiguous to prosperous towns and settlements throughout the Territories are at present unproductive on account of being occupied as Indian Reserves; and

"Whereas such Indian Reserves are generally unnecessarily large, frequently many times as extensive as demanded by actual requirements and larger than was ceded them when under treaty, and

"Whereas such surplus lands, if sold, would in many cases realize a large amount of money, which, if invested for the benefit of the Indians, would yield a considerable revenue;

"Therefore, be it resolved that this convention petitions the Dominion Government to exert the strongest influence possible with the Indians to have the said surplus lands disposed of to actual settlers and thus materially aid the development of the districts in the Territories at present contiguous to Indian Reserves."

Speaking to his resolution, Mr. Pearce said that the first clause might be passed over without comment, as no one would dispute the fact that the Indian Reserves are quite unproductive. In regard to the second clause, he would con-

fine his remarks to Alberta, with the conditions of which he was familiar. The Indians are guaranteed one square mile of land for each family of five persons, but the census returns show that they have much more than the treaty guarantees them. The average population is about 1.5 persons to the square mile. The speaker quoted figures to show the conditions in the various reserves. In one reserve the land allowed is 30 per cent. in excess of that guaranteed by treaty; in another 93 per cent.; in another 105 per cent.; in another 135 per cent., and in another 104 per cent. The four reserves south of the main line have 127 per cent. more land than the treaty requires. The speaker urged that the Indians are shiftless and make no use of their lands. If they could be induced to sell a portion, and the money were invested for them by the Government, they would have a fixed and steady income more than ample for their requirements.

After some discussion the motion was carried.

Distribution of Government Institutions.

W. B. Willoughby, of Moose Jaw, then moved the adoption of the following resolution, seconded by J. R. Green, Moose Jaw:

"That in the establishment and locating of public buildings and institutions, and in the appointments to public office, by the Governments of the two new Provinces of Alberta and Saskatchewan,

EDMONTON NEXT YEAR.

There was keen rivalry among Edmonton, Saskatoon, Prince Albert and Lethbridge for the honor of being the next place of meeting. Edmonton was finally chosen.

the principle of decentralization be adopted as far as possible."

Mr. Willoughby prefaced his remarks on the resolution by the statement that the convention would appreciate his altruistic motives, as no doubt they all knew that Moose Jaw is to be the capital of Saskatchewan—a statement received with groans and laughter by the Regina and Saskatoon delegation.

In Ontario, he said, the public institutions and offices had been centralized to a very great extent, and the people of that banner province were now convinced of the mistake that had been made. A great number of institutions must soon be established in Alberta and Saskatchewan, and this was the opportune time to insist that they be distributed throughout the provinces and not centralized in the capitals. Registry offices should be distributed. There should be a dozen or more in the Province of Saskatchewan instead of one large central institution in the City of Regina. Appointments to office should be guided by the same principle.

"I would take away from the Provincial Government the power to appoint sheriffs and clerks of the court. Let these officials be appointed by judges."

J. R. Green seconded the resolution. He said the United States gives us a good object lesson in the benefits of decentralization, which had proved to be a safeguard to liberties. In very many respects the United States is ahead of Great Britain, and this is one of them.

H. F. Mytton, Regina, opposed the resolution.

"The principle is all right; I find no fault with it; but every government must do what is expedient under particular circumstances. I don't believe in hard and fast resolutions on such matters—they don't come within the scope of this convention's work. Policy must always be secondary to expediency in such cases. It is all very well to say that these good things should be distributed throughout the province, but the Government must settle each case on its own special merits, and it is the height of folly to say that Government patronage must be distributed in one, two, three order.

Thos. Copeland, Saskatoon, also opposed the resolution.

"It is none of our business," said he. "It is the duty of the Government to put an institution where it is most convenient for the purposes for which it is intended, and where it can be most economically managed. If these principles could not be followed in placing a Government institution in Saskatoon I would not want it there—not if it increased the value of my property 100 per cent." (Loud applause.)

Wm. Pearce, Calgary, here suggested that the resolution might be made acceptable to the convention by the addition of the words "having due regard to efficiency and economy." The suggestion was accepted by Messrs. Willoughby and Green, and the resolution was then declared carried.

Commercial Agency Reports.

Mayor Laird of Regina then moved, seconded by C. W. Rowley of Calgary, the adoption of the following resolution:

"Whereas the present system of daily commercial reports, as issued by the commercial agencies, contains no information as to whether the writs therein noted are for disputed accounts or involve counter claims;

"And, whereas, the credit of the defendant is thereby unjustly impaired,

"Therefore be it resolved, that in the opinion of this convention of the Associated Board of Trade of the Northwest Territories the commercial agencies should be prevailed upon to note in their daily reports the fact that such writs are for disputed accounts or involve counter claims, on being notified by the defendant to that effect."

Speaking to his resolution, Mayor Laird said that he introduced it because personal observation had convinced him that the matter is one of pressing necessity. The resolution had been carried in the Regina Board of Trade after a long discussion.

"When writs are issued," he explained, "the clerk sends a report to the mercantile agencies, which distribute them among business men in all parts of the country by means of their daily commercial reports. When a business man sees that John Jones, of Calgary, is being sued for \$1,500 he presumes that John Jones is not financially sound, that he is being pushed into a hole, and that the only safe course is to press John Jones for payment. The business man does not know that there is a counter claim for \$1,400, and that the liability of John Jones is only \$100. He doesn't know this, and he and others press for payment of their accounts. John Jones may be perfectly solvent, and yet this sudden pressure upon him is very inconvenient, and the commercial

agency report does him a great, although unintentional, injustice.

"This is not idle talk. I have personal knowledge of just such a case in which a perfectly solvent man was forced to make an assignment, and as his property was sold at a sacrifice he lost all that he had.

"I do not discourage the use of commercial agency reports, for they are absolutely essential to modern business; all that I do is point out one important respect in which they can be improved, thereby remedying a great injustice."

Frank Oliver, Saskatoon, objected that very few retailers take these reports, and they would not know that the agencies had published the news that they were being sued.

H. F. Mytton, Regina: Every intelligent man who has a writ served upon him knows that the fact will be published in the commercial agency reports, and he can write to the agency at once or he can enter a counter claim at once, and it will be reported. If he isn't intelligent enough to know that, I don't think it matters much whether he stays in business or not."

H. G. Dawson, Wakella: "There is just one objection to this resolution. Every defendant will be able to invent some plausible excuse, and the benefit of the report will be entirely nullified."

After some further discussion, in which Thos. Copeland, Saskatoon, took a prominent part, the resolution was carried without amendment.

Government Fire Insurance.

W. H. Cushing and R. J. Hutchings, of Calgary, then moved and seconded the adoption of the following resolution:

"Whereas, the fire insurance rates in towns and cities throughout the North-west Territories are being increased from time to time to an alarming extent, principally in order to cover losses sustained in populous cities in the east; and

"Whereas systems of fire insurance under Government auspices have been successfully carried out elsewhere, notably in New Zealand; and

"Whereas the principle of Government Insurance has been adopted in the North-west Territories in connection with losses in grain crops due to hail storms;

"Therefore, be it resolved that this convention most respectfully begs to submit for the consideration of the Governments of Saskatchewan and Alberta the desirability of causing enquiries to be made into the subject with a view of providing a system of Government fire insurance."

Mr. Cushing urged that there was nothing revolutionary in the motion presented. He thought there could be no difference of opinion that rates in the west are too high, mainly because they must help in the west to pay the big losses in the more populous centres in the east. He believed that Government fire insurance was working well in the Australasian sister colonies and all that the resolution asks is that the Government investigate.

Wm. Short, of Edmonton, made a determined effort to include the subject of life insurance in the resolution, moving an amendment to that effect. The amendment was lost and the original motion carried unanimously.

Fire Marshals.

President A. L. Johnson, of Winnipeg, then moved the following resolution,

which was carried without opposition or discussion:

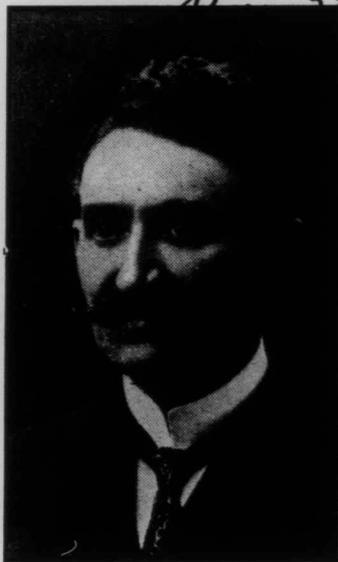
"That a committee of two be appointed by the president to consider the question of the appointing of a fire marshal in each of the new provinces and prepare the necessary legislation to be submitted to the Governments of the new provinces to be enacted."

Mr. Johnson explained that the object was to have the cause of every fire officially investigated, as he believed this would prevent a great deal of incendiarism and carelessness. The convention then adjourned to meet on Friday morning.

FOURTH SESSION.

In spite of the dissipation of the night before at the banquet, several committees were at work shortly after nine o'clock in the morning. The convention resumed its discussion sharp at ten o'clock. C. N. Bell, secretary of the Winnipeg Board of Trade, was present at this meeting and occupied a seat beside President Johnson.

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J. A. MacCaul
 A Prominent Delegate from Indian Head.
 Courtesy Regina "Leader."

Timber Limits.

A. C. Fraser, of Edmonton, moved, seconded by W. H. Cushing, of Calgary, the adoption of the following resolution regarding timber limits:

"That it is considered highly undesirable that any timber limits in Western Canada should be sold, except under conditions requiring reasonable use to be made of such berths within not more than two years of the date of sale, and in the event of the purchaser failing to make use of such timber berth within two years from the date of the purchase, such berth revert to the Government to be available for sale to any parties desirous of utilizing the timber thereon. And that the Minister of the Interior be respectfully asked to give this matter his most careful attention."

Mr. Cushing explained that large areas of timber limits have been purchased by eastern speculators during the last five years and nothing has been done with them, the owners simply holding them in expectation of a rise in values. The Minister of the Interior has discretion-

ary power enabling him to compel the erection of saw mills on pain of loss of the limits, but nothing had been done. Legitimate millers are being kept out of the country by speculators who hold their lands idle.

Mr. Cushing, of Calgary, seconded the resolution, covering much the same arguments as the mover.

Wm. Pearce, Calgary, said that he was surprised to find no reference in the resolution to the importance of preserving the forests from loss by fire. The loss by fire was greater than that from speculators.

"In this matter, the Government can go only so far as it is supported by public opinion, and it is our duty to educate public sentiment along the proper lines. Some of the regulations offer a big temptation to incendiarism. When a quarter section contains a certain amount of timber it is not open for homesteading. Consequently if the quarter section is desirable there is a strong temptation to start a fire in it."

Moreover there is a regulation that dead timber can be obtained without fees. Hence settlers often start fires in order that they may get the burnt timber for nothing.

T. W. Lines, Edmonton, brought the discussion back to the question of the speculators and finally it was decided to refer the whole question to a committee, instructing them to draft a resolution which would cover all phases.

The committee was composed of A. C. Fraser, Edmonton; Wm. Pearce, Calgary; G. A. Love, Red Deer, and B. P. Richardson, Grenfell. At the afternoon session they submitted the following resolution, which was unanimously adopted:

"That owing to the scarcity of growing timber in Alberta and Saskatchewan, it is highly desirable that the same should be reserved for the use of the actual settler, made available for immediate use and preserved from falling into the hands of speculators.

"To this end it is recommended that the present timber regulations requiring actual operation by timber holders be rigorously enforced, that the timber not already disposed of be retained by the Government for the use of actual millers or settlers, that vigorous steps be taken looking towards the preservation of the timber from fire and towards reforestation."

Hospitals.

Hugh McKellar, of Moose Jaw, then moved the adoption of the following resolution:

"That the best interests of the new provinces would be served by having our hospitals built and maintained by the provincial authorities."

A long discussion followed, in which a great number of delegates took part. H. F. Mytton, Regina, and W. H. Cushing, of Calgary, opposed the idea of Government control quite vigorously.

"There is far too little 'noblesse oblige' in this country," said Mr. Mytton. "If you throw the responsibility holus bolus on the shoulders of the Government you do away entirely with voluntary contributions. No one will contribute to the support of an institution for which a Government is responsible."

Finally the following amendment was adopted by the convention, on motion of Wm. Pearce, of Calgary, and A. E. Moore, of Raymond:

"That the Governments be requested

to assist to a greater extent than at present the hospitals in the new provinces of Alberta and Saskatchewan."

The convention then adjourned until 2 p.m.

FIFTH SESSION.

The fifth and concluding session of the convention commenced shortly after two o'clock, Friday afternoon. The first topic for discussion related to

Education.

and was introduced by Mayor K. W. McKenzie, of Edmonton, who moved the adoption of the following resolution:

"That in the opinion of this convention of the Associated Boards of Trade of the Northwest Territories it is highly desirable, from the standpoint of economy as well as convenience, that the Governments of the proposed Provinces of Alberta and Saskatchewan endeavor, as far as possible, to adopt common text books for Public Schools and a common curriculum for High Schools, looking to the free interchange of teachers' certificates and other certificates of standing between the provinces, and that such a policy will best serve the highest educational interests of the said provinces."

Mayor McKenzie said that the uniformity which now existed in the Territories might well continue in spite of the imaginary line which was being drawn to divide the country into two provinces. He pointed out that there is a sparse population in the new provinces and much better terms could be obtained from the publishers if the same text books were used in both Alberta and Saskatchewan. It was also desirable to have "unrestricted reciprocity in teachers." He urged the adoption of the resolution because it was practicable and embodies business principles.

The resolution was seconded by R. J. Hutchings, of Calgary, and adopted unanimously.

Permanent Organization. — 1 c — —

Mayor Laird of Regina then presented the report of the committee on Permanent Organization, Constitution and By-laws. The report recommended that the association remain one united body and organize permanently as the "Associated Boards of Trade of Alberta and Saskatchewan." The committee also submitted a draft constitution and by-laws.

Mayor Laird moved that the report be adopted, and that the convention resolve itself into committee of the whole to consider the constitution and by-laws clause by clause. The motion carried without discussion.

A Misunderstanding.

That there had been no opposition was due entirely to a misunderstanding, and this was soon made clear, for there was a strong minority in favor of separation on provincial lines.

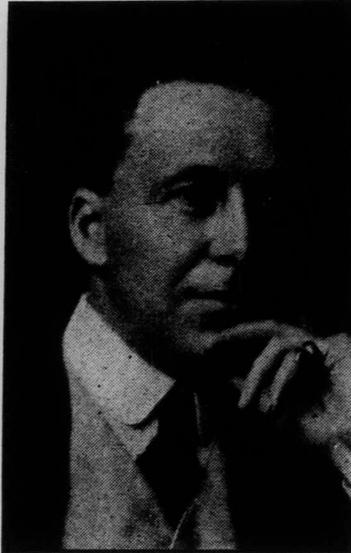
When the first clause of the constitution referring to the name of the association came up it was quite clear that very many members had not understood that the principle of permanency had been adopted. In spite of interruptions Mayor Laird, who was in the chair while the convention was in committee, proceeded to put the vote on clause 1 of the constitution.

Then up rose Frank Oliver (not Hon. Frank! the doughty scrapper from Saskatoon. Young, aggressive, clean shaven, with a determined, firm-looking jaw, he looked the part of one who

"scents the battle from afar." He protested vigorously against the "railroadine" of such a resolution through in such a manner, and moved that the question of permanent organization be reconsidered. He was promptly ruled out of order, as the convention was in committee of the whole, and he subsided for the moment.

H. F. Mytton moved in amendment to clause one of the constitution that the name of the association be "The Associated Boards of Trade of Western Canada." This would allow the inclusion later of Manitoba and British Columbia if that were thought advisable. The amendment carried.

The constitution, as adopted in committee, provides that the association shall include all Boards of Trade of the Provinces of Alberta and Saskatchewan which shall comply with the regulations. A Board of Trade with 60 members and upwards shall be entitled to 3 delegates, a board with less than 60 members and at least 40 members, shall be entitled



H. F. Mytton.
President Regina Board of Trade.
Courtesy Regina "Leader."

to 4 delegates; a board with less than 40 and at least 30 members, shall be entitled to 3 delegates; a board with less than 30 and at least 20 members, shall be entitled to 2 delegates, and boards with less than 20 members shall be entitled to 1 delegate.

Union or Division?

When the committee rose and Mayor Laird had move the adoption of its report, Frank Oliver's chance had come. He moved in amendment that the question of permanent organization be reconsidered. His motion was defeated, but there was a strong minority in favor of division.

Immigration.

A harmless and meaningless resolution referring to immigration, introduced by the Moose Jaw delegation, was carried without discussion. It was as follows:

"That it would be to the best interests of the new provinces for the Legislatures to adopt a progressive immigration policy."

Law Amendments.

Justice McGuire, Prince Albert, then presented the report of the Law Amendment Committee. Perhaps the most important recommendations referred to exemptions, and these were as follows:

"That the Exemption Ordinances should be amended as follows:

(a) "To provide a classification for different classes of persons, e.g., one for a farmer and another for an artisan, etc.; the total exemption in no case to exceed \$1,500, including the homestead.

(b) "That a time limit should be put on exemptions.

(c) "That voluntary transfers of exempted property (particularly from husband to wife) or like transfers, should be declared fraudulent as against creditors."

(d) "That protection should be given a debtor in the discretion of a judge against a clear sacrifice of property liable under seizure, e.g., the sale of immature or unready stock."

A committee consisting of Justice McGuire, Prince Albert; Wm. Short, Edmonton; H. F. Mytton, Regina, and R. Hutchings, Calgary, was appointed to present the report of the Law Reform Committee to the Legislatures.

Hudson's Bay Railway.

The following resolution, moved by H. F. Mytton, Regina, and seconded by Wm. Pearce, Calgary, was carried unanimously:

"That the president appoint a committee of five to formulate a resolution expressing the interest of the people of the Territories in the matter of the proposed Hudson's Bay route from Western Canada to the markets of Europe, and urging that every possible means be taken to determine the conditions of navigation in the Hudson's Bay and Straits;

"And, further, that the committee endeavor to arrange that the various business centres of the west express their desires regarding the Hudson's Bay route to the Dominion Government."

Accordingly the following committee was named by the president: Wm. Pearce, Calgary; Mayor K. W. McKenzie, Edmonton; W. B. Willoughby, Moose Jaw; P. McAra, Regina; Justice McGuire, Prince Albert.

Edmonton Next Year.

The claims of Edmonton, Prince Albert, Saskatoon and Lethbridge, as suitable places for the next convention, were urged by delegates from these towns, and finally it was decided by a large vote to meet next year at Edmonton.

Votes of thanks were passed to the officers and committees, etc., and the convention was closed with the National Anthem.

THE BANQUET.

The banquet tendered the visiting delegates by the Regina Board of Trade was in every sense of the word a striking success. It was held in the Windsor Hotel on Thursday night, and as it followed a night session of the convention, it was almost 11 o'clock when it commenced and after midnight before the toast list was reached. H. F. Mytton, president of the Regina Board of Trade, presided, and was ably assisted by the vice-chairman, H. W. Laird, the clever and popular young mayor of the city. To the chairman's right sat Thomas Tweed, president of the Associated

Boards of Trade, A. L. Johnson, President of the Winnipeg Board of Trade, and Hon. G. H. V. Bulyea; to his left were Premier Haultain, F. W. Peters, general traffic manager of the C.P.R., and Hon. W. Elliott.

When justice had been done to a sumptuous menu, the following toast list was reached:

Toasts.

"There St. John mingles with my friendly bowl,
The feast of reason and the flow of soul."—Pope.

1. The King
"God save the King."
2. The Govenner-General and Lieut.-Governor.
3. Transportation Interests.
4. The Parliament of Canada and Provincial Legislatures.

"For Forms of Government let fools contest,
Whate'er is best administered is best."—Pope.

5. Our Guests.

"For whom he means to make an often guest,
One dish shall serve; and welcome make the rest."—Hall.

6. Trade, Commerce and Agriculture.

"Ill fares the land to hastening ills a prey,
Where wealth accumulates and men decay."
Goldsmith.

God save the King.

The toast to the King was honored in loyal fashion and all joined in singing the national anthem. The chairman announced that he had a letter of regret from Lieut.-Governor Forget who was unavoidably absent and the second toast was honored without any speeches.

Transportation Interests.

F. W. Peters, general traffic manager of the C.P.R., responded to the toast to "Our Transportation Interests." Mr. Peters regretted that no representative of any other railway was present, for the time was past when the C.P.R. were the "whole thing" in the west. Other railways were extending in the west and would divide the traffic with the C.P.R.

In this connection, Mr. Peters told an amusing story of an Irishman who arrived in Canada a short time ago. Landing at Quebec from a steamer, which he had been told belonged to the C.P.R., his eye was caught by the graceful outlines of the Chateau Frontenac. "Who owns that house?" he asked. "The C.P.R.," was the reply.

He traveled to Montreal on a railway line, which he was told was C.P.R., and he put up at the Place Viger Hotel, which, to his amazement, he found also belonged to the C.P.R. He traveled to Owen Sound by C.P.R. and boarded a C.P.R. boat which brought him to Fort William. Another C.P.R. hotel was there for his accommodation. Now Fort William is a divisional point; the time changes there. Meeting a man on the street Pat asked the time.

"C.P.R. time?" was the query.

"By Jabers, do they own time, too?" was the Irishman's exclamation.

Passing to the serious portion of his address, Mr. Peters referred to the great interest displayed in the United States and Canada in recent years in the question of the control of railway rates. "Two years ago the Canadian Government put on the statute books a law relating to the control of rates, a law framed with the very best object in

view, viz., the prevention of discrimination in rates. They appointed a Railway Commission, in whom both the railways and the public have confidence, its chairman being a man of acknowledged legal ability.

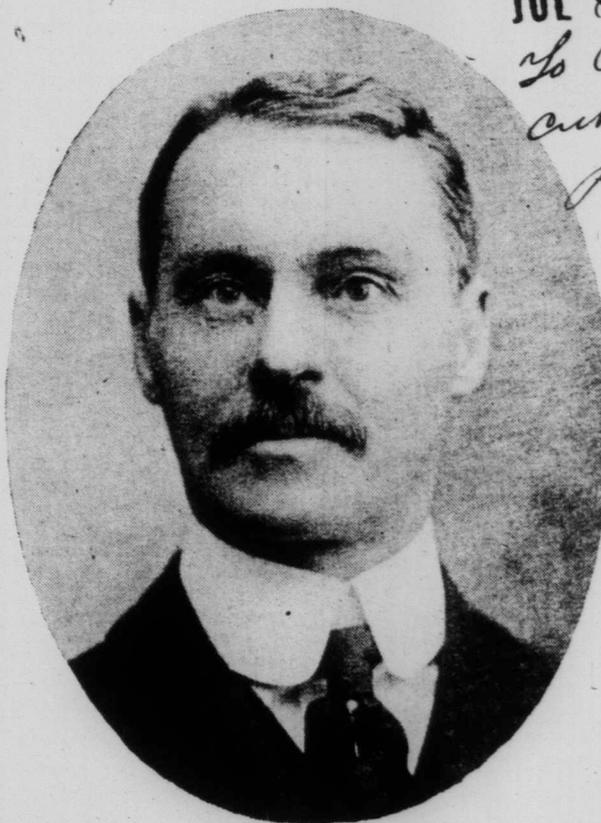
"The railways and the general public should unite in an effort to give this commission a fair chance to solve the problems which come before it. So far it has done good work, and I am very hopeful as to the future. Of course not all of its decisions have been pleasing to the railways, and the public have not always been satisfied, but that is only to be expected.

"Let me make it plain that the railways do not object to this Act; we are willing and anxious to give the system a fair trial. We welcome every measure

move at once, Mr. Whyte estimates that 28,000,000 bushels can be moved before the close of navigation. We have put on 1,000 additional cars and 68 extra locomotives for the western lines. At Kenora a locomotive will pass every 22 minutes during the whole 24 hours in the busy season. The C.P.R. are doing everything possible to handle the big crop with the least possible delay." (Applause.)

Premier Haultain.

Chairman Mytton then proposed the toast of the Parliament of Canada and Provincial Legislatures, coupling with it the name of Premier Haultain. The storm of applause which greeted the name of the Territorial Premier caused the chairman to remark: "I never made



Courtesy Regina "Leader."
Premier Haultain.
Principal Speaker at the Banquet.

RETURNED
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To Carver
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[Signature]

designed to protect the railways against the demands of selfish shippers who want discrimination in their favor. We need assistance for it is a hard matter to persuade the big shipper that he should not be given a better rate than the small shipper.

"All prospects point to a larger harvest than we have ever had before, and for that reason the people of the west are more than ordinarily interested in the transportation question. I may tell you that the C.P.R. are doing everything possible to handle the big crop quickly. Mr. Whyte has given the matter special attention and he has made some interesting calculations. You know he is a careful man, and what he says is usually correct. Provided the opening price is such that the crop will begin to

such a popular speech before in my life."

Premier Haultain was greeted with prolonged cheers and "He's a jolly good fellow" renewed again and again, showing conclusively the strong hold which this gifted young statesman has upon the affections of his own western countrymen. After thanking the audience for their kind reception of his name, he proceeded to express his pleasure as a citizen of Regina in welcoming the delegates of the Board of Trade Convention. There was no need to waste time in dilating upon the advantages of such a convention as they are quite obvious.

"I am glad that if this is to be the last gathering of a Territorial convention, there is still to be a western convention. Somewhat unnecessarily in my

opinion we are to be divided politically, but our interests are the same on both sides of the imaginary line, by means of which the Dominion Parliament intend to separate us, and I hope there will be no division of this association.

"Strangely enough my name is associated with the only toast with which I have nothing whatever to do. I am not a member of Parliament and I don't know very much about Parliament. Moreover, my recent acquaintance with it does not cause me to think very highly of it. (Laughter.) I am not a member of any Provincial Legislature, but as some one has said, 'I 'as 'opes.'

"It is in the Northwest Territories Legislature that my political experience has been gained, and of it I desire to speak a few words. We are told we should speak nothing but good of the dead, and perhaps the same rule should apply to the dying and practically dead. I may be pardoned for being proud of the record of that Legislature. Of course we made mistakes; we were human representatives of very human constituencies. But I believe that no body of men have ever met with a greater sense of their responsibilities or a more single-minded idea that there was important work to be done. This may sound like bombast, but you must allow the dying swan to sing his song.

"The growth of the Territories has been gradual and steady, and so has been the legislative and constitutional growth. A great change is coming and I only hope that the new Legislature will grapple with public questions as ably and honestly, as sincerely and as resolutely as the old.

"It was the glory of the old Legislature that we tried to do business with regard to that business alone; we did not draw the party lines. From 1888 until 1905, in a country where politicians are numerous and party feeling often is very strong, a body of men have been elected who set aside party traditions and worked together for the common good of the west. That was the glory of the old Legislature, and I hope it will be the praise of the new. We have no time here for party politics, for we have too much to do. In a material sense the transportation problem is the greatest question in this country. In my opinion the great project which is coming up for the consideration of the two new provinces and the old Province of Manitoba is that of a Hudson's Bay railway. I firmly believe that this road is coming and that when built it will revolutionize conditions here. It will not interfere with the railways we have already; they will still be necessary. This is the great question that is coming, but this is not the time or place to speak of it."

Our Guests.

Vice-chairman Laird now took charge of the toast list and proposed the toast to "Our Guests," coupling with it the names of President Tweed, of Medicine Hat, Mayor MacKenzie, of Edmonton, W. H. Cushing, of Calgary and A. MacCaul, of Indian Head.

Mr. Tweed, in a humorous address, begged to be excused as he had been sitting close to the chairman and was "under the influence of Mytton." The guests had all been delighted with their visit to Regina and could not say enough to express their gratitude for their

kindly reception. Like Premier Haultain, he hoped they would meet again as a united body, and if, as was suggested, they meet next time in Edmonton, he did not doubt they would have a "capital time" no matter what Calgary might say to the contrary.

Mayor MacKenzie, of Edmonton, also claimed to be in a jaded condition, but made a "capital" speech. He was glad to hear Premier Haultain suggest that the Boards of Trade stay together in one association in spite of the imaginary line which was to divide the Territories into two provinces. Personally he hoped the association would extend its scope to include Manitoba, for the whole of the country between the lakes and the mountains has similar interests, and its Boards of Trade may well be united.

Messrs. Cushing, of Calgary, and MacCaul, of Indian Head, both spoke briefly along the same lines.

Trade, Commerce and Agriculture.

With the toast to "Trade, Commerce and Agriculture," Vice-chairman Laird coupled the names of Messrs. A. L. Johnson, president of the Winnipeg Board of Trade, Clinkskill, of Saskatoon, W. B. Willoughby, of Moose Jaw, and T. H. Blaicklock, of Weyburn.

Mr. Johnson spoke briefly and to the point. He was glad to see so little sectionalism in the proceedings of the convention. The Winnipeg Board of Trade was free from the spirit of sectionalism and in its deliberations he thought it considered only the general interests of the entire west.

"Our interests are mutual in the west," said the speaker, "and what builds up the Territories helps to build up Winnipeg."

In humorous vein Mr. Johnson disclaimed all knowledge of agriculture. The farmer, he knew, was the backbone of the country, for he wears the shoes which his (Mr. Johnson's) firm sell, and he rides on Mr. Peter's C.P. Railway.

Mr. Clinkskill dilated at considerable length upon the glories and advantages of his own town Saskatoon, which he hoped many of the delegates would visit. He also dealt very effectively with the immigration problem and the unoccupied homesteads which are held by speculators, thus hindering the development of the country, its trade, its commerce, and its agriculture.

Messrs. Willoughby and Blaicklock also spoke briefly to the same toast.

City of Regina.

R. J. Hutchings, of Calgary, then proposed a toast to the City of Regina, and took occasion to thank the mayor and the officers of the Board of Trade for their kindness and courtesy. The mayor replied briefly on behalf of the city.

The Ladies.

A toast to the ladies of Regina brought the gallant Premier to his feet to respond, and his rising was the signal for another ovation.

The gathering dispersed about 3 a.m. after singing "Auld Lang Syne."

CONVENTION NOTES.

Regina is a hospitable city. Saskatoon has ambitions to be capital of Saskatchewan.

"Abbott from Maple Creek" was the wit of the convention.

Hon. Frank Oliver has a namesake at

Saskatoon who was a delegate to the convention.

On Thursday afternoon the ladies of Regina entertained the delegates at an informal garden party in the park.

Delegates carried away many souvenirs of that fertile Regina mud, whose wheat growing properties are so well known.

Local jealousies cropped up occasionally, but upon the whole the convention was remarkable for the harmony displayed.

H. F. Mytton was a capable chairman at Thursday night's banquet. Those "under the influence of Mytton" seemed to enjoy themselves.

Saskatoon provided a special train and invited the delegates to visit the ambitious northern town and attend a banquet on Saturday night.

President A. L. Johnson, of the Winnipeg Board of Trade, was present at the convention on Thursday and Secretary C. N. Bell attended on Friday.

The delegates and the press were extended the privileges of the Assiniboia Club during their stay in the city, a courtesy which was much appreciated.

The noticeable feature at Thursday night's banquet was the wonderful popularity of Premier Haultain. Those who know him best apparently appreciate him most.

Secretary Trant was untiring in his efforts to provide for the wants and comfort of the delegates and very much of the credit of a successful convention is due to him.

On Friday morning there was on exhibition on the press table a sample of Spring wheat from the farm of Wm. Reddick, of Maple Creek. It measured 41½ inches in length.

William Pearce, of Calgary, is an old-timer who had probably the most intimate acquaintance of any man at the convention with conditions in all parts of the west. His opinions were always listened to with respect.

A strong sentiment in favor of government ownership of public utilities was a notable feature of the gathering. Messrs. Mytton and Cushing were the principal opponents of such ideas, but the majority of the convention were opposed.

The fire brigade gave a good exhibition on Friday night, throwing streams of water which Winnipeg would find it hard to equal. Regina has accomplished the seemingly impossible for a prairie city—she has an excellent waterworks system in which the pressure is supplied by the force of gravitation.

His Honor the Lieut.-Governor and Madame Forget entertained the delegates at a garden party on Friday evening at Government House grounds. The reception committee assisting Madame Forget consisted of Mrs. McCullough, Mrs. Peverett, Mrs. Ford Jones and Mrs. Bulyea.

During the convention the chairman wisely suggested that all speakers should give their name and Board of Trade on rising to address the meeting. This was a sensible request, but it was not always followed. "Coupland from Saskatoon" and "Mytton from Regina" created some merriment by always announcing their name and town.

Conceit and Ability

ARE as far apart as the poles. * Conceit promises much without the ability to fulfil. Allow us to demonstrate our ability to produce the best line of goods in America. Peas are now receiving particular attention. It is a ten to one shot many dealers will load up with old stock, no need to say what that quality is. We have installed the most modern machinery in the world for canning peas and we know how to operate the same. Now, with a technical knowledge and practical experience of more than 25 years' canning peas, does it not stand to reason that we are able to produce the nicest canned green peas in this or any country. No section of the world is so specially adapted to the growing of delicious peas as Canada; and by our special process we know that the consumer will buy 10 cans of "**Autumn Leaf Brand**" Frankford canned peas to one of any other if you have them in stock. We put up six grades of peas and label every grade true to name. It is very important to know what you are buying. Cut the tins, see the clear appearance of the syrup, taste the peas; note they are young and tender, canned the same day as picked. No need to wash or rinse our peas, but warm them up in the same syrup they are canned in and you will have as delicious a pea as is possible to get picked in your own garden. Again, we say, it is to both your own and customer's benefit that you should demonstrate the facts mentioned above. If your Jobber does not handle our goods get on the line with us.

RESPECTFULLY YOURS,

The Frankford Canning & Packing Co., Limited

Independent Packers

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A. H. ALLEN, Manager

**THE FASTEST SELLING TEA
ON THE MARKET**

"SALADA"

CEYLON TEA

Black and Green

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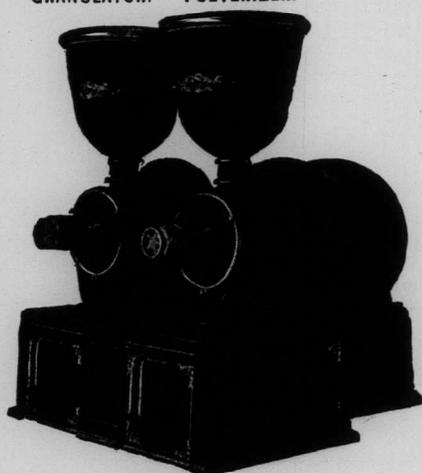
PACKETS SOLD ANNUALLY AND STILL SOARING UPWARD

COLES Electrically Driven
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Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
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Are You Handling

GELLVLOID STARCH?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Celluloid Starch does what is claimed for it and the present heavy demand is the result. Its success is a "continuous performance."

BRANTFORD STARCH WORKS
BRANTFORD, Canada LIMITED

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, July 6, 1905.

HERE is a distinct improvement noted in the grocery trade, and jobbers report a better lot of orders, and reports from travelers are also more encouraging. Merchants who have been holding off buying their season's supply of sugar have come to the conclusion that this necessary article is now about as low as can be expected this season, and the preserving of early small fruits being in swing has forced them to buy. Refiners report larger business from the jobbing trade. In teas a decided improvement has to be recorded, all lines and grades turning over better and in much larger quantities. The market, while somewhat higher than a month ago, is still in buyers' favor, and it is apparent from the amount of business turning that the trade is stocking up. China blacks, notably Pan Yongs low grades, have been sold in large lots early part of this week. Ceylon greens and blacks are being disposed of by London houses at satisfactory figures. Japans also are in good favor. The latest cable from Yokohama gives a shortage of 8,000,000 pounds, an increase of 2,000,000 in shortage since our report of two weeks ago. Molasses has been reduced 1c. per gallon by the Montreal Wholesale Grocers' Guild, as applying to the Quebec district. No features of interest are noted, and business is not large. Corn syrups are holding their own, though this is hardly a good season for either syrups or molasses. Spices continue very strong, and cloves particularly are slated for an advance. Coffees unchanged. In canned goods business has been quiet, with exception that jobbers have placed all their orders with the Canadian Cannery, Limited, for lines quoted in first circular. The low opening prices sugar well for a large business this season. Canned salmon orders also have been placed, and as prices have been decided on by the Guild in the four lines usually grouped, the retail trade is in a position to place its orders. In foreign dried fruits there is nothing of striking interest to record. Local fish dealers express themselves as satisfied with business turning over, considering that this is not the fish season. The arrival of fruits (fresh) always has a tendency to check trade in fish. Flour has shown a decided firmness, and the leading millers have put up prices 10c. per barrel, owing to strong and advancing wheat markets. Feed is dull on account of available pastures. Rolled oats is advancing in sympathy with higher prices in oats. There are

no changes to note in maple products, honey or evaporated apples. The provision market is strong and steady all round.

Sugar—Jobbers report better business in sugar from country merchants. Everyone has been holding off as long as possible for sugar to reach the bottom, but the arrival of small and early fruits has forced the trade to stock up. Refiners also report good business. The foreign beet market is still unsettled and fluctuating.

Granulated, obls.	\$5 00
" 1-bbls.	4 95
" bags.	4 95
Paris lump, boxes and bbls.	5 50
" 1-boxes and 1 1/2-bbls.	5 60
Extra ground, bbls.	5 35
" 50-lb. boxes.	5 35
" 25-lb. boxes.	5 65
Powdered, bbls.	5 15
" 50-lb. boxes.	5 35
Phoenix	4 95
Bright coffee.	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2	4 60
No. 1 " bbls.	4 50
No. 1 " bags.	4 55
Raw Trinidad.	4 50
Trinidad crystals.	4 85

Syrups and Molasses—Barbadoes molasses reduced in price 1c. per gallon, making basis of puncheons now 37c. Trade is quiet and not any indication of activity. Corn syrups only in ordinary demand.

Barbadoes, in puncheons.	0 37
" in barrels	0 39 1/2
" in half-barrels	0 40 1/2
New Orleans.	0 22
Antigua.	0 33
Porto Rico.	0 45
Corn syrups, bbls.	0 02 1/2
" 1-bbls.	0 03 1/2
" 25-lb. pails.	1 30
" 50-lb. pails.	0 90
Cases, 2-lb. tins, 2 doz. per case.	1 90
" 5-lb. " 1 doz.	2 35
" 10-lb. " 1/2 doz.	2 25
" 20-lb. " 1/2 doz.	2 10

Tea—Business in teas shows a decided improvement. Some good-sized parcels of Congous have been sold at prices of 9 to 9 1-2c., principally Pan Yongs. Cable quotations from Shanghai say Ping Suey market opened up with short supplies. Ceylon greens have shown good business, some heavy orders being put through London houses. Blacks also are receiving good attention. Latest cable report from Japan give shortage this year of 8,000,000 pounds, and heavy rains prevailing. Local trade in Japans is reported as good. Jobbers are buying more freely, and this is being reflected from outside points.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	0 18	0 18
Common	0 12 1/2	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoe	0 17	0 20
Pekoe Souchong	0 15	0 20
Indian—Pekoe Souchong	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14 1/2	0 15
Gunpowders	0 13 1/2	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows	0 12	0 12
Packing boxes.	0 12	0 14

Coffee—No change in coffee. Market report of Watt, Scott & Goodacre below gives satistical position of crops for the

past four years, and from all appearances the physiological moment to stock has arrived.

"The 'coffee year' begins on July 1. The visible world's supply at that date in the last four years is stated as follows: 1905, 11,100,000 bags; 1904, 12,361,000 bags; 1903, 11,900,000 bags; 1902, 11,261,000 bags. Thus the consumption for 1904-05 was 1,261,000 bags in excess of production.

"Whereas consumption is increasing, there can be no increase in production for two or three years, even if new planting were contemplated in the large exporting countries. But, on the contrary, cultivation is decreasing owing to labor troubles arising from reduction in wages, occasioned by higher exchange. For instance, the Brazil out-turn for 1904-5 was 400,000 bags less than the previous year.

"Although Santos and Rio new crop arrivals continue to increase, shippers cannot cover offers on the basis of New York markets. In the meanwhile, stocks are accumulating in Brazil, and if roasters continue to sit on the safety valve long enough we will have even cheaper coffees to offer."

Good Cocutias	0 10	0 10 1/2
Choice "	0 11 1/2	0 12 1/2
Jamaica coffee.	0 10 1/2	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09 1/2	0 11

Spices—Spice market continues very strong in sympathy with New York market. Cloves are particularly interesting, and higher prices are looked for. Peppers are held firm, and grinders appear to have bought available stocks. It would not be a surprise if the spice grinders should feel it necessary to make an advance in these staples shortly.

Peppers, black	Per lb.	0 16	0 22
" white	0 25	0 30	
Ginger	0 12	0 20	
Cloves, whole	0 17	0 30	
Cream of tartar	0 25	0 30	
Allspice	0 12	0 15	
Nutmegs	0 25	0 50	

Canned Goods—Business during the week has been good, particularly for Summer canned meats and company picnic supplies. The new prices of canned goods are meeting with pleasurable acceptance by the trade, and it is to be hoped that corn and tomatoes will receive equal reduction to peas. All orders are in hands of the Canadian Cannery agents. Salmon orders being booked at quotations under special heading.

Corn, 2-lb. tins	Per doz.	\$1 20
" 2-lb. sucotash	1 25	
Gallon corn	5 00	
Tomatoes, 3-lb. tins	1 30	
Gallon tins	3 60	
Sugar beets	\$0 85	0 95
2's Asparagus Tips	2 50	
2's Beans, Golden Wax	0 30	
2's " Refugee or Valentine	0 82 1/2	
2's " Crystal Wax	0 82 1/2	
2's Peas, No. 4 "Standardis"	0 82 1/2	
2's " No. 3 "Early Junes"	0 85	
2's " No. 2 "Sweet Wrinkled"	0 95	
2's " No. 1 "Extra Fine Sifted"	1 30	
2's Table Spinach	1 40	

Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3s.	\$1 15	\$2 20
Peaches—White, yellow and pie, 1½s, 2s, 2½s, 3s.	1 25	2 82½
Gallon pears.	3 15	3 67½
" peaches.	3 55	4 50
Pumpkins, 3-lb. tins.	0 72½	
" gal.	2 50	
3-lb. squash.	1 00	
2s Cherries, red, pitted.	2 20	
2s " red, not pitted.	1 75	
2s " black, pitted.	2 20	
2s " black, not pitted.	1 75	
2s " white, pitted.	2 40	
2s " white, not pitted.	2 00	
2s Currants, red, heavy syrup.	1 57½	
2s " red, preserved.	1 77½	
Gals. " red, standard.	4 75	
Gals. " red, solid pack.	7 00	
2s " black, heavy syrup.	1 75	
2s " black, preserved.	2 05	
Gals. " black, standard.	4 00	
Gals. " black, solid pack.	8 00	
2s Gooseberries, heavy syrup.	1 62½	
2s " preserved.	1 85	
Gals. " standard.	7 25	
2s Lawtonberries, heavy syrup.	1 57½	
2s " preserved.	1 85	
Gals. " standard.	4 97½	
2s Pineapple, sliced.	2 25	
2s " grated.	2 35	
3s " whole.	2 50	
2s Plums, Damson, light syrup.	1 00	
2s " heavy syrup.	1 20	
2½s " ".	1 77½	
3s " ".	1 85	
Gals. " standard.	2 95	
2s " Lombard, light syrup.	1 15	
2s " heavy syrup.	1 35	
2½s " ".	1 82½	
3s " ".	1 90	
Gals. " standard.	3 15	
2s " Green Gage, light syrup.	1 15	
2s " heavy syrup.	1 47½	
2½s " ".	1 72½	
3s " ".	2 00	
Gals. " standard.	3 45	
2s " Egg, heavy syrup.	1 52½	
2s " ".	1 80	
2½s " ".	2 10	
3s " ".	1 40	
2s Raspberries, red, heavy syrup.	1 60	
2s " preserved.	1 60	
Gals. " standard.	5 00	
Gals. " solid pack.	8 00	
2s " black, heavy syrup.	1 35	
2s " preserved.	1 50	
Gals. " standard.	4 75	
2s Rhubarb, preserved.	1 15	
3s " ".	1 20	
Gals. " standard.	2 62½	
2s Strawberries, heavy syrup, 1903 pack.	1 47½	
2s " 1904 pack.	1 69	
2s " preserved.	1 75	
Gals. " standard.	5 50	
Gals. " solid pack.	3 50	

Wholesale limited selling prices in salmon for 1905:

Horseshoe, 1 to 4 cases—Talls.	\$1.57½
Horseshoe, 5 cases and over—Talls.	1.55
Horseshoe, 1 to 4 cases—Flats.	1.70
Horseshoe, 5 cases and over—Flats.	1.67½
Maple Leaf, 1 to 4 cases—Talls.	1.57½
Maple Leaf, 5 cases & over—Talls.	1.55
Maple Leaf, 1 to 4 cases—Flats.	1.70
Maple Leaf, 5 cases & over—Flats.	1.67½
Clover Leaf, 1 to 4 cases—Talls.	1.57½
Clover Leaf, 5 cases & over—Talls.	1.55
Clover Leaf, 1 to 4 cases—Flats.	1.70
Clover Leaf, 5 cases & over—Flats.	1.67½
Arrow, 1 to 4 cases—Talls.	1.50
Arrow, 5 cases and over—Talls.	1.47½
Arrow, 1 to 4 cases—Flats.	1.62½
Arrow, 5 cases and over—Flats.	1.60

Terms: Net 30 days, or 1 p.c. 10 days, i.o.b. any wholesalers' points in Ontario and Quebec.

New Canned Goods for 1905:

Strawberries.

	Group No. 1	Group Nos. 2 & 3
2's—Heavy syrup	91.52½	\$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25

Cherries.

2's—Red, pitted	2.02½	2.00
2's—Red, not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80

Rhubarb.

2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52½	2.50
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Peas.

2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3)	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20

Spinach.

2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

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

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

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

Rice and Tapioca—Business fairly good. Hot weather demand is steady. Prices unchanged.

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

Foreign Dried Fruits—Sultana raisin stocks abroad are about exhausted, but no change in price is reported.

Filberts—Some little business has been done during the week in new crop for October shipment at slightly easier prices.

Shelled Almonds—Nothing doing at present. Prices unchanged.

Shelled Walnuts have slightly receded in price, as usual at this season of the year, naturally without inducing import orders.

Malaga Raisins—Quotations have been received for new crop pack, and same are about on same parity as last year's figures.

Currants are sluggish with only a hand to mouth demand and without any change in price.

Valencia Raisins—No further reports from Spain at hand from which it is inferred that the crop is progressing favorably, and unless storms interfere we look for an early delivery at low prices. We quote:

Valencia Raisins—		
Fine off-stalk, per lb.	0 05	0 06
Selected, per lb.	0 06½	0 07
Layers, "	0 07	0 07½

Dates—		
Dates, Hallowees, per lb.	0 04	0 04½
Californian Evaporated Fruits—		

Apricots, per lb.	0 13½
Peaches, "	0 10½
Pears, "	0 13

Malaga Raisins—		
London layers	2 00	
" Connoisseur Clusters	2 50	
" " ½-boxes	0 80	
" Royal Buckingham Clusters, ½-boxes	1 10	
" " boxes	3 50	
" Excelsior Window Clusters, ½s.	4 50	
" "	1 35	

Californian Raisins—		
Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	0 06	0 06½
" " 4 crown	0 06	0 08

Prunes—		Per lb.
30-40s	0 08½	
40-50s	0 08	
50-60s	0 06	
60-70s	0 06	
70-80s	0 05	
80-90s	0 05	
90-100s	0 05	
Oregon prunes (Italian style), 40-50s	0 08	
" " 50-60s	0 07	
Oregon prunes (French style), 60-70s	0 06	
" " 90-100s	0 04	
" " 100-120s	0 04	

Currants—		
Filiatras, uncleaned	0 04½	0 04
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	0 06	0 06
Sultana Raisins—		
Sultana raisins, per lb.	0 06½	0 08
1-lb. carton	0 06	0 09

Eleme Fable Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	0 11	
Fancy washed figs, in baskets, per basket	0 20	
" pulled figs, in boxes, per box	0 22	
" stuffed figs, "	0 28	
12-oz. boxes	0 06½	0 07

Fish—Wholesale fish dealers report a very good demand for all sorts of fresh fish. Receipts of same are ample for requirements, but dore and halibut are very scarce at present. It is expected that in a week or so supply will be better. Brook trout is pretty nearly finished, in fact there is hardly any to be found on the market. The quality of the new stock arriving is of the fines. There has been an extra demand for Gaspe salmon during the past week, owing to the Independence Day across the border, where on such occasions much of our salmon is used. On account of this, salmon has a tendency to advance in price. There is a fair demand for salt, boneless and smoked fish, but dealers do not look for any material improvement before September. There are very little changes in prices, which seem to be firm. We quote:

Black bass	0 10
Fresh mackerel, per lb.	0 08
Shad, each	0 20
Gaspe Salmon, per lb.	0 13
Sturgeon	0 09
Boiled lobsters	0 13
Dore, fresh	0 09
Fresh white fish	0 04
Lake trout	0 08
Brook trout	0 18
Choice select bulk oysters, per gal.	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddock, per lb.	0 04
Fresh pike	0 06½
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " half bbl.	3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, "	6 50
" " per keg	1 00
Holland herring, per keg	0 65
No. 1 salt mackerel, pail of 30 lbs.	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl.	9 00
" (200 lbs.) bbls.	17 00
" " large (300 lbs.)	24 00
B.C. salt salmon, bbl.	15 00
" " ½ bbl.	8 00
Lake trout, salt, 100 lbs.	4 50
Sea trout in bbls, 200 lbs.	10 00
" half bbls.	5 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz	1 00
Canadian ½ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz.	2 25

Country Produce.

Maple Products—Hot weather keeping up pretty well has affected the sale of maple products. However, business, though being small, remains steady. Dealers do not expect any improvement before the Fall. Prices are firm and unchanged.

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

Honey—Honey is moving very slow, as it does usually at this time of the season. The market is too well supplied with other attractive products to

produce any better demand before the new honey arrives. We quote:

White clover, extracted tins	0 07	0 07 1/2
" kegs	0 07 1/2	0 07 1/2
" comb	0 13	0 13 1/2
Buckwheat	0 06	0 06 1/2

Beans—Beans are only in a very limited demand. The last few weeks' improvement has disappeared, owing perhaps to high prices. The crop prospects are said to be very poor, on account of too much rain. No change in prices this week.

Choice prime beans	1 65	1 70
Lower grades	1 40	1 50

Hops—There is nothing of note to report in hops; the local market is dull as ever. Prospects of the crop in the States are said to be fine. Owing to poor demand, prices, it was thought, might decline, but, on the contrary, they remain firm because of the stocks being so light.

B.C.	0 36	0 38
Choice Canadian	0 25	0 30
Fair to good	0 24	0 26

Evaporated Apples — Evaporated apples continue very dull. They sell with a poor demand at from 6 1/4 to 6 1/2-c. However, we hear of some cutting in prices by some dealers, though such hopes of easier prices are promptly denied by some authorities, who have received advices that the price might go up to 8c. this Fall. Dried apples, with little doing, 3 to 3 1/2-c.

Flour Feed, and Meal.

Flour—An interview with the principal dealers shows little change in the flour market, which is strong owing to prevailing good demand. Wheat continues very firm, and the Manitoba crop, according to last advices, promises a very large yield.

Very little is done in export to England, while very substantial shipments are made to South African ports. In general this week's market lacks in any new feature, except that some millers have advanced their prices. We quote:

Royal Household	5 70
Glenora	5 40
Manitoba spring wheat patents	5 40 5 60
strong bakers	5 10 5 30
Winter wheat patents	5 30 5 50
Straight rollers	5 00 5 10
Extra	4 50 4 60
Straight rollers, bags, 90 per cent.	2 40 2 50

Feed—The steadiness in feed is wearing off a little. Bran is weak, and but small sale so far it are made. This is due to pastures being very rich this year, and will be the cause of little doing for some time. Mouillie also in limited demand. In fact there are no important changes to note. Prices are as under:

Manitoba bran, in bags, per ton	16 50	17 00
shorts	19 00	20 01
Ontario bran, in bulk	15 00	16 50
shorts	19 00	20 00
Mouillie	24 00	27 00

Rolled Oats—The market in rolled oats is strong, owing to oats being very firm. Oatmeal has been particularly dull last week, and exports were purely nominal. Sales are made easily as per quotations below:

Fine oatmeal, bags	2 85	2 90
Standard oatmeal, bags	2 90	2 95
Granulated "	2 90	2 95

Rolled oats,	2 30	2 25
" " bbls	5 65	5 75
" " 90-lb. bags	2 75	
" " 80-lb. bags	2 60	

Hay—There is not much change this week. The demand is good enough, but dealers entertain hopes for better business when the farmers will start harvesting. No. 1 particularly scarce, though all stocks generally are much lighter than those of last year. The hay crop, especially in new prairies, promises a good yield. No change in prices to report.

No. 1 timothy	9 00
" 2 " choice	7 50 8 00
" 2 " ordinary	7 00 7 25
Clover	6 25 6 50
Clover mixed	6 50 7 00

Ontario Markets.

GROCERIES.

Toronto, July 6, 1905.

THERE is the usual seasonal slackness on the street this week, but considering the time of the year on the whole things are satisfactory. A number of houses report good full orders coming in. The crop prospects throughout the country are good, and a fine Fall business is anticipated. There is some more interest being manifested in sugar of late, buyers heretofore holding off on account of the unsettled conditions. Canned goods are the centre of much interest both in vegetables and fish. A rise in U.S. tomatoes have been followed by corresponding advance here, while peas are being bought freely at prices named. The price committee having announced the price for salmon one would have expected more interest than is being manifested, especially in view of the closed season for the next two years.

Molasses is firm and meeting very fair reasonable demand, with some inquiry for syrups.

Coffees are quiescent with only a few lines of milds changing hands. Tea is without feature. Rice and tapioca are firm with advancing tendency noticeable in the latter. Spices are quiet locally, but on the New York market indications are for higher prices. In dried fruits prunes are firm and other California dried fruits scarce and high. It is early yet for Mediterranean, but some buying for importation is being spoken of in a quiet way. Evaporated apples are strong and slightly higher. There is little of interest in other country produce, with eggs probably a little weaker. In grain and flour we have the northwest millers reducing prices, while on Toronto market Manitoba wheat shows an advance over last week's quotations of 1 1/2 cents.

Up to going to press there was no further change in sugar, with the exception that acadia is now 10 cents below Montreal granulated.

Canned Goods—Canned goods are still absorbing the attention of the street, and at the low price made for peas this line is receiving no little attention. Speculation is rife as to the probable price for corn and tomatoes. Some predict that

the canners will make a price relatively as low as for peas, while others take the opposite view. In the meantime the market is pretty well cleaned up, so far as these staple vegetables go, and the new crop will have a clear show. A rise has been recorded in American tomatoes, and as a result prices here have firmed up, and no more are offered for \$1.25. The price for salmon has been made on a basis of \$1.57 1/2 per dozen for 1 lb. talls in one to four-case lots. This applies to Horse Shoe, Maple Leaf and Clover Leaf brands. Arrow brand is fixed at \$1.50. A concession of 2 1/2-c. per dozen is allowed on orders of five cases and up. These prices are good for new pack, only delivery to be made in the Fall around September 15th. The prices are about on a level with five years ago. Last year was the highest in many years. The trade do not seem to be taking hold very briskly, but if the order in Council closing the fishing for the next two years be adhered to it would be well to give the salmon situation serious thought, especially as it is understood that the English market is practically bare and can take care of large quantities. We quote:

Peas, standard, 2's, group 1	0 62 1/2
" " 2 and 3	0 60
" " early June " 1	0 70
" " 2 and 3	0 67 1/2
" " sweet wrinkle " 1	0 82 1/2
" " 2 and 3	0 80
" " extra fine sifted, 2's, group 1	1 22 1/2
" " 2 and 3	1 20
Spinach, 2's, group 1	1 42 1/2
" " 2 and 3	1 40
" " 3's, group 1	1 82 1/2
" " 2 and 3	1 80
Asparagus, 2's, group 1	2 52 1/2
" " 2 and 3	2 50
Cherries, red, pitted, 2's, group 1	2 02 1/2
" " 2 and 3	2 00
" " red, not pitted, group 1	1 57 1/2
" " 2 and 3	1 55
" " black, same as red	
" " white, pitted, 2's, group 1	2 23 1/2
" " 2 and 3	2 20
" " white, not pitted, 2's, group 1	1 82 1/2
" " 2 and 3	1 80
Strawberries, heavy syrup, 2's, group 1	1 52
" " 2 and 3	1 50
" " preserved, 2's, group 1	1 67 1/2
" " 2 and 3	1 65
Rhubarb, 2's, group 1	1 17 1/2
" " 2 and 3	1 15
" " 3's, group 1	1 92 1/2
" " 2 and 3	1 90
" " gal. group 1	2 65
" " 2 and 3	2 62 1/2
Tomatoes, 3's	1 30
Corn, 2's	1 20
Peas, 2's	0 82 1/2
Sliced beets, 2's	0 85
" " 3's	0 95
" " whole	0 95
Pumpkin, 3's	0 75
gal.	2 50
Squash	1 00
Asparagus tips, 2's	2 75
Golden waxed beans, 2's	0 80
Refugee or Valentine beans, 2's	0 85
Crystal waxed beans, 2's	0 92 1/2
Spinach, 2's	1 40
" " 3's	1 80
Baked beans, plain, 1's	0 45
" " 2's	0 72
" " 3's	0 90
Tomato sauce, 1's	0 75
" " 2's	0 50
" " 3's	1 00
Chili sauce same as tomato sauce	
Catsups, tins, 2's	0 90
gal.	4 50
" jugs	7 70
Apples, standard, 3's	0 78 1/2
preserved, 3's	1 47 1/2
standard, gal.	2 00 1/2
Pears, Flemish Beauty, 2's	1 52 1/2
" " 3's	2 00
" " Bartlett, 2's	1 87 1/2
" " 3's	2 82 1/2
" " whites, 2's	1 72 1/2
" " 3's	2 67 1/2
Peaches, pie, 3's	1 25
Cherries, red, pitted, 2's	2 20
" " not pitted, 2's	1 75
" " English black, pitted, 2's	2 80
" " not pitted, 2's	1 75
" " white wax, pitted, 2's	2 42
" " not pitted, 2's	2 00
Lawtonberries, heavy syrup, 2's	1 57 1/2
preserved, 2's	1 75
standard gal.	4 87 1/2

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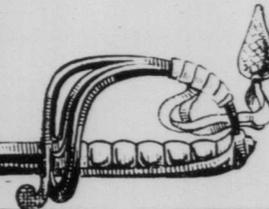
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SWORD



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IT HAS
CONQUERED
THE WORLD



WHY SOME GROCERS ARE FAILURES.

It is interesting to note the number of changes in the grocery business that are constantly occurring, and it has been said that at the end of ten years not more than ten per cent. of the same grocers will remain in business.

The causes for these continual changes are many, says the Interstate Grocer, but are due principally to incompetency, and lack of capital. To incompetency should be attributed at least 85 per cent. as there is usually sufficient capital on hand to run the business at the time it is started. When financial embarrassment comes the almost invariable cause is found to be bad management.

The grocery business seems to be the only avenue to riches, for every carpenter, shoemaker, crippled railroad employe or any man who has laid by a few hundred dollars. For some unknown reason they seem to think it is a life of ease, a business requiring no very great amount of ability or previous experience, and a stepping stone to greatness.

As a result of this blindness the aspirant for wealth, either buys out some grocer already in business at a cheap price, or puts in a small stock and establishes a new store. He has enough money to carry on the business for a time, but soon discovers that trade is not as brisk as anticipated nor profits as good. If he should be fortunate enough to get a good line of customers he shortly discovers that credit has been given with too free a hand and that collections are hard to make. Then comes financial troubles, due of course, to his incompetency.

In addition his previous lack of experience makes him a fit subject for all kinds of schemes that are forced on him by unprincipled salesmen who sell him goods that are unsalable. He then has a lot of stock on which no money can be realized, and lack of money again begins to trouble him. Incompetency, however, was the cause of the distress.

Then, again, having had no experience, such men are not aware that frauds are perpetrated on them daily through their being short counted, over-weighted, over-gauged and over-measured on many of the purchases which they make. In

other words they are easy prey for dishonest houses, who know of their inexperience and as a consequence they "do" them. Having confidence in all the world they shortly begin to realize that although they have handled a good business, no surplus of profits are visible. Again here is a shortage of funds with which to meet the bills of the jobber, and they finally quit because of their inability to cope with their more wide-awake and experienced brother merchants.

Of course some of these carpenters, shoemakers and railroad men become shrewd merchants and make successes, but it is only the exceptional one who does. The exception on close inspection will prove to be a man of tact, observation and a close student of the requirements of the business, who watches every detail and who is a good listener and a reader of all information that comes to him relating to the groceries. He is a man who, while he supposes everybody is honest, takes no chances, but carefully checks up deliveries of groceries made to him by concerns that he buys from and he will not say "it's too much trouble" to count a barrel of nickels or of mackerel. Neither will his store be the dumping ground for a lot of unsalable groceries, nor will he extend credit indiscriminately to whoever asks for it. On the contrary, he will figure that every dollar's worth of groceries leaving his store on credit is so much cash loaned out without interest, and no security other than the honesty of the debtor, and he can be relied on to investigate pretty thoroughly the chances for getting back the money for this goods, and will not hesitate to say "No" to a credit applicant if his chances are the least doubtful.

NEW FACTORY.

The building permit will shortly be issued for the new factory of the Walter M. Lowney Co., in William street, Toronto. The cost of the new building and power plant, exclusive of the confectionery machinery, will be about \$100,000.

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

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FINANCE

FRATERNAL life insurance companies have been coming in for much severe criticism recently at the hands of financial journals and experts. The rates which have been in force in most cases have been entirely inadequate. Actuaries were apparently neglected in striking a rate which would be sufficient to meet the death claims as they fell due. Sane life insurance is based on one absolute principle, that the average man shall pay in enough to cover his claim, with an additional percentage for expenses, etc. This is the only common-sense theory of insurance. If this has not been done, arguments based on the number of members and the increase of business are deceptive. There is no strength in numbers where each member is a losing proposition. If the rates have been fixed so low that the average man in his lifetime does not pay as much as his beneficiaries will receive, then the more the members, the bigger will be the crash.

* * *

The worst feature of it is that where a bad start is made, it is practically impossible thereafter to rectify the mistake. If a company admits members for a number of years at an insufficient rate, the only means of equalizing matters is by charging later members a sum in excess of what they ought to pay. Since no one is prepared to

pay for other men's mistakes, practically no one would come in at what was then an exorbitant rate. As a matter of fact, most of the fraternal companies have not raised their rates to meet the requirements, but have gone on blindly trusting to pay the claims out of the fees from new members. At best, this device can only stand off the inevitable a short time. When the mass of men who entered the company some years ago as young men reach the age where life is insecure, and begin dropping off in increasing numbers, the sinking funds will disappear with disastrous rapidity. An authoritative English financial paper recently reckoned that one Canadian fraternal society, which had a surplus of about six million dollars, in reality should have shown a rest fund of over fifty million dollars to secure its liabilities. The prospect is ominous when these liabilities shall become pressing.

* * *

The increase in investment is the most remarkable feature of the report. It far exceeds that of the United States when account is taken of the difference in population. At the present rate of development it will not be many years till the whole country is honeycombed with steel rails. The Grand Trunk Pacific is one of the greatest enterprises ever undertaken on the continent. A line is being pushed up towards James Bay, to connect with that great waterway. In the far west the whole development of the mineral resources is waiting on an increase of railway facilities. To meet this the C.P.R. and the Great Northern are vying with each other to see

Make Change Without Loss

Mistakes that occur in making change are avoided by system.
A customer gave this reason why she trades with Mr. Hardy:

"Mr. Hardy's National Cash Register counts the money that is taken in, and if a mistake is made in making change you can always have it corrected.

"I once made a 10-cent purchase and handed the clerk \$5. He handed me 90 cents. I did not notice the error until I reached home. I called Mr. Hardy's attention to it and he opened his National Cash Register and balanced his cash. It showed that there were four dollars more in the drawer than called for by the sales record."

A National Cash Register accurately records each transaction, whether cash, credit, money received on account, money paid or money changed, and shows the clerk's initial.

Let our representative call and explain our system to you.

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 This does not obligate me to buy.

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	<i>Address</i>
	<i>No. clerks</i>



which can build lines the quicker. The railways are a mighty factor in the industrial life of the country.

Changes consequent upon the death of Geo. Gooderham have taken place in the Canada Permanent Mortgage Corporation. W. H. Beatty has been elected president; W. G. Gooderham, first vice-president, and W. D. Matthews, second vice-president. Mr. J. Herbert Mason, managing director, has retired from the general management, and was appointed chairman of the board of directors, in which position he will still have a general supervision of the affairs of the corporation. Mr. Mason, in his connection with the Canada Permanent has become widely known in the commercial life of the country. He has been with the present company now from its inception, fifty years ago. He has also been connected with the Canada Land Law Amendment Association, and the Ontario Land Mortgage Companies Association.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - - \$8,700,000
Rest, - - - - - \$3,500,000

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Ont.	Annual Income	-	3,890,000.00

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Ridge Hall Fruit Farm, - LEAMINGTON

GREEN FRUITS AND VEGETABLES

ONTARIO MARKETS.

Green Fruit.

Toronto, July 7, 1905.

THE fruit market is full of activity these days, with California fruits absorbing the principal interest. Strawberries are only in medium supply and, having come in late, it is a question how long they will last. Raspberries from Leamington made their first appearance on the market Tuesday. Red brought 18 and black 12½c. Larger supplies and lower prices will shortly be in order. Florida pines are practically done. Valencia oranges are meeting satisfactory sale. Lemons are higher, and it is even hinted that \$6 lemons are in sight. Bananas are meeting active demand. Watermelons are good sellers just now and some fine Rockyford jermelons are having a ready sale at \$4 to \$4.50. Our quotations are as follows:

Florida pines, per case	3 50	4 00
Oranges, late Valencias	4 75	5 00
Lemons, Messina	4 50	5 00
" "	4 50	4 75
Bananas, large bunches, crated	2 00	2 25
Bananas, 8's, per bunch, crated	1 40	1 75
Bananas, 7-hand bunches, off track	0 75	0 90
Bananas, red, per bunch	2 25	3 50
Domestic strawberries, per quart	0 07	0 09
California apricots, " crate	1 25	1 50
" peaches, " "	1 00	1 25
" plums, " "	1 25	2 60
Cantaloupes, Rockafords, per crate	4 00	4 50
Watermelons, each	0 25	0 35
Gooseberries, per box	0 06	0 08
Cherries, per basket	1 00	1 50
Red raspberries, per box	0 18	0 18
Black	0 12	0 12

Vegetables.

The domestic vegetables have almost entirely supplanted the imported on the market now. The quality is good and prices in a number of lines becoming more popular. There are some fine new potatoes appearing. The demand is satisfactory and, on the whole, a brisk market. We quote:

Outdoor lettuce, per doz. bunches	0 20
New radishes, per doz. bunches	0 23
Dry Mint, per doz. bunches	0 20
Parsley, " "	0 20
Sage, per doz.	0 20
Savoury, per doz.	0 22
Bermuda onions, per crate	1 00
Egyptian onions, per sack	2 50
Green house water cress, per doz.	0 25
Potatoes, carlots on track Toronto, per bag	0 55
Potatoes, per bag	0 55
Cabbage, per doz	0 50
" Canadian, per doz.	0 40
Outdoor rhubarb, per doz. bunches	0 23
onions	0 15
Mississippi and Texas tomatoes, per case	1 25
New beets, per doz. bunches	0 25
Spinach, domestic, per bush	0 35
Baltimore potatoes, per bbl	2 50
New carrots, per doz. bunches	0 30
Waxed beans, per bush. box	1 00
Baltimore cabbage, per bbl. crate	1 50
Green peas, per bush	1 00
" basket	0 25
Cauliflowers, domestic	0 75
Squash, per doz	3 50
Cucumbers, per hamper	1 75

QUEBEC MARKETS.

Green Fruits.

Montreal, July 6, 1905.

The fruit market is a little dull this week owing to the holidays of the past week. Dealers have provided themselves with large quantities of fruits. Stocks are plentiful and generally moving slowly.

There are large stocks of strawberries,

which sell well between 5 and 12c. Navel oranges, owing to a limited demand, are moving slowly; prices are higher, in fact between \$4 to \$4.75, and even \$5. Bananas are strong and supplies much smaller than requirements. About 40 cars of them arrive weekly, and are taken up, while last week only 23 cars came in. However, as more are coming prices will probably lower in a few days. They enjoy good demand.

Sufficient stocks of California plums and peaches are on the market. Lemons, owing to a scarcity and to a good and steady demand, are known to sell as high as \$4.50 a box. Lemons have ruled very high this past week in New York, and the highest prices of the season have been realized.

The prospects of the pear and apple crops are poor both in Western New York and in the Hudson River Valley. However, some authorities claim that the pear crop will not be bad in Hudson River Valley, but will average some of the late years good outputs.

Montreal dealers expect to see some home-grown apples on the market about the first of August. The crop is very promising. Some American apples are arriving in small lots from California. They are of a fair size and sell well. There are also some spys, but they are scarce.

California peaches and plums, which are in fair lots, are coming daily in car lots, and sell well owing to good demand.

Prices are generally firm this week. In fact there are hardly any changes. We quote:

Plums, crate	1 50	1 80
Peaches, box	1 50	1 80
Apricots, crate	1 25	1 40
Apples, bbl.	5 00	6 50
Dates, per lb.	0 04	0 04
California cherries, box	3 00	3 00
Bananas	1 75	2 00
Cocoanuts, per bag of 100	3 00	3 25
Pineapples, 24 to case	3 00	3 75
" 30 to case	3 00	3 00
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box	5 00	5 00
California navel oranges, per box	4 00	4 75
New Messina lemons 30's	3 00	3 25
" 360's	2 00	2 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl.	6 00	6 00
Tomatoes, Floridas, crate	2 75	2 75
Strawberries	0 10	0 12
Cantaloupes, per crate	6 00	6 00
Watermelons, each	0 35	0 35

Vegetables.

Vegetables, as usual, are in a very good demand. Cucumbers, cabbage, young onions, beets, green peas, in quite large quantities, are selling very well. Stocks in general are moving fast, owing to low prices. However, it is believed that next week will see still lower figures.

Texas onions are much lower. The best that can be said of them is that they are of but a very ordinary quality. In New York the supply is so large that the very best of them do not sell higher than 85c. The best onions in New York are coming from the east shore of Virginia. They average from 80 to 90c.

The crop of Louisiana onions is said to be so large as to threaten an over supply. They are of the finest quality

ever seen. Very large lots of home-grown vegetables are coming daily. Cabbages, asparagus, cucumbers, arrive very freely. Florida celery is out of the market, and Charleston cucumbers also. Prices are easier this week. We quote:

Mississippi tomatoes, 4 lb crate.....	1 25
Florida tomatoes, crate.....	3 00
Bermuda onions, per box.....	2 25
New cabbage, per crate.....	1 25
Green and wax beans.....	3 00
Canadian Asparagus, doz. bunches.....	3 50
Potatoes, carlots.....	0 55
Less than carlots.....	0 65
Bunch lettuce, per doz. bunches.....	0 70
Canadian radishes, per doz. bunches.....	0 50
Mint, per doz. bunches.....	0 05
Parsley, " ".....	0 10
Sage, per doz.....	0 35
Savory, per doz.....	0 75
Beets, new, per doz.....	1 00
Egg plant, per dozen.....	1 00
Green onions, per doz.....	1 50
Egyptian onions, per lb.....	2 00
Yellow onions, in 80-lb. bags, per bag.....	0 15
Green house water cress, per doz.....	0 02
Waxed beans, per bush.....	2 50
Cauliflowers, home grown, per doz.....	0 50
Green peppers, per basket.....	2 50
Spinach, per bbl.....	0 75
Cucumbers, per doz.....	2 25
Texas onions, crate.....	0 50
Cranberries, per bbl.....	1 50
New potatoes, barrel.....	10 00
Montreal cucumbers, dozen.....	2 25
	0 50

For Manitoba Fruit Market report see general markets.

NEW FRUIT COMPANY.

The Georgian Bay Fruit Growers, Limited, have been incorporated by Ontario charter with a share capital of \$25,000, and with headquarters at the town of Thornbury, in the County of Grey. The purposes of the company are: (a) To deal wholesale and retail in all kinds of fruit; (b) to build and own fruit houses and cold storage plants, and (c) to own and operate evaporators, canning factories, cider and pulp mills, factories for the making of barrels, boxes, baskets, crates or any other packages required in the handling of fruit. The directors are Grey farmers.

FRUIT DIVISION REPORT.

Last week's report from the Fruit Division, Ottawa, indicates a medium to full crop of apples in the Maritime Provinces, except for early varieties, which do not promise more than a light crop. The prospects are for a medium to full crop in most sections of Ontario. A full crop of pears is indicated.

There are excellent prospects for plums in almost every section. Allowing for the Winter killing of 1899 and 1903, the prospects for peaches are promising. Indications are that cherries and bush fruits will be an abundant crop in nearly every district. Some losses occurred to the strawberry crop from the late frosts.

WILL OPEN IN TORONTO.

Mr. Charles Niechia, representing Fratelli Sacca, fruit importer, New York, has been in Toronto and vicinity the last week calling upon the fruit trade. Mr. Niechia's specialty is lemons, the head office of the firm being in Messina with branches at Hamburg, Leipsig, Melbourne and New York. Mr. Niechia expects to return shortly and open a branch in Toronto.

Celebrate the 12th July

By placing your order for fruit with us. Being the largest receivers and with warehouses in Toronto and Hamilton places us in the best position to serve you.

— A FEW HINTS —

California Peaches, Plums, Apricots, Watermelons, Florida Pineapples
 Strawberries, Tomatoes, New Potatoes, Bananas, Oranges, Lemons, Peanuts
 Our price list explains fully. Send for one quick.

WHITE & CO., LIMITED

Hamilton **PHONE US OFTEN** Toronto
 34 York St., Phone 1115 Phone Main 4106

“Keep 'em Coming”

Your orders for Watermelons—send 'em right along to us—you can't beat our quality or price.

W. B. STRINGER & CO. - **WHOLESALE FRUIT BROKERS.**
 61 Front Street East, TORONTO

PINEAPPLES NOW is best time to buy
 Best Fruit, all sizes in stock

OUR FIRST CAR LATE VALENCIA ORANGES. Due Saturday, the celebrated
 “GOLDEN ORANGE” brand. Packed exclusively for us in Canada.
HUGH WALKER & SON, - GUELPH, ONT.

LEMONS

are predicted to run high. Market nearly cleaned out. We can supply you now.
 Prices per box, \$4.50 to \$5.00.

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

IF YOU HAVE

any good **cherries**, or **other fruits**, to ship to **Toronto**, we can handle them to an advantage for you.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND
 COMMISSION MERCHANTS
 Corner Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

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

SPECIAL THIS WEEK

STRAWBERRIES AND CHERRIES

Best Berries. Cheapest Price. See us about Strawberries.

Timeliness

is the watchword when buying Fresh Fruit.
If you live in Ontario and I get your order for

Strawberries

before noon, you get the **Strawberries** the following morning. My berries, too, are picked on **order**, not **before**, so you get them sound and fresh. As to **Strawberry Preserves** and **Preserved Fruit** in general—you cannot get better goods than the **E. D. S. Brand**.

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

MASON & HICKEY

108 PRINCESS STREET, WINNIPEG, AGENTS FOR WEST
Carry stock of Jams, Jellies, etc.

BUY DIRECT—I am better equipped to supply you with Fresh Strawberries at close prices than your commission merchant. I grow, pack, and can ship you direct. Write or wire for quotations on "Crown" Brand Strawberries.

E. L. JEMMETT

GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.



Sixty
Years of
Popularity

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

**COX'S
INSTANT POWDERED
GELATINE**

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

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

WE IMPORT

Canned Goods, Apples, Grain, Maple
Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweet-
meats, Oils, Colours, Chemicals, etc.
Let us hear from you.

T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.

DIAMOND BRAND MAPLE SYRUP

IS NOT A COMPOUND

It is not only Pure, but it has
that delicious flavor of fresh Sap
Syrup direct from the sugar bush.

All Jobbers.

Sugars Ltd., - Montreal

NO

matter how large a stock you
may have it is not complete
without

SAN-TOY STARCH

The starch that always gives
satisfaction Ask your jobber
for it or write direct to

J. H. MAIDEN
MONTREAL

N. S. Markets.

Halifax, N.S., July 3, 1905.

SOME improvement is noted in the grocery markets, and a fair jobbing trade was done during the week. Orders from some parts of the province are coming in more freely, and trade generally is brightening up. Prices on most articles remain unchanged, and collections are about the same. According to information received here the tea markets are improving, recent advices showing advances in Japans of 1½ to 2c. per pound. Dealers also say that there is a shortage in the crops of ginger, pepper and nutmegs, and in consequence of this the tone of the market is very firm.

Recent advices from Barbadoes indicate that the molasses market is now over at the island. The season was one of the best in years, and the prices were well maintained throughout, the shipments to Canada and Newfoundland being unusually heavy.

The demand continues good for canned stock of all kinds, and also hams and bacon. Smoked might be considered very scarce, though the dealers have not advanced the price on their present holdings.

The sugar market is steady and the wholesale price is unchanged. The retail dealers have dropped the price half a cent per pound, the article now selling at six cents. During the week brokers were taking orders for new pack canned on the usual conditions.

Fruits and green truck continue in good supply. American cabbage advanced 50c. per crate during the week, but it is expected that it will drop again when the next shipment arrives. Good oranges are scarce, and there was a shortage of bananas at the week's end, but the fruit steamer is now due. California cherries, plums, apricots and peaches found good sale during the week. Old stock potatoes are disappearing from the market, and American tubers are coming in more freely. They are quoted at \$3 per barrel. The receipts of Ontario strawberries during the week were quite large. These berries are late coming to the market this year, and now will have to compete with the native berry. Ontario berries are quoted at 15c. per box. The native berry sells more freely, as it has the advantage of both color and flavor. Reports from the fruit-growing centres say that the recent wet weather has injured the crop, and that there will be a shortage.

Dairy butter is a little easier, being quoted at 19c., and the best creamery at 20 to 21c. The receipts are not up to expectations. The scarcity of small tubs of choice butter for family use is unusual for this season of the year. Eggs are steady at 17c. for Nova Scotia, and 16 for Prince Edward Island. Advices from the island say that there is a prospect of the price becoming a little easier this week. Cheese continues in good demand at last quotation.

The only change worthy of note in the fish market is a drop of 50c. per quintal in Bank cod at the end of the week. The receipts of dry fish are coming in more freely, and foreign shipments are not very brisk.

Forging ahead

The sale of

St. Charles Evaporated Cream

has grown to an enormous extent since introduced to the trade and public a few years ago. This preference is solely due to the **guaranteed superiority** of the Cream over all other similar goods.

Valuable premiums given to the trade—Coupons in every case.

Write us for particulars and premium list.

Montreal Agents: **S. H. EWING & SONS**

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 531.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Shirriff's Flavoring Essences

have stood the test for over twenty years and are more largely used than ever.

Do You Handle Them ?

Imperial Extract Co.
Manufacturers
TORONTO



Capstan Brand

PURE MOCHA AND JAVA
GROUND

COFFEE

Put up in 1-lb. tins, with a very attractive label, and is giving perfect satisfaction. Ask your wholesale grocer for it, and be convinced of its high-grade quality.

CAPSTAN MFG. CO., Toronto, Ont.

EVERY DEALER

Who Knows Anything About

CHOCOLATES

Knows that

STEWART'S

is the BEST

THE

STEWART COMPANY

TORONTO

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

CANADA: No better Country

MOTT'S: No better Chocolate

MOTT'S DIAMOND CHOCOLATE

Every Grocer in the country associates the name of

MOTT'S

with

CHOCOLATE.

Mott's Chocolate "Diamond" and "Elite" brands are Canada's Standards—

Always reliable — Always profitable

For Sale by every Jobber.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR MONTREAL R. S. McINDOE TORONTO JOS. E. HUXLEY WINNIPEG.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

At All Times

You will do business with Condensed Milk, Coffee, Cocoa and Sterilized Cream, but more so at this season, if you supply

Reindeer Brand { *Milk*
Coffee
Cocoa

and

Jersey Brand Cream

The Ideal Goods for Campers

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

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

**Our Ad.
Expert,**

TORONTO.

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

“YELLOW EYE BEANS” is an attractive line in a small advertisement. No doubt it caught the eye of many who, as a result, were drawn on to read the rest of the advertisement. The type is well suited for a “special,” though the firm name should have been set larger.

* * *

Armstrong Brothers’ advertisement is nicely balanced, typographically speaking, and the display lines are set with taste. As a salutatory advertisement this one is well worded, it being essentially general in tone. There might, however, have been an improvement in the structure of one or two of the sentences.

* * *

The advertisement of Dixi H. Ross & Co. belongs to the “itemized” order.

ment on such a line as pickles, when the chances are that two-thirds of the readers of the advertisement have a supply of home-made pickles, and generally will have a supply. Another grocer again, will, perhaps, advertise a line of goods for which at no time is there a big call, say, canned mackerel. The same grocers would not bank much on this trade, from this source, in their stores. Why, then, in their advertisements?

* * *

While the purpose of one class of advertising is to build up a business on a particular line of goods, and then, when built up, to let that line of goods look after itself, this is not the purpose of advertising in a town. In the first place, the advertising appropriation of a town merchant is necessarily limited;

mentioning, something about the packing, shipping, manufacture, etc.—that is the secret of profitable advertising. By thus occasionally advertising merchan-

YELLOW EYE BEANS I

100 Bbls. Improved Yellow
Eye Beans (Fancy Stock).

GILBERT BENT & SON

B. C. Granulated Sugar, 20 pound sack	\$1.25
Royal Household Flour, sack	\$1.60
Dixi Brand Pastry Flour, sack	\$1.40

DIXI H. ROSS & CO.
The Progressive Grocers.

It hits out direct, mentioning nothing but names and prices. This class of advertising always appeals to certain people, even though there may be no particular reason why the goods should be advertised. A heading would, undoubtedly, have advanced the attractiveness of this advertisement.

* * *

In advertising a retail store, especially, there is a great deal in studying the people to whom you are advertising—their tastes, whims, location, standing, etc. Failure to give this phase of advertising attention accounts for many of the paradoxes in publicity. A certain grocer whose trade is principally made up of farmers and market gardeners will perhaps run an advertise-

in the second place, patronage is confined. Knowing this, it would be unwise to attempt to boom goods for which, at the best, there would never be much more than a one-day-a-week call. Your competitors might at the same time boom staple lines and get some of your customers when your attention was divided.

* * *

In a town the best policy for a merchant seems to be that of announcing “special” lines or regular lines, when the latter, by the price you are able to sell them at, or by the quality of your stock, deserve attention. When there ordinarily appears to be nothing to say about a regular line of goods, you may ingeniously discover some point worth

disc. for which there is a steady call, you have a rejoinder for any moves on the part of your competitors—cuts in prices, sales days, etc.—whereas if you had spent the same money on an advertisement having a solitary reference to an uncalled-for line, even though it was selling at a special figure, the other stores would, perhaps, have got the business by drawing the people’s attention to a larger attraction. The uncalled for line can be advertised in the store and cost nothing.

* * *

While a grocer advertising in a city

Ready for Business

We beg to announce to the public that we have opened our store at Freeman, which is stocked with a full line of choice groceries, meats, tobaccos, etc. Our stock is fresh, clean and up-to-date, and we will always strive to keep it up to the standard.

We solicit a share of your patronage. Orders called for and delivered to any part of Freeman or Burlington.

GIVE US A TRIAL.

ARMSTRONG BROS.
FREEMAN

should be just as judicious in this respect as if he were advertising in a town, he can advertise on a broader basis, because of the dissimilarity of

C. F. Gunther,
 Manufacturing Confectioner,
 212 State St.,
 CHICAGO.
 Canadian Representative—H. W. HUNT, 49 Wellington Street, East.

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits

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

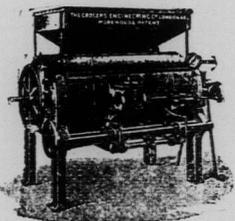
IRRESISTIBLY DELICIOUS



A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont.; W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL



Machinery for the preparation of
**TEA, COFFEE, COCOA, CHICORY,
 PATENT FOODS, FRUIT, ETC.**

PATENT GAS-HEATED ROASTERS, INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. FRUIT CLEANING AND DRESSING MACHINERY.

MOREWOOD'S PATENT GAS-HEATED ROASTER
 with Hot-Air Gas Blast.

Write for particulars before putting down any other machine.

The GROCERS' ENGINEERING CO.
 (Late WAYGOOD-TUPHOLME LTD.)
 Cole Street, Swan Street
 LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

his trade, and because not being able to gauge his field as well as the town grocer, he must indulge in some problematic advertising. While a city grocer might turn over a nice business on goods that sell but sparsely in the country, he should have no more reason for advertising goods on which there is but a small profit—goods largely carried as accessories—than the town grocer, unless in either case it was advisable to clear out a stock.

After a grocer feels that he has weighed pretty well what he is chiefly called upon to supply to his patrons, he should next adapt his advertising to market days if he has a large country trade. Farmers generally peruse the papers the evening preceding the day they go to town. It is obvious that if your advertisement is to be effective it must be in the paper at the time when it will be most read. Of course, if you are able and have a reason to advertise every day this does not apply, outside of the fact that your advertisements should be especially strong on the evenings preceding market days.

The catalogue of E. D. Smith, Winona, comprises 128 pages of nicely-cotton-up matter on fruit and ornamental trees, set off with a tasty cover-design. The catalogue opens with some valuable hints to planters, then passes on to descriptions of the chief fruits, the smaller fruits, miscellaneous fruits, and closes with the ornamental department. The details, which are alphabetically arranged, and in most cases double leaded, are clear and ample throughout. Illustrations adorn the pages. In the preparation of this catalogue Mr. Smith shows a thorough grasp of the subject and a full appreciation of the value of informative literature.

SEED GROWERS MEET.

The second annual convention of the Canadian Seed Growers' Association was held last week at Ottawa. Prof. J. W. Robertson was again elected president. The directors are: Prof. C. A. Zavitz, Guelph; Thos. A. Peters, Fredericton, N.B.; G. A. Gigault, Quebec; T. H. Woolford, Gardston, Alt.; H. W. Gibson, Woolsley, Assa.; W. L. Davidson, Bethel, Que.; M. Middleton, Vernon, B.C.; T. S. Waugh, North Baddeck, P.E.I.; J. O. Duke, Olinda, Ont.; John Mooney, Valley River, Man.; M. Cumming, Truro, N.S.; George Harcourt, Regina, N.W.T.; J. W. Wheaton, Toronto; W. L. Smith, Toronto; George Batho, Winnipeg; W. Thompson, London; John Reddy, Charlottetown; Donald Innis, Tobique River, N.B. Leonard H. Newman was appointed secretary.

The proceedings against the Canada Biscuit Co., Limited, Toronto, by J. Sloan & Co., have been dropped for the present, and it is probable that the petition filed by the latter to wind up the company will not be heard again.

THE PACE

is practically set by

Southwell's Jams and Marmalades

the good old English goods. Lots have tried to make Jams and Marmalades as good as Southwell's.

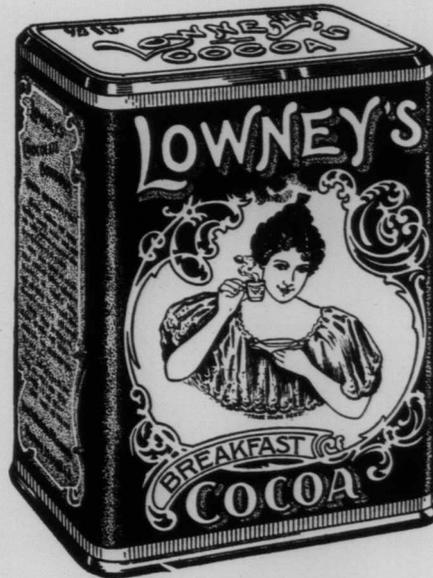
None have succeeded.

Did we get your order?

Frank Magor & Co.

Canadian Agents
MONTREAL

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

Good Sellers

All our lines of biscuits are good sellers. We don't ship anything that's not right if we know it, and on the whole we rarely have a dissatisfied customer. Our Vanilla Bar, Lemon Bar, Vanilla Wafers, Chocolate Wafers, Coconut Taffy and Marshmallow goods, are having the largest sale in our history.

If you are not already a customer, all we ask is a trial order.

IMPERIAL BISCUIT CO., LIMITED
GUELPH, ONT.

Toronto Branch: 60 Front St. E.
Quebec City and Province: Messrs. BOIVIN & CRENIER

"MADE IN CANADA"

*The Best Cereal Food to Eat, and
the Best Cereal Food to Sell is*

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

The GRAY, YOUNG & SPARLING CO., Limited

Salt
Manufacturers

Granted the highest
awards in competition
with other makes.

WINGHAM

Established 1871

PICKLES

"Queen Quality" Pickles

Mixed and Chow
Bulk and Bottled

Our Sweet Pickles do not Sour, and our
Sour Pickles do not Mould.

Taylor & Pringle Co.

LIMITED

Owen Sound, Ont.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



Trade-mark.

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their
manufacture.
Their Breakfast Cocoa is ab-
solutely pure, delicious, nutritious,
and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue
Wrappers and Yellow Labels, is the best plain
chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and
good to drink. It is palatable, nutritious, and healthful;
a great favorite with children.

Buyers should ask for and make sure that they get the
genuine goods. The above trade-mark is on every
package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal

A NEW FIRM.

ATTENTION is called to the an-
nouncement in another column of
Monteith, Nixon & Co., who have
just opened a fully-equipped factory at
the head of Macdonell avenue, Toronto,
for the manufacture of office, warehouse
and factory trucks.

In addition to the ordinary lines of
these goods they also manufacture
special lines of drying trucks, with
steel or wood frames, and with glass or
wooden shalves, as may be required,
which are of use in many manufactur-
ing processes in the confectionery trade.
They look forward to meeting the re-
quirements of those who want trucks
out of the ordinary for special purposes,
and invite inquiries for these goods.

Both members of the firm are experi-
enced in this trade, and can be depended
on to satisfactorily fill any orders en-
trusted to them.

HINTS FOR HUSTLERS.

Show your clerks what hustle is by
hustling yourself.

A smiling clerk is a better advertise-
ment than a gilt sign.

A clean show window is a better trade
drawer than a surplus stock of soap.

Unfailing politeness will do your store
more good than daily bargain sales.

A bright gossipy handbill with some
real bargains on it will do a lot of
talking for you.

Remember that so far as your store
and stock are concerned, your customers
prefer cleanliness to Godliness.

Keep your promise to deliver goods on
time. If you don't you will spoil some
dinners and lose some good trade.

Never get wrathful either with custom-
ers or clerks. If you do you're sure to
sour something.—From the Retailers'
Journal.

INCREASED CAPITAL STOCK.

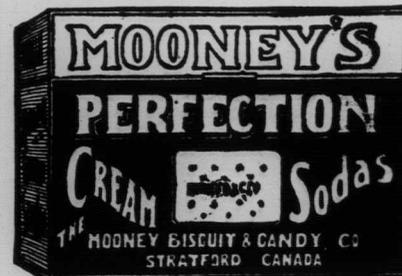
The Rolla L. Crain Co., Limited, Ot-
tawa, manufacturers of loose leaf sys-
tems, have been granted supplementary
letters patent increasing their capital
stock to \$100,000. The firm have found
this move absolutely necessary owing to
the increasing demand for their goods.
They have, during the past year, more
than doubled their capacity, and now
stand out in the forefront of manufac-
turers in Canada.

Hand
a Man
a Biscuit

and he will thank you.

HAND HIM ONE OF THE

PERFECTION CREAM SODAS



and he will want a box of
them. Will pay for it too.
There is a difference, isn't
there? You try the experi-
ment and see if we are cajoling
you.

Order a few cases—3-lb. cards
or tins.

THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.

MIND YOUR PEAS

and see that you are not loaded up with a line of "cheap" goods, goods that may appear cheap in price but which will prove anything but cheap in the long run.

There are peas and peas you know ranging from the deliciously tender "petit pois" to great hard pellets hardly distinguishable from canned bullets. You will not increase your trade by selling the latter kind.

Old Homestead Canned Peas are put up to eat. They are grown in the garden of Canada, the Picton district, and are put up under conditions of most scrupulous cleanliness. They are peas that once bought are bought again. They are the best goods on the market and the handsomest as well.

You will hold the best trade of your town by supplying them with the best quality canned goods. The Old Homestead Brand fills this bill.

If your wholesaler will not supply you, write us direct.

We meet the canners prices and with goods of the best quality.

The Old Homestead Canning Co.

PICTON, ONT.

Not
The Cheapest

But
The Best

That is our
argument for

ORANGE MEAT

Mr. Grocer.

You get full-weight
packages, and
a food that medical men
everywhere have
endorsed.

We assist you in your
sales by continually
adding to our
premiums
and by liberal advertising
in the newspapers.

Orange Meat
will repay you for all the
attention given it.

THE
Frontenac Cereal Co.
Limited

KINGSTON, - Ontario

Flour and Cereal Foods

THE U.S. RICE INDUSTRY.

THE rice industry of the United States is discussed by E. Seymour Bell, British commercial agent at Chicago, in a report to the British Foreign Office.

The report is of especial importance in view of the fact that the United States in 1904 became a rice exporting, instead of a rice importing nation, increasing her exports 50 per cent. and decreasing her imports 20 per cent., as compared with the transactions of the preceding year. In the calendar year 1904 the importations of rice into the United States amounted to 137 million pounds, as against 178 millions in 1903, a decrease of 41 millions; while the exports of rice (including the shipments to Hawaii and Porto Rico) were 138 millions, as against 92 millions in 1903. In 1903 the purchase of foreign-grown rice by the United States exceeded its sales of that staple abroad by 86 million pounds, whereas in 1904 the sales abroad slightly exceeded the importations of rice.

During the fiscal year 1899 the production was 250,280,221 pounds, the land under rice cultivation was 343,218 acres. This year it is calculated that the yield will be about 470,000,000 pounds, the land planted with rice being 643,400 acres. Notwithstanding this large increase it is still insufficient to meet the home demand.

“ Before 1860 the rice production in the United States was practically limited to the alluvial lands of the Carolinas, Georgia, Florida and Louisiana. When labor conditions were altered after the civil war the production in the Eastern States decreased considerably. When machinery was adapted to rice production and it was discovered that the prairie lands of South-western Louisiana and Southern Texas, with their impervious subsoils, would dry before the rice harvest sufficiently to support machinery, there was a revolution in the rice industry.

“ Fifteen years ago there was scarcely a barrel of commercial rice produced in what is now known as the prairie rice section of Texas, which extends 400 miles along the Gulf coast, and contains some of the most fertile lands on this continent. These lands were then valued at 25 cents to \$1.50 per acre. To-day improved lands are worth on an average \$12.50 per acre. Within the territory there are about 30 rice mills with a daily capacity of over 20,000 barrels of rice.

“ By 1898 the canal and the deep-well system of irrigation had been satisfactorily tested, and the rice industry was rapidly extending along safe lines. At this date it was found that too large a percentage of the machine handled rice

was liable to breakage in milling. The attention of the United States Department of Agriculture was called to this fact, and measures were immediately taken to remedy the defect and to overcome the difficulty by the introduction of new varieties. The department's work resulted in the introduction of a variety from Japan known as Kiushu, which has given very satisfactory results.

“ The Kiushu variety is known for its short, thick kernels and thin hull. It takes on but little polish, and the percentage of bran is small.

“ Japanese growers consider the following points important for the successful growing of rice:

“ 1. The seed should be pure bred, of even quality and size of grain.

“ 2. Any light or imperfect grains should be removed. This is done in Japan by soaking the seed rice in water several days till it is about ready to sprout, when it is thrown into salt water of 1.3 specific gravity and allowed to remain two minutes, being gently stirred meanwhile. The light grains will float, the others are removed, washed in cold water and planted. When a seed drill is to be used the damp seed it first dried by being rolled in the ashes of rice straw.

“ 3. Even sprouting of the grains is very essential to even ripening of the crop. This is accomplished by previously soaking the seed as above stated.

“ The seed is sown in March and April. A later crop is sometimes sown in June. For this the white seed is used on account of early maturity.

“ In a report issued by the Census Bureau, June 23, 1902, and covering 80 establishments, it is shown that since 1880 the number of rice mills in the United States increased 264 per cent., capital 363 per cent., and value of products 178 per cent. This report noted that the increase in Louisiana and Texas was very marked, their production having advanced from 75,753,856 pounds in 1890 to 179,919,203 pounds in 1900. The statistics indicated that the industry is being transferred from the South Atlantic States to Texas and Louisiana, and later reliable statistics have pointed out a continued change in this respect.”

CEREAL NOTES.

The huge elevator of the Goderich Elevator and Transit Co., at Goderich, was destroyed by fire on Monday. The elevator was worked in conjunction with the G.T.R., and had about 320,000 bushels of grain stored in it at the time of the fire. It was valued at \$130,000.

The Western Canada Flour Mills Co. have definitely decided to erect their mill at St. Boniface, opposite Winnipeg.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

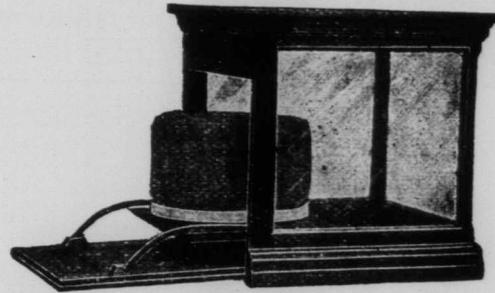
Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

PROFITS IN CHEESE



Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE \$7.50 F.O.B. Factory *The Cabinet is a very handsome glass, polished hard wood display case; a most attractive fixture. Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.*

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON

Head Office, TORONTO

Hold your customers by giving them full value in quality.

For absolute purity and perfection there is nothing better than Chase & Sanborn's Coffees.

They are honest goods and attract trade.

CHASE & SANBORN

The Importers, Montreal

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

VACATION SPECIALTIES.

FOR Summer business many retailers are making a specialty of packages of cigars and tobacco suitable for taking away to the country or wherever the person is going to spend his holidays. Such packages, being put up for a specific occasion, are likely to arouse a real demand for them by their suggestiveness. The trouble with most tobacco departments lies just in that, that there is a monotony of display, and there is absolutely nothing to hold the attention. In nine cases out of ten a man buys tobacco because he goes into the store with that intention, not because it has been suggested to him.

Opportunities such as holiday occasions should be seized to brighten up the department. Special boxes of a smaller size than the ordinary fifty lot are displayed by many retailers with good effect. They catch the eye and are something out of the ordinary.

Special lines of pipes, too, may be stocked and sold at a close figure, thus familiarising your regular customers with the idea of buying their smoking supplies from you. A good pipe sold at a low figure is often the means of selling many a package of tobacco at a good fair profit.

Tobacco in quarter and half pound tins is good stock for holiday sales. Men become accustomed to particular brands, and when they are away for a week or two they can easily be persuaded to lay in a supply to cover their needs.

These are just some of the many possibilities of using the season to increase sales. No occasion should be overlooked for featuring special lines. That is the way to keep the department new and fresh. It is by having something new to show a man every time he comes into the store, or by showing the same things in novel, striking, and varied ways, that the grocer forces his customers to take an interest in this part of his store. It is worth the effort.

THE ORIGIN OF STOGIES.

"This species of cigar known as the Stogie," remarked a tobacconist, holding up one of those long, pencil-like rolls of tobacco known by that name, "had rather a curious origin. It is distinctly an American form of cigar making, and if it obtains in any other country was copied from our model.

"It was a good many decades ago, I think along about the time of the Revolution, that it came into being. There is a strong grade of Tobacco grown in Lancaster County, Pa., near Conestoga, and the town was virtually supported by the freightage business to Philadelphia. The teamsters on the Conestoga wagons were fond of smoking their native Lancaster tobacco, but found it difficult to manage pipes, teams and heavily laden wagons at the same

time, so they took to rolling up the natural leaf in forms roughly similar to the Stogies of to-day.

"It was easy just to roll a few leaves together, twist them at the end, and the result made a smoke possible without much trouble, such as that attending the pipe. Gradually the rolls were better made, and soon the strong smoke of the teamsters came to be known in Philadelphia and in the west as far as Pittsburg.

"Men who liked such smokes began to place orders with the teamsters, and for want of a better name the cigars were known as Conestogas, which soon came to the abbreviation of 'stogas,' and the transition from that to 'stogie' was very easily made. The wagoners and Lancaster people generally called them 'rat tails' however, and by that name they are known in the county and town of their origin even to this day."

CIGAR MANUFACTURERS ASSIGN.

Maddocks Bros., cigar manufacturers, 246 Spadina avenue, Toronto, have assigned to J. P. Langley. The business, which was started some eighteen years ago by the father of the present members of the firm, had expanded in the hands of the sons, who had, however, insufficient capital to carry it on. They employed about twenty hands, and it is understood owe their workmen considerable back wages. The failure to meet the wage bill was one of the reasons for the assignment. No statement has been

prepared by the assignee, but the trade liabilities are not likely to be heavy.

INLAND REVENUE REPORT.

The inland revenue collector, of Kingston, Ont., reports as follows for the month ending June 30 :

Collections.

On cigars from factories	\$ 408.00
On cigars from warehouse	993.00
On mfg. leaf from warehouse...	800.00
On Raw leaf taken for use.....	489.86
	<hr/>
	\$2,690.86

The Ottawa collections for the same period are as follows :

Spirits	\$22,167.22
Malt	1,602.00
Mf'd tobacco at 25c.....	2,893.25
Cigars	90.00
Vinegar	20.46
Supervision fee, bonded fact'ry	25.00
Methylated spirits	42.58
Fines and seizures	45.00

Grand total

\$26,885.51

CUBAN CIGARS.

Since April 1, 1904, the statistical bureau at Havana has published monthly statements of the exports of cigars, which shows the name of the manufacturers and the destination of the product. According to these data the ex-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Money Back

If you cannot sell your order of **Pebble** and **Pharaoh** Cigars at the end of three months you get your money back. Few Grocers come after the money. They sell the **Pebble** and **Pharaoh** Cigars long before the three months are up. Try an order.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, - QUE.



There is a Ring

of sincerity about the make and
fidelity to standard in

T. & B.

That draws the smoker to it, and satisfies him.
T. & B. adds to the profit of any grocer's store.
Get T. & B.

THE GEO. E. TUCKETT & SON CO., LIMITED
HAMILTON, - ONTARIO

ports during the last nine months of 1904 were as follows:

Exports of cigars from Cuba during the nine months ended December 31, 1904.

Whither Exported.	Number.
England	66,541,000
United States	45,422,000
Germany	24,087,000
Canada	5,070,000
All other countries.....	27,590,000

Total168,710,000

BLACK CIGARS NOT STRONG.

Probably there is not one smoker in a thousand who would not be surprised, and, in fact, incredulous if he were told that the color of a cigar is absolutely no guide to its strength. Yet such is the case, and a fact well known to cigar

manufacturers and importers, says the Tobacco Leaf. The belief of smokers that cigars of dark color are strong and those of a lighter shade are milder is, in point of fact, as fallacious as it is general. This is but one of many delusions harbored by consumers of tobacco, and which practical cigar men have smiled at and indulged from time immemorial.

ARE YOU SELLING

McDougall's Clay Pipes

THE BEST IN THE WORLD
D. McDougall & Co., Glasgow, Scotland.

**SWEET
CAPORAL**



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all Leading Wholesale Houses.

If we didn't know how to make

KING BUFFALO CIGARS

we couldn't honestly ask you to buy them—even at that price, \$35.00 per M. Express paid on sample hundred if cash accompanies order; also on all time orders of ½ M. or over. Packed in wax-lined pockets to prevent drying. Smokers, return pockets and thereby secure set of Fine Art Pictures.

Cut this out so you won't forget to send an order for King Buffalo Cigars

Canada Cigar Co., Makers, London, Ont.

THE OUTLET

from unsteady to a steady trade is in sure-selling lines like

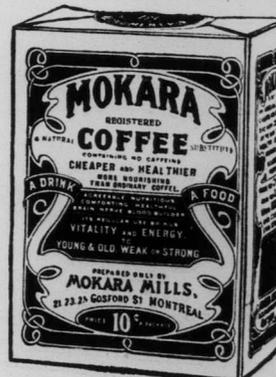
Ivory Starch

a cold-water starch that yields 60 per cent. to the dealer and pleases the user as she was never pleased before.

\$2.50 for a case of 40 pkgs.

See your jobber.

St. Lawrence Starch Co.
LIMITED
PORT CREDIT, ONT.



Grocer:

If you do not handle **MOKARA** ask your jobber for it. Write us for particulars.

It is the **Best** and cheapest of any **Tea** or **Coffee** substitute on the market.

MOKARA is a home drink for everybody.

Shows the dealer a handsome profit. The price is within reach of everybody.

Ask your Jobber or write us.

Mokara Mills
21, 23, 25 Gosport Street, - - MONTREAL

FREIGHTS AND CHARTERS

SHIPPING of all descriptions is very active. Ocean, as well as lake tonnage is abundant and of very interesting proportions. The like and river rates have not changed, and business is first rate. On the outgoing ocean boats large grain cargoes continue to go forward, and the dairy produce is increasing every day. Hay is going forward in large quantities also, and the work of hay pressing as a business has received an impetus.

consignees for the American goods, and it is again a subject for wonderment that Canadians have not more agents on commission representing them in all the colonies.

The big Canadian flour mill companies continue to export their products, and ready sale is found for them.

A number of sailing ships are now in the Port of Montreal awaiting cargoes, principally lumber, for the United King-

dom. They ask him for overweight and overmeasure as a premium for their business. Once they find that he will succumb to the temptation they give him to understand that he is holding their trade because he is more liberal than others in the store.

There are many small people who think that an extra quarter yard or an ounce or two overweight is worth walking around the block after.

You have seen them in your store.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin.	Manchester.	Antwerp.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels.....	*13¼c	15/	15/9	15/	15/6	17/6	17/6	12/	12/	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases.....	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	15/
Canned Meats.....	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.).....	*13¼c	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	12/6
Oil, lubricating and other; also Wax; in barrels.....	10/6	12/6	15/6	15/	.....	.....	.....	.....	10/6	.....	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags.....	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags.....	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases.....	5/	7/6	10/6	†15/	.....	.....	.....	.....	.....	†15/	12/6
Glucose and Syrup, in barrels.....	.....	12/6	12/6	10/	20/	.....	.....	22/6	8/9	10/	.....
Cheese, in boxes; also Condensed Milk.....	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	.....
Butter, in cases and kegs; Cheese in crocks, boxed.....	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags.....	12/6	15/	15/	12/6	.....	.....	.....	20/	12/6	12/6	.....
" Beans and Peas, in bags.....	10/6	10/6	10/6	10/6	20/	.....	.....	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels.....	2/6	2/6	3/	2/6	.....	.....	.....	.....	2/6	2/6	2/9
" and other Green Fruit, in boxes.....	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	.....
" Evaporated, in barrels or boxes.....	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Prunes and other dried fruit, in boxes.....	15/	20/	21/	20/	.....	.....	.....	.....	15/	20/	20/
Eggs, in cases or barrels.....	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	15/

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of \$4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of \$4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs.

† Per 2240 lbs.

No Primage via Montreal.

Large cargoes have been booked from Port William to Buffalo, and it is likely that copious quantities of these will come through Montreal. Provisions and frozen meats are also being shipped by the Laing Co. and other Canadians.

The South African service has not been short of Canadian produce, yet amazing quantities of American provisions and meats have gone through Montreal to Durban, Port Elizabeth and other South African destinations.

Peabody & Co. seem to be the large

dom, and some for the Argentine Republic.

TWO GREAT EVILS.

OVERMEASURE and overweight are difficult to control in every store, says an exchange.

The statement is true, and the merchant needs to be on the lookout all of the time for these deviations from good business rules. Many people who lack good sense and good principle are forever tempting the clerk to do the wrong thing.

They hang around until some certain clerk can wait on them. He is the clerk who gives the down weight and an extra measure.

Watch for those weak spots? When you find them, handle the situation diplomatically. You can handle it so as to drive the grafting trade away from the store, or you may be able to handle it so as to hold these customers.

But above all things drive overweight and overmeasure out of your store system. Here is where constantly coaching the clerks will accomplish a great deal.

THE
"VAMPIRE"
 Spiral Flycatcher



5cts.
each

Clears the house of flies

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

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

LABELS IN ENGLISH OR FRENCH
 SEND FOR FREE SAMPLE

SOLE MAKERS:
KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:
The LEEMING MILES CO., Limited, Montreal

SPECIAL OFFER

To Every Grocer in Canada.



SPECIAL OFFER!

2 Boxes Davis' Fly Felts—200 5c. packages retail for \$10.00
 1 Box Davis' Fly Felts— 50 10c. packages retail for 5.00
 1 Box Davis' Fly Felts— 10 10c. packages retail for 1.00

\$16.00

Price to Retailer, \$6.00, net 60 days.

Please Note Profit of \$10.00 on \$6.00 Purchase of Fly Felts.

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

POWELL & DAVIS CO., - - CHATHAM, ONT.

"ENTERPRISE"
PAYS

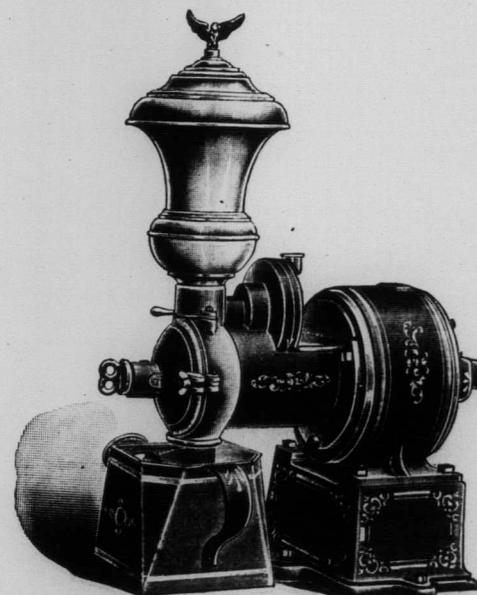
The buzz of customers—the ring of the cash register—the tink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

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

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

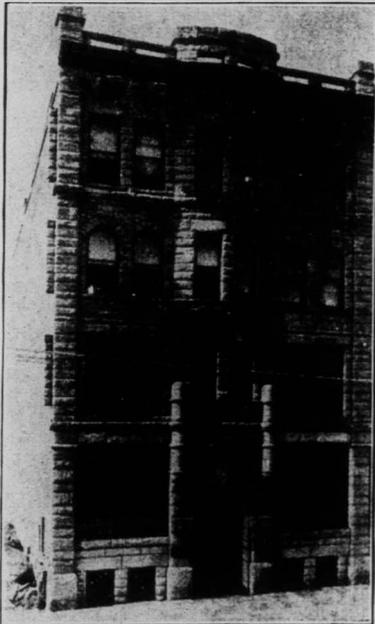
We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.

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



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WM. BRAID & COMPANY



VANCOUVER, B. C.

TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

Quotations for Proprietary Articles.

Quotations on staple articles prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 6, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—		
"Bee" brand, 48 5c. pkgs., per case	\$1 75	
" " " 27 10c. pkgs., " "	2 00	
" " " 10 25c. pkgs., " "	1 75	
Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40	
" " 10, in 4 doz. boxes	2 10	
" " 2, in 6 " "	0 80	
" " 12, in 6 " "	0 70	
" " 3, in 4 " "	0 45	
Pound tins, 2 doz. in case	3 00	
12-oz. tins, " "	2 40	
5-lb. " " "	14 00	

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	\$2 00	
" " 1-lb. tins, 3 " "	1 25	
" " 1-lb. tins, 4 " "	0 75	

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" " 4 " " "	0 75
" " 3 " " "	1 25
" " 2 " " "	2 25

OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$0 45
" " " 1 lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, 1/2 lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 oz.	7 30
1 " "	12 " "	Per case
1 " "	16 " "	\$4 55

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	\$1 00
" 1 lb.	1 60
" 3 oz.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

"VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	\$3 50
" " " 36 10 " "	4 10
" " " 24 16 " "	4 50
" Beaver" brand, 24 16 pks.	4 80



EAGLE BAKING POWDER	Per doz.
Cases of 48-5c. tins	\$0 45
" " 48-10c. tins	0 75
" " 24-25c. tins	2 25
" " 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes	1 25
according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blue.	
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1/2 lb. pkgs. per lb.	12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2 lb. pkgs., per lb.	10c

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz., or 1 gross, 4 oz.	

JAMES' DOME BLACK LEAD.

Per gross	
6a size	\$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 " "	3 25
" " 16 oz., cases, 48 " "	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages	\$0 45
" 5-doz. 10c. " "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" 7-lb. cotton bags, per bag.	0 18 1/2

Chocolates and Cocoas.

THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1/2-lb. tins	3 50
" 1/2-lb. tins	2 00
" fancy tins	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1/2-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1/2-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, 1/2's and 1/4's	per lb. \$0 40
" " " "	0 45
Mexican Vanilla, 1/2's and 1/4's	3 35
Royal Navy Rock, " " "	0 30
Diamond, " " "	0 25
" " " "	0 28
Toings for cake—	
Chocolate, pink, lemon color, 1/2-lb.	per doz. \$1 75
Orange, white and almond, 1/2-lb.	1 00

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., 1/2 Brls.
5 " " "	1 "	Kegs and Pails.
10 " " "	1/2 "	
20 " " "	1/4 "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

The above list shows selection you can make for an order of **CANADA'S**

BEST TABLE SYRUP

"CROWN" BRAND



For sale by every jobber ————— Try **"Crown"** brand.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

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

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-bered.	Covers and num.	Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	44c.	
100 to 500 books	3 1/2c.	4c.	
100 to 1,000 books	3c.	3 1/2c.	
Allison's Coupon Pass Book.			
\$1 00 to 3 00 books	3	cents each	
5 00 books	4	"	
10 00 "	5	"	
15 00 "	6	"	
20 00 "	7	"	
25 00 "	8	"	
50 00 "	12	"	



Cleaner.

4-oz. cans	\$ 0.90	Per doz.
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 fifty 10 cent packets, \$3 per box, or three boxes for \$8.40.

Food.

Robinson's patent barley	1-lb. tins	\$1 2 5
" "	1-lb. tins	2 2 5
" "	1-lb. tins	2 2 5
" "	1-lb. tins	2 2 5

Robinson's patent barley, 5 doz., at..	\$ 1 40	Per doz.
" " " " 1 doz., at..	1 45	

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Orange marmalade	\$1 50	Per doz.
Clear jelly marmalade	1 80	
Strawberry W. F. jam	2 00	
Raspberry " "	2 00	
Apricot " "	1 75	
Black currant " "	1 75	
Other jams	\$1 55	1 90
Red currant jelly	2 75	

T. UPTON & CO.

Pure Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00	
2-lb. tins, 2 doz. in case	0 67	
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 66 1/2	
7 and 14-lb. wood pails	0 66 1/2	
30-lb. wood pails	0 66 1/2	
Pure Fruit Jellies—		
12-oz. glass jars, 2 doz. in case, per doz.	1 00	
2-lb. tins, 2 doz. in case, per lb.	0 07	
7 and 14-lb. wood pails, 8 pails in crate	0 06 1/2	
30-lb. wood pails	0 06 1/2	
Home Made Jams—		
1-lb. glass jars (16-oz. gem) 2 doz. in case	1 45	
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 09	
7, 14 and 30-lb. wood pails, 8 pails in crate	0 09	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	\$ 3 60
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Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40 (Freight paid.)
Cases, 20 25c. packages	4.10
5 case lots	4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
" " quart gem jars	2 40

Mince Meat.

Wethey's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
1-lb. tins	2 50
1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 0 25
1-lb. tins	0 23
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

T. UPTON & CO.

1-lb. 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 06 1/2
Golden shred marmalade, 2 doz. case,	
per doz.	1 75

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz. \$ 3 30
Corked	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1 45
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Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box	\$3 00.
Case of 1-lb. (containing 120 pkgs. per box)	\$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.)	per box \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box	\$3 00.

MAGIC BRAND

No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	.....

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs.	} case \$3 00
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

July 7, 1906

THE CANADIAN GROCER

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

HALIFAX

Limited
Agents

NOVA SCOTIA.

Geo. Hudson & Co.,
John W. Rickett & Greening,
Geo. H. Gillespie,
Joseph Carman,

TORONTO
MONTREAL
LONDON
WINNIPEG

IF VINEGAR WAS USED

to a large extent in the household, there would have been a tremendous uprising when acid vinegar had sway. The small consumption by each person saved this vinegar from the fate it deserved, until pure fruit vinegar came as the result of the best researches and the most stern tests, to show that the human system was being shattered by adulterations.



GOLDEN RUSSET VINEGAR

was the pure fruit vinegar that came—came to stay. Its consumption increases every year—but never a complaint. Where do you stand?

THE W. H. WILSON CO., LTD.
TILLSONBURG, ONT.

BOOKS FOR BUSINESS MEN

TEA HINTS

For Retailing
By JOHN B. BLAKE

PART I.
The Tea Gardens of the World.
The Tea from Seed to Leaf.
The Tea from Leaf to Drink.
The Tea Market of the Orient.

PART II.
How to Buy Tea.
Factors in Buy Tea.
If it is to be placed in Impor-
tance.
How to Buy Tea.
Bull's Eye, Fragrant Tea.
How to Establish a Tea Trade.
Tea Handling.
219 pp., 12c. cloth.
Glass Binding.

TEA HINTS BOOK PART I.
The MacLaren Publishing Co.,
10 PRINCE ST. E., TORONTO.

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

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Is Honest Goods and
just the Thing on Which
to Make or Extend a
Business.



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The Best Grocers make
a point of keeping it
always in Stock.

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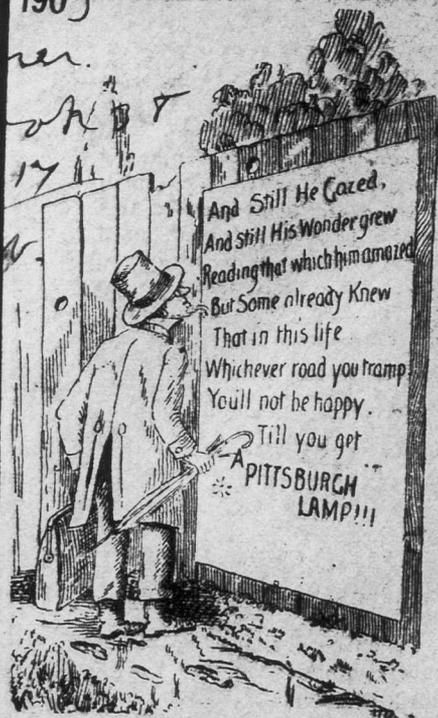
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2/11/05



Store of Church LAMPS

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PITTSBURGH
OF
THE
BELGIAN

WRITE FOR
PARTICULARS

GOWANS, KENT & CO.

TORONTO



"Perfectly clean from our kitchen to your customers."

There is no better Mince Meat on the market than

Wethey's Mince Meat.

One try will satisfy your customers of that. There is no better seller either. One try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it?

J. H. Wethey, Limited

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RAW SUGARS

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SAMPLES AND PRICES ON APPLICATION.

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