

**PAGES  
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, MAY 12, 1905.

NO. 19.

## Robinson's Patent Barley

Sales are increasing all over Canada.  
New Buyers are cropping up everywhere.  
You cannot afford to be without

**ROBINSON'S**

**PATENT BARLEY**



Raised on It.

## A RUINED TRADE

IS often the result of carrying in stock  
goods of an inferior quality. Christie's  
Zephyr Cream Sodas, being the best on the  
market, always please customers.

**Christie, Brown & Co.,**  
TORONTO and MONTREAL Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25

## HUNGRY PEOPLE

come to you for the necessities of life. Sick people—people with lung and throat troubles—will also come if you have in stock

## MATHIEU'S SYRUP Of Tar and Cod Liver Oil

== THE GREAT COUGH CURE ==

It is the one remedy which everyone knows about—and which everyone uses when necessary.

**J. L. MATHIEU CO.,**  
PROPRIETORS,                      SHERBROOKE.

Another certain seller which goes with this is  
**MATHIEU'S NERVINE POWDERS**

for all cases of headache, neuralgia and feverishness. Just let people know you stock them.

*Retail 18 Powders for 25c.*

"MADE IN CANADA"



## PEACOCK BRAND CREAM CHEESE

*—A relish that is a food  
A food that is a relish—*

Put up in tin foil or porcelain jars. We guarantee every package. Give it a trial. It involves no risk.

*Order from Your Wholesaler Now*

### PEACOCK BRAND

Hard Boiled Candies are a great line for summer trade. Write for price list of Peacock Brand Goods.

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

## National Licorice Co.



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

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

## BORDEAUX RELISH

**PURE,  
UNADULTERATED,  
APPETIZING**



Is made from absolutely pure ingredients and therefore has no equal for quality.

**ONCE SOLD, SELLS AGAIN**  
Order a trial case from your jobber or direct.

We also put up

## PALM GROVE GOLDEN DATES

In ½ lb. and 1 lb. packages, wrapped in parchment paper and guaranteed to keep any length of time.

Every grocer should have them, to save time and the unpleasantness of handling in bulk, at very little increase in price.

First-class package for summer trade. 4 doz. in case.

*Order from your wholesaler, or direct*

**The Merchants' Mfg. & Supply Co.**

58 Colborne Street, TORONTO

# Protect Your Capital!

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

## *Griffin & Skelley's Dried Fruits*

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

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

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

## *"Shell" Brand Castile Soap*

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

In one pound bars and pressed cakes.

Buy it and your invested money will bring sure returns.

"Protect your Capital."

SOLD BY LEADING WHOLESALERS.

**Arthur P. Tippet & Co., Agents**

**8 Place Royale, Montreal.**

**20½ Front St. E., Toronto.**

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

BARBADOES, B.W.I.

Travelling Representative, MR. J. F. HUTSON  
**The Balogna 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.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.  
 Have you got something you wish to ship in these cars?  
 We will reship, sell or store for you. Write us.  
**Wilson Commission Co., Limited**  
 Brandon, Man.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

**NICHOLSON, BAIN & JOHNSTON,**  
 Wholesale Commission Merchants and Brokers  
 CALGARY, ALTA.  
 Head Office: NICHOLSON & BAIN, WINNIPEG.

HALIFAX, N.S.

**E. St. G. Tucker**

West India and General  
 Commission Merchant

HALIFAX, N. S. CANADA.

MONTREAL

**A. J. HUGHES**

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

**J. T. ADAMSON & CO.**

Customs Brokers  
 and Warehousemen

27 St. Sacrament Street, Montreal  
 Tel. Main 778. Bond 28.

MONTREAL.

**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. I buy direct from producer. Don't get into a rut. Write for samples. Do it now. No charge for samples. Correspondence solicited.

TORONTO.

**W. G. A. LAMBE & CO.**

TORONTO.

Grocery Brokers and  
 Agents.

Established 1855

**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.

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 Cans to Us.

WINNIPEG.

**REGINALD LAWSON**

MANUFACTURERS' AGENT and  
 WHOLESALE COMMISSION BROKER  
 UNION BANK BUILDING

Correspondence Solicited **WINNIPEG, MAN**

**JOSEPH CARMAN**

Wholesale Grocery Broker and Manufacturers' Agent  
 Member Western Wholesale Brokers' Association  
 Union Bank Block, Rooms 722 and 723  
 Winnipeg, Man.

Open for good Canned Goods Agency  
 Correspondence Solicited

**Stuart Watson**

Manufacturers' Agent and Wholesale Commission Broker.

**WINNIPEG, MAN.**

Highest References. Correspondence Solicited

**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.

GENUINE

**PRATTS ASTRAL  
 LAMP OIL**

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

WHOLESALE ONLY,

THE QUEEN CITY OIL COMPANY, Limited  
 TORONTO, ONT.

**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.

If you intend starting in business,  
ask for our prices.

If you are already in business give  
us a trial order and we are satis-  
fied it won't be the last.

We guarantee goods and prices.

Wholesale Agents for  
**"SALADA" TEA**

**Provost & Allard**  
*Groceries and Grocers' Sundries*  
(Wholesale Only)  
**OTTAWA, Canada**

The  
Pickle  
that  
pleases  
the  
appetite  
meets  
the  
most  
exacting  
taste.



The  
Pickle  
grocers  
like  
to  
sell,  
because  
of the  
satisfaction  
given  
customers.

**THE T. A. LYTLE CO., LIMITED**  
MANUFACTURERS "STERLING" BRAND PICKLES  
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. | Ottawa: H. M. Bate & Sons, Ltd. | Toronto: W. G. Patrick & Co. | Winnipeg: The Kenneth Mackenzie Co. |
| Montreal: D. H. Rennoldson. | Kingston: Geo. Robertson & Son. | Hamilton: James Turner & Co. | Victoria: R. P. Rithet & Co., Ltd.  |
|                             |                                 |                              | Vancouver: Kelly, Douglas & Co.     |

**SALT**

**SALT**

## VERRET, STEWART & CO.

MONTREAL

Prices, Attention, Expedition, Quality,  
NO BETTER OBTAINABLE

**SALT**

**SALT**

## One of the considerations

of every grocer desiring to build up his Tea trade should be to supply his customers with teas that are **PURE**. To do this he is always safe when selling them

# JAPAN TEAS

These are always **CLEAN**, healthy and invigorating.

Japan Teas have a distinctly original flavor and quality which no other tea-growing can imitate.



## 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.

## Better Trade

calls for better goods. The grocer who gives

### Southwell's

### Jams and Marmalades

prominence in his stock is making for better trade. Good goods pay best in the long run.

Order Southwell's next time.

**Frank Magor & Co.**

Canadian Agents  
MONTREAL

**GREIG'S  
WHITE SWAN  
PREPARED  
COCOANUT**

We make the best Cocoanut in Canada—bar none. Cocoanut that is fine in texture, bright in color, good in appearance and pleasing in taste. Cocoanut that will satisfy the most exacting.

Then, too, it does not cost you any more—perhaps not as much—than inferior and poorly made Cocoanut.

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

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

Inquiries for samples and quotations are cordially invited.

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

**Hot or Cold?  
A COLD WATER STARCH  
Ivory Starch**

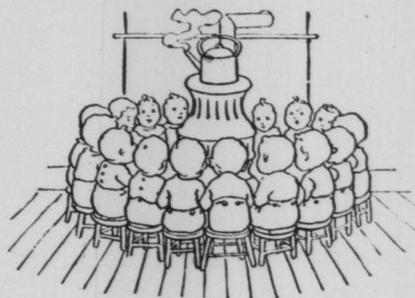
is better far than starch requiring boiling.

**IVORINE** is peerless among starches. Pays the grocer 60 per cent. Sells fast. Sells again.

**\$2.50 per case (40 pkgs.)**

GIVE AN ORDER FOR ONE CASE

**St. Lawrence Starch Co.**  
LIMITED  
PORT CREDIT, ONT.



**ALL ALIKE.**

Baking Soda is all alike when bought and sold in bulk. It may be cheaper, but the everlasting cry of cheapness isn't the only way to win trade.

This is an age of package goods, and the superior quality of "COW BRAND" Baking Soda makes it well worth your while. You give satisfaction because you get it. Our guarantee goes with every sale.

**JOHN DWIGHT & CO., Manufacturers**  
MONTREAL

# Red Feather



## Ceylon Tea

**BLACK - GREEN - MIXED**

No trouble to stock it—just one grade. It's a tea that will encourage a better class of trade, and besides, a tea at forty cents pays you more profit than cheaper grades. The new style of package is quite an attraction.

***One grade only. Retails at 40 cents***

---

**RED FEATHER TEA CO., TORONTO**

**BLACK JACK**  
WILL BRING NEW CUSTOMERS TO YOUR STORE  
TRY IT



1-lb. tins - 3 doz. in case.  
**SOLD BY ALL JOBBERS**

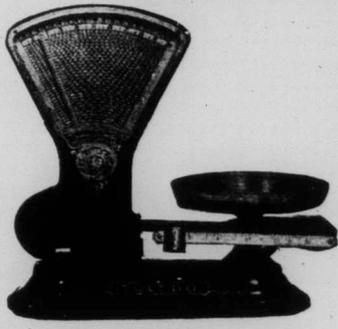
**Oakey's** The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

**'WELLINGTON' KNIFE POLISH**

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

Wellington Mills, London, England  
Agent:  
**JOHN FORMAN, - 644 Craig Street MONTREAL.**

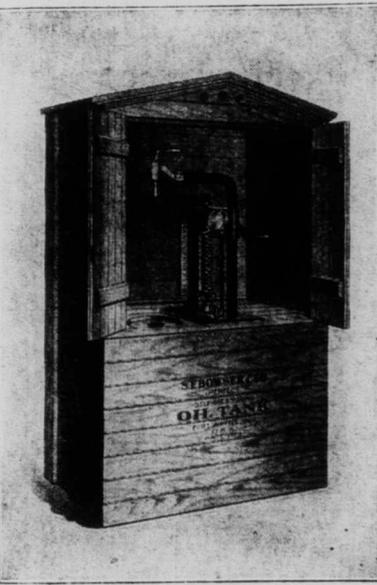
**GROCCERS, ATTENTION!**



What is your most valuable asset? Is it not your list of customers? What is most necessary to insure the success of your business? Is it not public confidence? By using **THE TOLEDO SCALE** which **INVITES** every **CUSTOMER TO SEE THAT YOU GIVE THEM JUST WHAT THEY ASK FOR**, you gain **PUBLIC CONFIDENCE**, thereby **ADDING TO YOUR MOST VALUABLE ASSET**, your list of Customers, and the great point is that you accomplish this without having to give down or over weight. No springs, no poises to shift, and no weights to lift on and off; the goods weigh themselves, absolutely correct, and do it instantly.

A postal will prove the foregoing. Think and act.  
**TOLEDO COMPUTING SCALE CO.,**  
21 John St. South, Hamilton, Ont.

**DEAN & McLEOD,** Canadian Agents



**OUR OUT-DOOR CABINET FOR OIL OR GASOLINE**

Cabinet extends up over tank so as to entirely enclose the pump. It is fitted with metal roof and double swing doors provided with "staple and strap" for padlock.  
**BOY AND THIEF PROOF**

**SAFETY ACCURACY AND ECONOMY**

ARE COMBINED IN THE

**BOWSER OUT-DOOR CABINET**

FOR

**OIL OR GASOLINE**

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

**SELF MEASURING PUMP**

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE.

**GUARANTEED EVAPORATION PROOF**

LET US GIVE YOU FULL INFORMATION. IT'S FREE.  
WRITE TO-DAY FOR CATALOGUE "B."

**S. F. BOWSER & CO., 530 Front St. W., TORONTO**

**A SURE SUCCESS**

IT COULD NOT BE OTHERWISE.

**HOLBROOK'S**  
GENUINE IMPORTED WORCESTERSHIRE

**SAUCE**  
PAYS 40% AND



Is the Premier of the

Acknowledged Sauce World

25c. per Bottle.

25c. per Bottle.

**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**

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



**IF A MAN WANTS CREDIT**

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

For Sale in Canada by

**THE EBY, BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**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.

—OFFICES IN CANADA—

HALIFAX, N.S.  
 OTTAWA, ONT.  
 VANCOUVER, B.C.

HAMILTON, ONT.  
 QUEBEC, QUE.

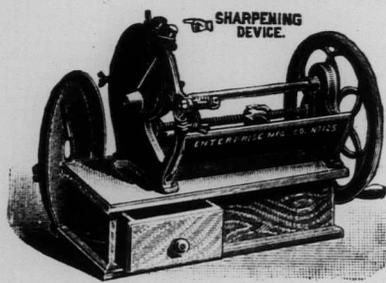
LONDON, ONT.  
 ST. JOHN, N.B.  
 WINNIPEG, MAN.

MONTREAL, QUE.  
 TORONTO, ONT.

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

**"ENTERPRISE"**

**Rotary Smoked Beef Shaver Rapid Grinding and Pulverizing Mills**  
 With Patented Self-Sharpening Device  
 40 Sizes and Styles for Hand, Steam and Electric Power



No. 125, 1 Blade, - \$22.50  
 No. 129, 2 Blades, - 22.50

We also make

Self-Priming and Measuring Pumps, Self-Measuring Faucets, Bung Hole Borers, Self-Gauging Cheese Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free.

Order from your Jobber

**The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.**

LIFTING A LATCH DROPS SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL GIVES BLADES A KEEN EDGE



No. 512, - \$13.50

## GROCER REFRIGERATORS

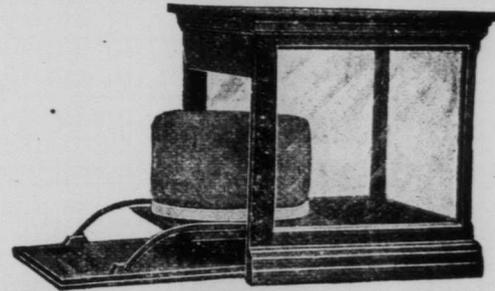
The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS  
Write for descriptive circular.

AM & NOTT CO., LIMITED, Brantford, Ont.

## 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**  
*The Cabinet* is a very handsome glass, polished hardwood 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.

# LARD



Containers can be filled by any of the leading jobbers in Canada or direct.

## THIS SHOULD SETTLE IT

Any retail grocers that are handling any of the cheaper grades of compound we will be pleased to send them as small a quantity as 1-20 pound wood pail of our **Boar's Head Brand Refined Lard Compound** as a means of having them test the superior quality of our goods as follows:

Place the **Boar's Head Brand Refined Lard Compound** together with the goods you are selling in a warm place and keep them there for a period of ten days, at the conclusion of which time you will find that the **Boar's Head Brand Refined Lard Compound** is in good condition and neutral in odor, while the cheaper grade of Compound will have an objectionable tallow odor. **Boar's Head Brand Refined Lard Compound** will keep neutral under the same conditions that any other cooking grease will become rancid, four or five times as long.

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Tubs	-	60 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

WRITE FOR FULL PARTICULARS REGARDING TERMS AND PRICES

# THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

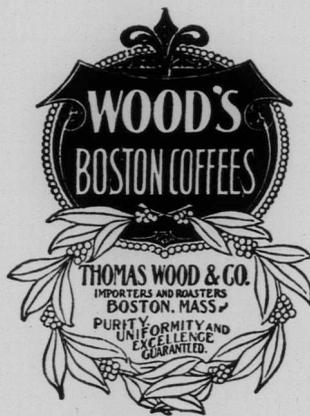
**More Light-** *That's what we all need. You'll get it by using "BON AMI" — the best window cleaner known.*

**HASN'T SCRATCHED YET**

*A Metal Polish and Glass Cleaner unequalled.*

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

Wholesale Grocers, Tea and Coffee Importers.



**Your Brand is There**

In selecting the different qualities of goods, you of course desire to be assured that your choice is the best.

In Wood's Coffees all these details are studied out and attended to, so that the purchaser is sure to find each brand appropriate to its purpose and the Best of its Class.

The saying "**WOOD'S COFFEES ARE THE BEST**" is familiar and true.

**CANADIAN FACTORY AND SALESROOM**  
428 ST. PAUL ST., -- MONTREAL.

**Canned Goods for 1905**

Are you thinking of placing your order for Canned Goods? If so, do it now. We guarantee delivery of all orders accepted. You will do well if you buy our famous brands,

- "Old Church" Tomatoes
- "Old Church" Corn
- "Old Church" Peas
- "Old Church" Beans  
"Golden Wax" or "Refugee"
- "Old Church" Pumpkins
- "Old Church" Fruits, of all kinds

**STANDARD CANNING CO., - - HAMILTON, ONT.**

**"Old Church" Brands**

are popular with the trade and with the consumer. We are frequently informed that "Old Church" Tomatoes, machine-packed, were the finest goods in Canada in 1904. Do not wait for our travellers, but mail your orders TO-DAY. Remember we guarantee to fill in full all orders accepted and signed by Lumsden Bros.

## HALIFAX BOARD OF TRADE

FROM very limited numbers a year or two ago, the membership of the Halifax Board of Trade has grown to four hundred and fifty-three, and is expected to reach the five hundred mark before the present year closes; from small rooms on Bedford Row, one of the back streets of Halifax, a change has been made to large, airy and handsomely furnished rooms on the busiest part of Hollis street.

### Board's Forward Movement.

For the last few years the growing usefulness of boards of trade in all the cities and towns of Canada has been acknowledged, and in no other place more than in the City of Halifax. Many years ago (about 1820), such a board—at that time called the chamber of commerce—was established in Halifax to look after the shipping interests principally, which in the olden days were of paramount importance. Some two years ago a "forward movement" was inaugurated and the results noted in the opening paragraph have been since accomplished. This end was brought about by a number of the younger business men of the city who felt the need of enlarging the scope of the board's work. A thorough canvass of the city was made which met with a hearty response, both as to membership and as to monetary pledges to increase the usefulness of the board, and to procure quarters that would be a credit to the city.

### Process of Centralization.

The general result has been that every line of business or business interests in the city is now represented in the membership; the Tourist Association, the Retail Merchants' Association and other kindred interests have been absorbed, and a permanent energetic secretary has been engaged who is devoting his whole time to forwarding the interests of all concerned, which can be more easily accomplished by centralization.

### How the Business is Done.

At present the business of the board is done in a very systematic manner which will, no doubt, have good results. The officers are as follows: President, James Hall; vice-presidents, A. M. Bell, G. E. Faulkner; secretary-treasurer, A. T. Weldon; council: G. S. Campbell, Alexander McNeil, S. D. Boak, C. H. Mitchell, Alex. Stephen, J. E. DeWolf, H. A. Flemming, James Billman, J. P.

Cox, A. MacKinlay, I. C. Stewart, O. E. Smith, W. J. Clayton, L. J. Mylius, I. S. Bowser, H. L. Chipman.

### Twenty-one Standing Committees.

For convenience in forwarding the work twenty-one standing committees have been appointed, representing interests including banking, learned professions, finance and insurance, manufactures, municipal, room and membership, pilotage and harbor regulations, reception and entertainment, tourist, transportation, freight rates, mining, West India trade and fisheries, immigration, flour, produce and commission, tariff and customs, retail merchants, dry goods (wholesale), hardware (wholesale), groceries (wholesale), the press. Every member of the council is chairman of a committee, each of which is composed of from five to twenty members.

### The Work of the Committees.

The various committees meet separately to consider the interests with which they are identified and report to the council, the latter reporting to a full meeting of the board, thus making a division of labor which cannot but tend to forward the interests of the city generally. Under the new regime the younger business men have come in with their new and progressive ideas, while those who have been longer in business are also there to give the benefit of their more mature practical experience as a healthy ballast to steady the deliberations of the board. Much good is expected to result from the new order of things.

### Formal Opening of New Home.

The formal opening of the new quarters took place on Tuesday afternoon, May 2, and no better evidence of the success of the "forward movement" could be given than the large assemblage of business men present. The principal speakers on the occasion were Lieut.-Governor Jones, one of the oldest members of the old chamber of commerce; Major-General Sir Charles Parsons, commander of the British garrison; Attorney-General J. W. Longley; Major MacIlreith; President Hall and others; and each was enthusiastic and hopeful as to the results that must follow the combined efforts of every interest to promote the welfare of the City of Halifax, and indirectly to influence the efforts of other boards of trade in promoting the welfare of the country as a whole.

### Congratulations of Visitors.

Among the visitors present from outside the city were W. E. Porter, president of the board of trade, Kentville; W. H. Roach, president of the board of trade, Windsor; and Alfred Dickie, Stewiacke, president of the Nova Scotia branch of the Manufacturers' Association, all of whom were happy in their remarks and extended congratulations to the board on their accession to new quarters as also to a broader and more useful sphere of work.

### Handsomely Furnished.

The new quarters of the board were the subject of general admiration. The location is the second floor of the McManus Building, corner of Hollis and Sackville streets. From outside it shows off well, the front and side containing fourteen large plate glass windows each a single pane about six feet square fitted with a patent appliance which swings the whole window frame on a central pivot allowing the best of ventilation. From the entrance doors on Hollis street to the smallest room on the premises everything is fitted in the most approved modern style and elaborately finished in quartered oak. The main room is large, with a seating capacity of about 250. This room, when not in use for general meetings, will be utilized as a reading room. On a long table may be found the principal newspapers and trade journals of the Dominion and some of the financial and other journals of the United States. The walls are handsomely finished and hung with pictures representing local points of interest. There is in addition a smaller council chamber, a secretary's office, typewriter's room, library, storeroom, coat room and lavatory. No expense has been spared to make the rooms attractive and they are considered the finest in the Maritime Provinces.

### General Policy of the Board.

As outlined by some of the speakers at the opening, there are three important things that the board is working for as a whole—Greater wharf accommodation, more railway sidings, and a five-day boat from the other side. To obtain the first two an effort will be made to secure a part of the lately abandoned dockyard, which will give abundant room for deep-water wharves as well as sidings. The need for greater railway accommodation may be seen from the

**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.

fact that during April 2,100 cars of freight were landed here, besides the large quantity used for outward freight. A further object of the board in this connection is to be prepared to take advantage of what traffic may accrue on the completion of the Grand Trunk Pacific Railway.

#### Good Work of Tourist Committee.

The Tourist Association, which has now amalgamated with the board of trade, and is represented by a strong Tourist Committee, has done good work for the past few years in advertising the city's attractions, usually spending about \$1,000 to \$1,200 a year. The committee has now in press a booklet—"Lake, Stream and Forest"—devoted particularly to the fishing attractions of the country. Another booklet—"Halifax Side Trips"—is also in course of preparation. It has also prepared and will soon place in position sign boards on the various roads leading from the city and on cross roads within a radius of some miles. In connection with the tram company the Tourist Committee are arranging for a number of evening concerts at Green Bank (Point Pleasant Park), and at the beautiful North West Arm. Everything is being done which will tend to make the stay of tourists in the city pleasant and profitable.

R.C.H.

#### VALUABLE BOOK.

**A Classified Article List of Industrial Products for Canadian Buyers, 1905-1906.** Trade edition. Bound in blue cloth, \$2.00. Montreal: The Manufacturers' List Co.

This volume of 430 pages is supplementary to the Canadian Industrial Blue Book, The Manufacturers' List, Buyers' Guide of Canada, issued by the Manufacturers' List Co. It provides a complete list of the articles contained in the Blue Book, and any additional articles that have subsequently been brought out

by the industries of the country. It is issued for the benefit of merchants and dealers throughout the Dominion.

The plan of the book is to work from the article to the manufacturer. The articles manufactured are arranged alphabetically, and beneath each are given the names and addresses of the manufacturers. Before each name is placed a figure indicating whether the manufacturer's shipping rating is local and provincial, provincial and dominion or dominion and export. There are also references to the advertisements contained in the book, which give more detailed information about the products of the various firms. An index of articles only appears at the front of the book, referring by number to the page and paragraph, where further particulars are given.

The book is a most valuable one, and should find a place in every merchant's office. It is at the same time a splendid advertisement for Canadian industries, and very helpful in the export trade.

#### TORONTO COFFEE EXPERT IN MONTREAL.

Mr. J. W. Mavbee, manager coffee department of the Eby, Blain Co., Toronto, was a visitor to Montreal end of last week, and paid the offices of The Grocer a friendly call. Mr. Mavbee's reputation as a coffee expert has extended beyond the confines of the Queen City, and his name is known by all interested in this branch of the grocery trade. Certainly from the point of long training and experience Mr. Mavbee's opinions should be what they are—valuable—and that his judgment of coffee is weighty is borne out by the reputation of the special lines of coffees marketed by the Eby, Blain Co.

#### COMPANIES INCORPORATED.

**H. A. EDGETT & CO.,** Vancouver, have been incorporated with share capital of \$40,000, for the purpose of dealing in groceries.

The Beaver Soap Co., Limited, Toronto, have been incorporated with share capital of \$50,000 to manufacture and deal in chemicals, soap, etc. Provisional directors: R. E. Kemerer, W. D. Scott, W. R. P. Parker and G. M. Clarke, all of Toronto.

The Fairbanks Co., Limited, Montreal, have been granted the right to carry out all matters comprised within the powers of the said company. Chas. J. Brittain, Toronto, attorney.

The T. Eaton Co., Limited, Toronto, have increased their share capital from \$500,000 to \$1,000,000.

The W. A. Rose Co., Limited, Napanee, have been incorporated with a share capital of \$20,000 to import and deal in Japanese and other Oriental goods. Provisional directors: W. A. Rose, A. Kent, J. A. Fraser, C. H. Wartman, M. R. Reid and S. R. Miller, all of Napanee.

The Orien's Chemical Co., Limited, Carleton Place have been incorporated with share capital of \$100,000 to manufacture and deal in drugs and druggists' sundries. Provisional directors: G. F. Howard, Carleton Place, and W. Bullock, R. J. Goudy, J. A. Goudy and F. Sinclair, all of Toronto.

The Knight Brothers Co., Limited, Burks' Falls, have been incorporated with share capital of \$150,000 to manufacture and deal in lumber, grain and cereals. Provisional directors: H. Knight, W. Knight, R. Clay, W. Sharpe, C. W. Sharpe, H. L. Barber and J. Hilliar, all of Burks' Falls.

RECEIVED TO-DAY a few cases of

Hagard's Burnt Onion Sauce  
 Lactomen Pure Milk in Powder form.  
 Halifax Fibred Codfish.  
 Horton-Cato Tobasco Sauce.  
 " Ring Pepper Sauce.

**LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, HAMILTON**

**To Our Customers in the West**

In order to be in close touch with our trade in the West, our representatives can now be reached at any time. Following is the territory they are covering and their addresses.

**TERRITORY :**

ONTARIO, Port Cardwell West  
 MANITOBA  
 ASSINIBOIA to Swift Current  
 Saskatchewan

ASSINIBOIA, west of Swift Current  
 ALBERTA, C.N.P. Ry. Points  
 BRITISH COLUMBIA, C.N.P. Ry.  
 Points—Slocan Trail Creek and  
 Boundary Districts

ALBERTA, Calgary-Edmonton Ry.  
 Points—C. P. Ry. Main Line  
 from Calgary West.

BRITISH COLUMBIA, North-east  
 Kootenay and Okanagan Valley

MR. H. E. TOMS  
 P.O. Box No. 745  
 Office and Sample Room  
 No. 324 McIntyre Block  
 WINNIPEG, Man.

MR. W. B. GRANT  
 care of Hume Hotel  
 NELSON, B.C.

MR. J. M. FIFE  
 care of  
 James Turner & Co.  
 CALGARY, Alta.

All orders will receive the personal attention of Mr. Vila who has recently returned from the West, after an active experience of a number of years, and we feel we are able to offer better handling, quicker shipment and more satisfaction to the western trade than any house in Canada.

**JAMES TURNER & CO., Wholesale Grocers HAMILTON**

**TARTAN**

Goods are sold from sea to sea, and are all of the first quality. If you have not stocked them you are missing a good thing.

All Guaranteed by  
**TARTAN TEA**  
 " COFFEE  
 " BAKING POWDER  
 " SPICE

**TARTAN CANNED VEGETABLES**  
 " CANNED FRUITS  
 " CANNED SALMON  
 " SOAP

**BALFOUR & CO. WHOLESALE GROCERS Hamilton, Ont.**

PROMPT SHIPPERS.

LONG DISTANCE PHONE 596.

# BLUE LABEL STOVE PASTE

in tins to retail at 10 cents.

¼ Gross Boxes. \$9.00 Gross.

This is an extra first class article.  
Try a box with your next order.

## THOMAS KINNEAR & CO.

"WHOLESALE  
GROCERS"

TORONTO and PETERBORO

APITEZO  
APITEZO

WE CANNOT REPEAT THIS TOO OFTEN.

IF YOUR JOBBER CANNOT  
SUPPLY YOU, WRITE US.

A. F. MACLAREN IMPERIAL CHEESE CO.,  
Limited,  
SELLING AGENTS,  
TORONTO, ONT.

### Business Changes

#### ONTARIO.

G. FABBRO, grocer, Copper Cliff, has assigned to D. L. McKinnon; meeting of creditors held May 6.

J. S. Gee, grocer, Listowel, is moving to new premises.

J. Lamonte, grocer, Ottawa, has discontinued business.

R. W. Davis, grocer, Mitchell, has sold out to J. C. Moor.

J. Usher, grocer, Ottawa, has been succeeded by J. Driscoll.

M. J. Laird, confectioner, Seaforth, has sold to Marshall Bros.

M. Kilburn, West Bolton, has sold his creamery to J. H. Leclerc.

Mrs. W. J. Grant, grocer, Blenheim, has sold out to C. B. Burr.

J. Hudson has opened up a fruit and confectionery store at Mitchell.

W. J. Flewwelling, grocer, Toronto, has sold out to McLeod & Son.

The Napanee Canning Co., Limited, Napanee, have obtained a charter.

J. H. G. Carrier, grocer, Ottawa, has added liquors to his business.

D. Wiltse, grocer, Athens, has sold out to R. Tassie, of Smith's Falls.

W. Murray, general merchant, Molesworth, has sold out to Mitchell Bros.

The bailiff is in possession of the stock of J. O. Berube, grocer, Ottawa.

J. C. Wood, general merchant, Hartington, has been burned out; partially insured.

The American Coffee and Spice Co., Toronto, has assigned to E. R. C. Clarkson.

D. Brennan, grocer and crockery dealer, Chatham, has assigned to J. R. Gemmill.

H. W. Simmonds, grocer and flour and feed merchant, has been succeeded by Mr. Villeneuve.

The stock of T. H. Ferguson, confectioner, Kingston, is under seizure and advertised to be sold.

The premises of J. Halligan & Co., grocers and liquor dealers, Kingston, have been damaged by fire.

Lawrason & Kichen, general merchants, Marsville, have been succeeded by Carruthers & Wightman.

#### QUEBEC.

P. Morin, grocer, Acton, has assigned.

The assets of Ed. Clark, grocer, Quebec, have been sold.

H. Hart, confectioner, Montreal, is selling out by auction.

Cloutier & Crochetiere have registered as grocers Sherbrooke.

P. Trepanier, general merchant, St. Stanislas, has assigned.

M. E. McWilliams has registered as a general merchant, Danville.

J. Prudhomme, tobacconist, L'Assomption, has compromised.

G. St. Denis, general merchant and grain dealer, St. Clet, is dead.

T. R. Paige & Son, grocers, Coaticook, have dissolved partnership.

G. G. Tremblay & Cie, general merchants, Kateville, have registered.

J. B. Cloutier, general merchant, La-Macaza, is offering to compromise.

Lalonde, Zotique & Cie., fruiterers, Montreal, have dissolved partnership.

Andre Labbe & Co., general merchants, Chartierville, have registered.

The Cleland Co., general merchants, Hemmingford, have obtained a charter.

The assets of J. Lapointe, general merchant, La Macaza, are to be sold.

S. J. Roy & Co. have registered as proprietors of butter factory, Sabrevois.

N. Morin, grocer and liquor dealer, Montreal, is offering 20c. on the dollar cash.

John G. McGuire & Co., grocers, Shawville, have been succeeded by A. Wood.

A. Desmarais & Cie., general merchants, Vercheres, have dissolved partnership.

A. Sausette, general merchant, St. Jean Baptiste, has assigned to A. Lamarche.

J. A. Bourget, general merchant, Lac Aux Sables, has assigned to V. E. Paradis.

Boutara, Jezar & Batha, have registered as fruiterers and tobacconists, Montreal.

McArthur Bros., bakers and confectioners, Shawville, have sold out to W. H. Lucas.

Perfection in Tea—

# “Red Feather”

A Tea of QUALITY.

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

The assignment of J. A. Bourget, general merchant, Lac Aux Sables, has been demanded.

Boivin & Marceau, proprietors of butter and cheese factory, Napierville, have dissolved partnership.

E. S. Levesque, grocer, St. Flavie station, has voluntarily assigned to Delaivre & Taschereau.

Chartrand & Turgeon have been appointed curators to A. Provenchal, general merchant, Daveluyville.

C. Thibault, general merchant, St. Anne Des Monts, has assigned; V. E. Paradis provisional guardian.

### NOVA SCOTIA.

W. C. Arsenault, grocer, Westville, has assigned.

J. Etter, produce merchant, Lower Steviacke, is dead.

A. Murray & Co., wholesale fruiterers and confectioners, Sydney, have been burned out. The loss is estimated at \$500; no insurance.

### NEW BRUNSWICK.

P. Chisholm, grocer, St. John, is retiring from business.

G. E. Barbour, wholesale grocer, St. John, has been succeeded by G. E. Barbour & Co., Limited.

Constantine & Steeves, general merchants, Elgin, are about to dissolve partnership. Mr. Constantine continues in the business.

### MANITOBA AND N.W.T.

Calhoun & Co., grocers, Winnipeg, have sold out.

Westhaver Bros., grocers, Winnipeg, have sold out.

M. H. Seigfried, confectioner, Weyburn, has sold to G. F. Pinder.

Ott & Weatherby, general merchants, Killaly, have dissolved partnership.

E. J. Mondeur, confectioner, St. Boniface, has sold to Heaslip & Emmerton.

G. C. Robertson & Co., grocers, Winnipeg, have sold to A. F. Frederickson.

H. Fontaine, general merchant, St. Elizabeth, has assigned to C. H. Newton.

The Galacian Trading Co., general merchants, Sifton, have sold their stock.

C. A. Leeder & Co., general merchants, Saskatoon, have sold out to Jones Bros.

Shoplant & Wallace, general merchants, Langenburg, have assigned to C. H. Newton.

A. Hughes and J. M. Hughes, general merchants, Medora, have been succeeded by A. Hughes.

A. M. Anderson, general merchants, Leduc, are offering to compromise at 65c. on the dollar.

Lyone Bros., pickle manufacturers, Winnipeg, have suffered small loss by fire. They carried insurance.

The stock of the estate of Wallace & Munro, general merchants, Heward, was advertised for sale by auction May 10.

The stock of the estate of W. J. Wallace, general merchant, Stoughton, was advertised for sale by auction May 10.

### BRITISH COLUMBIA.

A. Hesson & Co., grocers, Kamloops, have been succeeded by Stevens & Allen.

### NEW GROCERY FIRM.

Belleville has a new grocery firm under the style of Hamm & Fairfield, they having recently bought out Adam Henry, who has been doing business there for a number of years. F. B. Hamm has been three years connected with the old business, and H. E. Fairfield has for the past fourteen years been connected with R. J. Graham, an extensive apple exporter. Both men are well and favorably known and already the new business shows considerable increase. They have remodelled the premises and intend to do an up-to-date general grocery and flour and feed trade.

### WINNIPEG EXPOSITION.

The date of the Winnipeg Exhibition this year has been fixed, namely, July 20 to 28. The directors are reported to be sparing no pains to make the 1905 exhibition worthy of the Great West in every particular and second to none in the Dominion.

The Canada Glue Co. have decided not to locate in Guelph, preferring Brantford.



## UPTON'S

Home-made

Jams

Jellies

and

Orange

Marmalade

are absolutely pure fruit and granulated sugar.

A little higher in price than the other kind but worth the difference.

How much has your fish trade fallen off since Lent ?

Why should it fall off at all ?

Don't you realize that you can keep up a steady sale for such a thing as "Halifax" Prepared Codfish all through the year ?

And isn't it more satisfactory and profitable to you to have steady trade in any line than only spasmodic fits and starts thereof ?

You have the situation in your own hands. It's easy to sell "Halifax" Prepared Codfish all the year round. Keep it before the people and they'll buy it.

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## **BLACK BROS. & CO., LIMITED**

**HALIFAX and LaHAVE, N.S.**

**Agencies :**

**A. H. BRITTAIN & CO.,**  
*Board of Trade Building, MONTREAL.*

**REGINALD LAWSON,**  
*Winnipeg, Man.*

**CHAS. MILNE,**  
*Vancouver, B.C.*

## Fresh and Cured Fish

### Preparing for Salmon Season.

**P**REPARATIONS on the Fraser River for the big salmon pack of this year are now well under way and will be in full swing by the middle of May. The overhauling of a large number of the canneries began on May 1, and before long can-making will commence in earnest. The managers of all the British Columbia Packers' Associations' canneries assumed active control of the various establishments on May 1. By the end of June all the canneries will have their preparations for the season's pack completed, and in July the first run of sockeyes will take place. It is reported that as this season is one of a large run a great many northern Indians are coming down to the Fraser. The northern natives may fish for a time for the canneries on the upper coast, but as soon as the runs there commence to slacken off they will head for the Fraser.

### To Supply Fishermen With Bait.

It looks as if a new solution of the bait question were about to be offered to fishermen in the Maritime Provinces. A representative of the firm of Benet & Fils, Granville, France, has recently been in North Sydney with a view to supplying French and American fishing vessels with free samples of preserved bait such as is now used by this firm in France. Machinery for a bait-preserving plant is now on its way to Halifax. The new system is said to have great advantages over the cold storage plan as vessels can go to the fishing grounds and remain there as long as they wish with constant fresh material instead of having to return to port frequently for cold storage bait. It also removes the trouble and expense of carrying large quantities of ice.

### To Investigate Fisheries.

HE proposed fishery commission to be appointed by the Dominion Government will have a much wider scope than was at first contemplated. There are many fishery questions of both local and international importance arising from time to time all along the line from Victoria to Halifax. In view of this the commission will probably take cognizance of fishery conditions in the Maritime Provinces, Quebec and Ontario besides British Columbia.

For the work in the Eastern Provinces a small commission of experts may be selected, which will begin its work on the Atlantic coast, taking the evidence

of fishermen, fish merchants, cannerymen and others, and hold conferences with state fish commissioners in Maine, New York and Vermont. Having done its work in the east, this commission will proceed to British Columbia, where it will be increased in size by the addition of three or four British Columbia representatives, where its most important work has to be done. Meetings will be held at Victoria, Vancouver, Nanaimo, New Westminster, and at a convenient point on the Skeena River. Conferences will also be held with the Washington state fish commissioner and with American cannerymen and fishermen, to arrive if possible at a mutually satisfactory agreement in respect to regulations.

In British Columbia the commission will have to deal in the first place with the salmon industry, including such live questions as stringent rules against over-fishing, fish propagation, the location of traps and their effective regulation. There are also the halibut and herring industries, now assuming importance, and the wonderful wealth of the Pacific in other valuable food fishes that should be thoroughly inquired into in an investigation of this kind.

### Provincial vs. Federal Rights.

The question of provincial and federal rights with regard to fishing privileges has arisen in British Columbia in a case brought before the Supreme Court by B. I. Short, who has been refused permission to erect salmon traps on the foreshore fronting Victoria after having been granted a federal license. The refusal by provincial officials is on the ground that the site is outside the territory decided upon as open for traps.

### No Sardine Combine.

The report current some weeks ago that a combine had been formed among several of the sardine packing interests on the Maine coast is discredited by the New York Commercial. According to this journal no combine has been effected and the probabilities that one will be formed are now exceedingly remote.

### Trap Fishing Begins.

Trap fishing began in the Straits of Georgia on May 2. The early start this year is for the purpose of securing a fish supply for a German firm who contemplate placing it in cold storage prior to exporting to Germany. The shipment of salmon to the German market is not an entirely new line. Carload lots have been forwarded from the Pacific

## BOOKS FOR BUSINESS MEN . . . . .

### Manufacturing Cost

This book is a new departure in the way of a book on "cost accounting." In it you find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

Pamphlet about it sent on request.

**Handsomely Bound in Cloth  
\$3.00, CARRIAGE PREPAID**

### Thorne's Twentieth Century Book-Keeping and Business Practice

A new and model work on Book-Keeping. Not a re-written work, but an absolutely new book from cover to cover. Not an old or out-of-date method or illustration in it.

If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

Pamphlet about it sent on request.

**350 pages, Bound in Half Leather  
\$3.00 POSTPAID**

### Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published. Some of these systems, methods and schemes get \$50.00 a day for their originators.

Pamphlet about it sent on request.

**160 pages, fully illustrated, Bound  
in Art Boards with Title Label  
in Two Colors  
\$1.00 POST-FREE**

### Successful Advertising—How to Accomplish It.

BY J. ANGUS MACDONALD

A book that is a veritable mine of suggestions to merchants—not a book of theory but a book of practical value. While it is a text book on advertising, its chief value lies in the help it gives to the merchant who wants ideas—ideas that will make his business bright, that will stimulate sales.

Easily worth its price

**400 pages, Cloth  
\$2.00 POSTPAID**

**TECHNICAL BOOK  
DEPARTMENT**

**The MacLean Publishing Co.**  
Limited

10 Front St. E., TORONTO



Make a  
Display of

# KING OSCAR SARDINES

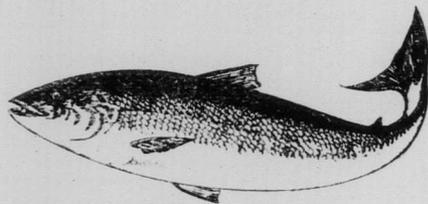
They are most attractive goods and the most profitable Sardine you can handle.

ASK YOUR WHOLESALE HOUSE

**JOHN W. BICKLE & GREENING, Hamilton, Ont.**

Canadian Selling Agents

## SOCKEYE SALMON



**"Sovereign" and "Lynx"  
Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

## 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
	<b>\$16 00</b>

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.**

coast in the past, although it is expected the business will shortly assume proportions never heretofore equalled.

**Fish Gossip.**

It is said that the Dominion Government will shortly establish a fish hatchery at Windsor, N. S.

C. S. Windsor, the veteran Fraser River canner, is erecting an up-to-date cannery at New Westminster, B.C.

It has been formally announced that no readjustment will be made this year in the close season for salmon in British Columbia to make it agree with the close season in the State of Washington.

R. Henry, of Windsor, Ont., has been appointed by the British Columbia Packers' Association to supervise their business in Ontario, Nova Scotia, Prince Edward Island, New Brunswick, and part of the Province of Quebec for the next five years.

**APPOINTED AGENTS.**

The Union Oil Co., of Providence, R. I., have appointed as sole agents in Eastern Canada the N. K. Fairbank Co., Montreal, who are now carrying a stock of the famous brand "Pure Salad Oil" and offering same to the wholesale trade in the Dominion at attractive prices.

**B.C. TRAVELERS' TAX.**

THE North-West Commercial Travelers' Association have sent the following petition to the Minister of Trade and Commerce with reference to the tax on commercial travelers from other provinces recently imposed by the Legislature of British Columbia:

Your petitioners, the North-West Commercial Travelers' Association of Canada, took all possible steps to induce the Government of British Columbia to refrain from passing legislation putting a tax on members of this and other associations of travelers in Canada, on the ground that it is an unjust discrimination against Canadian non-residents and a direct interference with inter-provincial trade. Your petitioners also have been accorded an interview by you, having waited on you with delegates from Toronto, London, Montreal and other associations of commercial travelers.

The obnoxious tax is now being enforced, and we would respectfully beg that you would take up the matter of disallowing this Act at as early a date as possible, and would respectfully submit the following resolution passed by the Board of Trade at Nelson, B.C., showing that the people of British Columbia are

# The reason is not hard to find

Grocers handling "KOLONA" PURE CEYLON find a steadily increasing trade among their customers who prefer quality rather than price—

**TEA**

**Do Yours?**

**What One Grocer Says:**



DEAR SIR,  
 RETURNED to you to ship us some more.  
 MAY 11 1905  
 We are having quite a run on "Kolona" Tea. The other stores are out, and we are more than holding our own with "Kolona." It gives good satisfaction.  
 cut book 34  
 Page 74  
 THE QUALITY HAS NEVER BEEN EXCELLED.

Sold only in Lead Packages. Packed in Six Grades. Each grade representing the acme of quality of its marked value.

**25, 30, 40, 50, 60 and 80c.**

1/2 and 1-lb. Packages

**BLACK MIXED GREEN**

— IF YOU HAVEN'T STOCKED IT, WRITE US FOR OUR SPECIAL SELLING PROPOSITION.

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

TEA IMPORTERS AND WHOLESALE GROCERS TORONTO

It is the result of life-long study of Tea Experts.

ORDER AN ASSORTMENT FOR A TRIAL.

not by any means in favor of this essentially class legislation, which has a tendency to interfere with the freedom of trade between the several provinces of the Dominion.

That in the opinion of the wholesalers' section of the Nelson Board of Trade, the recommendation of the British Columbia Assessment Commission to the Government of the province respecting the imposition of a tax on commercial travelers doing business in British Columbia is considered most objectionable in principle.

"Your petitioners would humbly pray for an early consideration and adjustment of this matter. Signed on behalf of the North-West Travelers' Association of Canada.

John Horne, President.  
 Fred J. C. Cox, Secretary."

**TARIFF DECISIONS.**

According to the latest decision of the Board of Customs, Ottawa, the following articles of foreign manufacture coming to Canada are subject to duty: Kremoline, used in the manufacture of confectionery, 25 per cent.; refined coconut oil, not further manufactured than bleached or refined, 20 per cent.; Thomson's essence for coffee, 2c. per lb.



## "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  
Cor. Lagauchetiere St.

## OUR SPECIALS

Hershey's Chocolate, 5c. and 10c. Cakes,  
Lipton's Pickles, Jams, Jellies, etc.,  
Boston Luxury Coffee, in 12-lb. and 25-lb. Tins,

"Defiance" Marmalade, 1-lb. Jars and 7-lb. Pails,  
"Kincora" Ceylon Tea, in Packages,  
"Red Feather" Ceylon Tea, in Packages.

**JOHN SLOAN & CO.,**

TORONTO

BELLEVILLE

## SHORT- CUT PORK

We have a very nice lot of this in stock, made out of Dressed Hogs when they were cheap. We could not make it to-day at the price asked for it, and would advise buying now.

**F. W. FEARMAN CO.**

HAMILTON, ONT.

Limited

WE ARE DAILY BUYERS OF

## EGGS AND BUTTER

Correspondence solicited.

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

**THE PARK, BLACKWELL CO.**

TORONTO

LIMITED

TELEPHONE M 3960

# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## The Bacon Situation.

THE importation of American hogs continues on a small to fair scale this week, as a result of the scarcity and high price of the domestic product; the price of the latter rules practically as last week, viz., \$6.75 to \$7.00. Good domestic business is reported, particularly in Ontario, and large orders are reported from the Upper Lakes district.

Conditions on the export market continue as last advised. Owing to the approach of Whitsuntide in England, when the bacon trade usually tends to the quiet side, Canadian packers are not anticipating as lively a demand from that quarter as usual. Killings in Denmark continue about the average, and there are no particular indications to record.

## Canadian vs. Danish Bacon.

IN discussing the respective merits of Canadian and Danish bacon as viewed by the provision trade of Great Britain, W. A. MacKinnon, Canadian commercial agent to Bristol, says, the trade as a whole seem to be much gratified at the general improvement in the quality of Canadian bacon, and it is emphatically stated that the best samples of Canadian are not excelled by any other. It must be admitted that both Danish and Irish bacon, having a great advantage of nearness to the market, arrives fresher than Canadian. Danish is also milder cured, and is in high favor in the London markets, where it can be cut up quickly and consumed. Representative Cardiff importers say that Danish is not "hard" enough for the Welsh hill trade, that it discolors quickly, and is, therefore, not so safe handling as Canadian. Russian, likewise is not nearly so sound as Canadian bacon, and runs at about 3s. less. One large dealer states that Canadian is much more useful for his trade in Wales than Irish bacon, the proportion of his sales being twenty Canadian to one Irish.

## THE USE OF BORAX

Leading importers express regret at the free use which is made of borax, though none of them appear to suggest a substitute for borax as a preservative.

If salt only is used the result is too "hard" a cure, popular demand being for mild-cured bacon. This objection does not hold or at least is minimized, if the bacon is used within a week of landing, but when there is a longer interval, especially in warm weather, the bacon seems to become saturated with borax, which also produces a paler appearance instead of the attractive pinkish color of the salt cured.

## UNITED STATES BACON SOLD AS CANADIAN.

It is freely stated that United States bacon is not sold as such, nor as American, but as low-priced Canadian. Such statements are often difficult to prove, but it will be evident that if the practice is as claimed, the effect must be to reduce the average quotations for Canadian and make them compare less favorably with the figures for Danish than would be the case if only standard Canadian brands were sold under that name. It is also claimed that some of the best Canadian bacon is sold as English.

## SOME DISADVANTAGES OF CANADIAN BACON.

Some dealers attribute a considerable part of the excess in the price paid for Danish bacon to the relative scarcity of this product. A still more important element in determining a higher price for Danish bacon is that it is known to be free from borax. It is strongly asserted that if Canadian bacon could be landed here quite free from borax there is no reason why Canadian should not bring as much as Danish.

## CANADIAN BACON NOT UNIFORM.

One thing greatly to be desired to bring Canadian bacon up to the level of Danish is uniformity in length and trimming of the sides, as also in the amount of fat. There is a somewhat frequent complaint that Canadian bacon is uneven, while the Danish product may be depended upon, bale after bale, to turn out almost exactly uniform. This is a most important advantage for any staple commodity in the British markets.

## Best in the World.

J. J. Ilbaenes Casanova, a Mexican dairyman and factory man, who is at present on a three months' visit to the United States and Canada, says that Canadian dairying methods are the finest

in the world, particularly those in use in Eastern Ontario and Quebec.

Mexico at the present time lacks the natural facilities for refrigerators and the Mexican Government has promised to give liberal concessions to any who will embark in the business. While in Chicago, Mr. Casanova visited different artificial ice plants, the ideas of which he is taking home to put into use, and which he thinks will become general in his country in a short time.

## Cattle Embargo Again.

A conference of representatives of English and Scottish agricultural associations, municipal boards, and chambers of commerce was held in London, Eng., on May 11, with a view to securing the removal of the present restrictions on importations of Canadian cattle.

## Dairy and Provision News.

The annual meeting of the Western Ontario Dairymen's Exchange, in London, on May 6, for the election of officers, resulted as follows: President, W. F. Sanderson, Rannock; vice-president, S. F. Brown, Mapleton; secretary-treasurer, J. A. Nelles, London (re-elected); auditor, T. B. Miller, London; directors, Martin Kidd, Aylmer; Thos. Ballantyne, jr., Stratford; J. W. Symington, Camlachie; James H. Thomas, Ingersoll; D. Smith, Widder; Western Fair representatives, J. R. Isaacs and T. B. Miller, London.

## Creameries in Quebec.

The port of Three Rivers has just established a wholesale market that promises to do much for the development of the international trade in butter and cheese. A rich agricultural region centres around this point, and constitutes one of the principal sources of supply of both these articles for the Canadian market and export. Over two hundred creameries have joined a new association called the Three Rivers Butter and Cheese Board, and there is scarcely a parish in the Province of Quebec that does not have a dozen or more creameries.

The Petrolea Packing Co., Petrolea, have just finished a commodious building in which to kill cattle. They intend branching out in the beef export trade.

# YOU NEED

this business, it's in your line, and it pays well.

## CONDENSED GOODS

There is a steady demand for these goods, and you should be getting your share of it. The well-known brands of

### JERSEY STERILIZED CREAM

AND

### REINDEER CONDENSED MILK, COFFEE AND COCOA

Every tin guaranteed

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

## MAGIC BAKING POWDER



every wide - awake merchant handles **MAGIC BAKING POWDER**

the best advertised, most popular, most profitable Baking Powder to handle—

makes friends and customers for you—

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

## YES

### Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY and at ALL TIMES

**The J. A. McLean Produce Co., Limited**

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.





**Baking Powder.**  
Balfour & Co., Hamilton, Ont.  
Gillett, E. W., Co., Toronto.  
Maiden, J. H., Montreal.  
McLaren's, W. D., Montreal.

**Baskets.**  
Oakville Basket Co., Oakville, Ont.

**Biscuits, Confectionery, Etc.**  
Bates Mfg. Co., Toronto.  
Canadian Shredded Wheat Co., Niagara Falls, Ont.  
Christie, Brown & Co., Toronto.  
Cowan Co., Toronto.  
Davidson & Hay, Toronto.  
Imperial Biscuit Co., Guelph, Ont.  
Lamont, Corliss & Co., Montreal.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Sloan, John, & Co., Toronto.

**Blue and Black Lead.**  
Douglas, J. M., & Co., Montreal.  
Oakley, John, & Sons, London, Eng.  
Reckitt's—Gilmour Bros. & Co., Montreal.

**Canned Goods.**  
Canadian Cannery, Limited, Hamilton.  
Balfour & Co., Hamilton.  
Belleville Canning Co., Belleville, Ont.  
Standard Canning Co., Hamilton.

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

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Canada Cigar Co., London, Ont.  
Empire Tobacco Co., Montreal.  
Fortier, J. M., Montreal.  
McAlpin Consumers Tobacco Co., Toronto.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Sherbrooke Cigar Co., Sherbrooke, Ont.  
Turkett, Geo. E., & Son Co., Hamilton.

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

**Cocunut.**  
Downey, W. P., Montreal.  
Greig, Robt., Co., Toronto.

**Cocoas and Chocolates.**  
Baker, Walter, & Co., Dorchester, Mass.  
Cowan Co., Toronto.  
Epps, James, Co., London, Eng.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Peter's—Lamont, Corliss & Co., Montreal.  
VanHouten's—J. L. Watt & Scott, Toronto.

**Computing Scales.**  
Dean & McLeod, Hamilton.

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

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

**Crockery, Glassware and Pottery.**  
Barnard & Holland, Montreal.  
Foster Pottery Co., Hamilton.  
Gowans, Kent & Co., Toronto.

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

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

**Fish.**  
Bickle, John W., & Greening, Hamilton.  
Black Bros. & Co., Halifax.  
James, F. T., Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Sovereign & Lynx Brands.  
Winnipeg Fish Co., Winnipeg, Man.  
White & Co., Toronto.

**Flavoring Extracts.**  
Gorman, Eckert & Co., London, Ont.

**Fly Pads and Paper.**  
Fowell & Davis Co., Chatham, Ont.  
Thum, O. & W. Co., Grand Rapids, Mich.  
Wilson, Archdale, Hamilton, Ont.

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

**Fruits—Dried, Green, and Nuts.**  
Adamson, J. T., & Co., Montreal.  
Distributors Co., Toronto.  
Downey, W. P., Montreal.  
Gibb, W. A., & Co., Hamilton.  
Goodwillie's—Rose & Laflamme, Mon.  
James, F. T., Co., Toronto.  
McWilliam & Everist, Toronto.  
Rattray, D., & Sons, Montreal.  
Robinson, O. E., & Co., Ingersoll.  
Rose & Laflamme, Montreal.  
Stringer, W. B., & Co., Toronto.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

**Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.

**Grain, Flours and Cereals.**  
Frontenac Cereal Co., Kingston.  
Greig, Robt., Toronto.  
Lake Huron & Manitoba Milling Co., Goderich.  
McCann, Wm., & Co., Toronto.  
Ogilvie Milling Co., Montreal.

**Grocers—Wholesale.**  
Balfour & Co., Hamilton.  
Chaput, L. Fils & Cie., Montreal.  
Davidson & Hay, Toronto.  
Ely, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Gorman, Eckert & Co., London, Ont.  
Hudson, Hebert & Cie., Montreal.  
Kinneer, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Sloan, John, & Co., Toronto.  
Turner, James, & Co., Hamilton.

**Grocers' Grinding and Packing Machinery.**  
Adamson, J. T., & Co., Montreal.  
Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.

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

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

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

**Interior Store Fixtures, Trucks, Scoops, Scales, Etc.**  
Walker Pivoted Bin and Store Fixture Co., Toronto.

**Jams, Jellies, Etc.**  
Batter's—Rose & Laflamme, Montreal.  
Downey, W. P., Montreal.  
Imperial Extract Co., Toronto.  
Smith, E. D., Winona, Ont.  
Southwell's—Frank Magor & Co., Montreal.  
Upton, Thos., & Co., Hamilton.

**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Balogna Lime Works Co., Barbadoes, B. W. I.  
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.  
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.  
Rattray, D., & Sons, Montreal.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Tucker, E. St. G., Halifax, N.S.  
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.

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

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

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

**Patent Medicines.**  
Mathieu, J. L., Co., Sherbrooke, Que.  
Ogilvie Milling Co., Montreal.

**Pickles, Sauces, Relishes, Etc.**  
Belleville Canning Co., Belleville, Ont.  
Capstan Mfg. Co., Toronto.  
Colson, G. E., & Son, Montreal.  
Cross, J. H., Montreal.  
Flett's—Rose & Laflamme, Montreal.  
Goodwillie's—Rose & Laflamme, Montreal.  
Gorman, Eckert & Co., London, Ont.  
Greig, Robert, Co., Toronto.  
Heinz, H. J., Pittsburg, Pa.  
Holbrook & Co., London, Eng.  
Lucas, Steele & Bristol, Hamilton, Ont.  
Lytle, T. A., Co., Toronto.  
Merchants Mfg. Co., Toronto.  
Paterson's—Rose & Laflamme, Montreal.  
Purnell, Webb & Co., Bristol, Ont.  
Sutton, G. F., Sons & Co., London, Eng.  
Taylor & Pringle Co., Owen Sound.  
Warren Bros. & Co., Toronto.

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

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

**Refined Cider.**  
Wilson, W. H., Co., Tillsburg, Ont.

**Refrigerators.**  
Fabien, C. P., Montreal.  
Ham & Nott Co., Brantford, Ont.

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

**Soap.**  
Balfour & Co., Hamilton, Ont.

**Soda—Baking.**  
Dwight, John, & Co., Montreal.

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

**Sugars, Syrups and Molasses.**  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Imperial Maple Syrup—Rose & Laflamme, Montreal.  
Kinneer, T., & Co., Toronto.  
Montreal Maple Co., Montreal.  
Rattray, D., & Sons, Montreal.  
"Sugars" Limited, Montreal.

**Teas, Coffees, and Spices.**  
Balfour & Co., Hamilton.  
Blue Ribbon Tea Co., Toronto.  
Braid, Wm., & Co., Vancouver, B. C.  
Ceylon Tea Traders Ass'n.  
Davidson & Hay, Toronto.  
Ely, Blain Co., Toronto.  
Ewing, S. H. & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Japan Tea Traders Ass'n.  
Kinneer, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Piper, A. M., & Co., Toronto.  
Provost & Allard, Ottawa.  
Red Feather Tea Co., Toronto.  
Salada Tea Co., Montreal and Toronto.  
Sloan, John & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Wood, Thos., & Co., Montreal.

**Vinegars.**  
Wilson, W. H., Co., Tillsburg.

**Washing Compound.**  
Keen's—Frank Magor & Co., Montreal.

**Wines and Liquors.**  
Bates Mfg. Co., Toronto.

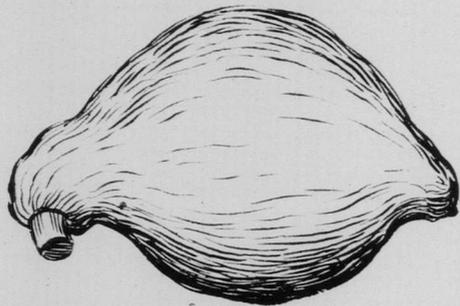
**Woodenware.**  
Woods, Walter, & Co., Hamilton.

**Wrapping Paper, Paper Bags, Etc.**  
Canada Paper Co., Toronto.  
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Cross, J. H.	47	Kyle, C. E.	2	Purnell, Webb & Co.	41	Wilson Commission Co.	2
Davidson & Hay	15	Lake Huron & Manitoba Milling Co.	57	Queen City Oil Co.	2	Wilson, W. H., Co.	4
Dawson Commission Co.	48	Lambe, W. G. A.	2	Radiger & Janion	2	Winnipeg Fish Co.	inside back cover
Dean & McLeod	7	Lamont, Corliss & Co.	53	Rattray, D., & Sons	52	Wood, Thos., & Co.	44
Dingle & Stewart	2	Lawson, Reginald	2	Red Feather Tea Co.	6	Woods, Walter & Co.	23
Distributors Co.	49	Leake, J. W.	48	Robinson, O. E.	48		
Dominion Molasses Co.	inside back cover	Lethem, John, & Sons	24				
Douglas, J. M., & Co.	40	Little, Geo.	24				
Douglas & Ratcliff	28						
Downey, W. P.	47						

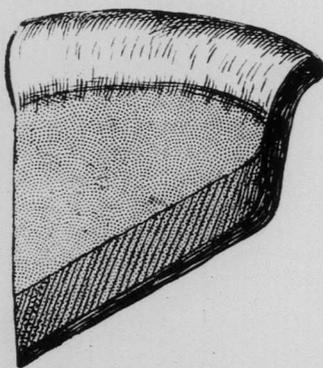


There's as much profit for you selling SIMCOE CANNED SQUASH as there's pleasure for your customers in eating SQUASH PIE. This is a sweeping statement, but we know it because we tried it ourselves.

Send an order through your wholesaler for SIMCOE CANNED SQUASH; remember it must be "SIMCOE" and suggest the following recipe for making delicious SQUASH PIE. If you purchase SIMCOE SQUASH and induce your customers to utilize this recipe we are confident that you will be able to sell large quantities of Simcoe Squash.

**Recipe for Making Squash Pie**

- One tea-cup of Canned Simcoe Squash.
- One tea-cup of milk.
- Three-fourths tea-cup white or brown sugar.
- One tablespoon melted butter.
- One " ginger.
- One " cinnamon.
- A little salt.
- Makes one plate pie.
- One can Squash makes five plates pie.



**Canadian Cannery  
Limited**

**Hamilton, Ont. - - - Canada**

# PAPER BAGS.

Don't let any low prices you may receive worry you.

**SEE US BEFORE BUYING.**

**DOUGLAS & RATCLIFF**

PAPER DEALERS AND IMPORTERS, LIMITED

**TORONTO.**

## 1905 CROP

**Molasses  
Barbadoes**

*Genuine  
article is hard  
to procure.*

*We have it!*

ALSO

**PORTO RICO SYRUP**

In Barrels and Hlf. Barrels.

Send to us for Samples and Prices.

THE MOST UP-TO-DATE GROCERS IN DOMINION

**L. CHAPUT, FILS & CIE.**

Wholesale Grocers,  
Importers of Teas, Coffees, Wines and Liquors,

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# THE CANADIAN GROCER

President:

**JOHN BAYNE MACLEAN,**  
Montreal.

**The MacLean Publishing Co.**  
Limited

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

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**NEW ADVERTISEMENTS.**

- Adam Co., Winnipeg, Man.
- Parnell, Webb Co., Bristol, Eng.

**THE NEW GERMAN TARIFF.**

In March, 1906, it is probable that the new German tariff law will come into force. It has taken several years to get the tariff into shape, owing to the fact that since the law was passed in December, 1902, several treaties of commerce have been negotiated between Germany and other countries of Europe. Besides this, treaties already in force have had to run their course, before any new arrangement could be effected. By the beginning of 1906, all the old treaties will have expired and all the new treaties will be secure, so that the new law can be properly put into force.

On February 22 last, the German Reichstag passed the last of seven treaties of commerce negotiated by the German chancellor of the exchequer with

seven European countries, viz., Italy, Belgium, Roumania, Switzerland, Servia, Austria-Hungary and Russia. Under these conventions the seven countries will severally enjoy advantages not accorded to other countries in their commerce with Germany.

As an example of these advantages may be cited the schedule relating to dried fruits, such as apples, pears, peaches and apricots. At present these articles pay a duty of 95 cents per 220.4 pounds (100 kilograms). Under the new schedule the same articles will be dutiable at \$2.38 per 220.4 pounds; but when imported from Italy, Roumania, Austria-Hungary and Servia, they will come in at a reduced duty of 95c. per 220.4 pounds, an advantage of \$1.43 in favor of these countries.

Apples in barrels will be similarly discriminated against. Under the new tariff all apples in barrels will be dutiable at \$2.38 per 220.4 pounds, except those entering from Italy, Belgium, Servia, Roumania and Switzerland. The duty on these will be \$1.19 or half that imposed by the autonomous tariff. Another important feature in this connection is that from September 25 to November 25 fresh fruits, such as apples and pears, when unpacked, that is, piled loosely in bulk or carried in bags, may be imported free. This will enable the great cargoes of fruit that come into Germany from Austria and Switzerland by canal boat to enjoy a decisive advantage over apples of American origin, which are now imported uniformly in barrels.

**LEADING CANADIAN STORES.**

THE re-modelling and re-building of stores goes on apace all over the country. Every effort is made to render the store attractive and store arrangement and equipment are recognized as vital factors in successful merchandising. Economical operation, quick service, and protection from carelessness or dishonesty are sought to be provided in as far as possible. The ultimate aim is not only to render the store a pleasant place to trade in, but to enable the clerks to wait on a greater number of customers in a given time. These scientific methods of merchandising are considered wise by every class of retailers.

Never was the convenience of customers regarded in so important a light.

Merchants generally obtain ideas in this direction by visiting centres and studying what other stores are doing.

To those denied such opportunities The Grocer appeals through the medium of its department of Window Dressing and the Art of Display, supplemented from time to time by special articles on store equipment, plans, etc. In this connection we earnestly desire the co-operation of our readers. Send us your plans for helpful criticism, as well as photographs and descriptions of your stores.

**THE TRIVIAL DETAIL.**

NO man should be discouraged because he inadvertently makes a mistake in his business. He should take comfort from knowing that even the shrewdest and most thorough-going and successful business man sometimes blunders. Sometimes a project of great importance is wrecked or defeated through the oversight of a man, whom no one would dream could ever make such a mistake.

A case in point occurred recently in a Canadian city involving the erection of an important building. The projector of the building was among the city's shrewdest business men, and had built up a highly successful business. He planned the new building with the greatest care; secured an exceptionally fine and central location and set to work to demolish the buildings already standing on the lot. But the new building was never erected, simply because he discovered that the conditions existing in the neighborhood were such as to completely preclude the possibility of finishing the structure without doing away with a small but most essential feature in its construction.

It is surprising how many small things, which yet have important results, are overlooked in this world. The inventor after overcoming the apparently insuperable, often finds his work completely undone by the apparently trivial. It makes us wonder whether our view of life is not upside down.

**INCONVENIENCE TO THE TRADE.**

ANYONE conversant with the routine of the wholesale grocery trade knows that this is the season

when orders are taken for salmon for Fall delivery. In the east the custom is for the retail trade to order through their wholesaler in carload lots; a number of merchants get together and make up an order for one or more cars to be delivered at a point convenient to all; in this way avoiding the delay, inconvenience and additional expense which would be involved were the wholesale grocer obliged to receive all shipments of fish direct and afterwards to forward to individual customers.

A recent order issued by the C.P.R. freight department threatens to upset all this and to entirely disarrange the salmon business for the coming season. From now on the minimum weight of a car of salmon is fixed at 40,000 lbs. This means that in cases where orders have been accepted from certain districts for carload lots it will be necessary to increase orders to carload requirements or else cancel orders on that basis. It is easy to see the inconvenience to which the trade are going to be subjected when it is borne in mind that in many cases orders have already been taken on the old basis. The argument of the C.P.R. is evident; although it is a question whether a "kick" from the wholesale trade would not be quite within their rights.

#### SHOULD PUBLISH PRICE LIST.

A REPORT has reached the Department of Trade and Commerce, Ottawa, from one of its commercial agencies in Great Britain, that Canada is losing a great deal of trade over there through our manufacturers failing to publish price lists of their goods for the English market, c.i.f. at Liverpool. Other countries almost without exception pay scrupulous attention to this particular and naturally enough have Canadian shippers at a serious disadvantage. British dealers want to know exactly what goods will cost them delivered without having to go to the trouble of looking up freight schedules. If Canadian manufacturers want to cultivate the export trade they will have to be a little more careful in catering to the requirements of foreign markets in which the first and foremost consideration should always be "what do they want?" and not "what do I want to sell."

#### TO IMPROVE DOMESTIC FRUIT BUSINESS.

A SCHEME is being proposed by the authorities of the Department of Agriculture whereby the Fruit Marks Act may be more rigidly enforced throughout the towns and cities of Canada. Heretofore the Department has devoted its attention principally to the export trade and it is only beginning to be felt that much remains to be done in the way of improving the grading and packing of fruit for the domestic market.

Although it is feasible to enforce the Act direct from Ottawa, this plan would be very expensive. A better plan seems to be to have the Act enforced by local authorities. It is prescribed that anyone may lay information, and while special powers are given to the inspectors appointed by the Dominion authorities, such powers are not at all necessary for ordinary cases arising in fruit stores and markets.

The grocers are now the chief fruit sellers. They are usually a well-organized body and it is proposed to entrust the enforcement of the Fruit Marks Act to them. Their interests are all on the side of honest packing and grading, but, unfortunately, there are grave reasons why individual fruit sellers will not enforce the Act. It would, however, be feasible for the organized grocers and fruit sellers of each town or city to appoint one of their own body as their secretary or treasurer, for instance, to whom complaints might be made privately and whose duty it would be to investigate the cases and if necessary make the prosecutions.

An alternative plan would be to bring pressure to bear upon the city or town council or some committee who would appoint an officer, one, perhaps, whose time is not already taken up, and who could conveniently add to his other duties the inspection of fruit and fruit packages. Not so much expert skill is required in this phase of the work as to prevent any intelligent health officer, market clerk, or police sergeant from acting in this capacity. The Grocer is heartily in accord with any plan that will add to the profits and improve the status of the fruit business, and thinks

these suggestions worthy at least of the consideration of the trade.

#### THE LATE HON. JAMES SUTHERLAND.

IN the death of the Hon. James Sutherland, Minister of Public Works, which occurred in Woodstock on May 3, Canada has lost a public man of great experience and executive ability, whose work in connection with the Federal Parliament during the last twenty-five years is a tribute, not only to the political party with which he was so long identified, but to the sterling worth of the man.

Mr. Sutherland's unique public career dated from 1880, when he entered the town council of Woodstock as its mayor. In December of the same year he made his entry into Canadian politics as member for North Oxford, which constituency he represented to the time of his death. On the death of James Trow in 1892 he became chief whip of the Liberal party, a position he held until appointed to the Cabinet without portfolio in 1901. When Mr. Tarte left the Ministry he became Minister of Public Works and was appointed chairman of the Commons Railway Committee, positions filled by him with much acceptance owing to his marked administrative ability. Mr. Sutherland was a many-sided man and will be equally missed in social circles on Parliament Hill, where he was looked upon pre-eminently as a "man of the people."

#### THE OLD AND THE NEW.

PEOPLE speak to-day of the sailing vessel having been relegated to the past as a means of ocean transportation. There are exceptions to this rule, however, if one is to judge from an address delivered before the Kings County Board of Trade, Nova Scotia, by R. E. Harris, of Wolfville, at its last quarterly meeting, in which reference was made to the experiment of sending apples to London in a sailing vessel. The fruit arrived on the English market in perfect condition after being two months in the ship. The interesting point is that the shippers saved no less than three shillings on every barrel shipped in this fashion. Who knows but that apple shippers from this side may be induced to follow up the experiment on a larger scale.

## RETURNED FROM PORTO RICO.

MR. A. B. HARDWICKE, Canadian representative of James Pyle & Sons, Pearline, was a caller at the Montreal offices of The Grocer this week. Mr. Hardwicke, who is in the city in the interests of his firm, has just returned from a three months' visit to Porto Rico, where he combined business with recuperation of health. Mr. Hardwicke left New York in February for San Juan, which city he made his headquarters while in the Island. He also visited Ponce, that great sugar and molasses port, and was impressed with the vast amount of business done there in these two lines. He described San Juan as an up-to-date city, due to the fact that since the Island passed into the hands of the United States modern American methods and, to some extent, American customs, had been introduced. The city is very compactly built, clean, brick-paved streets, well-lighted, also trolley system of street cars, this street car line running out to the modern residential section and Summer bathing resort, San Tuce. In the way of stores he noticed only one American grocery, and that was as up-to-date as anything in this country. The Spanish or Porto Rican stores, many of them, are also bright, well kept and modern concerns. Mr. Hardwicke was fortunate enough to be in San Juan during the Mardi Gras Festival, which is held annually during the two weeks preceding Lent. This festival was an amusing and interesting experience and the natives thoroughly enjoy themselves at this, their big blow out.

Speaking of the climate, Mr. Hardwicke states it as having been delightful and his sun-burned and healthy color shows that the land of "dolce far niente" agreed with him.

Asked as to business possibilities with Canada he thought little could be done as the trade was practically turned United States wards on account of the tariff arrangements and shipping facilities.

Mr. Hardwicke left for Quebec on Wednesday.

## A VISITOR FROM MALAGA.

AN interesting visitor to the Toronto grocery trade during the present week was Mr. F. C. Bevan, of F. C. Bevan & Co., fruit exporters, Malaga, Spain. In the course of an interview with The Grocer Mr. Bevan stated that "there has been a steady increase in the acreage devoted to the cultivation of Malaga raisins since the terrible filoxera some ten or twelve years ago. This year's probable crop is estimated at a million and a half boxes (22 lbs. each) of sun-dried raisins. During the last few years the trade in

raisins between Malaga, Spain, and the United States and Canada has shown considerable falling off on account of California growers having come into the market to supply the commoner grades of raisins."

F. C. Bevan & Co. are going more and more into the cultivation of fancy table raisins and are packing these in fancy cartons of 1 lb. each. The advantage of the new system to the grocer is evident. Instead of having to buy a 22 or a 30-lb. box of raisins in bulk he gets the same sized box packed with fancy table raisins each in pound packages attractively labeled. The grocery trade in the States have taken up the package idea enthusiastically and a similar disposition is noted in Canada where a number of the leading wholesale grocers are having their Malaga fruit put up in cartons with their own special brand.

Prospects are favorable to buyers for the coming season's stock, the growers in Malaga having been scared by the sensational drop of 20 per cent. shortly after the opening of the market last season. Mr. Bevan says there is a movement on foot to induce the shipping of Malaga fruit to Canada via Liverpool instead of via direct fruit steamer as heretofore. The trade are of the opinion that they will be able to get their goods more promptly and in better condition by the proposed route, by which fruit can be sent at any time during the season. Another reason for the proposed change is that the fruit growers in Spain regularly take advantage of the direct boat to bull the market. They wait until about a week before the boat is scheduled to sail and then hold back supplies in the hope of obtaining higher prices. They know only too well how sensitive the market is there and that a difference of even 15 or 20 thousand boxes is liable to turn things upside down.

According to Mr. Bevan the production of Valencia shelled almonds and Jordan almonds in Spain has increased enormously during the last five years. He estimates the crop of the former at 250,000 boxes and thinks the output of Jordan almonds will reach fully 100,000 boxes.

## AMONG THE BOARDS OF TRADE.

THE Stratford Board of Trade have elected the following officers for the ensuing year: President, Wm. Preston; vice-president, C. McIlhargy; secretary, James Steele; council, D. M. Ferguson, Thomas Ballantyne, jun., E. T. Dufton, W. J. Mooney, Joseph Orr, G. H. Douglas, C. McIlhargy, J. D. McCrimmon, Wm. Maynard, I. W. Stein-

hoff, Mayor Ferguson and Jos. Meyers; auditor, George Kay.

At the regular monthly meeting of the St. John Board of Trade on May 2 the principal order of business was the question of securing better harbor facilities for next year's Winter business. Correspondence was also read from the secretary of the Toronto Board of Trade including a resolution of protest passed by that board against the Act of Parliament recently passed in British Columbia taxing commercial travelers from the other provinces for doing business in British Columbia. It was resolved that a strong protest against the Act be drawn up and forwarded to the Toronto Board of Trade.

## INQUIRIES FOR CANADIAN TRADE.

THE following inquiries concerning Canadian trade have been received at the Department of Trade and Commerce, Ottawa:

643. A London provision merchant has asked to be placed in communication with Canadian firms exporting cheese, butter, eggs, bacon, etc.

644. A Copenhagen firm desire to get into direct business connection with reliable Canadian packers of fresh apples in barrels for export.

649. An old-established firm of importers, possessing a connection in the paper trade, wishes to secure the United Kingdom agency of a first-class Canadian manufacturer of news paper on reels or in reams.

648. A Hamburg firm would like to represent a few of the large produce exporters from Canada, and will also act as buying agents in Germany. The firm also gives the Norddeutsche Bank in Hamburg as a reference, in addition to Bradstreet and Dun.

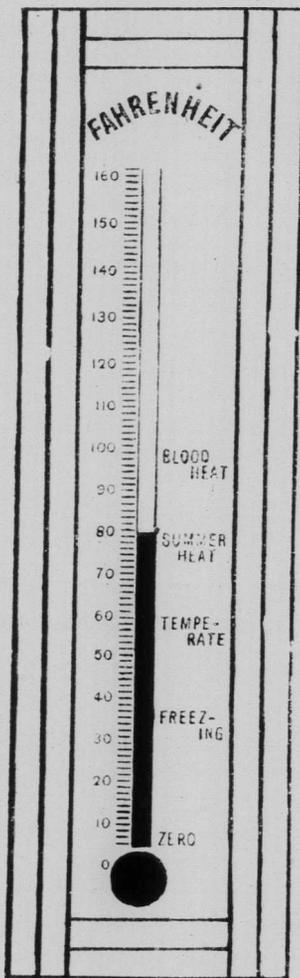
657. A Japanese importing and exporting house wishes to have correspondence, with samples and quotations, from Canadian exporters of pulp, dried fish-manure and leaf-tobacco (low grade). They would also invite correspondence with dealers in Japanese goods with the view of exporting to Canada. Samples of fish-manure should not be less than three pounds.

658. A Japanese importing firm wishes to be put in communication with Canadian exporters of fish-manure (dried) with the view to importing it into Japan. Send samples (not less than 3 lbs.) and state price.

659. A London firm having a house in the Argentine Republic asks to be placed in communication with Canadian manufacturers and shippers wishing to develop trade in that market.

660. A manufacturer of Scotch whisky seeks the services of a responsible Canadian firm to act as agents in British Columbia.

The names of firms making these inquiries may be had from the superintendent of commercial agencies, Department of Trade and Commerce, Ottawa, provided the number of the inquiry is mentioned in application.



# "SALADA"

**Black  
Mixed  
Green**

Whether it's cold or whether it's hot makes no difference to the sale of "SALADA" Ceylon Tea, it now being the one recognized standard of quality and value upon the market, and is as staple as sugar.

You can sell much or little, just as your inclination prompts you, but the less you sell, the more will your neighbor, so that we get the trade anyway, and the public get "SALADA."

*Be Wise in Time.*

*Your Opportunity is "TO-DAY."*

*Write*

*for*

*Terms*

**NOW!**



**"SALADA" TEA CO.**

**Toronto-Montreal.**

## COLES Electrically Driven Coffee Mills.

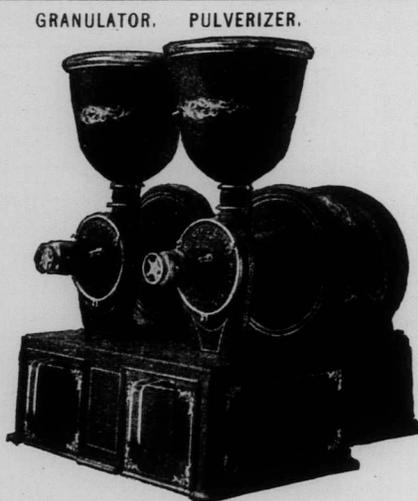
Single and  
Double  
Grinders

Pulverizing  
and  
Granulating

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

Our Grinders

Wear Longest



No. 65.

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

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

**COLES MANUFACTURING CO.,**

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

AGENTS:

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

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

YOU CAN'T FOOL THE COOK

## Brantford Prepared Corn Starch

won its first success in the kitchens of practical housewives. The recipes printed on the boxes were not the conventionally absurd kind, compiled as if for royal households or millionaires' palaces, but were of the common-sense kind. They "worked" and at once became widely popular, popularizing at the same time the "Brantford" brand of corn starch.

Ground slowly, without overheating, bolted through silk to microscopic fineness, free from grit or grain and with the delicate aroma and delicious natural flavor of bottom-land corn retained.

**BRANTFORD PREPARED CORN STARCH**

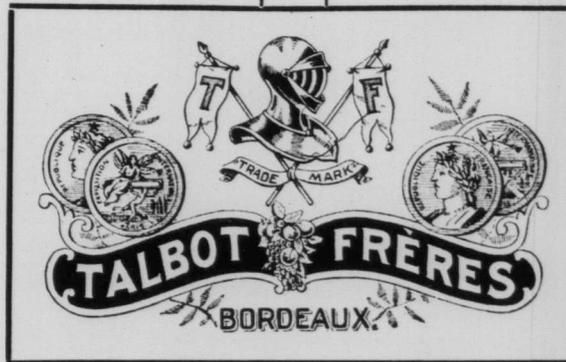
was quickly recognized as very different from and superior to other brands. Good advertising lent a finishing touch to success.

**YOU NEED IT IN YOUR STOCK**

**BRANTFORD STARCH WORKS, Limited**  
**BRANTFORD, CANADA.**







RETURNED  
MAY 22 1905  
*To Montreal*  
*cut Book 35*  
*Page 10*

# TABLE DELICACIES

## CASES 100 TINS

Asparagus Tips.....		\$19.00	per case.
Artichokes Bottoms.....		25.00	"
Lima Beans (Flageolets) Fins.....		14.00	"
String Beans (Haricots Verts) Extra Fins.....		15.00	"
	Fins.....	13.00	"
	Moyens.....	12.00	"
Mixed Vegetables (Macédoines) 1st choice.....		11.50	"
Mushrooms	Extra.....	19.50	"
	1st Choice.....	18.00	"
	Choice.....	15.50	"
	Hotel.....	13.50	"
Green Peas	Sur Extra Fins.....	16.50	"
	Extra Fins.....	14.00	"
	Fins.....	11.50	"
	Mi Fins.....	10.50	"
Spinachs	Au natural.....	11.50	"
Tripes a la mode de Caen.....		25.00	"

# CHOICE QUEEN OLIVES

64 oz. bottles,	Cases ½ doz.....	\$9.00	per doz.
36 oz. bottles,	Cases 1 doz.....	5.00	"
20 oz. bottles,	Cases 1 doz.....	3.40	"
10 oz. bottles,	Cases 2 doz.....	2.10	"

**HUDON, HEBERT & C<sup>IE</sup>.**  
**Montreal**

THE MOST LIBERALLY MANAGED FIRM IN THE CANADA.

Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
half-chests, ordinary firsts	0 22	0 25½
Young Hyson, cases sifted, extra firsts	0 37	0 47
cases, small leaf, firsts	0 30	0 37
half-chests, ordinary firsts	0 22½	0 32½
seconds	0 22	0 24½
thirds	0 15	0 17
common	0 14	0 14
Pinkneys—Young Hyson, ½-chests, firsts	0 25	0 30
seconds	0 16	0 18
half-boxes, firsts	0 25	0 30
Japan—½ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

SPICES.

Firm markets and a seasonable demand for all varieties of spices summarize the spice situation for the week. We quote as follows:

Peppers, blk	0 15	0 19	Cloves, whole	0 25	0 35
white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

During the week a reduction of 10c per 100 lbs has been made by the Montreal mills in the price of standard B and Raigoon rice. This is not particularly important, as it means less than 1-4c per pound. A seasonable demand continues for rice at prices quoted below. We quote as follows:

Rice, stand B	0 03½	0 03½	Tapioca, staple	0 03½	0 03½
Raigoon	0 03½	0 03½			
Patna	0 05	0 05½	double goat	0	
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits.

A firmer feeling in prunes is noted this week, light stocks being held and certain sizes, particularly 90-100's, scarce and in some cases unobtainable. Figs are pretty well out of the market, the only kind remaining being Elemes. Currants continue firm, as well as raisins. In both of these lines, however, trade at this season of the year is never a very important factor. An interesting item in regard to Malaga raisins will be found on another page of this paper. We quote the following prices:

PRUNES.

100-110s	Per lb.	0 04	60-70s	Per lb.	0 06	0 06½
90-100s	0 04½	0 04½	50-60s	0 06½	0 06½	
80-90s	0 04½	0 05	40-50s	0 06	0 08	
70-80s	0 05½	0 05½	30-40s	0 00	0 09½	

CANDIED PEELS.

Lemon	Per lb.	0 09	0 10	Citron	Per lb.	0 15	0 17
Orange	0 10	0 11					

FIGS

Elemes, per lb	0 08	0 0 13
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APRICOTS.

Californian evaporated	Per lb.	0 14½	0 16
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PEACHES

Californian evaporated	Per lb.	0 14	0 15
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PEARS.

California evaporated, per lb.	0 15
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CURRENTS.

Fine Filiatras	Per lb.	0 04½	up	Vostizzas	Per lb.	0 07	0 07½
Patras	0 06	0 06½					

RAISINS.

New selects	Per lb.	0 04½	0 05
Fine off stalk	0 05	0 05½	
Sultana	0 05½	0 10	
Californian seeded, 12-oz. Muscatals	0 06½	0 07	
1-lb. boxes	0 07	0 08½	
unseeded, 2-crown	0 05½	0 07½	
3-crown	0 05½	0 07	
4-crown	0 07	0 08	

DATES.

Hallowees	Per lb.	0 04½	0 04½	Fards new choicest	0 09	0 10½
Sais	0 03½	0 04		new choicest	0 09½	

FOREIGN NUTS.

The firmness of the peanut market continues, otherwise business is quiet and without special feature. Our quotations are as follows:

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

Selected Spanish	0 08½	
A 1s, banners and suns	0 08½	
Japanese Jumbo's	0 08½	
Virginia	0 10	
For sack lots roasted add 1c. to above quotations. For small, 2c.		
Almonds, Tarragona, per lb.	0 12	0 12½
Walnuts, Gaenoble, "	0 12	0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb.	0 10	0 10
Pecans, per lb.	0 13	0 15
New Brazils, per lb.	0 13	0 14
Cocanuts, Jamaica, per sack	4 50	
Italian Chestnuts, per lb.	0 08	0 08

EVAPORATED APPLES.

This market is quiet and featureless. Last week's quotations rule, viz., 6 1-2 to 7c.

BIRD SEED.

Bird seed is quiet and without special feature for the week. Prices continue as last advised. We quote the following prices:

Canary seed, per lb	0 06	0 07
Hemp	0 04½	
Cottan's	0 08	
Brook's	0 07½	

CHANGE IN WINNIPEG.

The recent advance in lard has not been very long maintained. Prices are now as follows:

Lard, 50 lb. pails, per pail	85	35
20 lb.	2	15
3 lb. tins, per case 60 lbs.	6	75
5 lb.	6	60
10 lb.	6	45
Pure lard in bbls., per lb.	10	

DRIED AND CURED FISH.

A brisk trade is reported in codfish, particularly package goods. The trade are of the opinion that under ordinary conditions a good demand will continue until the beginning of midsummer weather. The season for salmon trout is now over, and quotations have been withdrawn. We quote the following prices:

Boneless fish, per lb.	0 04½	
Cod fish, 1-lb. bricks	0 06½	
Boneless cod, per lb.	0 08	0 10
Quail-on-toast, per lb.	0 06	
Fitted cod fish, in cases of 100 lbs., per lb	0 06	
Labrador herring, per bbl.	6 00	6 50½
per ¼ bbl.	2 85	
Scaled herring	0 12½	0 14
Salmon trout, per keg	1 50	

Country Produce.

EGGS.

The egg situation has firmed up considerably since last week and prices are ½c. higher. Fresh eggs continue to arrive in good volume. Nearly all the wholesale houses are busy with their pickling operations. We quote the following prices:

New laid eggs, per doz.	0 14½
-------------------------	-------

BEANS.

An easier feeling is noted in beans for the week and as a result prices have dropped 5c. all round. Lima beans are said to be a little firmer. Our quotations are as follows:

Beans, handpicked, per bush	1 80	1 85
prime, No. 1	1 65	1 70
prime, No. 2	1 50	1 55
Lima, per lb	0 07	0 07½

HONEY

A quiet and featureless market is the rule in honey this week. Our quotations are as follows:

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

MAPLE PRODUCTS.

A fair to brisk demand for maple syrup is noted this week; new maple sugar is practically all out of first hands and the requirements of the wholesale trade are pretty well supplied. Our quotations are as follows:

Maple sugar, 1 lb. cakes, per lb.	0 09	0 10
large cakes in tubs, per lb.	0 08	
Maple syrup, per imperial gal.	0 90	
wine gal.	0 65	
imperial quarts	0 25	
New maple syrup, per imperial gal.	1 50	
per wine gal.	0 85	

Fish.

A brisk demand for fresh fish continues with supplies coming more freely as weather conditions improve. Prices are unchanged for the week. We quote the following prices:

Fresh halibut, per lb.	0 13	
haddock	0 06	
trout	0 09	
cod steak, per lb.	0 07½	
lobsters, boiled, each	0 15	
R.C. salmon, per lb.	0 20	
Shrimps, per gal.	1 15	1 25
Ciscoes, per basket	1 25	
White fish, per lb.	0 09	

SEEDS.

Trade in alsike, red and mammoth clover and timothy is practically over for the season. A good demand for corn is reported at current quotations. We quote as follows:

Alsike clover, per bush	5 00	9 00
Red clover	8 00	10 00



PENITENTIARY SUPPLIES

SEALED TENDERS addressed "Inspectors of Penitentiaries, Ottawa," and endorsed "Tenders for Supplies," will be received until Monday, 5th of June, inclusive, from parties desirous of contracting for supplies for the fiscal year 1905-1906, for the following institutions, namely:

- Kingston Penitentiary.
- St. Vincent de Paul Penitentiary.
- Dorchester Penitentiary.
- Manitoba Penitentiary.
- British Columbia Penitentiary.
- Regina Jail.
- Prince Albert Jail.

Separate tenders will be received for each of the following classes of supplies:

1. Flour (Canadian Strong Baker's).
2. Beef and mutton (fresh).
3. Forage.
4. Coal (anthracite and bituminous).
5. Cordwood.
6. Groceries.
7. Coal oil (in barrels).
8. Dry Goods.
9. Drugs and Medicines.
10. Leather and Findings.
11. Hardware, Tinware, Paints, &c.
12. Lumber.

Details of information as to form of contract, together with forms of tender, will be furnished on application to the Wardens of the various institutions.

All supplies are subject to the approval of the Warden or Jailor.

All tenders submitted must specify clearly the institution, or institutions, which it is proposed to supply, and must bear the endorsement of at least two responsible sureties.

Papers inserting this notice without authority from the King's Printer will not be paid therefor.

DOUGLAS STEWART,  
GEO. W. DAWSON,  
Inspectors of Penitentiaries.

Department of Justice,  
Ottawa, May 10, 1905.

(20)

# The Last Day for Receiving Copy

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and Export Number of



Front Cover of Special Grocer to be issued May 26th.

# The Canadian Grocer

will be

# MAY 22

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Delays are dangerous. Do it now.

## THE CANADIAN GROCER

MONTREAL

TORONTO

WINNIPEG



## PERSONAL MENTION.

Mr. W. Ellison, Penville, was in Toronto this week calling upon the wholesale grocery trade.

Mr. Rolley, representing a prominent fruit exporting house of Denia, Spain, was in Toronto this week calling upon the trade.

Mr. George E. Maybee, of the Metropolitan Soap Co., Toronto, is calling upon the jobbing and manufacturing trade of Montreal this week.

Mr. W. W. Brown, of Markdale, has secured a position as traveling salesman for the McLaughlan & Sons Co., wholesale grocers, Owen Sound.

Mr. P. C. Larkin, Toronto, passed through Montreal on his way from the Eastern States, where he had paid a visit to the Salada Tea Company's branches.

Mr. A. N. Reay, Canadian manager of the Force Food Co., was in Montreal this week on his way through Quebec and the Maritime Provinces. Mr. Reay honored The Grocer offices with a call.

Jack Gregg was encountered by The Grocer in Ottawa last week in the interests of Surprise Soap. The city certainly looks as if he had been there with the goods.

Mr. H. Labelle, of the Royal Assurance Co., Major J. Peltier and Mr. Armand Chaput, of L. Chaput, Fils & Cie, Montreal, left on Thursday, May 11, for the Club Chapleau. They will enjoy ten days' trout fishing.

Mr. H. A. Allan, who for fourteen years was traveling in Eastern Ontario for Taylor, Scott & Co., Toronto, has joined the traveling staff of Stevens, Hepner & Co., Port Elgin, Ontario, manufacturers of Keystone brand of brooms, brushes and whisks. Mr. Allan is well known to the trade, and his many friends and customers will be pleased to learn that he is devoting his energies to his old specialties.

Mr. A. H. Stevens, of Stevens, Hepner & Co., Port Elgin, Ontario, was a caller on the Montreal and Ottawa trade during the past week. In conversation with The Grocer Mr. Stevens said that their business during the past few years had developed to such an extent that it has become necessary for their company to still further add to their extensive plant. Keystone brand brushes, brooms and whisks are controlled and manufactured by Stevens, Hepner & Co. Mr. Stevens stated that another traveler had to be added to their staff lately.

Mr. John Fullerton, of Rowat & Co., Glasgow, returned to Montreal this week from a tour of the Dominion in

the interests of his company. Mr. Fullerton, who has traveled the Canadian continent annually for some years past, reports great improvement, and was particularly impressed with the growth of Winnipeg and its future possibilities. The tide of immigration is of a high character, and the influx of well-to-do American farmers from the Western States adds quickly to the material wealth and prosperity of the great Northwest. Mr. Fullerton reports business is good, and says general prosperity does not appear to be of a boom character. After remaining a few days in Montreal Mr. Fullerton left for St. John, N.B., and Halifax, sailing by the new turbiner Virginian from the latter port.

## READJUSTING WESTERN BUSINESS

JAMES TURNER & CO., of Hamilton, have completed a readjustment of their Western Canadian business which should meet with the approval of their customers in that country. They carry stocks at Winnipeg, Calgary and Vancouver, and in order that their many customers in the west may draw upon these stocks without the lengthy delay involved in ordering direct from the Hamilton house James Turner & Co. are arranging to have their travelers establish headquarters as near as possible to the centre of the territories in which they are operating, so that they will be available by mail or wire at any time at such headquarters. In the event of their traveling representatives being out on the road the arrangement is such that there will not be a delay of more than a day or two in the forwarding of mail.

They have also made some interesting changes in their western traveling staff. Mr. Vila, who formerly traveled from Winnipeg to Victoria, and latterly in Alberta and the East Kootenay district, has been taken into the house and will supervise the firm's western business. Mr. Vila's route has been divided up between W. B. Grant, who will cover the territory on the main line of the C.P.R. from Assiniboia west of Swift Current, points on the Crow's Nest Railway in Alberta and British Columbia, Southeast Kootenay, Slocan Trail, Trail Creek and boundary districts; J. E. Fife, lately of Winnipeg, takes charge of all points on the Calgary and Edmonton Railway from McLeod to Edmonton and points on the main line in Alberta from

Gleichen to British Columbia and the Okanagan Valley.

## HINTS TO BUYERS.

Davis' Fly Felts which are being offered to the trade this week are attractive and ready sellers. They take but little space on a grocer's shelf and are guaranteed effective. An assured profit of \$10 on an investment of \$6 is something out of the ordinary for the grocery trade.

W. H. Millman & Sons, Toronto, are in receipt of a car Witch Hazel soap.

S. H. Ewing & Sons, Montreal, are offering fine values in coriander, whole and ground.

The A. F. MacLaren Imperial Cheese Co., Toronto, report the arrival of another car of Apitezo and that sales of "The Iron Food" are increasing with every shipment.

The Eby, Blain Co., Toronto, have invoices covering a carload of Crosse & Blackwell's pickles, sauces, marmalade, vinegar, etc., which is expected here next week. It will pay you to look up your list and send in your order at once.

The Eby, Blain Co., Toronto, are quoting low figures for Muscovado raw sugar, fine, grainy sample.

The F. J. Castle Co., Ottawa, report increased sales of their "Golden Blend" Ceylon tea in 5-lb. caddies. The convenient size of this line is making it popular with the grocery trade.

W. H. Millman & Sons, Toronto, have received another consignment of two cars raw sugar from the Barbadoes Government.

The F. J. Castle Co., Ottawa, have just received a consignment of Castle brand California evaporated prunes, sizes 40 to 50, down, which they are offering at special prices.

American pack tomatoes "U-Auto-Eta" brand, which are claimed finest pack, are in store with the F. J. Castle Co., Ottawa, another carload having been received this week. The name is tempting enough to buy, aside from the quality of the goods.

Genuine fancy Barbadoes molasses in half barrels is in stock with the Eby, Blain Co., Toronto.

W. H. Millman & Co., Toronto, have booked several orders for Old Homestead canned goods, 1905 pack.

The Dawson Commission Co., Toronto, report the arrival of 5 cars California oranges during the week.

Buyers of canned pineapple should communicate with H. P. Eckardt & Co., Toronto.

H. P. Eckardt & Co., Toronto, are offering canned beets at an interesting price.



## FORGING AHEAD

Gradually but steadily the merits of Canadian-made goods are being recognized by merchants, and this is as it should be. In the **Blueing** line Canada produces in **BLUEOL** the "never-streak" blue, the finest and best in the world.

Try a sample box—every Jobber should carry it in stock. If yours doesn't write us.

**J. M. DOUGLAS & CO., : Montreal**

### TRINIDAD MARKET NEWS.

UNDER date of April 19, Gordon, Grant & Co., Port-of-Spain, Trinidad, report that there have been no landings of Newfoundland cured fish for some time, and that this description is meeting with inquiry. The majority of sugar estates have finished grinding, only the plantations which made a late start being still at work. The crop is estimated to be at least 30 per cent. short, which will largely counterbalance any benefit from the higher prices now being paid. The comparatively small output of both Muscovado and Vacuum Pan molasses has been all bought up, and there will be no more available until the autumn.

It would appear as if the cocoa crop is even worse than was anticipated. From most districts reports indicate that pickings will soon be over and until the trees recover during the rainy season there is little more to be expected.

### LAI D UP WITH PNEUMONIA.

Mr. W. F. Fielding, representative of S. H. Ewing & Sons, Montreal, in Eastern Ontario, has been laid up since last Friday, May 5, at the Montreal General Hospital with a severe attack of pneumonia. Mr. Fielding was obliged to

take to the hospital, but the latest report is that an improvement has set in and it is expected that he will be out in a few weeks.

### FOR USE AT RIDEAU HALL.

As an evidence of the increasing favor "made in Canada" food products are finding among the consuming public of Canada and foreign countries, the following interesting episode is reported by a prominent Toronto retail grocer. Our newly-appointed Governor-General paid a visit to the said grocer's establishment on the occasion of his first visit to Toronto, and was so taken with a sample of Shirriff's marmalade he saw that he ordered a case sent to Rideau Hall, Ottawa, for family use.

### CEREAL COMPANIES ABOLISH PREMIUMS.

As a result of a conference with the officers of the National Retail Grocers' Association, eight of the largest cereal companies in the United States have signed an agreement to discontinue the giving of premiums, coupons, tag schemes and free deals of every kind and nature in selling their goods, not later than June 1, 1905.

The concerns entering into this agreement are: Battle Creek Breakfast Food Co. (Egg-O-See), Cream of Oats Co., American Cereal Co., Natural Food Co., Genesee Pure Food Co., the H.-O. Co., Great Western Cereal Co. and Malta-Vita Pure Food Co.

### ASSOCIATION NEWS.

THE London Grocers' Association will run their annual excursion to Niagara Falls this year on July 19th.

The Hamilton Retail Grocers' Association have changed their regular night of meeting from the second Tuesday to the first Thursday in each month.

At the annual meeting of the Wholesale Grocers' Association of British Columbia, in Vancouver on Saturday, April 29, officers for the ensuing year were named as follows: President, Percy Wollaston, Victoria; vice-president, W. J. McMillan, Vancouver; treasurer, J. H. B. Rickaby, Victoria; secretary, F. Elworthy, Victoria; assistant secretary, J. N. Ellis, Vancouver. Victoria was represented at the convention by Messrs. Wollaston, Todd, Elworthy and Rickaby.

H. Leroy is building a grocery store in Bridgeburg, Ont.



## His Excellency Earl Grey

while inspecting a local grocery establishment ordered a case of **Shirriff's Shredded Marmalade** to be sent to Ottawa.

**Imperial Extract Co., 18-22 Church Street, Toronto.**

May 12, 1905

THE CANADIAN GROCER

# "JAMES" DOME

That's the name; it means the Best

WHEN BUYING

## BLACK LEAD

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

**THREE LEADING LINES THAT SELL.**

*Established 1750.*

**Brewery—  
Bristol,  
ENGLAND**

# PURNELL'S

Pure Malt Vinegar

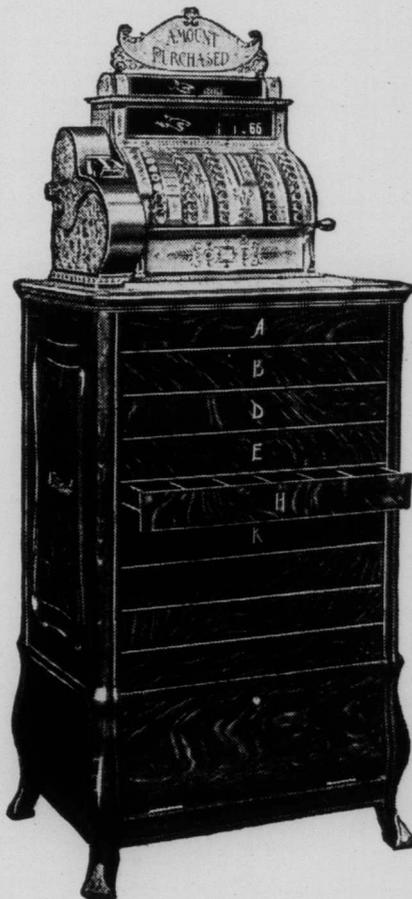
Pickles

Sauces

**AGENTS**

CHARLOTTETOWN, P.E.I.—HORACE HASZARD, S. Side Queen Square  
HALIFAX, N.S.—E. St. G. TUCKER, 1 Bedford Row  
ST. JOHN, N.B.—ROBERT JARDINE.

TORONTO, ONT.—J. WESTREN, 630 Ontario Street  
WINNIPEG, MAN.—A. STRANG & Co., 233 Fort Street  
VANCOUVER, B.C.—C. E. JARVIS & Co., Holland Block



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**NEW BRUNSWICK MARKETS.**

St. John, N.B., May 9, 1905.

**B**USINESS is fairly active. A further decline in sugar during the past week, making 20 cents off from the highest point, does not help the situation. Prices are still much above last year. The situation is, however, still considered a strong one. There has been a further cargo of Porto Rico molasses received. This line attracts much interest. Prices so far have been quite firmly held, Barbadoes ruling high. In rice prices are, in the local market, rather higher, but rice is still cheap. There is quite a range in quality. Spices are unchanged. They are perhaps hardly as high in the original markets. Cream of tartar has ruled even for some time. Prices are not high. One particularly hopeful feature in business here is the improved situation in lumber, which is our most important product.

**Oil.**

In burning oil prices are still held at the very low figure quoted last week. The city trade are being supplied by the tank wagons at fifteen cents. Even at this price, however, the volume of business cannot be maintained. The longer day is a competition that cannot be overcome. Paint oils sell freely, while held quite firm. Linseeds are still low. Turpentine is quite high. There is a large business in lubricating oils at this season. Newfoundland non-freezing codliver oil, for medical purposes, is much lower than last year.

**salt.**

In Liverpool coarse salt market is well supplied, with demand but fair. In both this line and factory-filled, prices are unchanged. Further supplies are expected about the middle of the month. Salt can always be bought to advantage while landing. In Canadian fine salt there is improved demand. Dairy and cheese salt in barrels are now in active demand.

**Canned Goods.**

There is a fair business. Stock of tomatoes is light and prices rather higher. There are quite a few American tomatoes here. They give good satisfaction; better than the American crop. This is, however, now being sold, but there is still quite a good stock of Canadian held. Peas are unchanged. Other vegetables are in good supply. Fruits have but a fair sale. There are ample stocks. Oysters are unchanged. Salmon is unchanged, with fair supplies held. Lobsters are very high, and few are sold.

**Green Fruit.**

A large business is being done. Bananas are the chief feature. One retailer offered three dozen for twenty-five cents. For best stock, however, prices are quite well maintained. Oranges are rather scarce. Prices are rather higher. In Californias,

which are about the only line offered, small fruit is hard to get. Lemons are low. Apples show small business. Some native rhubarb is now being offered. Strawberries are lower, with quality just fair. Tomatoes are seen.

**Dried Fruit.**

Business is quiet. Seeded raisins are low. There is a fair sale. Other grades are firmer, but have little call. In prunes there is a fair business. Small sizes rather hard to get, though a fair stock is held here. The outlook for the Fall is for a light crop running to large sizes. The result will be rather higher prices with small fruit scarce. Apricots and peaches are too high for business. Dates are held firm. Figs have no sale. Currants are low. Evaporated apples are held firm, but have little sale. The Bermuda onions received have not been very satisfactory. Egyptians are good and low.

**Sugar.**

Again prices are slightly lower, i.e., all twenty cents. While there is a full stock held, dealers are confident. The decline will affect the sale of the foreign sugar. This is the most important line in grocery business, and the outlook is

watched with interest. Sales are reported somewhat slow.

**Molasses.**

The second cargo of Porto Rico has been received. There is also quite a quantity of old held. In this last prices are being shaded. Outside of two or three who are importers dealers are not holding large stocks. In spite of the high price quite a large quantity of new Barbadoes has gone into consumption, prices being well below Porto Rico. Stock of this grade is not large.

**Flour, Feed and Seed.**

While there is no change in flour, the market is hardly as firm. Feed is firmly held at full prices. Oats are still held at rather high figures. Oatmeal is a very large stock; prices are still high. Beans are rather dull.

**Fish.**

Gaspercaux are still in light supply. It is yet early for shad. A few salmon have been offered. Dry codfish are still very high. Supply is light. Pollock are very scarce, and there is little demand. Smoked herring are low. Pickled are a very light stock. It is years since the market was so poorly supplied.

**MANITOBA MARKETS.**

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, May 11th, 1905.

**A**SLIGHT decline in the volume of business has been reported by most wholesale houses since Easter week, but the general outlook is considered satisfactory. The snowstorm last week, although somewhat out of season, is generally regarded as a disguised blessing for the crops were in urgent need of moisture and the snow is considered better than rain. Western Canada is directly dependent upon the crop for the prosperity of her business men and the snowfall is probably worth millions to the country.

Sugar is still the most interesting item in the list. On Friday of last week there was another general decline of 10 cents, reducing the Winnipeg price to \$6.10 for Montreal granulated in barrels. The outlook in sugar is uncertain, but lower prices are generally expected. In canned goods the only item of interest is the arrival of new supplies of canned pineapples, quotations for which are given below. New spices will arrive soon and some declines may be expected to take place then. "Crown Brand" syrups have been reduced. Prunes continue very firm and advances are expected. Many kinds of fish are now off the market, and since Lent trade has been less active. There is a strong demand for white fish and scarcely any on the market. Fresh supplies of Lake Winnipeg white fish are expected within a fortnight. Rolled oats and cornmeal have both been advanced.

**Sugar.**

A further reduction in sugar was announced on Friday of last week, too late to be recorded in The Grocer of May 5. At time of writing sugar is on a basis of \$6.10 for Montreal granulated in bar-

rels. Further reductions are expected in some quarters, but it is dangerous to predict what will be the outcome. Merchants are buying only for immediate requirements as is usually the case on a falling market. Subject to possible corrections in our "Last Minute Manitoba Markets," we quote as follows:

Montreal granulated, in bbls.	6 10
" " in sacks.	6 15
" yellow, in bbls.	5 60
" " in sacks.	5 55
Wallaceburg, in bbls.	6 00
" " in sacks.	5 95
Icing sugar in bbls.	6 70
" " in boxes.	6 90
" " in small quantities.	7 30
Powdered sugar, in bbls.	6 50
" " in boxes.	6 70
" " in small quantities.	6 95
Lump, hard, in bbls.	6 80
" " in 4-bbls.	6 90
" " in 100-lb cases.	6 80

**Canned Goods.**

Supplies of new canned pineapples are arriving and quotations will be found below. We quote:

Apples, 3's, 2 doz. cases, per case.	2 15	2 20
Cherries, red pitted, 2's, 2 doz.	4 40	
Currants, red, 2 doz. cases, per case.	3 35	
" black, " " "	3 75	
Gooseberries, " " "	3 50	
Lawtonberries, 2's, " " "	3 35	
Pears (Bartletts), " " "	3 50	
Peaches, 2's, " " "	3 75	
" 3's, " " "	3 75	
Raspberries, red, " " "	2 90	
" black, " " "	3 00	
Strawberries, " " "	3 50	
Plums, Lombard, 2 doz. per case.	2 35	
" green gages, 2 doz. case, per case.	2 50	
Pineapples, 2's, sliced, 2 doz. cases, per case.	4 25	
" 2's, whole, " " "	3 75	
" 2 1/2's, whole, " " "	4 50	
" 2's, grated, " " "	4 50	
Tomatoes, 3's, per 2 doz. cases.	2 85	
Corn, 2's " " "	2 50	
Peas, 2's " " "	1 90	
Beans, 2's " " "	1 90	1 95
Salmon, finest sockeye, per case.	7 00	
" humpback, " " "	3 75	
" cohoes, " " "	5 25	
Boneless chicken, lb. tins, per doz.	3 5	
" turkey " " "	3 25	
" ducks " " "	3 25	

**Spices.**

New spices will be on the market soon and some reductions are expected then. In the meantime prices continue as follows:

Pepper, black, per lb.	0 20
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 18
Allspice, "	0 14
Ginger, "	0 18
Cloves, whole	0 25

**Rice, Tapioca, Etc.**

Firm, but no quotable change. Prices are:

Rangoon rice, per lb.	0 03½	0 03½
Patna, "	0 04½	
Tapioca, per lb.	0 03½	
Sago, "	0 03½	

**Pot and Pearl Barley.**

Prices continue as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs.)	1 70
" sack	3 40

**Syrups and Molasses.**

"Crown Brand" syrups have been reduced. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 10
" " 5-lb tins, per 1 "	2 50
" " 10-lb tins, per 1 "	2 30
" " 20-lb tins, per 1 "	2 25
" " 1 barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Barbadoes molasses in 1/2-bbls. per lb.	0 04
New Orleans molasses in 1/2-bbls. per lb.	0 02½
" in barrels.	0 02½
Porto Rico molasses in 1/2-bbls. per bbl.	0 04½

**Coffee.**

Coffee continues easy in tendency. We quote:

Green Rio, per lb.	0 10½	0 10½
Roasted, per lb.	0 13	

**Cocoa and Chocolate.**

The price of Baker's chocolate in 1/2-lb. packages is 37c., and 1/4 and 1/8-lb. packages of cocoa are sold at 42c. per lb.

**Jam.**

Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price, 60c.

**Tobacco.**

The recently increased prices of Tuckett's tobacco are repeated this week. We quote:

T. and B. plugs, 3s, 4s and 9s, per lb.	0 77
" Lily " plugs, per lb.	0 69
" Crescent, per lb.	0 65
Cut tobaccos, in 1-12 lb. packages, per lb.	0 89
" " in 1-5 lb. pouches, "	0 91
" " in 1/2 lb. tins	0 90
" " in 1 lb. tins	0 86

**Nuts.**

Quotations are:

Almonds, per lb.	0 12½	
" (shelled), per lb.	0 28	
Filberts	0 11	
Peanuts	0 11½	
Jumbos	0 14	
Walnut, per lb.	0 12	
" (shelled)	0 25	
Pecans, per lb.	0 15	0 16
Brazils, per lb.	0 16	

**Foreign Dried Fruits.**

Hallowee dates have been advanced to 5½c. per lb. Prunes are firm and likely to advance. As noted last week, apricots are expected to be a normal crop and opening prices for July and August delivery are low. We quote:

Valencia raisins, Trenor's, per case f.o.s.	2 00	
" select.	2 20	
" layers	2 25	
California raisins, muscatels, 3 crown, per lb.	0 06½	
" " choice seeded in 1/2-lb. packages per package	0 06½	
" " choice seeded in 1-lb. packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½	

# Clark's Sliced Smoked Beef

## First in Quality

Because of the Packer's Experience

## First in Sales

Because of the Buyer's Experience

# EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.  
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS

# COCOA

## "QUEEN BRAND"

Our stock is rapidly disappearing, and we intend clearing out the balance this month. Before placing your order, write us for prices on Peas, Gallon Apples, Catsup and Raspberry Pulp in gallon tins.

IT IS WORTH YOUR WHILE TO DROP US A POSTAL.

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

**WATERPROOF WRAPPING PAPER**

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

**CANADA PAPER CO.**

SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

This design a guarantee of quality

## Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the argest concerns are subscribers, and we should like to place our proposition before you. For further information write

**SMITH & SCHIPPER, No. 138 Front Street, NEW YORK**

Prunes, 90-100 per lb.	0 04½	Plums, choice (dark pitted) per lb.	0 10½
" 80-90 "	0 04½	Candied Peel—Lemon peel, per lb.	0 05
" 70-80 "	0 05½	" Orange "	0 09½
" 60-70 "	0 05½	" Citron "	0 14
" 50-60 "	0 06		
" 40-50 "	0 07½		
" silver "	0 08½		
Currants, uncleaned, loose pack, per lb.	0 05½		
" dry cleaned, Filatras, per lb.	0 06½		
" wet cleaned, per lb.	0 06½		
" Filatras in 1-lb pkg, dry cleaned, per lb	0 06½		
" Vostizzas, uncleaned.	0 06½		
Hallowee dates, new per lb.	0 05½		
Figs, cooking in bags, per lb.	0 03½	0 04	
Apricots, choice (present delivery), in 25-lb. boxes, per lb.	0 13½		
Apricots, standard (present delivery), in 25-lb. boxes, per lb.	0 12½		
Apricots, choice (July delivery), in 25-lb. boxes, per lb.	0 10½	0 11	
Apricots, standard (July delivery), in 25-lb. boxes, per lb.	0 10	0 10½	
Peaches, choice, "	0 12		
" standard "	0 12		
Pears, (choice halves) "	0 12½		
Nectarines, choice "	0 11		

**Evaporated Apples.**

Prices are firm. We quote again as follows:

Evaporated apples (new), 50-lb. cases	0 07½
" 25-lb. cases	0 05

**Beans.**

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

**Butter Tubs.**

There is a brisk demand for butter tubs. Prices are now as follows:



The  
Why  
and  
the  
Where-  
fore

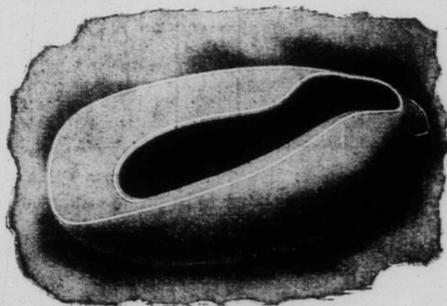
There is a reason why **Blue Ribbon Tea** excels all other teas and why **favor** once won is **never lost**. That reason is the **Tea** itself.

# Blue Ribbon Ceylon Tea

is the acme of tea excellence. Into it is imbibed all that **rich, creamy flavor** born of **superior growth**, aided by **delicate handling**, enhanced by discriminate picking—typifying, in one word, **Ideal**.

**Blue Ribbon Tea** is machine made. It constitutes only the young and, therefore, most **nourishing Tips**, and it undergoes the **strictest surveillance** from plantation to store. Put up in lead packages, permitting of no air nor moisture. **Worth 50 cents, but sold at 40 cents.** Order the **Red Label** line now—remember it's worth 50c., but sold at 40c.

## The Comfort



### Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

**The most Comfortable and Sanitary Bed Pan ever made**

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

**R. Campbell's Sons**

Hamilton Pottery

HAMILTON, ONT.

## Water Sets



IN STOCK

READY FOR IMMEDIATE DELIVERY

Attractive Assortments, not too large, even for small dealers.

Packages of about \$10 and \$20 each.

FULLER PARTICULARS ON APPLICATION

**BARNARD & HOLLAND CO.**  
MONTREAL

NEW ADDRESS :  
CORISTINE BUILDING

# FREIGHTS AND CHARTERS

**D**ULLNESS still rules in freight for ocean tonnage. The prospects for improvement are good and there is every chance that a stiffening of rates will set in almost immediately. The volume of new business transacted is not great even this, the second, week of ocean navigation for the season from Montreal. Shippers say that the sharp decline in the price of wheat and corn on this side of the water was not responded to very freely in the Old Coun-

to between 2,000,000 and 2,500,000 bushels.

The early shipment of American corn and oats by the St. Lawrence route has been the cause of the increase. Last season at this time there was no American grain coming this way and none was booked for some time afterwards.

The first fruit boat has been unloaded and her cargo is to be sold on the docks. A number of American buyers

strict attention to these circulars and to follow the advice given by the different companies as all the arrangements noted therein will be kept to the very letter of the law. Last year a number of shippers lost considerable quantities of cheese and butter during hot weather just because they had failed to make sufficient note of the instructions given by the railway company. For instance, take the following lines: "Should any butter shipments be shut out owing to want of room in the iced cars, the shippers thereof must be advised to protect

## 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.....	*13¼ c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	17/6
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases.....	*13¼ c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	17/6
Canned Meats.....	*13¼ c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	17/6
Canned Goods (gallon apples, fruit, soups, vegetables, etc.).....	.....	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	15/
Oil, lubricating and other; also Wax; in barrels.....	10/6	12/6	15/9	15/	.....	.....	.....	.....	10/6	12/6	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags.....	6/6	7/	7/	*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.....	.....	10/	10/6	†15/	.....	.....	.....	.....	.....	†15/	.....
Glucose and Syrup, in barrels.....	8/9	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	.....
" 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/	.....
" Prunes and other dried fruit, in boxes.....	15/	20/	21/	20/	.....	.....	.....	.....	15/	20/	.....
Eggs, in cases or barrels.....	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of \$4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of \$4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

\* Rates quoted in cents are per 100 lbs.

† Per 2240 lbs,

No Primage via Montreal.

try and to use the common expression, there is "nothing doing."

Steamship men believe in a firm market and space for all ports except Liverpool and Glasgow is booked for May. Some engagements have been made for June and the future looks well. There is another way of looking at the season's business so far. For instance, it is more than was done last year at the corresponding period. The grain engagements for the season so far amount

have arrived in this city on the strength of the sale.

The different progressive railways are now putting on ice refrigerator cars to meet the demands of the large dairy produce trade which will set in at once. The C.P.R. and the Great Northern Railway have issued circulars to show just what territory will be covered and the days that the cars will be on the road. The I.C.R. and the G.T.R. have also announced their service.

To all shippers of dairy produce especial advice may be given to pay

their property by returning it to cold storage until another iced car can be furnished." Further, this circular goes on to say: "Should they refuse to do so, they must be notified that the butter will remain at the station entirely at the risk of damage by weather, and the butter must be placed in a clean, dry part of the freight house."

Thus it may be seen readily that the railway companies protect themselves and shippers should pay great attention to the details insisted upon by the transportation authorities.

**Guava Jelly  
Shelled Almonds  
Indian Chutney**

New Importations. Write for particulars.

**W. P. DOWNEY,**  
26 St. Peter St. Montreal.



**CAPSTAN BRAND  
HIGH-GRADE TOMATO CATSUP**

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

**The Capstan Mfg. Company**  
TORONTO, ONT., CAN.

**Of Interest to Dealers  
in Fine Groceries**

I carry in stock the **FINEST** and **BEST ASSORTED** lines of

**French Table Delicacies**

**OLIVE OILS, TRUFFLES, PATE  
DES FOIS GRAS, VEGETABLES,  
PRESERVES, Etc.**

I am the only Canadian importer of **French Tomatoes**, whole or sliced. These are the finest goods ever on this market. I have another shipment of nearly **1,000** Cases arriving per S.S. Montreal. Write me for particulars.

If you are looking for something fine and special in **Sardines** write me. I have values that will surprise you.

**MY FIRMS ARE THE BEST IN FRANCE**

**J. H. CROSS**

Direct Importer,

112 St. James St., : MONTREAL.

**Quality**

We make quality the first consideration in every line we sell you—we take no chances on goods we do not know to be thoroughly correct.

**Prices**

After quality, we consider prices. Some of our lines may cost you a trifle more than competing lines—the difference is due to extra quality and in the end it will pay you to pay the difference just as it pays us. Our prices are "right" on all lines and we invite comparisons.

**Shipments**

We are careful in our shipping department to see that goods go out promptly and when wanted, in good order; properly packed, checked and addressed. When complaints are made we go into them carefully and promptly.

**Accommodating**

We like to oblige our customers; it's a pleasure to us to supply information about goods whether it leads to a sale or not—we want you to feel that we are working in your interests as well as our own. You may not be one of our customers but we would like to know you and you to know us.

**GORMAN, ECKERT & CO.**

LIMITED

LONDON, CANADA

Makers of **Grocers' High-Class Specialties**

WE ARE ABLE TO GIVE OUR CUSTOMERS SOME LOW PRICES ON SPECIAL LOTS OF

**Green Bananas**  
also  
**Navel Oranges**

IT WILL PAY YOU TO KEEP IN TOUCH WITH US.

McWILLIAM  
**Mc. AND E.**  
EVERIST

TORONTO, - - ONTARIO

WILL HAVE FOR NEXT WEEK

- 4 Cars N. C. Strawberries
- 4 " Bananas
- 2 " Pineapples

AND FULL SUPPLY OF ALL OTHER

**Fruits and Vegetables.**

**FRUIT AGENCY WANTED IN BRITAIN**  
Green and Canned, not Jams

House, with 20 years' connection, in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first class firms represented.

**J. W. LEAKE, - SCARBOROUGH**  
30 BARWICK STREET  
Tel. Au. "Leake, Scarborough.

**DRIED APPLES**  
BRIGHT, DRY STOCK  
WANTED.  
**O. E. ROBINSON & CO.**  
INGERSOLL  
Established - - 1886

The  
**DAWSON** Commission Co., Limited  
FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets. **TORONTO**

**DRIED APPLES**  
We pay highest market prices for bright dry quarters and make prompt remittance.  
**The W. A. GIBB CO.**  
Packers and Exporters  
6 and 7 Market St., **HAMILTON**

**GREEN FRUITS  
AND VEGETABLES**

THE Thamesville Canning Factory has been leased for a term of years by four business gentlemen of Thamesville—C. A. Watts, D. J. Davies, H. J. Obeay and G. A. Fraser—and will be run under the name of the Thames Canning Factory. They have their acreage nearly completed, and everything well under way to start canning for the coming season. They will can corn and tomatoes, and expect to put up a brand that will equal anything on the market.

The new seedless apple has been pronounced a fraud by English experts.

W. B. Stringer & Co., fruit brokers, Toronto, have sold out their buying brokerage business to T. Smith.

New crop Bahamas pineapples are expected to be shipped in the course of the next three or four weeks and latest reports from the Islands indicate quality of maturing crops as of a high grade, and while the quantity offered is not excessive, prices remain at last year's low figures.

According to the Canadian Associated Press the Dominion Government is inviting tenders for a refrigerator steamship service between St. John, N.B., and London, England. The idea is to assist in the development of the export trade in Canadian fruit and produce.

Luther Burbank, of Santa Rosa, California, has succeeded in producing from a potato vine a luscious white, delightfully-palatable fruit that makes excellent preserves, and which he has called "pomato." The new fruit is smaller than a potato, and its meat is white. Its flavor is that of a fruit rather than a vegetable.

The apple shipments for the past season from Atlantic ports were 2,381,014 barrels. Of the number 666,354 were shipped from Boston, 636,047 from New York, 304,175 from Portland, 367,681 from Montreal, 354,275 from Halifax, 19,874 from St. John, 8,500 from Wolfville, N.S., and 24,108 from Annapolis. The ship-

ments last season were: 3,462,759, and in 1903: 2,461,933 barrels.

The growing of citrus fruits on a commercial scale in Northern and Central California, while comparatively a new enterprise, is becoming each year of greater importance, and the output is rapidly increasing. Fortunately for the growers in that section of the State, their fruit ripens nearly two months earlier than that raised in Southern California, so that the marketing of the two crops is for the greater part done at different times, and they do not come into competition with one another.

**Ontario Markets.**

GREEN FRUITS.

Toronto, May 11, 1905.

NOTWITHSTANDING the cool weather the trade report a very satisfactory week's business in green fruits. Bananas have been literally slaughtered on this market during the past few days. One day last week there were no less than 15 cars on track, all of which were disposed of in good time. One member of the trade reports that he has never seen so many bananas disposed of on the Toronto market in such a short time. The steamer Jacona's cargo, which was sold in Montreal on Friday of this week attracted a large number of Toronto wholesale fruit men. Fuller details of the sale will be given next week.

Pineapples are 50c. easier in price than they were a week ago, and California navel oranges are selling at from \$3 to \$4.25 a box.

The price of strawberries fluctuates from day to day. At the close of the market, however, quotations were from 14 to 18c. The Chicago strike has seriously interfered with the arrival of stuff from California, particularly new cherries, very few of which have arrived on this market so far this season. Our quotations are as follows:

Bahama grape fruit.....	5 00
Havana pines per case.....	3 00 3 50
California navel oranges, per box.....	3 00 4 25
Oranges, Mediterranean sweets, per box.....	3 50 4 00
New messina lemons, 300 s, per box.....	2 25 2 75
" " 360 s, per box.....	2 25 2 50
Bananas, large bunches, crated.....	1 40 1 60
Bananas, 8 s, per bunch, crated.....	0 80 1 00
Bananas, 7-hand bunches, off track.....	0 65 0 75
Red bananas, per bunch.....	2 00 2 25
Apples, Winter varieties.....	1 25 3 50
Sweet potatoes, bush, crates.....	3 00
Cranberries, Jerseys.....	6 50 7 00
" " per case.....	2 50
North Carolina strawberries, per quart.....	0 14 0 18

VEGETABLES.

A steadily-increasing volume of trade is reported in green vegetables, the only new arrival for the week being out-door rhubarb, which is quoted at 40c. per dozen bunches. Potatoes are slightly easier in price. Florida celery is down

to \$2.50 to \$3 per case. Southern rhubarb is out of the market. Florida tomatoes are 50c, easier than a week ago. New carrots are 25c., waxed beans 50c., and Charleston cabbage 25c. easier than last week. Florida cucumbers have arrived on this market and are selling at \$2.75 to \$3 per hamper. We quote the following prices:

Greenhouse lettuce, per dozen bunches	0 25	0 30
Greenhouse radishes, per doz. bunches	0 40	0 50
New Baltimore radishes, per hamper	1 25	1 50
Dry Mint, per doz bunches	0 20	0 20
Parley, "	0 20	0 20
Sage, per doz.	0 20	0 20
Savoury, per doz	0 15	0 15
Carrots, per bag	0 60	0 60
Beets, per bu.	0 75	0 75
Beets, per bag	2 25	2 50
Dry onions, per basket	0 60	0 60
Onions, Yellow Danvers, per bush. crate	1 50	1 50
Bermuda onions, per crate	1 75	1 90
Egyptian onions, per crate	3 00	3 25
Green house water cress, per doz.	0 25	0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 65
" " car lots, Eastern	0 66	0 67
Paranips, per bag	0 75	0 75
Cabbage, per doz	0 45	0 75
Furnips, per bag	0 30	0 35
Florida celery, per case	2 50	3 00
Hot-house cucumbers, per doz.	1 75	1 75
Florida cucumbers, per hamper	2 75	3 00
Oyster plant, per bush	1 25	1 25
Oyster plant, per doz. bunches	0 75	1 00
Greenhouse rhubarb, per doz	0 75	1 00
Outdoor rhubarb, per doz. bunches	0 40	0 50
" " onions, large bunches	0 15	0 15
" " per doz.	1 25	1 25
Southern rhubarb, per bush box	3 50	4 25
Florida tomatoes, per case	1 00	1 00
New beets, per doz. bunches	0 80	0 90
Spinach, per bush. hamper	1 50	1 50
Asparagus, per doz. bunches	0 80	0 90
Mushrooms, Illinois, per lb.	2 50	2 50
Bermuda potatoes, per bush	0 75	0 75
New carrots, per doz. bunches	3 00	3 00
Waxed beans, per bush. box	2 25	2 25
Charlestown cabbage, per bbl. crate	4 00	5 00
Egg plants, per bush. crate	1 75	2 00
Kale, per bbl	0 40	0 40
New radishes, per doz. bunches	0 40	0 40

**Quebec Markets.**

**GREEN FRUITS.**

A tour of the fruit market shows a little quietness in the trade, although some lines, such as oranges, are selling well and meeting with a good demand. Dealers expect business to develop shortly and have good prospects for this season's trade. Among the steamers newly arrived the Jacona has a large cargo of fruits, consisting of 15,000 boxes of Messina lemons, 13,000 boxes Messina oranges, 2,500 half boxes Messina oranges, 200 half boxes Messina lemons, 2,000 boxes Catania oranges, 10,000 boxes Sorrento oranges and 1,500 boxes Sorrento lemons, which will be sold by auction on Friday, the 12th inst. Oranges are expected to bring a fair price on account of good demand. Also 2 cars of pineapples will be sold this week at from 50 to 75c. per crate cheaper, according to opinion of dealers. We quote:

Bananas	1 50
Cocoanuts, per bag of 100	3 50
Pineapples, 24 to case	3 50
" 30 to case	3 00
Cranberries, finest dark	11 00
" dark	9 50
Jamaica grape fruit, per box	4 00
Florida grape fruit, per box	5 00
California navel oranges, per box	3 50
New Messina lemons 30's	1 75
" 36's	2 00
Apples Winter varieties	2 50
Sweet potatoes, per bbl.	6 00
Almeria grapes, per bbl.	8 00
Tomatoes, Floridas, crate	3 50
Lettuce, Boston	1 20
Strawberries	0 15
Florida celery	4 00

**VEGETABLES.**

Trade is good and steadily gaining in activity. Demand is gradually increasing and is fair in all lines on account of low prices. Early vegetables are selling freely at prices quoted and a still better business is expected for the following weeks. Florida celery is coming in good

**"Florida Tomatoes"**

Prices are greatly reduced, can be now retailed at 15c lb. Ours are Packing House goods, uniform pack and ripeness.

**"Godinez Brand" Pineapples**

Prices are down to low level, and advise taking hold for canning purposes.

**WHITE & CO., WHOLESALE FRUIT, PRODUCE AND FISH, 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 & Wolverton,  
Grimsby; Titterton Bros., St. Catharines.

**Car of Mexican Oranges, special, \$3.00 Box, all sizes.  
Pineapples—Try a few cases; they will please. Prices right.**

W. B. STRINGER J. J. MCCABE

**ASK YOUR DEALER**

FOR ST. NICHOLAS LEMONS

**W. B. STRINGER & CO.** Fruit Brokers,  
61 Front East, TORONTO.

**EXTRA FANCY**

**Ripe Bananas, cheap.**

**"Golden Orange" brand Navels**

Best Navel Oranges packed.  
This brand is packed EXCLUSIVELY FOR US IN CANADA.  
Send us your orders and get the BEST.

**HUGH WALKER & SON, QUELPH. ONT.**

**This is the House! This is the Season!**

**STRAWBERRIES, TOMATOES, CUCUMBERS, CABBAGES, Etc.**

are arriving at our premises freely

Look into Our Prices.

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

quantities and selling well. There are also arrivals of potatoes and Florida tomatoes. The new stock is in fine condition and meeting with good demand. We note a fall in prices:

Florida tomatoes, crate	3 00	3 50
" celery	3 50	3 50
" cucumbers, basket	3 00	3 00
Hot-house " per doz.	1 50	1 50
Bermuda onions, per box	2 25	2 25
New cabbage, per crate	3 00	3 00
Green and wax beans	4 50	4 50



# A Delicious Cup of Coffee

Our 1-lb. tin "**CLUB**" brand **COFFEE** at **33** cents per lb. is without question the best value on the market. WE know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"**CLUB**" **BRAND.**

## S. H. EWING & SONS

96-104 KING ST., MONTREAL

Telephone Bell Main 65.  
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET

Telephone Main 3171.

Telephone orders receive prompt attention.

# "Red Shield" Pickles

Mixed and Chow

16-oz. Bottles

PACKED 7 DOZEN IN BARREL

Unquestionably the Best 10-Cent Pickle on the Market

## WARREN BROS. & Co., - - TORONTO

**ABOUT  
HALF  
THE  
MAPLE  
SYRUP  
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents,

Montreal



$\frac{1}{2}$

*Flett's*

**PICKLE  
CERTAINTY**

Buying pickles with the name "Flett" on the bottle is not a game of blind man's buff. It is pickle certainty. "High quality is assured."

**ROSE & LAFLAMME**  
Agents, MONTREAL

MHS

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

### DIAMOND EIGHTS

give the biggest profit to the  
RETAILER

### ELITE

gives all the profit a line of its  
character will stand.

### BOTH

give satisfaction to the consumer.

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

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

## A TRADE WINNER FOR GROCERS.



The full flavor  
the delicious qual-  
ity, and the ab-  
solute purity of  
Lowney's Cocoa  
distinguish it from  
all others. It is a  
natural product;  
no "treatment"  
with alkalis or  
other chemicals;  
no flour, starch,  
ground cocoa  
shells or coloring  
matter; nothing  
but the nutritive  
and digestible pro-  
duct of the choic-  
est 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

# BEAUCE MAPLE SUGAR

## FINEST PRODUCED

### D. RATTRAY & SONS

Import and Export Agents

QUEBEC

Montreal

OTTAWA

## CONDITION OF GROWING FRUIT CROPS

**C**ORRESPONDENTS of The Grocer report as follows on the growing fruit crops throughout the Province of Ontario:

### E. E. Adams, Leamington.

Peach trees here have stood the Winter very well, but the fruit buds are largely killed out. While the Crawford class are completely cleaned out, many of the more hardy varieties are showing a good quantity of fruit, and I should say, judging from what few peach trees we have here in bearing, that we will have 20 per cent. to perhaps 25 per cent. of a crop. Plums promise a good crop. I have not examined pears as yet. Cherries will be a good crop.

Strawberries will give a far better crop than last season, from the fact that during the Winter of 1903-04 a large quantity of the plants were killed out by frost. Many growers had almost none, while from last Spring's plantings, which have now come through the past Winter in good shape, I fully expect to see a nice crop. I am not sure that we will have a larger apple crop than last season, as we had a good crop then. A little later on more perfect information can be given.

I may say that the tomato crop for shipping to grocers or others throughout Ontario promises to be about normal from the present outlook. The crop of early cabbage will be much larger from the fact of larger plantings which are now in the ground. Wax beans, green peas, green corn, musk melons, cucumbers also will be in larger supply than formerly. This business is assuming large proportions here and paying well. My own sales from vegetables alone, all grown on my own farm, amounted to \$2,000 last year, and I purchased nearly \$3,000 worth from my neighbors to supply the trade. There are several growers here whose sales run from \$1,000 to \$3,000 in a season. Peaches have been somewhat of a "disaster" to many growers here, for we no sooner get an orchard in bearing than extreme frosts come and clean them out. I have lost over 5,000 trees in the last 7 years.

### J. Depew, Southend.

Strawberries and other fine fruits look very promising at the present time for a good crop. Peaches, plums and pears also promise well. It is too early to give any close information in regard to the apple crop, but as far as I can judge they show a good average crop. The acreage of strawberries will be larger than last year.

This report covers the County of Welland and extends to Niagara-on-the-Lake.

### L. Wolverton, Grimsby.

The past Winter has been favorable for a good fruit crop. The peach trees are in excellent condition and are full of fruit buds. So are the cherry trees, even tender varieties of English sweet cherries being well laden with fruit buds. Pears look well, especially Duchess and Bartlett. Apples promise a fair crop. Not, perhaps, a very heavy crop of Baldwins, but a good crop of Spys may be expected. Strawberries promise well.

### E. L. Jemmett, Beamsville.

The prospects for fruit, generally speaking, are very good at present. Peach trees have stood this last Winter all right, but at least 10 per cent. were killed the Winter before; this, together with the large acreage destroyed by scale and frost in other districts, would indicate that peaches will be good property for several years.

Strawberries will be much more plentiful here than last year; but not an extra large crop, and the canners are already offering a good price for them. Raspberries promise well, but owing to the canners' demand, will be about the same price as last year. Plums are likely to be cheaper than last year. There are not many apples grown here.

### Milton Backus, Chatham.

Strawberries are just coming into bloom and have come through the Winter in fine shape. Pears promise a full crop. The Alexander and other early peaches promise a light crop, early Crawfords a medium crop, and Elbertas and Crosbys

a full crop. Snowapples are a failure; Spies a full crop, also Baldwins and greenings promise a medium crop. Most other varieties will yield medium crops. It is a little early to give a comprehensive report as vegetation has made but little progress during the last three weeks.

### C. H. Crysedale, Oshawa.

Fruit prospects up to date in this section are all that could be desired. There is, however, yet danger of a late frost and, therefore, for a week or so the prospects cannot be definitely estimated.

### J. C. Smith, Burlington.

Peaches wintered well and promise a full crop. Plums, pears and apples also wintered well and promise an abundant bloom. Strawberries stood the cold weather well, but owing to the very dry Fall of 1904 did not make as many vines as usual. Therefore, I hardly look for as good a crop as last season. Raspberries and blackberries promise an average yield.

### Jas. Hiscott, Virgil.

Peach trees, where cared for, have wintered fairly well. Many orchards have disappeared through the scale and lack of care. Apples look well, yet, on account of the abundant crop of last season, one can scarcely look for more than a quarter crop this year. Strawberries promise well.

### B.C. Correspondent.

A correspondent in British Columbia writes that it is too early to make forecasts of the fruit crop. So far, however, the prospects are much better than the average at this time of the year. The fine weather of late has had

**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.; Whitehead & Turner, Quebec, Que.; 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**

Open up well.

The average customer is pleased at first sight with Mooney's

**PERFECTION  
CREAM  
SODAS**

The package itself is attractive and inspires confidence.

But the important point is that Perfection Cream Sodas open up well.

*They Look Fresh  
They Taste Delicious  
They Inspire Confidence*

in the grocer who supplied them. They clinch the customer's trade.

Better order a few clinchers now.

3-lb. Cards or Tins.

**THE Mooney  
Biscuit & Candy  
Company,**

LIMITED,

Stratford, - Canada.

a splendid effect on the orchard bloom and the fruit is already setting. Everything now depends upon the early May weather.

S. M. Culp, Beamsville.

It is a little early yet to know what the fruit will be like; the buds are just opening, and from appearances everything has stood the Winter well and prospects are good at present for a fruit crop.

I do not know yet what the apple crop will be like; re strawberries, I have been making inquiries to find out if there is as large an acreage bearing this year as usual and have not received the information yet.

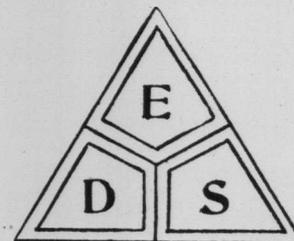
Mr. Titterington, St. Catharines.

The small fruit crop promises to be better this Summer than it has been for a number of years past. One reason for this is that fruit growers have realized that to get the best results they must use every means to endeavor to overcome the scale pest. All the up-to-date growers have adopted the spraying method which, while it is an expensive and tedious process, not only increases the yield, but greatly improves the quality of the fruit as a whole. This season's crop will probably convince growers that the time and expense incurred in spraying is a good investment.

**PREPARING FOR NEXT YEAR.**

The trade of St. John, N.B., are beginning to prepare for next Winter's export business, and at present it looks as if at least one new wharf would be built. A movement is reported to be on foot, on the part of the contractors for the West India steamers, to have St. John cut out as a port of call. The feeling in St. John is that the Government will not consider the proposition seriously because of the large trade interests involved and the fact that the port of St. John is excellently situated for import and export business. The St. John Board of Trade have taken a strong stand on the question.

**THE SIGN**



The Sign

**E. D. S.**

on

Jams, Jellies,  
etc.,

is a sign of worth.

It is a sign that Smith, of Winona, the man with a standard, is the maker. What more could you desire?

**E. D. SMITH'S**

FRUIT FARMS

WINONA, - - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest

**MILK CHOCOLATE**

produced in the world, and are using pure Canadian Milk.

**COWAN'S COCOA** (Maple Leaf Label)  
Absolutely Pure.

**THE COWAN CO., LIMITED, TORONTO**

**Spring Drink**

# VAN HOUTEN'S COCOA

**Spring Food**

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, TORONTO  
WATT, SCOTT & GOODACRE MONTREAL

We could talk here for a month and tell you all about how much better our COFFEES are than anybody else's, but what you want is Coffee that will sell and please your customers, and build up your Coffee Trade. Do you know that there is a lot of money for you in handling **Piper's Coffees**—you can prove this by letting us know what kind you want. We will satisfy you on every count—quality, price and treatment. Write us.

## A. M. PIPER & Co.,

116 Jarvis Street,

TORONTO, ONT.

### Our Quebec Trade

**P**LEASE take notice that the well-known and reputable firm, Messrs. Boivin & Grenier, Quebec City, have the sole right of our goods for that Province and are having a fresh stock sent on from week to week.

They have mostly a full range of our goods in stock and all orders entrusted to them will have the same attention as if sent us direct.

### Imperial Biscuit Co.

Biscuit and Confectionery Mnfrs. Limited

GUELPH

Toronto Branch : 60 Front St. E.



**THEY**

**Sell Well**

**Show a Nice Profit**

**Give Satisfaction.**

WHY?

Because they are

## CANADA'S BEST

ROSE & LAFLAMME MONTREAL



The faith of the many has never been shaken in the product on which we have built up a big business—**Orange Meat**—and never will that faith be shaken. It is our pleasure to have many patrons, and all these have been won by merit—the **Orange Meat** itself. We trust to have still more patrons; yet no matter what increased favors we receive in the future, we shall continue to manufacture only the highest grade of

## Orange Meat

**Orange Meat** is a delicacy the value of which need not be reiterated. There is scarcely a home but what has tried it and in many cases uses it regularly. **Orange Meat** as a breakfast food finds many friends, and this friendship is not usually of the evanescent order. Our **Orange Meat** is the one you should handle, because it is Canadian-made, because it is well-made, and because we have a reputation for honest dealing and good goods.

Let us hear from you.

**THE FRONTENAC CEREAL CO., LIMITED**

Kingston, Ont.

## Flour and Cereal Foods

### Grain Prospects.

**C**ORRESPONDENTS throughout the grain-growing sections of Ontario report that the season is distinctly backward. The lack of moisture is a serious consideration in most localities, notwithstanding the fact that wheat and clover came through the Winter in good condition. With rain and sunshine from the present time onward there will be a much better Fall wheat crop than was harvested last year, when large areas were ploughed up because of Winter-killing. Reports from Manitoba and the Territories are generally cheerful, the tone of the weekly railway crop reports just issued being more favorable than was looked for. Seeding has been practically completed, only a small percentage remaining to be done. Some points still report dry weather, and the sudden cold snap has retarded growth in Manitoba, though not to any great extent. Parts of Assiniboia and Manitoba have suffered badly from heavy winds drifting the seed on dry soil, and it is estimated that 10 per cent. of this must be re-sown. The acreage already seeded shows considerable gains over the same period last year, the open Fall having enabled farmers to do a larger amount of plowing than usual.

### World's Wheat Crop.

**S**TATISTICS of the world's wheat production for 1904, according to Bradstreet's, show a decrease of 68,129,000 bushels, or 2.1 per cent., as compared with 1903, which was the record year. With the exception of 1903 no other recent year shows a yield above 3,000,000,000 bushels excepting 1902, which yielded 3,148,404,000 bushels. The following is a detailed statement:

(Three figures omitted.)

Countries.	Bushels.	
	1903	1904
United States .....	637,822	552,400
Ontario .....	22,583	13,030
Manitoba .....	41,381	40,397
Rest of Canada .....	20,000	23,000
Mexico .....	12,000	12,000
Chili .....	13,000	13,000
Argentina .....	100,636	120,598
Uruguay .....	5,240	7,000
Great Britain .....	49,144	38,043
Ireland .....	1,176	1,040
Total U. K. ....	50,320	39,083
Norway .....	260	300
Sweden .....	5,547	5,417

Denmark .....	4,461	4,000
Netherlands .....	4,258	4,300
Belgium .....	12,350	12,500
France .....	364,320	296,606
Spain .....	128,979	110,000
Portugal .....	8,000	4,000
Italy .....	179,200	150,400
Switzerland .....	4,000	4,000
Germany .....	130,626	139,803
Austria .....	46,198	53,646
Hungary .....	161,958	137,078
Croatia-Slavonia ..	14,664	10,274
Bosnia Herzegovina	3,923	3,000
Total Aus-Hungary	226,743	203,998
Roumania .....	73,700	53,738
Bulgaria .....	38,582	42,000
Servia .....	10,885	9,186
Montenegro .....	300	200
Turkey in Europe..	26,000	23,000
Greece .....	8,000	7,000
Russia proper .....	454,596	514,182
Poland .....	19,255	21,241
North Caucasus....	77,941	81,055
Finland .....	150	150
Total Russia-Europe	551,942	616,628
Siberia .....	48,670	—
Central Asia .....	20,995	48,142
Transeaucasia ....	40,437	42,000
Total Russia in Asia	110,102	90,142
Turkey in Asia ....	33,000	33,000
Cyprus .....	812	2,283
Persia .....	16,000	16,000
British India .....	297,601	357,162
Japan .....	21,000	21,000
Algeria .....	30,000	26,087
Tunis .....	7,523	10,519
Egypt .....	11,000	12,000
Cape Colony .....	2,000	2,000
West Australia ....	1,017	1,935
South Australia ...	6,555	13,626
Queensland .....	6	2,514
New South Wales..	1,635	28,196
Victoria .....	2,650	29,425
Tasmania .....	905	791
New Zealand .....	7,693	8,140

### RECAPITULATION BY CONTINENTS.

North America ....	733,786	640,827
South America ....	118,876	140,598
Europe .....	1,828,372	1,726,159
Asia .....	478,515	519,587
Africa .....	50,523	50,606
Australasia .....	20,461	84,627
Total .....	3,230,533	3,162,404

### Discriminates Against U.S.

The New York Produce Exchange have registered a protest against the new German tariff, which they claim will impose a discriminative duty on exports from the United States in favor of European countries, particularly Russia.

## 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.

To please your customers is to hold their trade—

## BORDEN'S



"Eagle" Brand  
of  
Condensed Milk

and



"Peerless" Brand  
of  
Evaporated Cream

are lines that always please on account of their absolute purity and healthfulness.

They pay you better than any other lines on the market.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN,  
Halifax, N.S.

SCOTT, BATHGATE & CO.,  
Winnipeg, Man.

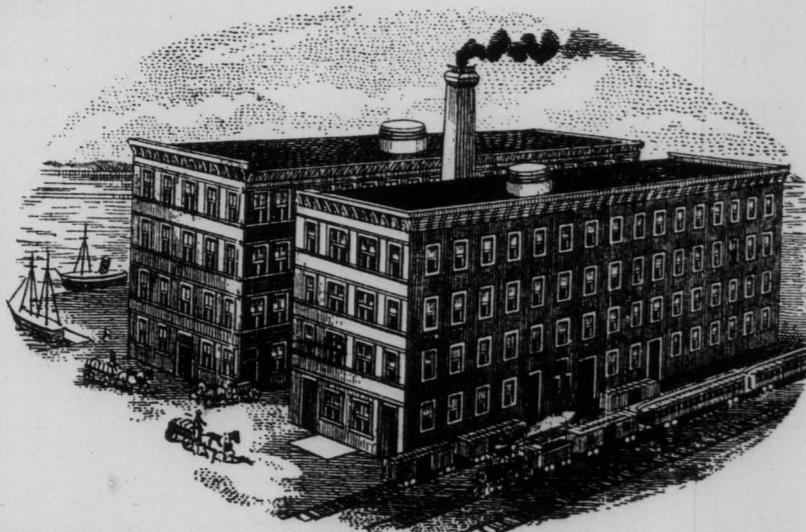
W. S. CLAWSON & CO.  
St. John, N.B.

SHALLCROSS, MACAULAY & CO.,  
Victoria and Vancouver B.C.

*We*

beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods :

Rolled Oats  
Gran. Wheat  
Gold Dust  
Family Oatmeal  
Ground Wheat  
Sd. and Gr.  
Oatmeal



Pot and Pearl  
Barley  
Ground Oats  
Flaked Wheat  
Split Peas  
Pea Meal  
Ground Corn  
All kinds  
of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US  
FOR QUOTATIONS.

PROMPT DELIVERY IN MIXED OAR LOTS  
OR OTHERWISE.

LETTER ORDERS  
A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS  
FOOT JARVIS STREET Toronto

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Good Chance for an Ad.

HAVE you ever thought of the most attractive spot in a cigar store for an ad? Nearly all the experts have exhausted the opportunities, but recently a new one occurred. It is the little lamp where the light is kept burning to ignite the oil-covered torches. As a rule the lamp is red and this glass is blank, and it is amazing why the American Tobacco Co. or some other equally enterprising concern does not get up some nice lamps, say of the Moorish type, with letters burned in the glass so that the light, however faint, would show off the name. Have two or three or a dozen different kinds of globes and change them frequently. This would draw attention and could not escape the most casual observer. Grocers who wish to be first in the field with a novelty can make a hit by suggesting this idea to travelers and make it mutually profitable.

### Boldness in Cigar Ads.

"The best cigar for five cents in all Canada," is the striking card that appears from day to day in a well-known city cigar retail shop. It has really been a surprise to the dealer himself to find the number of people who have called just to ask if it is a fact that he has the best cigar in all Canada. The credulous public do not believe everything that is put in the windows, but it is the nerve of the man who puts it there that inspires the benefits of advertising which lie in just such acts as these. The caller is interested by the cleverness of the man behind the counter and it is like all other business propositions—to get a hearing is the main chance.

Then this is just a hint. Think of the manifold ideas there are to be evolved from this one: War pictures in a window as adopted by Mr. Michaels of Montreal, and the latest theories of the Japanese-Russian war.

Get up a vote for the most popular fireman and give a good prize; it will pay well. Then if you do not believe in the prize business, get up a nice hand-painted card, showing a man looking very comfortable and cosily smoking one of your specials, put the name on it and put your name prominently on the

box of tobacco lying on the table which may be painted on the card.

To get your name known is to draw business to that name, and all your personality will be carried with you provided you should move from one place to another.

### Big Grocer's Tobacco Department.

The howlers regarding grocers handling cigars and tobaccos should subside after they learn of the well-known firm Fraser, Viger & Co., of Montreal, making such strides in their tobacco department. Here is a firm acknowledged to be a leader in the Dominion, and surely it should serve as a model for the smaller houses everywhere. The firm have made an elaborate extension of their department of cigars, cigarettes and tobaccos. The department has been assigned special quarters in the rear of the warehouse, in the Nordheimer building, and it will now be conducted under the management of Mr. Charles P. Macklaier, a connoisseur in catering to the smoker's pleasure.

The new quarters have been fitted up in an attractive style, and the department will carry a complete line of smokers' supplies, with special attention to the higher grades of tobaccos, cigars

and cigarettes. The firm is sole agent in Canada for the smoking mixtures of the London manufacturers, Carreras, whose Craven mixture was made famous by Barrie, in "My Lady Nicotine," under the name of "Arcadia." It is also sole agent for Carreras and Marcianus cigarettes, Craven mixture cigarettes, the Marcian cigarettes, and the Savory cigarettes.

In cigars, the department carries complete lines of imported goods, ranging in prices from \$7 to \$28 per hundred, and including such world famous brands as Murias' "Presidentes," Manuel Garcia's "Invincibles," Villar & Villar's "Colonels," Henry Clay's "Perfectos," and Eden's "Deliciosos." In addition to complete lines of these manufacturers, the department also carries cigars from many such houses as Upmann, Diaz y Garcia, and Bock y Ca.

The present extension of this department is, it is understood, an initial step towards a still further extension of the business in this direction.

### A New Tobacco Store.

Beauty is written all over the commodious new premises of the Havana Import Co., which opened in Montreal last Monday, May 8. Horse Show week

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

## TOURIST TIME

is not far off. Perhaps you will recall your last year's experience—how that the men from Uncle Sam's land—inveterate Cigar Smokers—asked you for a *good* cigar. Some of you didn't keep cigars at all ; some did, but you weren't too sure of the cigars you sold ; and some of you set forth our **Pebble** for a 5-center, and our **Pharaoh** for a 10-center, with pride and with assured confidence. You sold and sold again. What about Cigars for 1905 season ? Hadn't you better write us about it ?

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

## Letters to Tom, the Grocer.—No. VIII.

HAMILTON, May 12, 1905

Dear Tom :

That typewritten letter you sent out to your customers the other day, filled in with names and signed by you, and sent out with a 2-cent stamp, was good business, and we hope you will keep it up whenever you get hold of another particularly good line.

Have you a list of smokers ? It would be a good thing to send out a letter to them, cracking up **T. & B.** (10-cent size) We'll be glad to help you with the letter. Think it over.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

gave the firm opportunity to decorate their windows with flowers and curtains, also pictures of horsey character. The interior is fitted up in a style never before seen in Canada. The walls are all solid marble and interlaced with mirrors. Fresh cut flowers were disposed throughout on the counters and cabinets, while solid glass partitions right up to the ceiling divide show rooms, where may be seen the choicest products of the tobacco leaf. At the rear is a magnificent lounging room fitted with leather couches and fine easy chairs. The location of the new place is in the old stand made famous on St. James street by Hymans, and is just at the head of St. John street, handy to the brokers, law-

yers and wealthy smokers and about-town spenders, as well as being a convenient rendezvous for contractors and politicians. The proprietors deserve public congratulation for their enterprise.

C. B. Desrochers & Cie. have registered as tobacconists, Montreal.

**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.

**KING-BUFFALO**

**KING-BUFFALO**

K  
B  
K  
B  
K  
B

K  
B  
K  
B  
K  
B

**King Buffalo Cigar**

A First Quality Cigar. A winner from the word go. At 5 cents there isn't a mate for it made. Smoke one to prove it. Sample free.

\$35 00 per M. All the advertising matter you desire to help sell it. Express paid on sample hundred if cash accompanies order; also on all time orders of 1/2 M. or over. Smokers: Return pockets, and thereby secure set of fine art pictures.

**CANADA CIGAR CO., Makers, LONDON, ONT.**

**The Enormous Increase**

in the sale of our Tobaccos has established in the most solid fashion the fact that

**The Public Likes Them.**

SMOKING

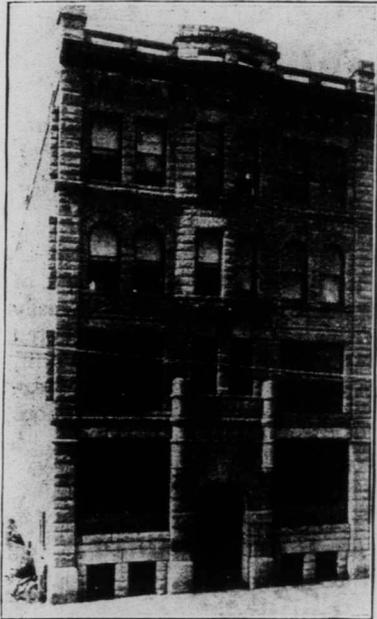
Tonka  
Solid Comfort  
Pinchin's  
Hand Made

**McALPIN  
Consumers'  
Tobacco Co.,  
Limited, Toronto**

CHEWING

British Navy  
King's Navy  
Beaver  
Apricot

# 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.

May 11, 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	
Round 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	
3-lb. tins, 3 " "	1 25	
5-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 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 lbs. in a case.	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
4 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	3 " "	7 30
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

#### ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	\$1 00
" 1 lb.	1 60
" 6 oz.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	\$1 00
" 1 lb.	1 50
" 6 oz.	2 20
" 1 lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

#### "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	75

#### "BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	\$3 50
" " 36 10 " "	4 00
" " 24 16 " "	4 50
"Beaver" brand, 24-16 pkgs.	4 80



#### EAGLE BAKING POWDER

Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

#### Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
in bags, per gross	1 25
in pepper boxes,	
according to size	0 02 0 10

#### Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	



#### JAMES DOME BLACK LEAD.

Per gross	
6a size	\$3 40
2a size	2 50

#### BORAX.

Bee brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 " "	3 25
" " 16 oz., cases, 48 " "	4 25

#### EAGLE BORAX.

Cases of 5-doz. 5c. packages	Per doz. \$0 45
" 5-doz. 10c.	0 90

#### Boeckh's Brooms.

Bamboo Handles, A, 4 strings	\$4 50
" " B, 4 " "	4 20
" " C, 4 strings	3 95
" " D, 4 " "	3 70
" " F, 4 " "	3 40
" " G, 3 " "	3 10
" " I, 3 " "	2 70

#### 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-lb. tins	3 40
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	1 25

#### Chocolate—

Queen's Dessert, 1/2's and 1/4's	\$0 40
" 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

#### Icings for cake—

Chocolate, pink, lemon color, lbs.	\$1 75
Orange, white and almond, 1-lb. "	1 00

#### Confections—

Cream bars, large boxes	Per doz. \$2 25
" small " "	1 35
Chocolate ginger, lbs.	3 75
" 1-lb. "	2 25
" wafers, 1-lb. boxes	2 25
" 1-lb. boxes	1 30



"The best business man is the one who learns wisdom from his own mistakes."

If you have made the mistake of not keeping

# Paterson's Camp Coffee Essence

Learn wisdom—and learn it as soon as possible—you may have a call for Paterson's any time, as it is a fast seller, and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL  
AGENTS.

# SHREDDED WHEAT

## A GOOD FOOD IN STORE

The best foods you can have in your store are  
**Shredded  
Whole Wheat Biscuit  
and Triscuit**

These products are the standard wheat foods of today and the most popular. They sell easily and are steadily demanded. They are marketed in a straightforward manner, with no premium, gift or other schemes to create bother and expense for you. This year they will be more heavily advertised than ever before. Be ready for the demand which they will bring to bear upon you.

**The Canadian Shredded  
Wheat Company  
Limited**

Niagara Falls Centre, Ont.  
Toronto, Ont.

FRY'S.		per lb.
Chocolate—		
Caracas, 1/2's, 6-lb. boxes	.....	\$0 42
Vanilla, 1/2's	.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	.....	0 24
Cocoa—		Per doz.
Concentrated, 1/2's, 1 doz. in box	.....	2 40
" " " " " " " " " "	.....	4 50
" " " " " " " " " "	.....	8 25
Homoeopathic, 1/2's, 14-lb. boxes	.....	.....
" " " " " " " " " "	.....	.....
Epps's Cocoa, case of 14 lb., per lb.	.....	0 35
Smaller quantities	.....	0 37 1/2
BENSCHDORF'S COCOA		
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.		
1/2 lb tins, 4 1/2 doz. to case	.....	per doz., \$ 90
1 " " " " " " " " " "	.....	2 40
1 " " " " " " " " " "	.....	4 75
1 " " " " " " " " " "	.....	9 00

JOHN P. MOTT & CO.'S  
E. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	\$0 36
Mott's Prepared Cocos, 1/2 and 1/4 boxes	0 28
Mott's Breakfast Cocos, 1/2 in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2 in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
remium No. 1 chocolate, 12-lb. boxes	\$0 35
anilla chocolate, 6-lb. boxes	0 47
erman sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, 1/2, 1 and 5-lb tins	0 40
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	
per box	3 00
Soluble chocolate (hot or cold soda)	
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box,	
per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

	Per lb.
Breakfast cocoa—	
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	40c.
12-lb. boxes, 6 boxes in case, 1/2-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-1/2-lb. tins	44

	Per lb.
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	32c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	34c.

	Per lb.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs.	35c.

	Per lb.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	44c.

	Per lb.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	35c.

	Per lb.
Vanilla sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	32c.

	Per lb.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs.	30c.

	Per lb.
Diamond sweet chocolate—	
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, 1/2-lb. pkgs.	23c.

### Condensed Milk.

	Per lb.
Anchor brand, cases 4 doz., per case	\$5 00
evap. cream, op. 4d.	4 55

Borden's Condensed Milk Co.

	Per lb.
Eagle brand	\$1 50
Gold Seal brand	1 30
Peerless brand evaporated cream	1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....\$4 65  
"Reindeer" brand per case doz..... 5 60



### Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " " " " " " " " "	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " " " "	0 26
Fine " " " "	0 22
Fancy " " " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.	Per lb
Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13 1/2

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	\$0 25
"Mocha	0 25
"Condor" Java	0 30
"Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " " " " " " " "	0 60

100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42c.
" III, 80-lb. boxes	37c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.	Per doz.
Imperial—Large size jars	\$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	17 00
Small size	12 00
Roquefort—Large size	1 40
Small size	1 40

Coupon Books—Allison's.	Un- num bered.	Covers num bered.
For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin, Fils, Montreal.		
\$1, \$2, \$3, \$5, \$10 and \$20 books.		

In lots of less than 100 books, 1 kind assorted	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3c.

The consumption of Corn Syrups in Canada has, during the past few years, nearly doubled itself. One of the leading factors to this increase, if not THE leading factor, is the magnificent quality of

# "CROWN" Brand TABLE SYRUP



**PUT UP IN TINS—**

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " " " "	1 " "	Kegs and Pails.
10 " " " "	½ " "	
20 " " " "	¼ " "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

It is the acme of production of the pure essence of the finest selected corn, absolutely pure, clean, golden, healthy and nourishing. Every one using it, likes it. Try a case of 2-lb. Tins—for sale by every jobber.

## EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

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

**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 " "

**Cane's Clothes Pins.**

**UNITED FACTORIES, LIMITED.**

Clothes pins (full count), 5 gross in case, per case	\$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95



**Cleaner.**

4-oz. cans	\$ 0.90
6-oz. " "	1.35
10-oz. " "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents  
The Davidson & Hay, Limited, Toronto

**Fly Pads.**



Wilson's Fly Pads, in boxes of fifty 10 cent packets, \$5 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	3 2 5
" "	1-lb. tins	4 2 5
" "	1-lb. tins	5 2 5
" "	5 doz., at.	\$ 1 40
" "	1 doz., at.	1 45

**Jams and Jellies.**

**SOUTHWELL'S GOODS. Per doz.**

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

**T. UPTON & CO.**

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	per lb. 0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06 1/2
7 and 14-lb. wood pails	per lb. 0 06 1/2
30-lb. wood pails	per lb. 0 06 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, 6 pails in crate	per lb. 0 06 1/2
30-lb. wood pails	per lb. 0 06 1/2
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. 1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

**Licorice.**

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	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	0 75

**Lye (Concentrated).**

**GILLET'S PERFUMED. Per case.**

1 case of 4 doz.	\$3 60
3 cases	3 50
5 cases or more	3 40

**Matches.**

**UNITED FACTORIES, LIMITED. Per case.**

Surelight (Parlor)	\$3 50
Flashlight (Parlor)	5 75
Kodak (Sulphur)	3 80

**WALKERVILLE MATCH CO.**

Parlor—	1 case	5 cases
Imperial	\$5 75	\$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

**Mince Meat.**

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

**Mustard.**

**COLMAN'S OR KEEN'S.**

D.S.F., 1-lb. tins	per doz. \$1 40
1-lb. tins	2 50
Durham 4-lb. jar	5 00
1-lb. jar	0 75
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 30
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 23 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25



**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 quart gem jars	\$1 50
3 40	3 40

**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. F. Tippett & Co., Agents.	
Cement stoppers (pills)	per doz. \$2 30
Corked "	2 30

**Salt.**

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1 45
---	--------

**Soda.**

**COO BRAND.**

**DWIGHT'S BAKING SODA**

Case of 1-lb. containing 60 pkgs., per box, \$3 00.	
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.	
Case of 1-lb. and 1-lb. (containing 24 pkgs. per box, \$3 00.	
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	Per case. \$ 3 75
No. 2, " 120 1-lb. "	2 75
No. 3, " (30 1-lb. " )	2 75
" (60 1-lb. " )	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases	2 75

**"BEE" BRAND.**

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	2 75
" " 16 oz., cases, 60 pkgs.	2 75

**Soap and Soap Powders.**

**A. F. TIPPETT & CO., Agents.**

Maypole soap, colors	per gross \$14 20
" black	15 20
Oricle soap	16 20
Gloriosa soap	17 20
Straw hat polish	18 20



# 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.,

Limited

HALIFAX - - - NOVA SCOTIA.

Agents

Geo. HUSSON & Co.,  
John W. BICKLE & GREENING,  
Geo. H. GILLESPIE,  
Joseph CARMAN,

TORONTO  
HAMILTON  
LONDON  
WINNIPEG



## The merry month of May

ushers in the season for green stuff on the table and a demand on the grocer for a good wholesome vinegar. There's nothing like

### CIDER VINEGAR

for this use, the pure juice of the apple.

Had you not better get in a position to supply a vinegar that will make the housewife's dishes more palatable?

### GOLDEN RUSSET BRAND

will do it. Write for terms.

THE W. H. WILSON CO., LTD.  
TILLSONBURG, CANADA

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Tea from Leaf to Cup.  
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How to Establish a Tea Trade.  
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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.



The Best Grocers make a point of keeping it always in Stock.

# Salt and Pepper Shakers



with **Non-Corrosive Tops**

We cannot overstate their merits. They never corrode, never rust, never become dented, never gather verdigris, never require polishing and cleaning and are always bright and beautiful under all conditions in addition to keeping salt dry.

We have the exclusive agency for this line for Canada and would like you to write us for particulars of a sample or trial package we are sending out.

**Gowans,  
Kent & Co.  
Toronto**

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MAY 11 1905  
*the sell  
Good Goods  
Cheap:  
to Currier  
at Book 34  
Page 73*



"Perfectly clean from our kitchen to your customers."

You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

## Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wethey's is the best, cleanest, most wholesome on the market. Ask them and see.

**J. H. Wethey, Limited  
ST. CATHARINES, ONT.**

Purveyors  
by Warrant Royal



Established  
in ye yeare 1706

# Crosse and Blackwell Ye Olde Saucy & Pickle House.

All Goods stampd with ye Namqs



Soho Square, London.

**C. E. COLSON & SON, MONTREAL, Agents.**